

Seat No.	
----------	--

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2022
PRINCIPLES OF MANAGEMENT – I

Day & Date: Monday, 23-01-2023
 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) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ organizational structure is based on rules and procedures.
 - a) Formal
 - b) Informal
 - c) Both
 - d) None of these
- 2) Planning seeks to achieve certain goals of the organization _____.
 - a) recruitment
 - b) planning
 - c) socialization
 - d) none of these
- 3) The poor quality of selection will mean extra cost on _____ and supervision.
 - a) training
 - b) recruitment
 - c) work quality
 - d) none of these
- 4) Management is a creative and _____ process.
 - a) continuous
 - b) technical
 - c) democratic
 - d) none of these
- 5) Management exists at the _____ level of the organization.
 - a) Lower
 - b) Middle
 - c) Top
 - d) all of above
- 6) _____ is the foundation of management.
 - a) Recruitment
 - b) Planning
 - c) Socialization
 - d) None of these
- 7) Which of the following is not a principle by Henry Fayol?
 - a) Division of work
 - b) Harmony not discord
 - c) Discipline
 - d) None of these
- 8) What is known as the primary function of management?
 - a) Recruitment
 - b) Planning
 - c) Socialization
 - d) None of these

B) Explain the following concepts. 04

- a) What do you mean by Controlling?
- b) What do you mean by Staffing?

Q.2 Write short note/Short answer/Short problem (Any Two) 06

- a) Explain the Importance of planning.
- b) Explain the different levels of Management.
- c) What is the role of Manager?

- Q.3** Explain the steps in planning process. **10**
- Q.4** **Answer any one of the following (Long answer/Problem).** **12**
- a) Explain the different types of Plans in details.
 - b) What are the advantages of Performance Appraisal?

Seat No.	
----------	--

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2022
BUSINESS COMMUNICATION – I

Day & Date: Tuesday, 24-01-2023
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) Select any one alternative. 08**
- 1) Medias of written communication includes _____.
a) Conference b) Reports
c) Seminars d) Meetings

 - 2) _____ shows relaxed eyes with corners of lips raised.
a) Fear b) Anger
c) Sadness d) Happiness

 - 3) _____ is a process of conversation of speech with the purpose.
a) Influence b) Persuasion
c) Dialogue d) Information

 - 4) _____ letter is drafted if products are delivered in improper condition.
a) Sales b) Complaint
c) Circular d) Order

 - 5) Basic part of presentation stage includes _____.
a) Introduction b) Body
c) Conclusion d) All of these

 - 6) _____ helps in overcoming communication barrier.
a) Reduce physical distractions
b) Send consistent signals
c) Make your message clear
d) All of these

 - 7) A person who conveys the message is known as _____.
a) Receiver b) Sender
c) Responder d) Coder

 - 8) _____ is the language of movement.
a) Sign language b) Action language
c) Objective Language d) Artifacts
- B) Explain the following term. 04**
- a) Oral Communication
 - b) Gesture
- Q.2 Short Note on: (Any Two) 06**
- a) Face to Face Communication
 - b) Styles of Business Letter
 - c) Essentials of good communication

- Q.3** Draft a letter for promoting your own manufactured branded shoes. **10**
- Q.4** Explain various barriers to communication. **12**
- OR**
- Explain structure and various types of report.

Seat No.	
----------	--

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2022
ACCOUNTING FOR BUSINESS - I

Day & Date: Wednesday, 25-01-2023
 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 any one alternative. 08

- 1) Additional cash introduced in business as capital is recorded in _____.
 - a) Cash book
 - b) Purchase book
 - c) Return inward
 - d) Journal Proper
- 2) _____ account is a personal account.
 - a) Manish's Salary A/c
 - b) Bank of India A/c
 - c) Purchase A/c
 - d) Depreciation A/c
- 3) House rent paid to landlord, _____ A/c to be debited.
 - a) House Rent
 - b) Drawings
 - c) Landlord
 - d) Cash
- 4) The amount realized at the end of working life of asset is _____.
 - a) Original Cost
 - b) Market price
 - c) Residual Value
 - d) Written Down Value
- 5) Opening stock is entered in _____.
 - a) Asset Side
 - b) Liabilities side
 - c) Trading A/c credit side
 - d) Trading A/c debit side
- 6) The amount of depreciation remains _____ in Original Cost method of Depreciation.
 - a) Constant
 - b) Increasing
 - c) Decreasing
 - d) Fluctuating
- 7) A commodity in which a trader deals is known as _____.
 - a) Goods
 - b) Property
 - c) Expenditure
 - d) Income
- 8) The causes of depreciation includes _____.
 - a) Efflux of time
 - b) Obsolescence
 - c) Exhaustion
 - d) All of these

B) Explain the following term. 04

- a) Depreciation
- b) Double Entry System

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

- a) Branches of Accounting
- b) Classification of Accounts
- c) Journalise the following transactions in the books of Mr. Anand
 - 1/10/2022 Received from Amol Rs. 1,925 and allowed him discount of Rs. 75.
 - 7/10/2022 Sold goods to Dhanraj on credit Rs. 10,000.
 - 15/10/2022 Bought goods from Arvind worth Rs. 15,000 on credit.
 - 27/10/2022 Paid Salary Rs. 2,400 through cheque.

Q.3 Record the following transactions of Meera Traders in two column cash book for the month of August 2022. **10**

Date	Particulars
1	Cash Balance Rs. 31,000 and Bank Balance Rs. 12,000.
3	Received from Shruti on account cash Rs. 3,200 and bearer cheque of Rs. 2,000.
6	Paid to Vaibhav Rs. 7,400 by cheque and received discount received of Rs. 100.
9	Cash Sales Rs. 5,400.
13	Deposited into bank Rs. 10,000.
17	Purchased goods from Neeta Rs. 14,000 @ 10% trade discount and paid half amount immediately @ 5% cash discount.
22	Gaurav our debtor deposited into our bank account Rs. 7,000.
23	Paid Salary by cheque Rs. 10,000
25	Withdrew by cheque Rs. 8,000 for office use and Rs.1,000 for personal use.

Q.4 On 1st April 2019 a firm purchased a machinery for Rs. 4,00,000. On 1st October in the same year a new machine was purchased for Rs. 2,00,000. On 1st October 2020, the machine purchased on 1st April 2019 was sold for Rs.2,80,000. On 1st October 2021 additional new machinery was purchased for Rs.5,00,000. The firm provides depreciation on machinery @ 10% under straight line method of depreciation each year. Prepare Machinery A/c and Depreciation A/c for 3 years. **12**

OR

Following is the trial balance of Mr. ABC as on 31st March 2021. Prepare trading and profit and loss A/c for the year ended 31st march 2021 and Balance Sheet as on that date.

Trail Balance as on 31st March 2021.

Debit Balance	Rs.	Credit Balance	Rs.
Stock on 1.4.21	50,000	Capital	82,000
Drawings	20,000	Sales	2,50,000
Purchases	1,50,000	Purchase Return	4,000
Sales return	2,000	Bills Payable	11,400
Salaries	12,000	Commission	2,000
Rent and taxes	2,000	Discount Received	2,400
Insurance	1,800	Interest	800
Wages	6,000	Sundry Creditors	28,000
Building	20,000		
Carriage	4,000		
Machinery	34,000		
Sundry Debtors	48,000		
Investment	22,000		
Cash in Hand	6,600		
Bad debts	800		
Discount allowed	1,400		
	3,78,600		3,78,600

Adjustments:

- 1) Stock as on 31st March 2021 valued at cost Rs. 68,000
- 2) Provide Depreciation on Building at 2% and Machinery 10% pa.
- 3) Rent of Rs. 400 and Salaries of Rs. 1000 were outstanding.
- 4) Provide reserve for doubtful debts at 5% on sundry debtors.

Seat No.	
----------	--

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2022
BUSINESS ECONOMICS - I

Day & Date: Friday, 27-01-2023
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) Choosing correct alternatives. 08

- 1) Joel Dean published _____ book in the year 1951.
 - a) Economics
 - b) Principle of Economics
 - c) Managerial Economics
 - d) Business Economics
- 2) _____ is a subject matter of Business Economics.
 - a) Demand analysis
 - b) Cost analysis
 - c) Production analysis
 - d) All the above
- 3) The demand for necessary goods should _____.
 - a) inelastic
 - b) elastic
 - c) more elastic
 - d) unitary elastic
- 4) The concept of elasticity of demand is developed by _____.
 - a) Adam Smith
 - b) Ricardo
 - c) Mill
 - d) Marshall
- 5) Per unit cost of production is called as _____.
 - a) Average cost
 - b) Marginal cost
 - c) Fixed cost
 - d) Variable cost
- 6) The functional relationship between inputs and output called as _____.
 - a) Demand function
 - b) Production function
 - c) Cost function
 - d) None of the above
- 7) Law of variable proportion are applicable in _____ period.
 - a) short
 - b) long
 - c) medium
 - d) very long
- 8) Price discrimination is only possible in _____ Market.
 - a) Perfect competition
 - b) Monopoly
 - c) Monopolistic competition
 - d) None of the above

B) Explain the following concepts. 04

- a) Opportunity cost
- b) Monopoly

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

- a) Explain the nature of Micro Economics.
- b) Explain the Law of Supply.
- c) Explain the first stage of Law of Variable Proportion.

- Q.3** Explain the features of Business Economics. **10**
- Q.4** **Answer the following question. (Any One)** **12**
- a) Explain the types of Elasticity of Demand.
 - b) Explain the features of Perfect Completion.

Seat No.	
----------	--

**B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2022
BUSINESS ORGANISATION & ENVIRONMENT-I**

Day & Date: Saturday, 28-01-2023
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) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ is essential for the survival of every business unit.
 - a) Employee
 - b) Profit
 - c) Goodwill
 - d) None of this
- 2) The _____ is the foundation of Business and keeps it in existence.
 - a) Customer
 - b) Manager
 - c) Employee
 - d) None of this
- 3) The sector where raw material gets converted into useful products is called _____.
 - a) Location
 - b) Research
 - c) Industry
 - d) None of this
- 4) A _____ proprietorship usually does not have to be incorporated or registered.
 - a) Sole
 - b) Business
 - c) Private
 - d) None of these
- 5) Minimum Number of persons required to start a partnership firm is _____.
 - a) One
 - b) Two
 - c) Seven
 - d) Eleven
- 6) A joint stock company can raise large amount of capital by issuing _____.
 - a) Products
 - b) Shares
 - c) Partnerships
 - d) None of these
- 7) Full service wholesalers are also known as _____ wholesalers.
 - a) Retail
 - b) Big
 - c) Industry
 - d) None of these
- 8) Business firms invest money, time and efforts in R&D to introduce _____.
 - a) Innovation
 - b) Research
 - c) Profit
 - d) None of these

B) Explain the following concepts. 04

- a) Recurring Deposits
- b) Store Retailing

Q.2 Write Short Note/Short answer/Shot problem: (Any Two) 06

- a) Explain Partnership firm and its characteristics
- b) Explain the Features of Retailing.
- c) Explain the different means of Transportation.

- Q.3** What are the objectives of business? **10**
- Q.4** **Answer any one of the following (Long answer/Problem).** **12**
- a) Explain Joint Stock Company and its characteristics in detail.
 - b) What are the Essentials of Successful business?

Seat No.	
----------	--

B.B.A. (Semester - I) (Old) (CBCS) Examination: Oct/Nov-2022
PRINCIPLES OF MANAGEMENT - I

Day & Date: Monday, 23-01-2023
 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 correct alternatives. 08

- 1) Which one of these can be delegated?
 - a) Authority
 - b) Power
 - c) Responsibility
 - d) None of these
- 2) Time is a motion study given by _____.
 - a) Max Weber
 - b) Elton Mayo
 - c) Henry Fayol
 - d) F. W. Taylor
- 3) Narrow span of management results in a _____ organization.
 - a) Territory
 - b) Customer
 - c) Process
 - d) Tall
- 4) Which one of the following is departmentation based on functions?
 - a) Marketing
 - b) South zone
 - c) North zone
 - d) None of these
- 5) The results of a job analysis are set down in _____.
 - a) Job Description
 - b) Job Specification
 - c) Aptitude
 - d) None of these
- 6) _____ test is used to measure candidates capacity to learn the skills required for a job.
 - a) Aptitude
 - b) Interest
 - c) Head hunting
 - d) None of these
- 7) Who states that "Management is an art of getting things done through people"?
 - a) C S George
 - b) Mark P Follett
 - c) Luther Gulicer
 - d) None of these
- 8) Fourteen principles are given by _____.
 - a) Max Weber
 - b) Elton Mayo
 - c) Henry Fayol
 - d) F.W. Taylor

B) Explain the following concepts: 04

- 1) Define Training.
- 2) What do you mean by authority?

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

- a) Write any 4 functions of management.
- b) Manpower planning.
- c) Types of organizational Structure.

- Q.3** Explain the steps in planning process. **10**
- Q.4** **Answer any one of the following in Brief.** **12**
- a) What are the various sources of recruitment?
 - b) Explain the different types of training.

Seat No.	
-------------	--

B.B.A. (Semester - I) (Old) (CBCS) Examination: Oct/Nov-2022
BUSINESS COMMUNICATION - I

Day & Date: Tuesday, 24-01-2023
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 options. 08

- 1) _____ is the last stage in communication process.
 - a) encoding
 - b) response
 - c) decoding
 - d) message
- 2) _____ communication saves time and money.
 - a) Oral
 - b) Verbal
 - c) Both
 - d) none
- 3) _____ letters are written to get the details of a product.
 - a) sales
 - b) follow up
 - c) circular
 - d) enquiry
- 4) Cross cultural barriers includes _____.
 - a) state of health
 - b) noise in environment
 - c) social relationships
 - d) defensiveness
- 5) Communication is _____.
 - a) exchange of information
 - b) interchange of facts, ideas
 - c) mutual understanding
 - d) all
- 6) _____ communication can be used as legal document.
 - a) Oral
 - b) Written
 - c) Face to face
 - d) Silence
- 7) _____ barrier arises because of same words with different meaning.
 - a) physical
 - b) semantic
 - c) organizational
 - d) social
- 8) A business letter should be printed on _____.
 - a) any type of paper
 - b) ruled paper
 - c) letter head
 - d) all

B) Explain the following concepts. 04

- 1) Memos
- 2) Oral Communication

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

- a) Overcoming communication barriers
- b) Styles of Layout of Business letters
- c) Merits and demerits of written communication.

Q.3 Draft notice, agenda and minutes for 5th Annual General Meeting of a Company. 10

Q.4 a) Write sales letter announcing great offers on occasion of 25th anniversary of the store. 12

OR

b) Define report. Explain in detail various types of reports.

Seat
No.

B.B.A. (Semester - I) (Old) (CBCS) Examination Oct/Nov-2022
ACCOUNTING FOR BUSINESS – I

Day & Date: Wednesday, 25-01-2023
 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 alternatives from the options. 08

- 1) Paid salary of Rs. 10,000 to Ramesh through cheque, then ____ account should be credited.

a) Salary	b) Ramesh
c) Bank	d) Cash
- 2) Purchased machinery of Rs. 10,000 and paid installation of Rs 2,000. Depreciation is charged @ 10% on WDV Method. The amount of depreciation for 3rd year will be _____.

a) 1200	b) 1000
c) 1080	d) 972
- 3) _____ is summarised record of transactions affecting a person, one kind of property or one class of gain or loss.

a) Journal	b) Account
c) Entry	d) Book
- 4) Paid life insurance premium of Rs. 1000 of proprietor, _____ a/c will be debited.

a) Life insurance	b) Drawings
c) Cash	d) Bank
- 5) The amount invested into business by owner is called _____.

a) drawings	b) income
c) discount	d) capital
- 6) Sold goods by cash Rs. 15,000; it should be posted at _____ in 2 column cash book.

a) receipt side - cash column	b) payment side - cash column
c) receipt side - bank column	d) payment side - bank column
- 7) The causes of depreciation is / are _____.

a) wear and tear	b) efflux of time
c) obsolescence	d) all
- 8) _____ assets are those assets which are acquired for relatively long period

a) fixed	b) floating
c) current	d) continuous

B) Explain the following concepts.

04

- a) Purchase Book
- b) Journal

Q.2 Write Short Notes. (Any Two)

- a) Explain various types of cash book.
- b) Subfields of accounting.
- c) M/s. Gerwal and sons purchased a machinery on 1st Oct 2018 at 1,20,000 and paid Rs. 30,000 on its installation. The firm provides depreciation @20% under Original Cost method. Show machinery account for 2018-19, 2019-20 and 2020-21.

Q.3 Journalize the following transactions in the books of M/s Mahi Ltd. 10

- 1.1.16 Started Business with cash Rs. 80,000; furniture of Rs. 20,000
- 2.1.16 Purchased goods of Rs. 25,000
- 5.1.16 Sold goods of Rs. 10,000 at 2% CD
- 8.1.16 Goods worth Rs. 1,000 taken for personal use.
- 12.1.16 Sold goods of worth Rs. 15,000 to Ramesh
- 15.1.16 Purchased goods of Rs. 5,500 at 2% CD
- 19.1.16 Ramesh paid us Rs.14,500 in full settlement of his account.
- 25.1.16 Paid rent of Rs. 2,000
- 30.1.16 Paid salary of Rs. 5000

Q.4 Answer any one of the following questions. 12

Explain various accounting concepts and conventions.

OR

Following is the trail balance as on 31st March 2019 of ABC Ltd. Prepare Trading and Profit & loss A/c for the year ended 31 .3. 2019. Balance sheet as on that date.

Particulars	Amount	Particulars	Amount
Stock on 1.4.2018	60000	Capital	71000
Purchases	170000	Discount received	3000
Return inward	5000	Sales	255000
Wages	10600	Return outward	2000
Salaries	13200	Creditors	30000
Carriage inward	2400	Bills payable	10000
Carriage outward	400		
Power and fuel	1400		
Advertisement	2600		
Office expenses	800		
Printing and stationary	1600		
Commission	2000		
Furniture	17000		
Machinery	60000		
Cash in hand	2400		
Drawings	1600		
Debtors	15000		
Bills receivable	5000		
	371000		371000

Adjustments -

Closing Stock was valued at Rs. 64,000.

Seat No.	
----------	--

**B.B.A. (Semester - I) (Old) (CBCS) Examination: Oct/Nov-2022
BUSINESS ECONOMICS - I**

Day & Date: Friday, 27-01-2023
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) Outlay method of measurement of elasticity is also called as _____.
a) expenditure method b) percentage method
c) point method d) all of the above
- 2) _____ is the base of marketing planning.
a) demand estimation b) demand analysis
c) demand function d) demand forecasting
- 3) Generally used strategy for pricing new product is _____ strategy.
a) skimming b) penetration
c) both a & b d) none of the above
- 4) In the case of perfect inelasticity demand curve is _____.
a) horizontal b) vertical
c) downward sloping d) flat
- 5) _____ demand forecasting is related to business conditions prevailing in the particular Industry as whole.
a) Macro level b) Industry
c) Micro level d) None of the these
- 6) The which remains unchanged with increase in quantity produced is called as _____.
a) fixed cost b) variable cost
c) both d) none of the above
- 7) $E_p=0$ in case of _____ elastic demand.
a) perfectly inelastic b) relatively
c) more than unit d) less than unit
- 8) Tea & Coffee are _____.
a) complementary b) substitute
c) reserve d) unrelated

B) Explain the following concepts. 04

- a) Price elasticity of demand with example
- b) Opportunity cost with example.

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

- a) Micro Economics
- b) Income elasticity of demand
- c) Perfect competition and its features

- Q.3** Explain Law of Diminishing Marginal Utility with schedule and graph. Also write its assumption. **10**
- Q.4** **Answer any one of the following.** **12**
- a) Explain the Law of Demand with schedule and graph.
 - b) Write about Oligopoly market.

Seat No.	
----------	--

**B.B.A. (Semester - I) (Old) (CBCS) Examination: Oct/Nov-2022
BUSINESS ORGANISATION & ENVIRONMENT – I**

Day & Date: Saturday, 28-01-2023
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) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ industry is related with drawing of goods from the beneath the earth.
 - a) Extractive
 - b) Service
 - c) Construction
 - d) Manufacturing
- 2) A trader having direct contact with customers is known as _____.
 - a) Wholesaler
 - b) Manufacturer
 - c) Retailer
 - d) None of these
- 3) Manufacturing business belong to _____ type of Industries.
 - a) Primary
 - b) Secondary
 - c) Tertiary
 - d) None of these
- 4) Business is _____.
 - a) Social Activity
 - b) Psychological Activity
 - c) Economic Activity
 - d) None of the above
- 5) Liability investors in a joint stock company is _____.
 - a) Limited
 - b) Unlimited
 - c) Both a and b
 - d) None of these
- 6) _____ acts as signature of the company.
 - a) Trade mark
 - b) Brand name
 - c) Common seal
 - d) Symbol
- 7) A Retailer operating in only Solapur District is _____ trader.
 - a) Domestic
 - b) Export
 - c) Import
 - d) Foreign
- 8) The term _____ refers to conveyance of goods from one place to another.
 - a) Banking
 - b) Travel
 - c) Transport
 - d) Warehousing

B) Explain the following concepts 04

- a) Sole proprietor
- b) Warehousing

Q.2 Write Short Note (any two) 06

- a) Business objectives
- b) Any two features of Co-operative Society
- c) Modes of Transportation

- Q.3** Define Business. What are the requisites of a successful Businessman? **10**
- Q.4** **Answer any one of the following.** **12**
- a)** Define Wholesaler. Explain various Functions of Wholesalers in detail.
 - b)** Define Partnership. Explain suitability of Partnership firm with its merits and demerits.

Seat No.	
----------	--

B.B.A. (Semester - II) (CBCS) Examination: Oct/Nov-2022
Principles of Management - II

Day & Date: Monday, 27-03-2023
 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 Choose the correct alternative from the following options. 08

- 1) _____ has proposed the need theory.
 - a) A Maslow
 - b) D. McClelland
 - c) R. David
 - d) None of these
- 2) Whether a person would emerge as a leader or not depends on a number of _____ factors.
 - a) Motivational
 - b) Leadership
 - c) Situational
 - d) None of these
- 3) Which one of the following is a financial institute?
 - a) Stock option
 - b) Promotion
 - c) Status
 - d) None of these
- 4) In _____ leadership decision making is centralized.
 - a) Free rein
 - b) Authoritarian
 - c) Dictator
 - d) None of these
- 5) Managerial grid is developed by _____.
 - a) R. Likert
 - b) Black & Mouton
 - c) W. Reddin
 - d) None of these
- 6) _____ is one of the component of need hierarchy theory.
 - a) Security
 - b) Knowledge
 - c) Money
 - d) None of these
- 7) _____ is a non-financial incentive.
 - a) Profit sharing
 - b) Stock option
 - c) Status
 - d) None of these
- 8) _____ control is based on the measurement of the result of an action.
 - a) Feedback
 - b) Forward
 - c) Concentric
 - d) None of these

Q.2 Explain the following concepts. 04

- a) Security Needs
- b) Technical Skills

Q.3 Write Short Notes. (Any Two) 06

- a) Autocratic Leadership
- b) Herzberg's Two factor theory
- c) Theory X

Q.4 Explain the different Coordination Techniques. 10

Q.5 Answer the following question. (Any One)

- a)** Explain in detail the trait theory of Leadership.
- b)** Explain in details the financial and non-financial incentives.

Q.3 What is interview? Discuss the different types of interviews. **10**

Q.4 What is communication? Explain the principles of effective communication. **12**

OR

Explain the use of technology in communication.

Seat No.	
----------	--

B.B.A. (Semester - II) (CBCS) Examination: Oct/Nov-2022
ACCOUNTING FOR BUSINESS-II

Day & Date: Tuesday, 07-02-2023
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) Costing is a technique of _____.
 - a) Inventory control
 - b) Management control
 - c) Reduction of cost
 - d) Ascertainment of cost
- 2) Overhead Expenses can be classified according to _____.
 - a) Functions
 - b) Elements
 - c) Behavior
 - d) All of the above
- 3) Cost unit in a college may be _____.
 - a) Teacher
 - b) Non-teaching staff
 - c) Student
 - d) None of these
- 4) The total of direct expenses is known as _____.
 - a) Total cost
 - b) Overhead
 - c) Prime cost
 - d) Works cost
- 5) Depreciation is a _____ expenditure.
 - a) Variable
 - b) Fixed
 - c) Direct
 - d) Semi variable
- 6) Store ledger is maintained in the _____ department.
 - a) Cost Accounting
 - b) Stores
 - c) Purchase
 - d) Production
- 7) Break Even Analysis means _____.
 - a) Total costs are unchanged
 - b) Only Profit
 - c) No Profit or No Loss
 - d) None of these
- 8) Factory cost is also known as _____.
 - a) Prime cost
 - b) Works cost
 - c) Cost of sales
 - d) None of these

B) Explain the following concepts 04

- 1) FIFO Method
- 2) Objectives of Cost Accounting

Q.2 Answer the following questions. (Any Two) 06

- 1) Time Keeping
- 2) Difference between Cost Control & Cost Reduction
- 3) A worker produced 200 units in a week's time. The guaranteed weekly wage payment for 45 hours is Rs.81. The expected time to produce one unit is 15 minutes which is raised further by 20% under the incentive scheme. What will be the earnings per hour of that worker under Halsey (50% sharing)?

Q.3 From the following information prepare a stores ledger account under Simple Avg Method. **10**

Date	Particulars	Rate per unit (Rs.)
January 2018		
1	Received 500 units	20
10	Received 300 units	24
15	Issued 700 units	---
20	Received 400 units	28
25	Issued 300 units	--
27	Received 500 units	22
31	Issued 200 units	--

OR

Find out break even point from the following information.

- a) Fixed cost Rs.1,00,000; variable cost Rs.6 per unit & Sale price Rs.10 per unit.
- b) Sales Rs.16,00,000; Variable cost Rs.9,60,000 & Fixed cost Rs.5,00,000.
- c) Sales Rs.4,50,000, Variable cost Rs.2,50,000; Profit Rs.80,000.

Q.4 What is mean by cost Accounting? Explain Difference between Cost & Financial accounting? **12**

OR

The following particulars relate to a company for a period of three months:-

Particulars	Rs.
Stock Materials 1.1.2018	55,000
Stock Materials 31.3.2018	35,000
Factory Wages	80,000
Material Purchased	60,000
Sales	1,54,000
Indirect Expenses	10,000
Stock Materials 1.1.2018	Nil
Stock Materials 31.3.2018	30,000

No. of units produced during the period was 2000 unit.

Prepare a statement for the period & compute the % of profit for the period.

Seat No.	
----------	--

**B.B.A. (Semester - II) (CBCS) Examination: Oct/Nov-2022
BUSINESS ECONOMICS – II**

Day & Date: Wednesday, 08-02-2023
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) _____ deals with the study of aggregate economic units in an economy.
 - a) Micro Economics
 - b) Macro Economics
 - c) Labour Economics
 - d) Agriculture Economics
- 2) High general price level and low unemployment is the feature of _____ phase of business cycle.
 - a) Prosperity
 - b) Recession
 - c) Depression
 - d) Recovery
- 3) _____ = Total expenditure – total revenue (excluding borrowing)
 - a) Fiscal deficit
 - b) Primary deficit
 - c) Revenue deficit
 - d) Capital deficit
- 4) Equitable opportunities for economic participants should be provided during the process of economic growth, called as _____.
 - a) Growth
 - b) Development
 - c) Inclusive growth
 - d) Exclusive growth
- 5) Issues of currency notes is the monopoly of _____ bank.
 - a) Commercial
 - b) Private
 - c) Central
 - d) Co-operative
- 6) _____ is the example of indirect tax.
 - a) GST
 - b) Income tax
 - c) Corporation tax
 - d) Wealth tax
- 7) During the inflation period, the value of money will _____.
 - a) fall
 - b) rise
 - c) constant
 - d) None of these
- 8) _____ is the qualitative instrument of monetary policy.
 - a) Bank rate
 - b) C.R.R
 - c) SLR
 - d) Fixation of margin requirement

B) Explain the following concepts. 04

- 1) Full employment
- 2) Budget

Q.2 Answer the following questions. (Any Two) 06

- 1) Explain the significance of Macro Economics.
- 2) State the causes of Inflation.
- 3) Explain the causes of growth in public expenditure.

- Q.3** What is business cycle? Explain the phases of business cycle. **10**
- Q.4** **Answer the following question. (Any One)** **12**
- 1) Explain the merits and demerits of direct tax.
- OR**
- 2) Explain the functions of commercial bank.

Seat No.	
-------------	--

**B.B.A. (Semester - II) (CBCS) Examination: Oct/Nov-2022
BUSINESS ORGANISATION & ENVIRONMENT - II**

Day & Date: Thursday, 09-02-2023
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) Under _____ economic system the tools of production are to be organized, managed and owned by Government, with benefits accruing to the public.

a) Capitalism	b) Humanism
c) Socialism	d) None of these
- 2) _____ feature of technology implies that the technology acts as a multiplier to encourage its own faster development.

a) Complex	b) Self-reinforcing
c) Dynamic	d) None of these
- 3) _____ is the set of rules, regulations, or processes through which company is controlled and directed, ensuring interest of all stakeholders.

a) Corporate Goal	b) Corporate Plan
c) Corporate Governance	d) Corporate Responsibility
- 4) The transfer of complex technology always takes place through _____ contracts.

a) Technically Experts	b) Licensing agreement
c) Turnkey Project	d) All of these
- 5) Family size, Income and Age are _____ factors that affect the business environment.

a) Demographic	b) Social
c) Technological	d) Cultural
- 6) _____ is the process of identifying and scanning a business firm's internal and external elements that can affect the business activities and organisation's performance.

a) Environmental Monitoring	b) Environmental Predicting
c) Environmental Forecasting	d) Environmental Analysis
- 7) Obsolete facilities and outdated technology is _____ for a business organization.

a) Strength	b) Threat
c) Opportunity	d) Weakness
- 8) The system of _____ stresses the philosophy of individualism believing in private ownership of all agents in economy.

a) Socialism	b) Capitalism
c) Communism	d) All of these

B) Explain the following concepts

04

- 1) SWOT analysis
- 2) Corporate Governance

- Q.2 Write Short Notes/Short Answer (Any Two)** **06**
- a) Transfer of Technology
 - b) Economic Systems
 - c) Environment Analysis
- Q.3 Long answer/Problem** **10**
- What are the various Internal Environmental factors that affect the business decision? Explain each in detail.
- Q.4 Answer any one of the following questions.** **12**
- a) What is Social and Cultural Environment? How does culture impact the business? Explain in detail.
- OR**
- b) Define Business Environment. Explain various Micro and Macro environmental factors that affect the business in detail.

Seat No.	
-------------	--

B.B.A (Semester - III) (CBCS) Examination: Oct/Nov - 2022
Research Methodology - I

Day & Date: Tuesday, 14-02-2023
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) Quota sampling is _____ type of sampling method.
 - a) Non probability
 - b) Probability
 - c) Random
 - d) Non-random
- 2) _____ means any finite or infinite collection of individuals
 - a) Sample
 - b) Population
 - c) Sample size
 - d) Census
- 3) _____ contains the list of references used for the research purpose.
 - a) Index
 - b) Bibliography
 - c) Chapter scheme
 - d) Table of contents
- 4) Research always starts with _____.
 - a) Solution
 - b) Conclusion
 - c) Suggestions
 - d) Problem
- 5) _____ connects consumer and marketer through information.
 - a) Reports
 - b) Data analysis
 - c) Marketing Research
 - d) Marketing Management
- 6) To reduce sampling error, researchers have to _____.
 - a) Reduce the sample size
 - b) Enhance personal bias
 - c) Increase the sample size
 - d) None of these
- 7) The internal source of secondary data is _____.
 - a) Government publications
 - b) Accounting Records
 - c) Internal reports
 - d) b and c
- 8) _____ sampling deals with dividing population into homogeneous subgroups and then drawing sample randomly.
 - a) Stratified random
 - b) Snowball
 - c) Quota
 - d) Cluster

Q.1 B) Explain the following concepts. 04

- 1) Explain concept of Objective of research.
- 2) Comment on research problems

Q.2 Write Short note/short answer/ Short problems. (Any two) 06

- 1) Explain general layout of research.
- 2) Explain concept of population.
- 3) Comment on sampling error

Q.3 Long answer**10**

Explain in detail types of research design.

Q.4 Answer any one of the following (Long answer/problem)**12**

- 1) Explain in detail designing of questionnaire.
- 2) Explain in detail types of report.

Seat No.	
----------	--

B.B.A. (Semester - III) (CBCS) Examination: Oct/Nov-2022
Foundation of Human Skills – I

Day & Date: Wednesday, 15-02-2023
 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 options. 08

- 1) In SWOT Analysis, O stands for _____.
 - a) Options
 - b) Opportunities
 - c) Oppositions
 - d) Outdated
- 2) _____ is the reason why goal setting fails.
 - a) setting achievable goals
 - b) setting realistic goals
 - c) setting too many goals
 - d) continuous review of progress
- 3) Attributes of soft skills includes _____.
 - a) Time management
 - b) Stress management
 - c) Interpersonal skills
 - d) All
- 4) _____ source of stress is related to repetitive work, work situations and many more.
 - a) Sociological
 - b) Organisational
 - c) People
 - d) Spiritual
- 5) Interpersonal skills includes ability to _____.
 - a) Lead
 - b) Motivate
 - c) Delegate
 - d) All
- 6) _____ is / are ways to manage time.
 - a) continue with routine
 - b) Schedule tight meetings
 - c) consolidate
 - d) none
- 7) Intellectual abilities includes _____.
 - a) Perceptual speed
 - b) Explosive strength
 - c) Balance
 - d) Flexibility
- 8) Measures of Emotional Intelligence includes _____.
 - a) Using emotions
 - b) Understanding Emotions
 - c) Managing Emotions
 - d) All

B) Explain the following concepts. 04

- 1) Emotional Intelligence.
- 2) Negotiation Skills

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

- 1) 80 : 20 Rule
- 2) Practicing soft skills
- 3) Self awareness through Johari Window.

- Q.3** Define Individual Behaviour. Explain in detail factors affecting Individual Behaviour. **10**
- Q.4** a) What is stress management? Explain various ways to manage stress. **12**
OR
b) Explain in detail various types and sources of emotions and moods.

Seat No.	
----------	--

**B.B.A. (Semester - III) (CBCS) Examination: Oct/Nov-2022
International Business – I**

Day & Date: Thursday, 16-02-2023
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) Policy of Protection in Trade _____.
 - a) Facilities trade
 - b) Protects foreign producers
 - c) Protects local producers
 - d) Protects exporters
- 2) Where is the Headquarters of ASEAN?
 - a) Bali
 - b) Jakarta
 - c) Manila
 - d) Singapore
- 3) When was south Africa inducted into BRIC to form BRICS?
 - a) 2009
 - b) 2011
 - c) 2008
 - d) 2010
- 4) A Tariff _____.
 - a) Increases the volume of trade
 - b) Reduces the volume of trade
 - c) No effect of volume of trade
 - d) Both A & C
- 5) Polycentric approach is also known as _____.
 - a) Host country approach
 - b) Home country approach
 - c) Global approach
 - d) Home and host approach
- 6) DGFT has defined which form of commerce?
 - a) m-commerce
 - b) e-commerce
 - c) web-commerce
 - d) Both B and C
- 7) If a commodity X is subject to an import duty of 25% ad valorem, the nominal tariff is _____.
 - a) 50%
 - b) 25%
 - c) 12.5%
 - d) 2.5%
- 8) Contract Manufacturing is also called as _____.
 - a) Export
 - b) Licensing
 - c) Franchising
 - d) Outsourcing

B) Explain the following concepts. 04

- 1) Free Trade Policy
- 2) Chamber of Commerce

Q.2 Write Short Notes (Any Two) 06

- a) EU
- b) DGFT
- c) Scope of International Business

- Q.3** Define International Business? Explain Comparative cost Theory and relative factor endowment theory? **10**
- Q.4** **Answer any one of the following.** **12**
- a) Define trade Barriers and its types?
- OR**
- b) Explain Mode of Entry?

Seat
No.

B.B.A. (Semester - III) (CBCS) Examination: Oct/Nov-2022
Entrepreneurship Development & SME-I

Day & Date: Thursday, 17-02-2023
 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 options. 08

- 1) _____ analysis is done using the techniques of operations research.
 - a) technical
 - b) marketing
 - c) financial
 - d) techno-economic
- 2) _____ Enterprise has been defined in terms of investment in equipment.
 - a) production
 - b) manufacturing
 - c) service
 - d) none
- 3) TCO stands for _____.
 - a) Technical Constitution Organization
 - b) Technological Consultant Office
 - c) Technical Council Office
 - d) Technical Consultancy Organization
- 4) The plans for an enterprise are prepared by _____, where as their executed by manager.
 - a) entrepreneur
 - b) owner
 - c) Both
 - d) None
- 5) NSIC was set up in the year _____.
 - a) 1995
 - b) 1992
 - c) 1985
 - d) 1959
- 6) The first step in starting a small business is to find out _____.
 - a) business idea
 - b) ownership
 - c) location
 - d) registration
- 7) Importance of project report includes _____.
 - a) to gain financial support
 - b) serves as a master plan
 - c) helps in decision making
 - d) all of these
- 8) The number of products manufactured by small scale industry is _____.
 - a) 2500
 - b) 5000
 - c) 1000
 - d) 7500

B) Explain the following concepts. 04

- 1) Paper entrepreneur
- 2) Intrapreneur

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

- 1) KVIC
- 2) Financial Feasibility Analysis
- 3) Entrepreneur v/s Manager

- Q.3** Explain in detail various sources of business ideas **10**
- Q.4** a) Explain various classification of entrepreneurs **12**
OR
b) Define SME. State various problems faced by SME

Seat No.	
----------	--

**B.B.A. (Semester - III) (CBCS) Examination: Oct/Nov-2022
IT for Management-I**

Day & Date: Monday, 20-02-2023
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. 10

- 1) What is the full form of CPU?
 - a) Computer Processing Unit
 - b) Central Processing Unit
 - c) Computer Process Unit
 - d) Control Processing Unit
- 2) _____ Generation of computer started with using vacuum tubes as the basic components.

a) 1 st	b) 2 nd
c) 3 rd	d) 4 th
- 3) _____ 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
- 4) _____ is used to send one application to number of peoples in MS-Word.

a) Mail Merge	b) Power Point Presentation
c) MS-Word	d) None of these
- 5) _____ memory is closer to the CPU.

a) Read Only Memory	b) Random Access Memory
c) Hard disk	d) Real Actual Memory
- 6) A Power Point design template is stored in any file with _____ extensions.

a) .potx	b) .pttx
c) .dtpx	d) .pmtx
- 7) 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
- 8) Which of the following is an example of page orientation?

a) Landscape	b) Subscript
c) Superscript	d) A4

B) Explain the following concepts.

04

- a) Applications of Computers
- b) Types of Data in Excel

- Q.2 Write Short Notes (Any Two)** **06**
- a) Basic block diagram of Computer
 - b) Difference between Compiler and Interpreter
 - c) History of Computer
- Q.3 Explain output devices in detail.** **10**
- Q.4 What is Computer languages? Explain types of Computer Languages** **12**
- OR**
- What is an Operating System? Explain important functions of an operating System.

Seat No.	
-----------------	--

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov - 2022
Research Methodology – II

Day & Date: Tuesday, 14-02-2023
 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) Choose the correct alternatives: 08

- 1) In Qualitative classification, a data is classified on the basis of _____.
 a) Attributes b) Class Interval
 c) Time d) Height
- 2) A measurable characteristic which changes its values is called as _____.
 a) Constant b) Variable
 c) Exclusive d) None of these
- 3) In _____ sampling method same element may be selected more than once.
 a) Stratified b) Systematic
 c) SRSWR d) SRSWOR
- 4) The A.M. of a group of observations is 12. If the value of observation is increased by 3 then the A.M. of the new data is _____.
 a) 8 b) 2
 c) 7 d) 15
- 5) The range of 5, 5,5,5,5, is _____.
 a) 5 b) 10
 c) 25 d) 0
- 6) Mode is obtained graphically from _____.
 a) Less than ogive b) More than ogive
 c) Histogram d) Pie-chart
- 7) The nature of correlation between 'The Colour of Saree and intelligence of the lady who wear it is _____.
 a) Positive correlation b) Negative correlation
 c) Perfect correlation d) No correlation
- 8) If $b_{yx} > 1$, then b_{xy} is _____.
 a) 0 b) 1
 c) less than or equal to 1 d) greater than 1

B) Explain the following concepts. 04

- a) For a distribution median is 25 and mode is 21, find mean.
- b) Define Correlation. State types of correlation.

Q.2 Attempt the following. (Any Two)

06

- a) Find SD for, 10,15,11,19,16,14,15,14,12,10
- b) If the A.M. of the set of observations, 5, 7, 6, 3, 2, k, 8,5,2,4 is 5 then find the value of k.
- c) Find r, if $b_{yx} = -1.2$, $b_{xy} = -0.3$.

Q.3 Attempt the following.

10

Find mean, median and mode for the following data.

Marks	0-10	10-20	20-30	30-40	40-50
No. of students	7	8	15	10	10

Q.4 Attempt the following (Any One)

12

- a) Find KPCC for the following data.

X	10	12	13	15	16	15	18
Y	8	7	6	5	4	3	2

- b) Construct Laspeyer's, Paasche's, and Fisher's Price index Number.

Item	Base Year		Current Year	
	Price	Quantity	Price	Quantity
A	6	300	10	560
B	2	200	2	240
C	4	240	6	360
D	10	300	12	288

Seat No.	
----------	--

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov -2022
Foundation of Human Skills - II

Day & Date: Wednesday, 15-02-2023
 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) Fill in the blanks by choosing correct alternatives given below: 08

- 1) _____ introduced the theory, the six thinking hats.
 - a) Edward Franklin
 - b) Jurgen Klopp
 - c) Edward de Bono
 - d) David De Gea
- 2) _____ include waving, pointing and using fingers to indicate number.
 - a) Posture
 - b) Gestures
 - c) Paralinguistic
 - d) Proxemics
- 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 evaluative statements or judgments concerning objects, people or events.
 - 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) Group cohesiveness

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

- 1) Parts of Body Language
- 2) Attitude Formation
- 3) Six Thinking Hats

- Q.3 Long answer:** **10**
Write various classification of Etiquettes.
- Q.4 Answer the following question. (Any One)** **12**
1) Explain the types of groups and stages of group development.
2) Explain the perception process in detail.

Seat No.	
----------	--

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov -2022
International Business – II

Day & Date: Thursday, 16-02-2023
 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) Choose the correct alternative from the options. 08

- 1) Which one is Bretton wood Twin's
 - a) IBRD and IDA
 - b) IMF and IFL
 - c) IMF and IBRD
 - d) IDA and IFL
- 2) The Balance of Payments of a country on current account is equal to _____.
 - a) Balance of trade plus short term
 - b) Balance of trade plus net invisible exports
 - c) Balance of payment minus capital flow
 - d) Balance of invisible trade plus import
- 3) I.M.F. was provided _____ term loan and World Bank was provided _____ term loan.
 - a) Short, Long
 - b) Short, Short
 - c) Long, Short
 - d) Long, Long
- 4) _____ company produces, markets, invests and operates across the world.
 - a) Global
 - b) International
 - c) Transnational
 - d) Multinational
- 5) A receipt issued by the commanding officer of the ship when the cargo is loaded on the ship is known as _____.
 - a) Shipping receipt
 - b) Mate receipt
 - c) Cargo receipt
 - d) Charter receipt
- 6) Foreign Exchange and Foreign Currencies in India are governed by _____.
 - a) RBI
 - b) Banking regulation Act
 - c) FEMA Act
 - d) SEBI Act
- 7) Market for borrowing and lending short term funds is called _____.
 - a) Money market
 - b) Capital market
 - c) Derivative market
 - d) Forex market
- 8) SEBI stands for _____.
 - a) Securities Expand Board of India
 - b) Stock Exchange Board of India
 - c) Securities and Exchange Board of India
 - d) Stock Earn Board of India

B) Explain the following concepts. 04

- 1) FDI
- 2) Import and Export

Q.2 Write Short Notes. (Any Two)

- 1) Explain the Function of the World Bank.
- 2) Define MNCs. Explain merits and demerits of MNCs.
- 3) Difference between Balance of payment and Balance of trade

Q.3 Define International Marketing and explain the features and importance of International Marketing.

10

Q.4 a) What is WTO? Explain its Objectives and Functions.

12**OR**

b) Explain Financial Markets.

Seat No.	
----------	--

**B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov - 2022
Entrepreneurship Development and SME – II**

Day & Date: Friday, 17-02-2023
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) Choose the correct alternative from the following options. 08

- 1) _____ has called the entrepreneur as an innovator in the Innovation theory.
 - a) F. W. Taylor
 - b) Joseph Schumpeter
 - c) Peter Drucker
 - d) Frank Knight
- 2) A _____ is a type of intellectual property that gives its owner the legal right to exclude others from making, using or selling an invention for a limited period of time.
 - a) Trademark
 - b) Copyright
 - c) Patent
 - d) None of these
- 3) A _____ business is governed/or managed by a family and controlled by the members of same family or small number of people in family.
 - a) Private
 - b) Partnership firm
 - c) Subsidiary
 - d) Family
- 4) According to _____ profit earned by entrepreneur who makes decision in an uncertain environment, is the entrepreneur's reward for bearing uninsurable risk.
 - a) F.W. Taylor
 - b) Joseph Schumpeter
 - c) Abraham Maslow
 - d) Frank Knight
- 5) A _____ entrepreneur holds the major responsibility of family, society and work accordingly for the firm.
 - a) Social
 - b) Small
 - c) Woman
 - d) Male
- 6) _____ is an employee who uses entrepreneurial skills and is responsible for developing innovative ideas for the company.
 - a) Manager
 - b) Intrapreneur
 - c) Entrepreneur
 - d) Owner
- 7) _____ is a programme which meant to develop, inculcate and polish entrepreneurial skills into a person for establishing and running the enterprise.
 - a) Managerial Development Programme
 - b) Operations Development Programme
 - c) Entrepreneurship Development Programme
 - d) Enterprise Development Programme
- 8) _____ is a recognizable sign, design or symbol that denotes a product or service and differentiates it from others.
 - a) Trademark
 - b) License
 - c) Tender
 - d) Allowance

- B) Explain the following concepts** **04**
- 1) Woman Entrepreneur
 - 2) Entrepreneurial Motivation
- Q.2 Write Short Notes. (Any Two)** **06**
- 1) Government assistance in Entrepreneurial Development
 - 2) Major challenges faced by Family Managed Business
 - 3) Copyrights
- Q.3** What is meant by Women Entrepreneurship? Explain various problems faced by a woman entrepreneur. **10**
- Q.4 Answer the following question. (Any One)** **12**
- 1) What is Family Managed Business? Explain various merits and demerits of Family Managed Business.
 - 2) What is Entrepreneurship Development Programme? Write the importance of EDP in detail.

- Q.3** What is IT? Explain IT application in Banking Industry. **10**
- Q.4** a) What is E-commerce? Explain its advantages and disadvantages. **12**
- OR**
- b) Explain information system for Human Resource Management.

Seat
No.

B.B.A (Semester - V) (New) (CBCS) Examination: Oct/Nov-2022
Marketing Management - I

Day & Date: Friday, 24-03-2023
 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) Rs.199.99 is an example for _____ pricing.
 - a) Psychological
 - b) Penetration
 - c) Skimming
 - d) Even
- 2) A(n) _____ product exceeds customer expectations.
 - a) Strategic
 - b) Superior
 - c) Augmented
 - d) Anticipated
- 3) Free samples is given to consumers in case of _____.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity
- 4) Cultural factors consists of culture, subculture, _____.
 - a) Social influence
 - b) Social class
 - c) Both of a & b
 - d) None of them
- 5) The stage in the PLC when sales growth is slow is called _____.
 - a) Maturity
 - b) Growth
 - c) Product development
 - d) Introduction
- 6) Manufacturer to a wholesaler to a Retailer to a Consumer in an example for _____ level channel.
 - a) Zero
 - b) Two
 - c) One
 - d) Three
- 7) Direct Marketing means _____.
 - a) Face-to-face selling
 - b) Banners
 - c) Advertisements
 - d) Selling by all staff
- 8) _____ is the process of dividing a heterogeneous market into homogeneous sub markets.
 - a) Market Diversification
 - b) Market Distribution
 - c) Market Saturation
 - d) Market Segmentation

B) Explain the following concepts. 04

- 1) Definition Marketing Management.
- 2) Concept of Consumer

Q.2 Write Short note/short answer/ Short problem. (Any Two) 06

- 1) Importance of Marketing
- 2) Advertising
- 3) Comment on Digital marketing

- Q.3 Long answer** **10**
Explain in detail pricing methods.
- Q.4 Answer any one of the following (Long answer/problem)** **12**
1) Explain in detail various basis of segmentation.
2) Explain in detail distribution channel.

Seat No.	
----------	--

**B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2022
Human Resource Management – I**

Day & Date: Tuesday, 28-03-2023
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 options. 08

- 1) _____ is the last step in selection process.
 - a) Business games
 - b) Reference check
 - c) final interview
 - d) employment
- 2) If there is shortage of employees then _____.
 - a) layoff employees
 - b) hire temporary employees
 - c) reduce work hou
 - d) offer incentives for early retirement
- 3) The process of study and collection of information relating to operations and responsibilities of a specific job is _____.
 - a) job collection
 - b) job design
 - c) job analysis
 - d) all of these
- 4) Training is needed for _____.
 - a) organisational effectiveness
 - b) changes
 - c) match of employee and the job
 - d) all of these
- 5) Operating functions includes _____.
 - a) staffing
 - b) directing
 - c) training
 - d) planning
- 6) _____ means providing managerial skills and knowledge to employees.
 - a) training
 - b) induction
 - c) instruction
 - d) management development
- 7) In _____ type of interview, the candidates would be examined extensively in core area of knowledge and skills of the job.
 - a) depth
 - b) panel
 - c) formal
 - d) stress
- 8) _____ is / are the techniques by which a new employee is rehabilitated in the changes surrounding.
 - a) Induction
 - b) Orientation
 - c) Both
 - d) None

B) Explain the following concepts. 04

- 1) Job Design
- 2) Training

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

- 1) Qualities of HR manager
- 2) Methods of job design
- 3) Placement

- Q.3** Explain in detail internal and external sources of recruitment. **10**
- Q.4** a) Explain various methods of training in organisation. **12**
OR
b) Define HRM. Write in detail challenges faced by HRM.

Seat No.	
-------------	--

Set **P**

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2022
Financial Management – I

Day & Date: Monday, 27-03-2023
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 alternatives from the options. 08

- 1) The borrowing facility attached to your bank account is _____.
 - a) Bank credit
 - b) Trade credit
 - c) Bank overdraft
 - d) Bank deposit
- 2) Functions of Finance Manager includes _____.
 - a) Evaluation of financial performance
 - b) Control of funds
 - c) Allocation of funds
 - d) All
- 3) The short term credit extended by suppliers of goods and services in normal course of business to enhance sales of buyer is _____.
 - a) Trade credit
 - b) Public deposit
 - c) Bank overdraft
 - d) Shares
- 4) The NPV of 3 mutually exclusive projects are A = Rs. 1,40,000; B = Rs. 1,20,000 and C = Rs. 1,75,000. The sequence as per NPV for a company will be _____.
 - a) BCA
 - b) ABC
 - c) CAB
 - d) CBA
- 5) Financial Management involves the application of general management principles to a particular _____ operations.
 - a) Marketing
 - b) Strategic
 - c) Financial
 - d) Production
- 6) The cost of each component of capital is known as _____ cost of capital.
 - a) Specific
 - b) Composite
 - c) Explicit
 - d) Implicit
- 7) _____ objectives of Financial Management ignores time value of money
 - a) Profit maximization
 - b) Wealth maximization
 - c) Wealth creation
 - d) All
- 8) The composition of long term funds like debentures, borrowings, etc. is known as _____.
 - a) Capital Budgeting
 - b) Capital Structure
 - c) Trading on Equity
 - d) Cost of Capital

B) Explain the following concepts. 04

- a) Composite Cost
- b) Public Deposit

Q.2 Write short notes. (Any Two)

- a) Trading on Equity
- b) ABC Company issues Rs. 50 Lacks, 13% debentures of Rs. 100 each. Assume dividend tax as 15%, Calculate debentures issued at par, at 10% discount, at 10% premium with 5% floatation cost.
- c) The price earning ratio is 2.5 times. The company expects to earn Rs. 12 per share at the end of current year. Dividend payout ratio is 60% and growth rate is 6% calculate ke.

Q.3

Particulars	Project A	Project B
Cost of project	20,00,000	15,00,000
Life of Project	5 years	5 years
CFAT		
1	3,00,000	4,00,000
2	5,00,000	3,00,000
3	7,00,000	5,00,000
4	6,00,000	7,00,000
5	8,00,000	7,00,000

10

Cost of capital is 10%. Determine profitability of a project using PBP and NPV. Comment which projects to be selected.

Q.4 Write in detail various sources of long term finance.**12****OR**

Define Capital structure. Explain various factors affecting capital structure.

Seat No.	
----------	--

**B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2022
PRODUCTION MANAGEMENT-I**

Day & Date: Monday, 06-02-2023
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) A _____ refers to the arrangement of machinery, equipment and other industrial.
 - a) Plant location
 - b) Plant layout
 - c) Plant design
 - d) Cellular layout
- 2) _____ facilities are essential for bringing raw materials and men to the factory and for carrying the finished products from the factory to the market.
 - a) Power
 - b) Transportation
 - c) Research
 - d) Location
- 3) A _____ is also called the straight line layout or layout for serialized manufacture.
 - a) Process layout
 - b) Product layout
 - c) cellular layout
 - d) combined layout
- 4) Availability of water influences the selection of _____.
 - a) Plant Location
 - b) Plant Layout
 - c) Production
 - d) None of these
- 5) _____ is a process by which raw materials and other inputs are converted into finished goods.
 - a) Inspection
 - b) Inventory
 - c) Production
 - d) Purchasing
- 6) _____ is the fourth stage of product life cycle.
 - a) Introduction
 - b) Growth
 - c) Maturity
 - d) Decline
- 7) At _____ stage product and marketing program are tested in more realistic marketing Settings.
 - a) Concept testing
 - b) Business Analysis
 - c) Idea screening
 - d) Test Marketing
- 8) Two pieces of molten metal are joined into a single piece by fusion caused by heat is known as _____.
 - a) Welding
 - b) Riveting
 - c) Soldering
 - d) Brazing

B) Explain the following concepts. 04

- 1) Plant Layout
- 2) Product Development

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Factors influencing Plant Layout.
 - b) Explain Intermittent Production System and its types.
 - c) Fixed Position Plant Layout.
- Q.3** What is meant by Product Design? Explain various Characteristics of a Good Product Design. **10**
- Q.4 Answer any One of the following.** **12**
- a) Explain the various steps to consider in Selection of Plant Location in detail.
 - b) What is Production Management? Explain the scope of Production Management in detail.

Q.3 Long answer/Problem

The product of a company passes through 3 distinct processes to completion. These processes are known as X, Y & Z. From the past experience, it is ascertained that wastage is incurred in each process as under: Process X-2%, Process Y - 4% and Process Z - 10%. The wastage at each process possesses scrap value. The wastage of process X & Y is sold at Rs 2.50 per unit and that of process Z is sold at Rs 5 per unit. The output of each process passes immediately to the next process and finished units are transferred from process Z into stock. The following information is obtained:

Particulars	X RS	Y RS	Z RS
Material	2,70,000	2,60,000	1,20,000
Wages	4,30,000	2,40,000	1,30,000
Direct expenses	1,37,500	1,45,000	1,80,000

50,000 units were put in process X at a cost of Rs 10 per unit. The output of each process is as follows:

Process X - 48,750 units. Process Y - 47,000 units. Process Z - 42,000 units. There is no stock of work in progress in any process. Prepare Process A/c's.

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

A) ABC Ltd has prepared the following budgeted estimates for the year:

Sales (Units)	15,000
Fixed cost	RS 34,000
Sales value	RS 1,50,000
Variable cost per unit	RS 6

You are required to:

- 1) Find out the profit volume ratio, breakeven point, and margin of safety.
- 2) Calculate the revised profit volume ratio, breakeven point and margin of safety in each of the following cases:
 - a) Decrease of 10% in selling price
 - b) Increase of 10% in variable cost
 - c) Increase of sales volume by 2000 units
 - d) Increase of Rs 6000 in fixed cost

B) Different between joint products and by products.

Seat No.	
----------	--

B.B.A (Semester - V) (New) (CBCS) Examination: Oct/Nov-2022
RETAIL MANAGEMENT

Day & Date: Tuesday, 07-02-2023
 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) When a product is sold through retailer _____ utility is created.
 - a) Ownership
 - b) Form
 - c) Time
 - d) Temporary
- 2) A customer comes in direct contact with _____.
 - a) Wholesaler
 - b) Producers
 - c) Retailer
 - d) None of these
- 3) _____ Stores are also known as store in store.
 - a) Leased Department
 - b) Chain
 - c) Discount
 - d) None of these
- 4) McDonald's Domino's Zodiac are the examples of _____.
 - a) Malls
 - b) Retail Franchising
 - c) Hypermarket
 - d) Specially stores
- 5) Fixtures, textures, lighting, graphics are the components of _____.
 - a) Interior store design
 - b) Exterior store design
 - c) Supply chain Management
 - d) Grid Layout
- 6) The concept of strategic business unit comes under _____.
 - a) Category management
 - b) Visual Merchandising
 - c) Retail franchising
 - d) Supply Chain Management
- 7) _____ layout is also known as loop layout.
 - a) Free form
 - b) Grid
 - c) Race track
 - d) Circulation
- 8) _____ is the booming sector of India in present times.
 - a) Retail
 - b) Selling
 - c) Information
 - d) None of these

B) Explain the following concepts. 04

- 1) Retailing Management
- 2) Visual Merchandising

Q.2 Write Short note/short answer/ Short problem. (Any two) 06

- 1) Comment on store design
- 2) Indian retail industry scenario in 2021.
- 3) Types of retail locations

Q.3 Long answer 10

Explain Indian retail industry scenario

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

- a)** Explain in detail elements of store design.
- b)** Explain in detail retail strategy process.

Seat No.	
----------	--

**B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2022
MARKETING MANAGEMENT – II**

Day & Date: Friday, 27-01-2023
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) Choose the correct alternative from the following options. 08

- 1) _____ P is not a part of the 7Ps of marketing mix?
 - a) Promotion
 - b) Price
 - c) People
 - d) Purpose
- 2) _____ is a name, term, sign, symbol, design, or a combination of these, that identifies that maker or seller of a product or service.
 - a) Label
 - b) Co-brand
 - c) Brand
 - d) Product
- 3) _____ is a period of market acceptance and increasing profits.
 - a) Product development
 - b) Maturity
 - c) Growth
 - d) Introduction
- 4) The process of setting a low initial price for attracting a large number of buyers quickly to cover a large market share is known as _____.
 - a) Going-rate pricing
 - b) Penetration pricing
 - c) Value based pricing
 - d) Skimming pricing
- 5) Flipkart, Amazon are use _____ level of distribution channel.
 - a) One
 - b) Zero
 - c) Two
 - d) Three
- 6) _____ involves paid form of non-personal presentation and promotion of ideas.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity
- 7) _____ is/are the tools for public relation.
 - a) News and press
 - b) Media outreach
 - c) Social media
 - d) All of the above
- 8) _____ employees are service professionals who work directly with customers.
 - a) Front-line
 - b) Back office
 - c) Mid-line
 - d) All of the above

B) Explain the following concepts. 04

- 1) Explain concept of Advertising
- 2) Importance of employee appearance

- Q.2 Write Short Notes/Short answers/Short problems. (Any Two)** **06**
- 1) Explain promotion tools
 - 2) Explain concept of Demographic factor
 - 3) Comment on packaging and labeling
- Q.3 Explain in detail Product mix decision.** **10**
- Q.4 Answer the following question. (Any One)** **12**
- 1) Comment factors affecting product pricing decisions.
 - 2) Explain in detail distribution system.

Seat
No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2022
Financial Management – II

Day & Date: Saturday, 28-01-2023
 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) Choose the correct alternatives from the options. 08

- 1) _____ ratios measure the efficiency in the employment of funds in the business operations.

a) Liquidity	b) Activity
c) Leverage	d) Profitability
- 2) Sales – COGS = _____.

a) Net profit	b) Gross Profit
c) Purchases	d) Stock
- 3) If cash is held to take advantage of profit making opportunities because of changes in value of securities is _____ motive.

a) precautionary	b) compensation
c) speculative	d) transaction
- 4) _____ can be for delaying payments.

a) Lock box system	b) Paying on last date
c) Prompt payment	d) All
- 5) Gross Working Capital means _____.

a) Total of current liabilities	b) Total of current assets
c) Current assets - current liabilities	d) Current assets + current liabilities
- 6) _____ are factors affecting dividend policy.

a) Liquidity of funds	b) Cash position
c) Legal requirements	d) All of these
- 7) The need for working Capital is _____.

a) Strengthen the solvency	b) Enhance goodwill
c) Easy obtaining loans	d) All of these
- 8) _____ is one of the component of current Assets.

a) Loan	b) Cash
c) Working capital	d) Profit

B) Explain the following concepts. 04

- a) Dividend Decisions
- b) Receivables Management

Q.2 Write short notes. (Any Two)

- a) Forms of Dividend
- b) The following details are collected for a products
 Monthly demand 2200 units
 Cost of order placing Rs. 80
 Annual carrying cost Rs.15
 Re order period 4 to 6 weeks
 Minimum consumption 50 units
 Maximum consumption 100 units
 Calculate EOQ and ROL
- c) Current Ratio 2.5
 Liquid Ratio 1.5
 Working capital is Rs. 3,00,000
 Calculate Current Assets, Current Liabilities, Liquid Assets.

Q.3 From the following information prepare Balance sheet for year ending 31 March 2022. 10

- Stock Velocity 6 times
 Fixed Assets Turnover Ratio 4 times
 Capital Turnover Ratio 2 times
 Gross profit 20%
 Debtors collection period 2 months
 Creditors payment period 73 days
 Gross Profit was Rs. 60,000
 Closing stock was Rs. 5,000 in excess opening stock
 Show all possible working and details

Q.4 a) Prepare an estimate working capital requirement from the following information of a trading concern. 12

- 1) Projected Annual Sales 1,00,000 units.
- 2) Selling price Rs. 8 per unit
- 3) Net Profit is 25%
- 4) Average credit period allowed to customers 8 weeks
- 5) Average credit period allowed by suppliers 4 weeks
- 6) Average stock holdings in terms of sales requirement 12 weeks
- 7) Allow 10% for contingencies

OR**b) Summarize below income and expenditure of a month of Jan to June 2019**

Month	Sales	Purchases	Wages	Expenses
January	80,000	45,000	4,000	1,000
February	80,000	40,000	3,600	1,200
March	75,000	42,000	4,400	1,200
April	90,000	50,000	4,800	1,400
May	85,000	45,000	4,000	1,200
June	80,000	35,000	3,600	1,000

- 1) Purchased a plant of Rs. 5,000 for cash in the month of April.
- 2) 10% purchases and sales are on cash basis.
- 3) Credit sales are collected after 2 months
- 4) Credit purchases are paid after 1 month
- 5) Time lag in wages is full month and expenses is $\frac{1}{2}$ month.
- 6) Cash balance as on 1st April is Rs. 13,000.
 Prepare Cash Budget from April to June 2019.

Seat No.	
-----------------	--

**B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2022
HUMAN RESOURCE MANAGEMENT - II**

Day & Date: Monday, 30-01-2023
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) Fill in the blanks by choosing correct alternative given below: 08

- 1) _____ is to identify, develop and make the people ready to occupy higher level jobs as and when fell vacant.
a) Performance Appraisal b) Psychological Testing
c) Assessment Centre d) Succession Planning
- 2) _____ hazards may include noise pollution, vibrations and shocks, air and water pollution.
a) Environment b) Psychological
c) Chemical d) Biological
- 3) In _____ method, an employee is appraised by his supervisor, subordinate, peers and customers with whom he interacts.
a) BARS b) MBO
c) 360 degree d) Grading method
- 4) _____ transfers are also known as job rotation.
a) Remedial b) Production
c) Versatility d) Replacement
- 5) _____ means the failure, refusal or inability of an employer to employ and employee.
a) Retrenchment b) Lay-off
c) VRS d) Dismissal
- 6) _____ refers to reassignment of employees to position with higher pay and greater responsibilities.
a) Recruitment b) Demotion
c) Promotion d) Transfer
- 7) _____ is the process by which an employee selects career goals and the path to these goals.
a) Career b) Job
c) Career planning d) Career anchors
- 8) _____ type of separation of employee, is also called as 'Golden Handshake'.
a) Retrenchment b) Lay-off
c) VRS d) None of these

- B) Explain the following concepts:** **04**
- 1) Fringe Benefits
 - 2) Virtual Organization
- Q.2 Write Short Notes. (Any Two)** **06**
- a) Occupational Hazards
 - b) Promotion
 - c) Green HRM
- Q.3 Long answer:** **10**
- Explain the stages in Career Development in detail?
- Q.4 Answer the following question. (Any One)** **12**
- a) Explain methods of Performance Appraisal?
 - b) Explain the forms of Employee Separations in detail?

Seat No.	
----------	--

**B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2022
PRODUCTION MANAGEMENT - II**

Day & Date: Tuesday, 31-01-2023
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) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ regulates the orderly flow of materials in the manufacturing process from the raw material stage to finished goods.
 - a) Production Planning
 - b) Production Control
 - c) Production Process
 - d) Production Quality
- 2) It is undertaken before the need arises and aims to minimize the possibility of un-anticipated production interruptions or major breakdowns.
 - a) Predictive Maintenance
 - b) Productive Maintenance
 - c) Routine Maintenance
 - d) Breakdown Maintenance
- 3) _____ is the Procurement of Materials, Supplies, Machine tools and Services required for equipment maintenance and operation of manufacturing plant.
 - a) Dispatching
 - b) Expediting
 - c) Purchasing
 - d) Inspection
- 4) _____ ensures that the work is carried out as per the plan and delivery schedules are met.
 - a) Dispatching
 - b) Loading
 - c) Scheduling
 - d) Expediting
- 5) Under _____ purchase policy, Vendors are assessed on variety of factors or criteria in their selection process.
 - a) Vendor Rating
 - b) Value Analysis
 - c) Vendor Analysis
 - d) Vendor Supply
- 6) _____ is one of the favourable considerations in "Buying Policy" under Purchasing Function.
 - a) No suitable suppliers quotation
 - b) Design Secrecy
 - c) Small Volume Requirement
 - d) Unreliable Suppliers
- 7) _____ is an inventory control techniques that classifies materials based on the problem of procurement of the items.
 - a) SDE analysis
 - b) MRP
 - c) EOQ
 - d) S-OS analysis
- 8) _____ is the regulatory process through which we measure actual quality performance, compare it with standards and act on differences.
 - a) TPM
 - b) Quality Control
 - c) TQM
 - d) Quality Management

- B) Explain the following concepts** **04**
- 1) Inspection
 - 2) Total Productive Maintenance (TPM)
- Q.2 Write Short Note/Short answer (Any Two)** **06**
- 1) Types of Maintenance
 - 2) Factors affecting selection of Material Handling Equipment
 - 3) Indices of Productivity
- Q.3 Long answer/problem** **10**
- What is Production Planning and Control? Explain various functions of Production Planning & Control.
- Q.4 Answer the following question. (Any One)** **12**
- 1) Explain Purchasing. Write various purchasing policies in detail.
 - 2) What is Inventory Management? Explain various Inventory Control techniques.

Seat No.	
----------	--

**B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2022
RETAIL MANAGEMENT - II**

Day & Date: Wednesday, 01-02-2023
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) Why should a retailer use visual merchandising?
 - a) To attract customers and increase sales
 - b) To improve customer service ratings
 - c) To have a better social media presence
 - d) To keep products more organized
- 2) The tools used for visual merchandising should help in attracting these five senses – sight, smell, sound, touch, and taste.
 - a) True
 - b) False
 - c) Can't Say
 - d) Neither a nor b
- 3) _____ is the exchange of business information through standard interfaces by using computers.
 - a) UPC
 - b) RFID
 - c) EDI
 - d) EAN
- 4) _____ is the following is not an element of promotion mix.
 - a) Advertisement
 - b) Branding
 - c) Personal selling
 - d) Sales promotion
- 5) Coupons, contests, demos, free samples etc. are the tools of _____.
 - a) Advertisement
 - b) Personal selling
 - c) Public relation
 - d) Sales promotion
- 6) Internet marketing and telemarketing are the recent trends in _____ business.
 - a) manufacturing
 - b) wholesale
 - c) conventional
 - d) retail
- 7) RFID stands for _____.
 - a) Radio Frequency Identification
 - b) Radio Frequency Instrument Division
 - c) Radial Frequency Identification Device
 - d) Radio Frequency Identification Division
- 8) _____ retail is the operation of retail outlets in more than one country.
 - a) International
 - b) National
 - c) Global
 - d) None of these

B) Explain the following concepts

04

- 1) Comment on Positioning
- 2) Concept of E-Tailing

- Q.2 Write Short Notes. (Any Two)** **06**
- 1) Private Label Brands
 - 2) Explain concept of International retailing
 - 3) Personal Selling
- Q.3 Long answer** **10**
Explain in detail sales promotion in modern retailing.
- Q.4 Answer the following question. (Any One)** **12**
- 1) Explain in detail retail pricing strategies.
 - 2) Explain technology in retailing with examples.

Seat No.	
-------------	--

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov -2022
Cost & Management Accounting - II

Day & Date: Wednesday, 01-02-2023
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) Choose the correct alternatives from the options.

08

- 1) A standard cost system may be used in _____.
 - a) Job order costing but not process costing
 - b) Process costing but not job order costing
 - c) Either job order costing or process costing
 - d) Neither job order costing nor process costing
- 2) Which one of the following is not a contract cost?
 - a) Direct wages
 - b) depreciation of plant
 - c) sub contractors fees
 - d) architects certificates
- 3) Which one of the following statements is not true with regards to budget _____.
 - a) budgets are blueprints for action.
 - b) on the basis of budget next years balance sheet and profit and loss account can be prepared.
 - c) a budget manual is a summary of all the functional budgets.
 - d) budget is a financial or/and a quantitative statement
- 4) _____ in the person from whom the contract job is undertaken.
 - a) contractor
 - b) contractee
 - c) subcontractor
 - d) job worker
- 5) Budgetary control system acts as a friend, philosopher, and guide to the _____.
 - a) Management
 - b) Shareholders
 - c) Creditor's
 - d) Employees
- 6) The main objective of budgetary control is _____.
 - a) To define the goal of the firm
 - b) To coordinate different departments
 - c) To plan to achieve its goals
 - d) None of these
- 7) Material _____ variance is computed by the formula: $(SQ - AQ) \times SP$
 - a) Cost variance
 - b) Yield variance
 - c) Usage variance
 - d) Mix variance
- 8) Budgetary control system facilitates centralized control with _____.
 - a) Decentralized activity
 - b) Centralized activity
 - c) Both
 - d) None

B) Explain the following concepts.

04

- a) Work certified
- b) Budgeting

Q.2 Write short note/short answer/short problem. (Any Two)

06

- a) Calculate material cost variance from the following:
 Actual Output 800 units
 Standard quantity 1 kg per unit
 Total actual quantity used 900 kg
 Standard rate Rs 12 per kg
 Actual rate Rs 12 per kg
- b) Write a note on Working Capital
- c) Retention Money

Q.3 Long answer/Problem

10

The following are the details of expenses incurred on Job number 505 of a Mobile manufacturing company:

Direct material Rs 50,000

Labour:

Department A= Rs 400 for 40 hours.

Department B = Rs 200 for 60 hours.

Department C = Rs 300 for 50 hours.

The overhead for the respective departments as follows.

Variable OH:

Department A = Rs 12,000 for 1,200 hours

Department B = Rs 14,000 for 1,000 hours

Department C = Rs 8,000 for 800 hours

Fixed OH for the respective job are Rs 1,000

The estimated profit is 20 % on total cost. Prepare a Job Cost Sheet.

Q.4 a) Answer any one of the following. (long answer/Problem)

12

The Maharashtra construction company undertook a contract for building on 1st January 2021, the contract price being Rs 15,00,000. The following details are available for the year 2021.

Particular	Rs.
Material Purchased	2,40,000
Materials Issued from Stores	3,00,000
Labour Employed on Site	90,000
Plant Installed on Site	1,20,000
Direct Expenses	60,000
Proportionate Establishment Charges	15,000
Cash Received (80% Of Work Certified)	6,00,000
Work Uncertified	1,50,000
Materials Returned to Stores	15,000
Materials In Hand at The End	6,000
Wages Outstanding	18,000
Direct Expenses Accrued	24,000

Prepare a contract account by taking the following information into consideration: A part of plant costing Rs 20,000 watch stolen at the beginning of the year and the insurance company paid Rs 12,000. Depreciate Plant at 20 p.c.p.a.

- b) Calculate material and labour variances from the following:
For 5 units of product 'A' the standard data is as under:
- Material 40 kg @ Rs 25 per kg.
 - Labour 100 hours @ Rs 2.50 per hour.

Actual data:

- Actual production 1000 units.
- Material 7840 kg @ Rs 27 per kg.
- Labour 19,800 hours @ Rs 2.60 per hour.

Seat No.	
----------	--

**B.B.A. (Semester - VI) (Old) (CBCS) Examination: Oct/Nov-2022
MARKETING MANAGEMENT – II**

Day & Date: Friday, 27-01-2023
Time: 03:00 PM To 05:30 PM

Max. Marks: 70

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

Q.1 Select the correct alternatives.

14

- 1) Marketing experts view _____ as only one of the many important elements of the marketing mix.

a) price	b) product
c) promotion	d) None of these
- 2) The market demand for a product or service obviously has a big impact on _____.

a) promotion	b) Sale
c) Pricing	d) None of these
- 3) _____ is advertising a product or brand, generating sales, and creating brand loyalty.

a) Promotion	b) Advertising
c) Selling	d) None of these
- 4) _____ mainly involves short-term and non-routine incentives, offered to dealers & consumers.

a) Sales promotion	b) Advertising
c) Personal selling	d) None of these
- 5) _____ refers to the number of product lines that an organization offers to its customers.

a) Product Mix	b) Product Line
c) Product Length	d) None of these
- 6) The use of distribution channels have been developed due to various _____.

a) demands	b) gaps
c) ideas	d) None of these
- 7) _____ Gap is resulting on account of lack of transportation & communication.

a) Knowledge	b) Time
c) Distance	d) None of these
- 8) _____ are the most important people in your business.

a) Customers	b) Sellers
c) Retailers	d) None of these
- 9) Natural Light is usually the most comfortable source of _____.

a) Light	b) Money
c) Energy	d) None of these
- 10) _____ means adding low-end items in the product line.

a) Downward Stretching	b) Upward Stretching
c) Both	d) None of these

- 11) _____ marketing channel has no intermediary levels.
 - a) Indirect
 - b) Direct
 - c) Both
 - d) None of these
- 12) _____ involves non-routine selling efforts.
 - a) Advertising
 - b) Selling
 - c) Sales Promotion
 - d) None of these
- 13) _____ buys goods in bulk from the producers and transports them in his own godown.
 - a) Wholesaler
 - b) Retailer
 - c) Customer
 - d) All of the above
- 14) Line _____ can be done to reach for incremental profits, or to utilize excess capacity.
 - a) stretching
 - b) filling
 - c) dropping
 - d) None of these

Q.2 Short Notes. 14

- a) Functions of Packaging
- b) Functions of Logistic Management

Q.3 Short Notes 14

- a) Levels of Product.
- b) Role of Physical Evidence.

Q.4 Explain Product Life Cycle with its strategies. 14

OR

Explain the functions of Retailer and Wholesaler.

Q.5 Explain the different methods of Pricing. 14

OR

Explain the different types of Service personals. How to develop employees.

Seat No.	
-------------	--

B.B.A. (Semester - VI) (Old) (CBCS) Examination: Oct/Nov-2022
FINANCIAL MANAGEMENT – II

Day & Date: Saturday, 28-01-2023
Time: 03:00 PM To 05:30 PM

Max. Marks: 70

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

Q.1 Choose the correct alternative from the options. 14

- 1) Working Capital = _____.
 - a) Proprietor Fund – Long Term Loans – Fixed Assets
 - b) Proprietor Fund + Long Term Loans – Fixed Assets
 - c) Proprietor Fund + Long Term Loans + Fixed Assets
 - d) Provident Fund + Long Term Loans – Fixed Assets
- 2) 12% Debentures of Rs. 100 each, tax rate is 40%, Calculate debentures issued at par with no floatation cost.
 - a) 7.58%
 - b) 6.89%
 - c) 7.20%
 - d) 8.42%
- 3) Cost of machinery is Rs. 2,00,000; life is 10 years; Annual CFAT is Rs. 40,000, Pay Back Period is _____.
 - a) 3 years
 - b) 5 years
 - c) 4 years
 - d) 4.5 years
- 4) The difference between present value of cash Inflow and cash Outflow is _____.
 - a) Profitability Index
 - b) Internal rate of Return
 - c) Average rate of Return
 - d) Net Present Value
- 5) Standard Current ratio is _____.
 - a) 1:2
 - b) 2:1
 - c) 3:2
 - d) 3:1
- 6) _____ is internal factor affecting capital structure.
 - a) Market Condition
 - b) Competition
 - c) Requirement of Capital
 - d) Taxation
- 7) _____ are forms of Dividend payment.
 - a) Cash Dividend
 - b) Bonus Dividend
 - c) Both
 - d) None
- 8) _____ ratios help to show firms ability towards its obligation.
 - a) Liquidity
 - b) Solvency
 - c) Turnover
 - d) Activity
- 9) _____ is the payment by the company to its shareholders out of its distributable profits.
 - a) Interest
 - b) Profit
 - c) Dividend
 - d) Bonus
- 10) ke stands for _____.
 - a) Cost of Debt
 - b) Cost of Equity
 - c) Cost of Preference Share
 - d) None

- 11) If sales of equity shares are increased by Rs. 10,000; the effect of it on current ratio 2.33:1, will be _____.
 a) Improve
 b) No effect
 c) Weaken
 d) None of These
- 12) Fictitious Assets and Losses includes _____.
 a) Formation Expenses
 b) Preliminary Expenses
 c) Underwriters Commission
 d) All of above
- 13) Out of three mutually exclusive projects, A = Rs. 2,50,000; B = Rs. 2,25,000 and C = Rs. 2,26,000; NPV what should be done?
 a) Accept A
 b) Accept B
 c) Accept C
 d) Accept A, B, C
- 14) If current ratio is 2.8, working capital is Rs. 1,62,000; the value of current asset will be Rs. _____.
 a) 90,000
 b) 2,52,000
 c) 2,50,000
 d) 1,70,000

Q.2 Write short notes.

14

- a) A company issues Rs.1,00,00,000/-; 11% debentures of Rs. 100/- each; corporate tax rate is 25%. Calculate cost of debt (both before and after tax), if issued at par with 5% flotation cost.
- b) Gross Profit ratio = 25%
 Gross Profit = Rs. 3,00,000/-
 Stock Velocity = 5 times
 Debtors Velocity = 2 months
 Creditors Velocity = 1 month
 Fixed Asset turnover Ratio = 3 times
 Capital turnover Ratio = 2 times
 Closing stock is Rs. 7,500 more than opening stock
Calculate – Sales, Creditors, Debtors, Opening Stock, Closing Stock, Fixed Assets and Capital Employed.

Q.3 Write short notes.

14

- a) Advantages and Disadvantages of Retained Earnings.
 b) Advantages and Limitations of Ratio Analysis.

Q.4 ABC Limited is considering to Invest in a Project X, where expected cost is Rs. 15,00,000. The expected cash flow before depreciation and tax is as follows.

14

Cash Flow:

Year	Rs.
1	4,00,000
2	4,00,000
3	4,50,000
4	6,50,000
5	7,50,000

Calculate ARR and NPV @10%, Assume tax rate as 30%.

OR

Explain various factors affecting capital structure.

Q.5 Write about determinants of Dividend Policy in detail.

14

OR

Particulars	Rs.	Particulars	Rs.
Sales	21,00,000	Plant and Machinery	6,00,000
Gross Profit	5,00,000	Land and Building	7,00,000
Operating Profit	3,15,000	Furniture's and Fixtures	1,00,000
Closing Stock	6,00,000	Debtors	1,50,000
Bank Overdraft	1,20,000	Bank	2,20,000
Net Profit	3,20,000	Bills Receivable	30,000
Proprietor Fund	16,00,000	Bills Payable	1,24,000
Purchase	11,00,000	Creditors	4,80,000

Calculate -

- 1) Gross Profit Ratio
- 2) Operating Profit Ratio
- 3) Current Ratio
- 4) Stock to Working Capital Ratio
- 5) Fixed Asset Turnover Ratio
- 6) Liquid Ratio
- 7) Return on Capital Employed
- 8) Working Capital Turnover Ratio
- 9) Debtors Velocity
- 10) Fixed Asset to Networth
- 11) Proprietary Ratio
- 12) Return on Fixed Asset
- 13) Total Assets Turnover Ratio
- 14) Creditors Velocity

Seat
No.

**B.B.A. (Semester - VI) (Old) (CBCS) Examination: Oct/Nov-2022
HUMAN RESOURCE MANAGEMENT - II**

Day & Date: Monday, 30-01-2023
Time: 03:00 PM To 05:30 PM

Max. Marks: 70

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

Q.1 Choose the correct alternative from the given alternatives.**14**

- 1) _____ of compensation is given to employees under layoff separation.
 - a) 75%
 - b) 25%
 - c) 50%
 - d) 100%
- 2) VRS is also known as _____.
 - a) Golden handshake
 - b) Silver handshake
 - c) Platinum handshake
 - d) Others
- 3) Movement of employee from superior to subordinate is called _____.
 - a) Promotion
 - b) Transfer
 - c) Demotion
 - d) All
- 4) _____ is/are components of Remuneration.
 - a) Perquisites
 - b) Fringe Benefits
 - c) Incentives
 - d) All
- 5) _____ is temporary separation of employees.
 - a) Retrenchment
 - b) Resignation
 - c) Layoff
 - d) None
- 6) Under method of performance appraisal employees are given number on the basis of their performance in the organization _____.
 - a) Ranking Method
 - b) Paired comparison Method
 - c) Graphic rating scale
 - d) Essay method
- 7) _____ placements are initiated to correct wrong placements.
 - a) Production
 - b) Replacement
 - c) Remedial
 - d) Shift
- 8) _____ hazards include noise pollution, vibrations and shocks, illumination, radiation, heat, etc.
 - a) Biological
 - b) Environment
 - c) Occupational
 - d) Chemical
- 9) Factories Act came into existence in the year _____.
 - a) 1947
 - b) 1958
 - c) 1948
 - d) 1950
- 10) _____ means employees spouse pursuing career.
 - a) Moonlighting
 - b) Flexi time
 - c) Flexi work
 - d) Dual career
- 11) In _____ type of virtual organization, employees of a company works from their from.
 - a) Telecommuters
 - b) Outsourcing
 - c) Completely virtual
 - d) All

12) _____ means termination of employment from employees side.

- a) Dismissal
- b) Resignation
- c) Discharge
- d) Layoff

13) In career stages, late career is _____ stage.

- a) 1st
- b) 5th
- c) 3rd
- d) 4th

14) In types of accidents, fatal means _____.

- a) Diseases
- b) Death
- c) Disability
- d) Injury

Q.2 Write short notes. 14

- a) G-HRM
- b) Career Stages

Q.3 Write short notes. 14

- a) Types of Accidents
- b) Incentives

Q.4 Explain various methods of performance appraisal. 14

OR

Write in detail about safety provisions under Factories Act. 14

Q.5 Write in detail about promotion, demotion, and transfer. 14

OR

Explain various types of fringe benefits given to employees. 14

- 10) _____ is the management of the flow of materials into an organization to the point where those materials are converted into the final product.
- a) Purchasing
 - b) Stores Management
 - c) Materials Management
 - d) None of these
- 11) ISO 9000 is accepted globally for _____ certification.
- a) Purchasing
 - b) Planning
 - c) Quality
 - d) Inventory
- 12) Material handling is responsible for creation of _____ utility.
- a) Time
 - b) Place
 - c) Form
 - d) Time and Place
- 13) _____ is the Procurement of Materials, Supplies, Machine tools and Services required for equipment maintenance and operation of manufacturing plant
- a) Dispatching
 - b) Expediting
 - c) Purchasing
 - d) Inspection
- 14) _____ is/are the objectives of Materials Management.
- a) Continuity of supply
 - b) Reduced Transportation Cost
 - c) Faster Inventory Turnover
 - d) All of the above

Q.2 Answer the Following 14

- a) Make or Buy
- b) Total Quality Maintenance (TQM)

Q.3 Answer the Following 14

- a) Classification of Maintenance
- b) Just-In-Time

Q.4 Answer any one of the following 14
What is Store Management? Explain Functions of Store Management in detail.

OR

What is Maintenance Management? Explain various types of Maintenance in detail.

Q.5 Answer any one of the following 14

- a) Define Inventory Management. Explain various Inventory control techniques in detail.

OR

- b) What is Production Planning and Control? Explain various functions of Production planning & control.

b) From the following data calculate operating cost per km of Vehicle 'A'.

Particulars	Vehicle A
Annual run	15,000 km
Cost of vehicle	Rs. 2,50,000
Road license (Annual)	Rs. 7,500
Annual Insurance	Rs. 7,000
Annual garage rent	Rs. 6,000
Supervision & salaries (Annual)	Rs. 24,000
Divers wages per hour	Rs. 30
Cost of fuel per litre	Rs. 20
Kilometre run per litre	20 km
Repairs & maintenance per km	Rs. 1.65
Tyre allocation per km	Rs. 0.80
Estimated life of vehicle	1,00,000 km
Charge interest at 15% per annum on the cost of vehicle. The vehicle runs 20 km per hour on an average.	

Q.5 Answer any one of the following.

14

a) Following are the details of ABC & Co who undertook a contract of Rs. 2,80,000 for construction of a college building. The following is the information concerning the contract during the year 2013.

Particulars	Rs.
Material sent on site	84,786
Labour engaged on site	74,152
Plant installed at site at cost	15,000
Direct expenditure	3,201
Other expenses	4,878
Material returned to store	552
Work certified	1,95,000
Value of plant as on 31 st December 2013	11,000
Cost of work not yet certified	4,500
Material at site on 31 st December 2013	1,880
Wages accrued on 31 st December 2013	2,400
Direct expenditure accrued on 31 st December 2013	240
Cash received from contractee	1,80,000

You are required to prepare a Contract Account for the year ending 31st December 2013.

OR

b) Explain the term budget and budgetary control. Explain in detail the objectives of a Budget.

Seat No.	
-------------	--

B.B.A. (Semester - VI) (Old) (CBCS) Examination: Oct/Nov-2022
MEDIA MANAGEMENT

Day & Date: Wednesday, 01-02-2023
Time: 03:00 PM To 05:30 PM

Max. Marks: 70

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

Q.1 Choose the correct alternative from the options. 14

- 1) _____ is one of the oldest types of advertising media.
 - a) Direct mail
 - b) Internet
 - c) SMS
 - d) None of these
- 2) _____ are the important forms of press advertising.
 - a) Stories
 - b) Buyers
 - c) News paper
 - d) None of these
- 3) _____ may be released weekly, monthly, quarterly, bi-annual or annual.
 - a) Newspapers
 - b) Radio Ads
 - c) Magazines
 - d) None of these
- 4) _____ have the shortest life.
 - a) Newspapers
 - b) Radio Ads
 - c) FM Ads
 - d) None of these
- 5) _____ advertising is also known as cinema advertising.
 - a) Film
 - b) Magazines
 - c) Broadcast
 - d) None of these
- 6) _____ Advertising includes media like posters, placards, electric displays or neon signs.
 - a) Outdoor
 - b) Transit
 - c) Social media
 - d) None of these
- 7) _____ will need to strike a balance between budget and coverage.
 - a) Advertisers
 - b) Customers
 - c) Buyers
 - d) None of these
- 8) The _____ you selected is obviously influenced by the target audience.
 - a) Models
 - b) Media
 - c) Products
 - d) None of these
- 9) The purpose of _____ is optimal exposure.
 - a) Reach
 - b) Product
 - c) Budget
 - d) None of these
- 10) Compare to newspaper few people subscribe to _____.
 - a) TV Channels
 - b) Radios
 - c) Magazines
 - d) None of these
- 11) _____ refers to the number of times the receiver is exposed to the media vehicle.
 - a) Reach
 - b) Frequency
 - c) Both of these
 - d) None of these

8. आदिवासी रोजंदारीवरील कामगार, मच्छिमार, बांधकाम मजूर यांचा समावेश भारताच्या ——— समूहांमध्ये होतो.
 अ) पुढारलेल्या ब) वंचित
 क) सत्ताधारी ड) यापैकी सर्व
9. प्रातिनिधिक लोकशाहीत ——— प्रक्रिया शासन आणि जनतेला जोडते.
 अ) भ्रष्टाचार ब) हुकूमशाही
 क) निवडणूक ड) अर्थशास्त्र
10. प्रत्यक्ष लोकशाही इसवी सन पूर्व तिसऱ्या शतकात ——— येथे सुरु झाली.
 अ) भारत ब) इंग्लंड
 क) अथेन्स ड) अमेरिकेची संयुक्त संस्थाने
11. खालीलपैकी कोणता अधिकार भारतीय राज्यघटनेमधील मूलभूत अधिकार आहे?
 अ) शिक्षणाचा अधिकार ब) संप करण्याचा अधिकार
 क) संपत्तीचा अधिकार ड) क्रांती करण्याचा अधिकार
12. ——— ही तळपातळीवरील संसदेची छोटी प्रतिकृती आहे.
 अ) लोकसभा ब) विधानपरिषद
 क) ग्रामसभा ड) राज्यसभा
13. सुशासनासाठी ——— हे आवश्यक आहे.
 अ) केंद्रीकरण ब) खाजगीकरण
 क) लोकसहभाग ड) दंगा नियंत्रक पोलीस
14. भारतीय मतदार ——— सदस्य प्रत्यक्षपणे निवडतात.
 अ) राज्यसभेचे ब) लोकसभेचे
 क) विधान परिषदेचे ड) निवडणूक आयोगाचे
15. 73 वी आणि 74 वी घटना दुरुस्ती ——— सरकारशी संबंधित आहेत.
 अ) केंद्र ब) राष्ट्रीय
 क) राज्य ड) स्थानिक
16. लोकशाहीला घटनात्मक शासन असेही म्हटले जाते, याचा अर्थ ——— राज्य असा होतो.
 अ) शक्तीचे ब) कायद्याचे
 क) सत्ताधारी शक्तीच्या लहरीप्रमाणे ड) हुकूमशाहाचे
17. सार्वजनिक उत्तरदायित्व म्हणजे प्रातिनिधीने लोकांना ——— असणे होय.
 अ) विरोधी ब) बेजबाबदार
 क) जबाबदार ड) यापैकी सर्व
18. स्वातंत्र्य, समता आणि बंधुता ही ——— लोकशाहीची मुख्य मूल्ये आहेत.
 अ) जुन्या ब) ग्रीक
 क) सामाजिक ड) परदेशी

41. प्रत्यक्ष लोकशाहीलाच ---- लोकशाही असेही म्हणतात.
 अ) सहभागी ब) प्रातिनिधीक
 क) नवीन ड) नकारात्मक
42. लोकशाहीमध्ये विधिमंडळ, मंत्रिमंडळ आणि इतर समितीमधील प्रश्न सोडविण्यासाठी ---- हे तत्व वापरतात.
 अ) अल्पमताचे नियम ब) बहुमताचा नियम
 क) नेतृत्व ड) हुकूमशाही
43. डॉ.आंबेडकर यांनी ---- लोकशाहीचा पुरस्कार केला.
 अ) प्रत्यक्ष ब) सामाजिक
 क) प्राचीन ड) आधुनिक
44. महाराष्ट्र गांधी राष्ट्रीय ग्रामीण रोजगार हमी कायदा हे ---- योजनेचे उदाहरण आहे.
 अ) राजकीय ब) सामाजिक कल्याण
 क) लोकप्रिय ड) निवडणूक
45. खालीलपैकी कोणते लोकशाहीचे तत्व नाही?
 अ) सहमतीने शासन ब) सार्वजनिक उत्तरदायित्व
 क) कायद्याचे राज्य ड) हुकूमशाही
46. भारतात खुल्या आणि न्यायपूर्ण निवडणूक सातत्याने घेतल्या गेल्या. याला ---- हे वर्ष अपवाद होते.
 अ) 2014
 ब) 1976
 क) 1967
 ड) 2000
47. बलवंतराय मेहता आणि अशोक मेहता समिती या भारतातील ---- या घटकाशी संबंधित आहेत.
 अ) जी.एस.टी ब) संसद
 क) राज्य सरकार ड) पंचायती राज्य संस्था
48. अर्थशास्त्र या प्राचीन भारतीय ग्रंथात सुशासनाची तत्वे सांगितली आहेत. अर्थशास्त्राचा लेखक कोण?
 अ) रामचंद्रन ब) कौटिल्य
 क) मंडन मिश्र ड) कालिदास
49. स्वातंत्र्य, समता आणि बंधुता हा ---- राज्यक्रांतीचा नारा होता.
 अ) इंडोनेशियन ब) फ्रेंच
 क) अमेरिकन ड) रशियन
50. ---- हे अधिकार पारदर्शकता आणि उत्तरदायित्वाचे उदाहरण आहे.
 अ) माहितीचा ब) संपत्तीचा
 क) एकत्र येण्याचा ड) धार्मिक

- 9) In representative democracy the process of _____ links the government and the people.
- | | | |
|---------------|-----------------|--------------------------|
| a) corruption | b) dictatorship | <input type="checkbox"/> |
| c) election | d) economics | |
- 10) Direct democracy was started in _____ in 3rd century B.C.
- | | | |
|-----------|------------|--------------------------|
| a) India | b) England | <input type="checkbox"/> |
| c) Athens | d) U.S.A. | |
- 11) Which one of the following is the fundamental right in Indian constitution?
- | | | |
|-----------------------|--------------------|--------------------------|
| a) Right to Education | b) Right to Strike | <input type="checkbox"/> |
| c) Right to Property | d) Right to Revolt | |
- 12) _____ is miniature of the Parliament of India at the grassroots level.
- | | | |
|--------------|-------------------|--------------------------|
| a) Loksabha | b) Vidhanparishad | <input type="checkbox"/> |
| c) Gramsabha | d) Rajysabha | |
- 13) _____ is necessary for the good governance.
- | | | |
|-------------------------|------------------------|--------------------------|
| a) Centralization | b) Privatization | <input type="checkbox"/> |
| c) Public Participation | d) Riot Control Police | |
- 14) Indian voters directly elect the members of _____
- | | | |
|--------------------|------------------------|--------------------------|
| a) Rajysabha | b) Loksabha | <input type="checkbox"/> |
| c) Vidhan Parishad | d) Election Commission | |
- 15) The 73th and 74th constitutional amendments are related to the _____ government.
- | | | |
|------------|-------------|--------------------------|
| a) central | b) national | <input type="checkbox"/> |
| c) state | d) local | |
- 16) Democracy is also considered as the constitutional government which means government by _____ rather than by men.
- | | | |
|-----------------------------------|-------------|--------------------------|
| a) force | b) law | <input type="checkbox"/> |
| c) whims and fancies of the ruler | d) dictator | |
- 17) Public Accountability means the representative must remain _____ to the people
- | | | |
|---------------|------------------|--------------------------|
| a) opposite | b) irresponsible | <input type="checkbox"/> |
| c) answerable | d) all of these | |
- 18) Freedom, equality and fraternity are the core values of _____ democracy.
- | | | |
|-----------|------------|--------------------------|
| a) Old | b) Greek | <input type="checkbox"/> |
| c) Social | d) Foreign | |
- 19) The political process by which the administrative authority and responsibilities are transferred from central government to the local government is known as _____
- | | |
|---------------------|--------------------------|
| a) Decentralization | <input type="checkbox"/> |
| b) Centralization | |
| c) Dictatorship | |
| d) Interference | |
- 20) Criminalization of politics is the basic _____ before the democracy in India.
- | | | |
|------------------|--------------|--------------------------|
| a) need | b) challenge | <input type="checkbox"/> |
| c) qualification | d) boon | |

- 21)** The opportunities for political participation are minimal to _____ in India
- | | | |
|----------------|------------------|--------------------------|
| a) women | b) leaders | <input type="checkbox"/> |
| c) rich people | d) none of these | |
- 22)** Loksabha has _____ members which are directly elected by the people.
- | | | |
|--------|--------|--------------------------|
| a) 555 | b) 250 | <input type="checkbox"/> |
| c) 288 | d) 543 | |
- 23)** Solapur city comes under the jurisdiction of _____.
- | | | |
|--------------------------|----------------------|--------------------------|
| a) Municipal Corporation | b) Village Panchayat | <input type="checkbox"/> |
| c) Municipal Council | d) Panchayat Samiti | |
- 24)** In the local governments of India one third of the seats are reserved for _____.
- | | | |
|---------------------|-------------------------|--------------------------|
| a) women | b) fisher folks | <input type="checkbox"/> |
| c) migrated workers | d) construction workers | |
- 25)** There are _____ elected members in Maharashtra Vidhansabha.
- | | | |
|--------|--------|--------------------------|
| a) 75 | b) 200 | <input type="checkbox"/> |
| c) 288 | d) 388 | |
- 26)** There are _____ tiers of Indian government.
- | | | |
|---------|----------|--------------------------|
| a) Four | b) Three | <input type="checkbox"/> |
| c) Two | d) Five | |
- 27)** The principles of accountability and transparency are related to the _____.
- | | | |
|-------------------|--------------------|--------------------------|
| a) bad governance | b) old governance | <input type="checkbox"/> |
| c) mobocracy | d) good governance | |
- 28)** Indians can seek information from _____ under the Right to Information Act.
- | | | |
|----------------------------|-------------------------|--------------------------|
| a) private companies | b) government officials | <input type="checkbox"/> |
| c) multinational companies | d) all of these | |
- 29)** The Right to Education makes it mandatory for the state to ensure that all children of the _____ age group enroll themselves in schools.
- | | | |
|-------------|------------------|--------------------------|
| a) 6 to 14 | b) 1 to 5 | <input type="checkbox"/> |
| c) 15 to 20 | d) none of these | |
- 30)** Mahatma Gandhi National Rural Employment Guarantee Act (MGNREGA) is one step towards implementing the provision of _____
- | | | |
|-------------------------|-----------------------|--------------------------|
| a) Right to Information | b) Right to Education | <input type="checkbox"/> |
| c) Right to Work | d) Right to Liberty | |
- 31)** The members of Maharashtra _____ are directly elected by the people.
- | | | |
|--------------------|--------------|--------------------------|
| a) Vidhansabha | b) Rajysabha | <input type="checkbox"/> |
| c) Vidhan Parishad | d) Gramsabha | |
- 32)** _____ is the example of rural local self government.
- | | | |
|----------------------|---------------------|--------------------------|
| a) Village Panchayat | b) Panchayat Samiti | <input type="checkbox"/> |
| c) Zilla Parishad | d) All of these | |
- 33)** Gram Sabha comprised of _____ in the village.
- | | | |
|------------------------------|-----------------------|--------------------------|
| a) all the registered voters | b) all the people | <input type="checkbox"/> |
| c) only male voters | d) only female voters | |

- 34)** _____ by all the members of society is the basic feature of good governance.
- | | | |
|--------------------------|--------------------------|--------------------------|
| a) Unequal participation | b) violent participation | <input type="checkbox"/> |
| c) Equal participation | d) none of these | |
- 35)** The Right to Information was passed in India in the year _____.
- | | | |
|---------|---------|--------------------------|
| a) 2005 | b) 1947 | <input type="checkbox"/> |
| c) 1950 | d) 2020 | |
- 36)** Which of the following is not the fundamental right?
- | | |
|---------------------------------|--------------------------|
| a) Right to Freedom | <input type="checkbox"/> |
| b) Right to Property | |
| c) Right to Equality | |
| d) Right to Freedom of Religion | |
- 37)** According to _____ Democracy is government of the people, by the people and for the people
- | | | |
|------------------|-------------------|--------------------------|
| a) John Wood | b) Abraham Lincon | <input type="checkbox"/> |
| c) Mother Teresa | d) Donald Trump | |
- 38)** In _____ democracy, citizens participated in the affairs of the state directly and had a say in the governance of the city state
- | | | |
|-------------|------------------|--------------------------|
| a) Indirect | b) Direct | <input type="checkbox"/> |
| c) Indian | d) none of these | |
- 39)** The word democracy is derived from the Greek words Demos and Kratos. The meaning of Demos is _____ and Kratos means _____.
- | | | |
|--------------------|-------------------|--------------------------|
| a) people and rule | b) animal and God | <input type="checkbox"/> |
| c) God and Saints | d) none of these | |
- 40)** A system of welfare and redistribution aimed to narrow social inequalities is called _____.
- | | | |
|----------------|----------------|--------------------------|
| a) Bureaucracy | b) Aristocracy | <input type="checkbox"/> |
| c) Democracy | d) Technocracy | |
- 41)** Direct democracy is also known as _____ democracy.
- | | | |
|------------------|-------------------|--------------------------|
| a) Participatory | b) Representative | <input type="checkbox"/> |
| c) New | d) Negative | |
- 42)** In democracy all issues in legislature, cabinet, executive and other committees are resolved through the principle of _____.
- | | | |
|------------------|------------------|--------------------------|
| a) minority rule | b) majority rule | <input type="checkbox"/> |
| c) leadership | d) dictatorship | |
- 43)** Dr. Babasaheb Ambedkar strongly advocated _____ democracy.
- | | | |
|------------|-----------|--------------------------|
| a) Direct | b) Social | <input type="checkbox"/> |
| c) Ancient | d) Modern | |
- 44)** The Mahatma Gandhi National Rural Employment Guarantee Act is the example of the largest _____ scheme of its kind in the world.
- | | | |
|--------------|-------------------|--------------------------|
| a) political | b) social welfare | <input type="checkbox"/> |
| c) populist | d) election | |
- 45)** Which among the following is not the principle of democracy?
- | | | |
|--------------------------|--------------------------|--------------------------|
| a) Government by consent | b) Public Accountability | <input type="checkbox"/> |
| c) Rule of Law | d) Dictatorship | |

46) The free and fair elections were conducted, at regular interval, in India except in _____.

- a) 2014
- b) 1976
- c) 1967
- d) 2000

47) Balwantrai Mehta and Ashok Mehta committee are related to _____ in India.

- a) G.S.T.
- b) Parliament
- c) State Governments
- d) Panchayati Raj institutions

48) The ancient Indian book Arthshastra highlighted the principle of Good Governace. Who is the author of Arthshashtra?

- a) Ramchandran
- b) Kautilya
- c) Mandan Mishr
- d) Kalidas

49) "Freedom, Equality and Fraternity" was the battlecry of the _____ revolution.

- a) Indonesian
- b) French
- c) American
- d) Russian

50) The Right to _____ is the example of transparency and accountability.

- a) Information
- b) Property
- c) Assembly
- d) Religion

- प्र.2 खालीलपैकी कोणत्याही चार प्रश्नांची थोडक्यात उत्तरे लिहा. 08
- अ) पर्यावरण अभ्यासाची व्याख्या लिहा.
 ब) वाळवंटी परिसंस्थेतील जैविक घटक
 क) नैसर्गिक साधनसंपत्तीचे प्रकार लिहा.
 ड) जैवविविधता संवर्धनाचे प्रकार लिहा.
 इ) वायु प्रदूषणाचे कारणे लिहा.
 ई) ओझोन क्षयाची कारणे लिहा.
- प्र.3 खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा. 08
- अ) पर्यावरण अभ्यासाचे महत्त्व लिहा.
 ब) परिसंस्थेतील ऊर्जाप्रवाह
 क) पूराची कारणे लिहा.
- प्र.4 खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा. 08
- अ) जल प्रदूषणाची कारणे व परिणाम स्पष्ट करा.
 ब) जैवविविधता म्हणजे काय? जैवविविधता प्रकाराचे वर्णन स्पष्ट करा.
 क) वन्यजीव संरक्षण कायदा स्पष्ट करा.
- प्र.5 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 08
- पर्यावरण अभ्यासाचे स्वरूप व व्याप्ती स्पष्ट करा.
 किंवा
 लोकसंख्या वाढीचा पर्यावरणावर होणारा परिणाम स्पष्ट करा.

Seat No.	
----------	--

**B.B.A. (Semester - IV) (New) (CBCS) Examination: Oct/Nov-2022
Environmental Studies**

Day & Date: Sunday, 12-02-2023
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 Choose the correct alternatives from the options. 08

- 1) The word 'Environment' is derived from _____ language.
 - a) French
 - b) Roman
 - c) Latin
 - d) Greek
- 2) First World Environmental conference was held at _____.
 - a) Mumbai
 - b) Stockholm
 - c) London
 - d) Tokyo
- 3) Sahara is a example of _____ ecosystem.
 - a) Marine
 - b) Grassland
 - c) Forest
 - d) Desert
- 4) The primary source of energy is _____.
 - a) Hydal energy
 - b) Tidals
 - c) Sun
 - d) Wind
- 5) The 'Wildlife Protection Act' was passed in the year _____ in India.
 - a) 1971
 - b) 1972
 - c) 1974
 - d) 1976
- 6) Marine life is in danger due to _____ Pollution.
 - a) Land
 - b) Air
 - c) Water
 - d) Noise
- 7) In India _____ region is rich in biodiversity.
 - a) Western Himalaya – Aravali
 - b) Ajantha – Aravali
 - c) Eastern Himalaya -Western Ghat
 - d) Eastern Ghat – Koromandal
- 8) International Ozone Day is celebrated on _____ day.
 - a) 16th June
 - b) 16th July
 - c) 16th August
 - d) 16th September

Q.2 Attempt any four of the following questions. 08

- 1) Write a definition of environmental studies.
- 2) Biological components of desert ecosystems.
- 3) Write the types of natural resources.
- 4) Write the types of biodiversity conservation.
- 5) write the causes of air pollution.
- 6) Write the causes of ozone depletion.

- Q.3 Attempt any two of the following questions. 08**
- 1) Write the importance of environmental studies.
 - 2) Energy flow in the ecosystem
 - 3) Write down the reasons for the flood.
- Q.4 Attempt any two of the following questions. 08**
- 1) Explain the causes and effects of water pollution.
 - 2) What is biodiversity? Explain the type of biodiversity.
 - 3) Explain the Wildlife Conservation Act.
- Q.5 Attempt any one of the following questions. 08**
- 1) Explain the nature and scope of environmental studies.
 - 2) Explain the impact of population growth on the environment.