

Seat
No.

SLR-CB-1

Set P

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023

Day & Date: Monday, 20-11-2023
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.

- 1) _____ means discovering applicants for the present or future jobs in an enterprise.
 - a) Selection
 - b) Recruitment
 - c) Motivation
 - d) None of these
- 2) _____ structure is suitable when the size of the organization is large.
 - a) Organisational
 - b) Divisional
 - c) Functional
 - d) None of these
- 3) Which of the following is not concerned with staffing?
 - a) Recruitment
 - b) Selection
 - c) Training
 - d) Publicity
- 4) Which of the following is not a process of selection?
 - a) Testing
 - b) Checking references
 - c) Attitude formation
 - d) Medical examination
- 5) Find the odd one out.
 - a) board of directors
 - b) chief executive
 - c) foremen
 - d) shareholders
- 6) _____ clearly defines what tasks & activities shall be carried out at particular job.
 - a) Role clarity
 - b) Coordination
 - c) Job design
 - d) Specialization
- 7) Which mode of recruitment is through advertisements, newspapers and want ads?
 - a) Direct
 - b) Indirect
 - c) On Payroll
 - d) None of these
- 8) Fourteen principles are given by _____.
 - a) Max Weber
 - b) Elton Mayo
 - c) Henry Fayol
 - d) None of them

B) Explain the following concepts.

- 1) What do you mean by Departmentation?
- 2) What do you mean by performance appraisal?

04

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

- a) Explain the role of a Manager.
- b) Explain the need for Training.
- c) Write any 4 functions of Management.

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Q.3 Explain the steps in Selection process in detail.

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

- Explain the steps in planning process.
- What are the various sources of recruitment?

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Set P

**Seat
No.**

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Communication - I (BBA0102) Max. Marks: 100

Max. Marks: 40

Day & Date: Tuesday, 21-11-2023

Time: 12:00 PM To 02:00 PM

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

08

Q.1 A) Choose the correct alternatives from the options. Discussions are included in _____.

b) Explain the following concepts.

- Q) Explain the following concepts.

 - 1) Oral Communication
 - 2) Overcoming communication Barriers

04

Q.2 Write Short Note (Any Two)

- Write Short Note (Any One)**

 - a) Importance of Communication
 - b) Merits & Demerits of Written Communication
 - c) Importance of Presentation Skills

06

Q.3 Write an application letter to the HR of Excellent Solutions Pvt Ltd New Mumbai for the post of Accountant along with resume.

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

a) Write a letter of enquiry about 10 Laptops for your organization and also write a reply of confirming the order.

b) What is report? Discuss the different types of Report.

OR

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B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Accounting for Business - I (BBA0103)

Day & Date: Wednesday, 22-11-2023
 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.
 3) Use of soundless non-scientific calculator is allowed.

Q.1 A) Multiple-choice questions.

- 1) Brief explanation of an entry is known as _____.
 - a) Folio
 - b) Narration
 - c) Posting
 - d) Journalizing
- 2) An act of change of things or services between the two parties this termed as _____.
 - a) Ledger
 - b) Transfer
 - c) Transaction
 - d) Business
- 3) Machinery account is an example of _____.
 - a) Liability A/c
 - b) Asset A/c
 - c) Capital A/c
 - d) None of these
- 4) Depreciation arises because of _____.
 - a) wear & tear
 - b) inflation
 - c) rise in market price
 - d) profit
- 5) Carriage inward is debited to _____ account.
 - a) Trading
 - b) Profit & loss
 - c) Capital
 - d) Bank
- 6) Closing stock is always valued at cost price or market price whichever is _____.
 - a) Low
 - b) High
 - c) Equal
 - d) Zero
- 7) Depreciation is charged only on _____ assets.
 - a) Fixed
 - b) Current
 - c) Non-performing
 - d) Fictitious
- 8) _____ discount is not recorded in the books of account.
 - a) GST
 - b) VAT
 - c) Cash
 - d) Trade

B) Explain the following concepts.

- a) Depreciation
- b) Money measurement concept

04

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B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Economics - I (BBA0104)

Day & Date: Thursday, 23-11-2023
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

B) Explain the following concepts.

- 1) Micro Economics
 - 2) Monopoly

04

Q 2 Write Short Notes. (Any Two)

- a) Basic problems of an Economy**

b) Concepts of Average Cost and Marginal Cost

c) Law of demand

06

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B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Organisation & Environment - I (BBA0105)

Day & Date: Friday 24-11-2023
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.

- 1) Business is an _____ activity.
 - a) Essential
 - b) Regular
 - c) Effective
 - d) None of this
- 2) A business is established for earning some _____.
 - a) Income
 - b) Prestige
 - c) Reputation
 - d) None of this
- 3) _____ is one of the major advantages of sole proprietorship.
 - a) Knowledge
 - b) Manpower
 - c) Security
 - d) None of these
- 4) A joint stock company is a _____ association of persons to carry on the business.
 - a) Voluntary
 - b) Compulsory
 - c) Non-existing
 - d) None of these
- 5) _____ means working together to make profit.
 - a) Cooperative
 - b) Marketing
 - c) Business
 - d) None of these
- 6) _____ is the activity of buying and selling goods in large quantities at cheaper prices.
 - a) Wholesale
 - b) Production
 - c) Retail
 - d) None of these
- 7) Retailers create _____ for products by communicating with their customers.
 - a) Demand
 - b) Knowledge
 - c) Awareness
 - d) None of these
- 8) _____ is also necessary for the expansion and growth of business.
 - a) Products
 - b) Employees
 - c) Profit
 - d) None of this

B) Explain the following concepts.

- 1) Explain Meaning and definition of Business.
- 2) Explain the concept of Sole Proprietor.

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

- a) What are Features of Sole Proprietorship?
- b) Explain any 5 Functions of a Wholesaler.
- c) Explain the types of foreign Trade.

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SLR-CB-6

Set P

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Principles of Management - II (BBA0201)

Day & Date: Sunday, 26-11-2023
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) Which of the following is not a non-financial incentive?
a) Status b) Job enrichment
c) Bonus d) Employee progress

2) Which of the following is not a feature of motivation?
a) It is an integral feeling b) Reduces absenteeism
c) Complex process d) Can be positive or negative

3) It refers to all measures which are used to motivate people to improve performance, ____.
a) Leadership b) Motivation
c) Incentives d) Communication

4) Which of the following is not an example of financial incentive?
a) Perquisites b) Job Enrichment
c) Profit Sharing d) Co-partnership

5) Complete freedom for group or individual decision with a minimum of leader participation is under ____.
a) autocratic style b) democratic style
c) free-rein style d) creative style

6) The last function of management is ____.
a) Planning b) Organizing
c) Controlling d) Communication

7) Planning is looking ahead and control is ____.
a) looking back b) looking front
c) looking sideward d) looking down

8) X and Y theory was introduced by ____.
a) Mc Gregor b) Peter Drucker
c) Henry Fayol d) FW Taylor

B) Explain the following concepts.

1) Define Autocratic leadership.

2) Explain the concept of financial Incentives

04

Q.2 Write Short Notes. (Any Two)

1117

Q.3 Explain Maslow's Hierarchy needs theory.

Q.4 Answer any one of the following in Brief.

- Explain various Financial and Non- financial Motivational techniques.
- Explain the steps in Control Process.

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Business Communication – II (BBA0202)

Day & Date: Tuesday, 28-11-2023
 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) _____ interview is taken when an employee leaves the organization.
 - a) Reprimand
 - b) Grievance
 - c) Exit
 - d) Employment
- 2) _____ means ability to understand and share the feelings, experience, opinion, etc. of listeners.
 - a) Appearance
 - b) Goodwill
 - c) Empathy
 - d) Language
- 3) _____ is a brief note of subject matter of speech and distributed to the audience.
 - a) handouts
 - b) message aids
 - c) style
 - d) aids
- 4) Audio aid used in organisation is _____.
 - a) overhead projectors
 - b) public address system
 - c) posters
 - d) symbols
- 5) In _____ a random topic is allocated to the speaker.
 - a) Public Speaking
 - b) Extempore Speech
 - c) Speech
 - d) Seminar
- 6) Dictaphone means _____.
 - a) recording machine
 - b) mechanical dictating machine
 - c) vehicle of mass media
 - d) All of these
- 7) _____ is resentment or complaint against some injustice which may be real or imagine.
 - a) promotion
 - b) grievance
 - c) appraisal
 - d) assessment
- 8) Action and message is a communication medium called _____.
 - a) Meeting
 - b) Rumour
 - c) Demonstration
 - d) Dictaphone

B) Explain the following concepts.

04

- 1) Public speaking
- 2) Radio

Q.2 Write Short Notes. (Any Two)

06

- a) Principles of effective oral communication
- b) Techniques of effective speech
- c) Social media marketing

- Q.3** Explain in detail Group Discussion, preparing for group discussion and parameters of evaluation.
- Q.4** Answer any one of the following.
- a) Explain various technology used in organisation.
 - b) Explain in detail formal channels of communication.

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B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023**Business Economics-II (BBA0204)**Day & Date: Thursday, 30-11-2023
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 Choose Questions:

08

- 1) Macro Economics is the study of _____ at a large.
 - Individual
 - Firm
 - Economy
 - None of these
- 2) Social Justice means, it is equal distribution of _____ within society.
 - Tax
 - Wealth
 - Profit
 - Production
- 3) G.D.P. = GNP - _____.
 - Depreciation
 - NNP
 - Personal income
 - Income from abroad
- 4) There are _____ major method of measuring National Income.
 - 2
 - 3
 - 4
 - 5
- _____ is the primary function of money.
 - Store of value
 - Standard of deferred payment
 - Medium of exchange
 - Transfer of value
- Overdraft facility is given on _____ account.
 - Saving
 - Current
 - Fixed
 - Recurring
- The study of income and expenditure of the _____ called as public finance.
 - Person
 - Businessman
 - Government
 - Producer
- Which of the following is example of direct tax?
 - Income Tax
 - Corporation Tax
 - Wealth Tax
 - All of the above

B) Explain the following concepts.

04

- GDP
- Full Employment

Q.2 Write Short Note. (Any Two)

06

- Importance of GST
- Significance of Macro Economics
- Budget

Q.3 Explain the methods of measuring National Income.

Q.4 Answer any one of the following.

- What is Macro Economics? Explain the scope of Macro Economics.
- Explain the causes and effects of Inflation.

B.B.A. (Semester - II) (New) (OBOB) Examination Oct/Nov-2023
Business Organization & Environment - II (DBA0206)

Day & Date: Friday 01-12-2023
 Time: 12:00 PM To 02:00 PM

Max Marks: 40

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

- Is sum of all external and internal factors that influence a business.
- Under _____, the tools of production are to be organized, managed and owned by the Government, with the benefits according to the public.
 - Socialism
 - Capitalism
 - Communism
 - Mixed Economy
- business environment implies the process of critically examining the factors that highly influence the business.
 - Identifying
 - Analysing
 - Planning
 - Forecasting
- Vision, Mission and objectives is a factor of Business Environment.
 - Micro Environmental
 - Macro Environmental
 - Internal
 - External
- environment includes factors such as the characteristics and policies of the political parties, nature of the constitution and government system.
 - Economic
 - Political
 - Cultural
 - Social
- In SWOT analysis, _____ are the core competencies in which business has an edge over its competitors.
 - Opportunities
 - Strengths
 - Weaknesses
 - Threats
- is a political arrangement in which supreme power is vested in the people.
 - Autocracy
 - Totalitarian
 - Democracy
 - Dictatorship
- The system of _____ stresses the philosophy of individualism belonging in private ownership of consumer choice through a free market place.
 - Communism
 - Capitalism
 - Unionism
 - Socialism

B) Explain the following concepts. 04

- Technology
- Meaning of Internal Environment of business.

- Q.2 Write Short Note (Any Two)**

 - SWOT Analysis in brief
 - Explain various methods of technology transfer.
 - Social responsibility of business towards various stakeholders in brief.

Q.3 What is Economic Environment. Explain various economic Policies impacting business in detail.

Q.4 Answer the following (Any One)

 - What Is Social and Cultural Environment of Business? Explain Impact of Culture in Business in detail.
 - Define Business Environment Explain various factors affecting Internal Environment of Business.

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B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Research Methodology-I (BBA0301)

Day & Date: Saturday, 02-12-2023
 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:

- 1) Participant vs Non-participant is a type of which method.
 - a) Mail Survey
 - b) Interview
 - c) Observation Method
 - d) None of them
- 2) Marketing research provides valuable data to _____ makers.
 - a) Decision
 - b) Product
 - c) Law
 - d) None of them
- 3) Marketing Environment is _____ in nature.
 - a) easy
 - b) dynamic
 - c) simple
 - d) None of them
- 4) Marketing research is important to bridge the gap between _____ and consumer.
 - a) Producer
 - b) Supplier
 - c) Both
 - d) None of them
- 5) Which of the following is a primary source of Data Collection?
 - a) Observation
 - b) Reference
 - c) Internet
 - d) None of them
- 6) Market information means _____.
 - a) Knowledge of customer's tastes
 - b) Knowledge of peers
 - c) Knowledge of households
 - d) None of them
- 7) _____ research is carried out to study consumer characteristics and behaviors.
 - a) Consumer
 - b) Market
 - c) Social
 - d) None of them
- 8) Company's success depends on how it creates value through customer _____.
 - a) Understanding
 - b) Satisfaction
 - c) Knowledge
 - d) None of them

B) Explain the following Concepts.

- 1) Primary Data
- 2) Editing

04

Q.2 Write short notes. (Any Two)

- a) Differences between primary data and secondary data
- b) Explain any two processing operations.
- c) Describe traditional applications of marketing research.

06

Q.3 Prepare a questionnaire of a restaurant asking feedback from customers about the service provided by them.

Q.4 What are the sources of data?

What are the characteristics of a good Questionnaire?

OR

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B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Foundation of Human Skills - I (BBA0302)

Day & Date: Sunday 03-12-2023
 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

- 1) Time management is most effective if _____.
 a) prioritize work b) only workout
 c) only thinking d) new hobbies
- 2) _____ is one of the attributes of soft skills.
 a) Team work skills b) Critical thinking skill
 c) Creative skills d) Technical skill
- 3) In SMART goal 'S' stands for _____.
 a) Special b) Specific
 c) Smart d) Sequential
- 4) _____ is intense feeling that are directed at someone or something.
 a) Moods b) Emotions
 c) Stress d) Attitude
- 5) _____ refers to employment level, wage rates, economic outlook & Technological change.
 a) Personal Factors b) Psychological Factors
 c) Environmental Factors d) Organisational Factors
- 6) Which of the following is one of the signs of stress?
 a) Tiredness b) Headache
 c) Feeling low d) All of these
- 7) _____ area is not known to self and not known to others in Johari window.
 a) Open b) Blind
 c) Hidden Unknown
- 8) _____ helps to understand oneself and maximize his potential.
 a) Reading b) SWOT analysis
 Listening d) None of these

B) Explain the following concepts.

- 1) Emotional intelligence
- 2) SMART Goals

04

Q.2 Write short note (Any Two)

- a) Johari Window
- b) Practicing soft skills
- c) Importance of Stress Management

06

- Q.3 Define Time Management. Explain Effective Time Management in detail.**

Q.4 Long Answer (Any One)

Q. Answer (Any One)
Define Emotions. Explain sources of Emotions and Moods in detail.

OR
Define Individual Behaviour. Explain the factors affecting Individual Behaviour.

OR

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B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
International Business - I (BBA0303)

Day & Date: Monday 04-12-2023
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

- 1) Where is the head office of DGFT?
 - a) Delhi
 - b) Mumbai
 - c) Pune
 - d) Kolkata
- 2) One of the following policy about Export & Import?
 - a) Fiscal policy
 - b) Monetary policy
 - c) Commercial policy
 - d) None of these
- 3) The tenure of foreign trade policy is _____.
 - a) 3 years
 - b) 5 years
 - c) 7 years
 - d) 10 years
- 4) Process of integration of different countries is called _____.
 - a) Liberalization
 - b) Privatization
 - c) Globalization
 - d) None of these
- 5) Where was the agreement on trade & tariffs signed?
 - a) Geneva
 - b) China
 - c) Pune
 - d) None of these
- 6) _____ refers to the tax imposed on imports.
 - a) GST
 - b) Tariffs
 - c) Subsidies
 - d) Import quotas
- 7) EU Stands for _____.
 - a) Export union
 - b) European union
 - c) EXIM union
 - d) Export unit
- 8) _____ is the first step in the internationalization process.
 - a) License
 - b) Sales
 - c) Foreign Investment
 - d) Export

B) Explain the following concepts

- 1) BRICS
- 2) Comparative cost theory

Q.2 Write short answers (Any Two)

- a) G20
- b) Free trade policy
- c) DGFT

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Q.3 Explain protection trade policy, explain its argument and against?

Q.4 Explain the modes of entry?

OR
Define International Business, explain the advantage & disadvantage of International Business?

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME - I (BBA0304)

Max Marks: 40

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

- 1) Drone Entrepreneur
 - 2) Intrapreneur

Q.2 Write Short Note (Any Two)

- Wk 8 Short Notes (Mktg & Mktg)**

 - a) Intrapreneur Vs Manager
 - b) Functions of TGO
 - c) KVIC

06

Q.3 Define Entrepreneurship. Explain various characteristics of a good entrepreneur?

Q.4 Answer any one of the following.
Explain various factors affecting the Entrepreneurship growth.

OR

Explain Planning Commission Guidelines for formulation of a project report.

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B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023Day & Date: Wednesday, 06-12-2023
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.

- 1) A portable, personal computer, small enough to fit on your lap, is called a _____.
 a) Super computer b) Notebook computer
 c) Handheld computer d) Mainframe computer
- 2) CPU fetches the instruction from memory according to the value of _____.
 a) program counter b) status register
 c) Instruction registers d) program status word
- 3) _____ enables us to send the same letter to different people.
 a) Macros b) Template
 c) Mail merge d) one of above
- 4) _____ 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
- 5) _____ memory is closer to the CPU.
 a) Read Only Memory b) Random Access Memory
 c) Hard disk d) Real Actual Memory
- 6) 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
- 7) _____ of the following is an example of page orientation.
 a) Landscape b) Subscript
 c) Superscript d) A4
- 8) A PowerPoint design template is stored in any file with _____ extensions.
 a) .potx b) .pttx
 c) .dtxp d) .pmtx

B) Explain the following concepts.

- 1) Light pen
- 2) Zip Drive

04

Q.2 Write short notes. (any two)

- a) Basic block diagram of Computer
- b) Output devices
- c) Operating windows and its tools

Q.3 What is an Operating System? Explain important functions of an operating System.

Q.4 What is Computer languages? Explain its types.

OR
What is Computer memory? Explain its types.

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No.

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
International Business - I (19401303)

Day & Date: Monday, 04-12-2023
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple choice Questions

B) Explain the following concepts.

- Q. Explain the following concepts:

 - 1) Chamber of Commerce
 - 2) DGFT

04

Q.2 Write Short Notes. (Any Two)

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

06

Q.3 Explain Mode of Entry?

Q.4 Answer any one of the following questions.

- Define International Business? Explain the International business approaches
- Define trade barriers and its types?

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Seat
No.

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME - I (19401304)

Max. Marks: 40

Day & Date: Tuesday, 05-12-2023
 Time: 12:00 PM To 02:00 PM

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

Q.1 A) Choose the right answer.

- 1) _____ is an internal source of idea generation for business.
 - a) Government
 - b) Distribution channel
 - c) Customer
 - d) R&D
- 2) _____ serve as single window interacting agency with the entrepreneur at the district level.
 - a) TCO
 - b) SBI
 - c) RBI
 - d) DIC
- 3) MSMED Act was passed in _____.
 - a) 2002
 - b) 2006
 - c) 2010
 - d) 2014
- 4) _____ is an external source of idea generation for business.
 - a) R&D
 - b) Brainstorming
 - c) Consumers
 - d) Focus Group
- 5) Project Selection starts from where the Project _____ ends.
 - a) Appraisal
 - b) Presentation
 - c) Identification
 - d) Evaluation
- 6) _____ entrepreneurs are one who introduce new goods inaugurate new method of production, discover new market.
 - a) Imitative
 - b) Innovative
 - c) Fabian
 - d) Drone
- 7) Opportunities imply _____ situation to do something offered by circumstances.
 - a) Favourable
 - b) Unfavourable
 - c) Bad
 - d) Worse
- 8) _____ entrepreneurs are characterised by a refusal to adapt opportunities to make changes in business.
 - a) Imitative
 - b) Innovative
 - c) Fabian
 - d) Drone

B) Explain the following concepts.

- 1) Fabian Entrepreneur
- 2) Brainstorming

Q.2 Write Short Notes. (Any Two)

- a) Functions of TCO
- b) Characteristics of SME
- c) Intrapreneur Vs Manager

04

06

Q.3 What is Business Plan? Explain various sources of ideas in business?

Q.4 Answer any one of the following.

- a) Define Entrepreneur. Explain various characteristics of a good entrepreneur.
- b) Explain Planning Commission Guidelines for formulation of a project report.

Seat No.	
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B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
IT for Management - I (19401305)

Day & Date: Wednesday, 06-12-2023
 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.
 3) Draw neat diagrams and give equations wherever necessary.

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

- 1) PowerPoint is Example of ____.

a) OS	b) System Software
c) Application Software	d) Platform Software
- 2) Which of the following is a part of the Central Processing Unit?

a) Printer	b) Key board
c) Mouse	d) Arithmetic and Logic Unit
- 3) ROM stands for ____.

a) Read Only Memories	b) Reads Only Memory
c) Readable Only Memory	d) Read only Memory
- 4) Digitizer is ____ Device.

a) Input Device	b) Output Device
c) Software	d) Microsoft Access
- 5) Inkjet Printer is ____.

a) Input Device	b) Output Device
c) Storage Device	d) Memory
- 6) Sort is Available in ____.

a) Microsoft word	b) Microsoft Excel
c) Microsoft PowerPoint	d) Access
- 7) C++ programming is ____.

a) Machine Language	b) Assembly Language
c) High Level Language	d) Linux
- 8) Which of the following formulas is not entered correctly?

a) =10+50	b) =B7*B1
c) =B7+14	d) 10+50

B) Explain the following Concepts.

- a) Explain Concept of Memory
- b) Define Dot Matrix Printer

Q.2 Write Short Notes. (Any Two)

- a) PowerPoint Basics
- b) Chart Command in excel with steps
- c) Inkjet Printer

04

06

Q.3 What Is Software Explain Types of Software with Examples.

Q.4 Answer any one of the following.

Explain Margins, Orientation, Paper Size in Word with diagram.

OR

Explain Computer Languages and Translators In Detail.

SLR-CB-22

Set **P**

B.B.A. (Semester - III) (Old) (CBCS)

Foundation of Human Skills - I (19401302)

Day & Date: Sunday 03-12-2023
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 the correct alternatives given below. 08

- 1) _____ is one of the attributes of soft skill.
a) Negotiation Skills
c) Etiquettes
b) Critical Thinking
d) Creative Thinking
- 2) _____ helps to reach goal.
a) Speaking
c) Knowing self
b) Listening
d) None
- 3) _____ thinking means thinking different or out of the box.
a) Creative
c) Parallel
b) Lateral
d) None of these
- 4) _____ setting can be used to overcome weaknesses.
a) Mind
c) Goal
b) Time
d) Place

The Johari window was developed by American Psychologists _____.
a) Joseph Luft
c) Henry Johnson
b) Harry Ingham
d) Pavlov

- 6) Time management is most effective if _____.
a) Prioritize work
c) Only thinking
b) Only Workout
d) New hobbies

- 7) _____ principle is also known as 80:20 rule.
a) Sherman
c) Goodman
b) Pareto
d) None of these

- 8) Emotional Intelligence can be studied through _____.
a) The abilities-focused approach
b) The integrative model approach
c) The mixed model approach
d) All of the above

B) Explain Concept. 04

- 1) SMART Goals
- 2) Soft Skills

Q.2 Write Short Notes 06

- a) Why goal setting fails?
- b) Measures of Emotional Intelligence
- c) 80:20 Rule

Q.3 Explain attributes of Soft Skills in detail.

**Q.4 a) What is Emotional Intelligence? Explain types of emotions.
OR
b) Define Stress? Explain various sources of Stress.**

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
Research Methodology-II (19401401)

~~Research~~
Day & Date: Saturday, 02-12-2023
Time: 09:00 AM To 11:00 AM

Max Marks: 40

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

Q.1 A) 2021 Multiple choice question P.M.I. 02/08/2021

Q.1 A) Multiple choice questions.

- 1) Index number for the base year is always taken as _____.
a) 10 b) 0
c) 1 d) 100

2) Median is graphically determined by _____.
a) Ogive curve b) Histogram
c) Frequency curve d) Pie chart

3) The correlation coefficient always lies between _____.
a) -1 to 0 b) 0 to 1
c) -1 to 1 d) None of these

4) The difference between the upper limit and lower limit is called as _____.
a) class width b) midpoint
c) class mark d) frequency

5) If $Q_1 = 10$, $Q_3 = 25$, $QD = \underline{\hspace{2cm}}$.
a) 15 b) 7.5
c) 10 d) 5.5

6) _____ is a relative measure of dispersion.
a) Mean b) SD
c) Range d) Coefficient of variation

7) The class limits of a class 20 - 30 are _____.
a) 20 b) 30
c) 10 & 30 d) 20 & 30

8) In Laspeyere's Price Index number _____ are taken as weights.
a) base year prices b) base year quantities
c) current year prices d) current year quantities

B) Attempt the following.

- Q1) Define Correlation.
Q2) Define Arithmetic mean. Find mean for 5, 8, 6, 9, 4, 2.

Q.2 Attempt any Two.

- a) Calculate C.V for the following data.

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

- b) Calculate mean and median for the following data,
10, 8, 7, 9, 7, 7, 6

- c) Explain measures of dispersion.

Q.3 Attempt the following.

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

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

Q.4 Attempt the following. (Any One)

a) Construct Fisher's price index number.

Commodity	2010		2021	
	Price	Quantity	Price	Quantity
A	20	2	40	1
B	10	4	15	3
C	30	3	40	2
D	50	1	100	2

Calculate mean, median and mode for the following data.

X	50-100	100-150	150-200	200-250	250-300
f	10	12	15	10	7

Seat No. _____

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
Foundation of Human Skills - II (19401402)

Day & Date: Sunday, 03-12-2023
 Time: 09:00 AM To 11:00 AM

Max Marks: 40

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

Q.1 A) Multiple choice questions

08

- 1) _____ are determinants of personality.
 - a) Heredity
 - b) Environment
 - c) Situation
 - d) all of these
- 2) Good manners encompass _____.
 - a) social manners
 - b) personal grooming
 - c) communicating right things
 - d) all of these
- 3) _____ is ability to influence people and events.
 - a) Politics
 - b) Power
 - c) Manners
 - d) None
- 4) _____ refers to vocal communication that is separate from actual language.
 - a) Gestures
 - b) para language
 - c) Haptics
 - d) Proxemics
- 5) _____ are global beliefs that guides action and judgement across a variety of situations
 - a) Values
 - b) Manners
 - c) Body language
 - d) Etiquettes
- 6) Tony Buzan has developed _____.
 - a) mind mapping
 - b) Brainstorming
 - c) critical thinking
 - d) six thinking hats
- 7) The information is gathered through _____ hat.
 - a) red
 - b) blue
 - c) pink
 - d) white
- 8) _____ reflects formulae of conduct in which society or tradition has its base.
 - a) Manners
 - b) Body language
 - c) Group
 - d) Etiquettes

B) Explain the following concepts.

04

- 1) Manners
- 2) Personality

Q.2 Write Short note: (any 2)

06

- a) Six thinking hats
- b) Skills required for team building
- c) Individual Power tactics

Q.3 Define perception. Explain in detail process of perception.

Q.4 Define group. Explain various types of groups and stages of a group development.

Define etiquettes. Explain in detail classification of etiquettes.

OR

Seat No.	
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B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
International Business-II (19401403)

Day & Date: Monday, 04-12-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple choice question.

- 1) _____ company produces, markets, invests and operates across the world.
 - a) Global
 - b) International
 - c) Transnational
 - d) Multinational
- 2) 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
- 3) The Headquarter of International Monetary Fund is in _____.
 a) Vienna (Austria) b) Washington DC (USA)
 c) Paris (France) d) New York (USA)
- 4) In a pure form fixed exchange rate system the exchange rate for currency is determined by the _____.
 a) Demand forces b) Supply forces
 c) Government d) Banks
- 5) The price of one currency in terms of another is known as _____.
 a) Foreign exchange rate b) Trade rate
 c) Interest rate d) Balance of Payment
- 6) Trade of visible items between the countries is known as _____.
 a) Balance of Payment b) Balance of Trade
 c) Deficit Balance d) All of these
- 7) The market where the national currencies are traded for one another is known as _____.
 a) Domestic exchange market b) Foreign exchange market
 c) Bazaar d) Shop
- 8) Market for borrowing and lending short term funds is called _____.
 a) Money market b) Capital market
 c) Derivative market d) Forex market

B) Explain the following concepts

- 1) Define - Balance of Payment
- 2) Define - International Marketing

04

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

- a) Features of International marketing
- b) Special problems of international marketing
- c) Function and objective of the IMF

06

Q.3 Long answer.

Define Multinational Corporations? Explain Merits and demerits of MNCs?

Q.4 Answer any one of the following.
Explain Import and Export procedure?

OR
Define Foreign Exchange and explain the Financial Markets?

OR

Seat No.	
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**B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME - II (19401404)**

Day & Date: Tuesday, 05-12-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative.

- 1) In India, registered trademarks are valid for _____ years.
 - a) 20 years
 - b) 60 years
 - c) 10 years
 - d) 50 years
- 2) MIDC stands for _____.
 - a) Maharashtra Innovation Development Corporation
 - b) Maharashtra Industrial Development Corporation
 - c) Maharashtra Industrial Decisional Corporation
 - d) Maharashtra Industrial Development Cooperation
- 3) _____ factors encourage women to become entrepreneurs.
 - a) Pull
 - b) Economic
 - c) Rural
 - d) Push
- 4) Goal setting exercises, psychological tests and role plays are activities of _____ phases of EDP.
 - a) Post- training
 - b) Training
 - c) Pre-training
 - d) Decision making
- 5) _____ is a process for identifying and developing new leaders who can replace old leaders.
 - a) Leadership authority
 - b) Family Business Leader
 - c) Business career advancement
 - d) Succession planning
- 6) _____ is creation of the mind, such as inventions; literary and artistic work, designs, and symbols, names and images used in commerce.
 - a) Intelligent Quotient
 - b) Intelligence Creation
 - c) Intellectual Property
 - d) Intellectual registration
- 7) According to Drucker's Innovation Theory, which of following are opportunities lying within an enterprise / industry?
 - a) Demographics
 - b) New Knowledge
 - c) Perception change
 - d) Process Need
- 8) Which of following type of Family Enterprises, has a controlling number of voting shares are owned by members of a single extended family / by one family member?
 - a) Family owned and managed business
 - b) Family owned and led business
 - c) Family owned business
 - d) None of these

B) Explain the following concepts.

- 1) EDP
- 2) Family Managed Business

Q.2 Write Short Notes. (Any Two)

- a) Types of Patents.
- b) Types of Family Managed Business.
- c) Government assistance for entrepreneurial development.

Q.3 What is Trademark? Explain the process of registration of Trademark.

Q.4 a) Explain the Risk Bearing theory by Prof. Frank Knight.

OR

- b) Explain the problems faced by women entrepreneurs and remedies for women entrepreneurship development.

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B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
IT for Management-II (19401405)

Day & Date: Wednesday, 06-12-2023
Time: 09:00 AM To 11:00 AM

Max Marks: 40

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

Q.1 **A**

Multiple choice questions

- 1) Microsoft Bing is a _____.
a) Website
b) Webpage
c) Search Engine
d) Web Development

2) Short network (Within 10 KM) covered by _____ network.
a) LAN
b) MAN
c) CAN
d) BAN

3) In _____ topology single communication line is shared by all computers for Communication.
a) Star
b) Ring
c) Bus
d) Hybrid

4) The long form of DSS is _____.
a) Decision Supports System
b) Decision Supported System
c) Decision Support Systems
d) Decision Support System

5) _____ people required Operational information in organization.
a) Top level Management
b) Middle-level Management
c) Lower-level Management
d) None of these

6) Under _____ topology all Computers are connected separately to each other.
a) Star
b) Ring
c) completely connected
d) Hybrid

7) A personal Network within an organization is Called _____.
a) Web net
b) Internet
c) Intranet
d) Corporate.net

8) The long form of KMS is _____.
a) Knowledge Managements System
b) Knowledge Management System
c) Knowledged Management System
d) Knowledged Management Systems

B) Explain the following concepts.

- 1) Intranet
- 2) EIS

Q.2 Write short notes. (Any Two)

- a) Network Topology
- b) OAS
- c) Cloud Computing

Q.3 Explain AI, Green IT in Detail

Q.4 Answer any one of the following.

Explain Information System for Hospital Industry.

Explain Information System for Banking Industry.

OR

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SLR-CB-31

Set 9

**Seat
No.**

B.B.A. (Semester - V) (New) (CBCS) Examination: C
Marketing Management - I (19401501)

Day & Date: Monday 20-11-2023
Time: 09:00 AM To 11:00 AM

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

Q.1 ~~Select the most correct alternative.~~

- Select the most correct alternative.

 - _____ is a person who purchases goods and services for personal use.
a) Seller b) Customer
c) Consumer d) None of these
 - A _____ primary responsibility is obtaining the highest quality goods at the lowest cost.
a) Buyer b) Retailer
c) Consumer d) None of these
 - A _____ is thing that meets what a customer needs or wants.
a) product b) beliefs
c) idea d) None of these
 - The _____ of a product must be relevant to the product/service and to the industry.
a) cost b) need
c) idea d) None of these
 - _____ is the delivery of goods at the right time and at the right position to clients.
a) Products b) Place
c) Sales d) None of these
 - _____ marketing, also known as multi-level marketing.
a) Sales b) Network
c) Product d) None of these
 - Marketing is all about _____ ideas and information among buyers and sellers.
a) exchanging b) selling
c) manufacturing d) None of these
 - Needs and wants _____ consumer to purchase.
a) forces b) motivates
c) helps d) None of these

B) Answer the following

- 1) What Is Marketing?
 - 2) Explain the concept of Market Targeting.

Attempt any two. (3 marks each)

- a) Explain the Importance of Marketing.**

b) Explain the Consumer buying decision process.

c) Explain the Scope of Marketing?

Q.3 Explain the difference in Selling and Marketing.

Q.4 Attempt any One.

- What are the benefits of Marketing Segmentation?
- Explain the functions of Marketing Management.

Seat No.	
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**B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Human Resource Management - I (19401503)**

Day & Date: Tuesday, 21-11-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple choice questions.

- 1) Campus selection is a _____ source of recruitment.
 - a) external
 - b) internal
 - c) macro
 - d) none of the above
- 2) _____ is a factual statement of tasks & duties involved in a job.
 - a) Job description
 - b) Job specification
 - c) Job Analysis
 - d) Job evaluation
- 3) Management development _____.
 - a) Is a short term in nature
 - b) Focuses on employees' current job
 - c) Is an informal activity
 - d) Aims at overall development of a manager
- 4) Which of the following is not a method of on-the-job training?
 - a) Supervision
 - b) Job instruction
 - c) Role play
 - d) Job rotation
- 5) That which adds more of the same type of duties requiring same skills is _____.
 - a) Job progression
 - b) Job enrichment
 - c) Job enlargement
 - d) Job relatedness
- 6) Job Analysis process is _____.
 - a) Mostly informal
 - b) Specialized
 - c) Highly formal
 - d) Mostly technical
- 7) Which one is the first step in any human resource program?
 - a) Selection
 - b) Planning
 - c) Training
 - d) Appraising
- 8) Training process is _____.
 - a) short term
 - b) medium term
 - c) long term
 - d) None of these

B) Explain the following concepts.

- 1) Define - Human Resource Management
- 2) Define - Job specification

04

Q.2 Write Short Notes. (Any Two)

- a) Role of HR Manager
- b) HRP
- c) Need of Training

06

Q.3 Long Answer.

Define Training. Explain the steps in Training and Training Methods.

Q.4 Answer any one of the following.

a) Explain the process of selection and explain selection process.

OR

b) Define Job Analysis. Explain the methods of collecting data.

Seat No.	
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B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Retail Management (19401506)

Day & Date: Friday, 24-11-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple choice questions:

08

- 1) _____ is essential to provide direction & serve as a basis of control for any merchandise department.
 - a) Planning
 - b) Setup
 - c) Retailing
 - d) Online
- 2) Organization of wholesale trade consists of _____.
 - a) Producer
 - b) Wholesaler
 - c) Retailer
 - d) All of the above
- 3) A _____ retailer is one who owns and operates only one retail outlet.
 - a) Independent
 - b) Chain
 - c) Franchise
 - d) None of these
- 4) Organization of wholesale trade consists of _____.
 - a) Producer
 - b) Wholesaler
 - c) Retailer
 - d) All of the above
- 5) _____ is the art of persuasion through presentation keeping merchandise in focus.
 - a) Visual merchandising
 - b) Promotion
 - c) Store layout
 - d) Store design
- 6) Big bazaar, Walmart, Carrefour are the examples of _____.
 - a) Malls
 - b) Supermarket
 - c) Hypermarket
 - d) Specialty stores
- 7) _____ layout is also known as Loop Layout.
 - a) Free form
 - b) Grid
 - c) Race track
 - d) Circulation
- 8) The concept of Strategic Business Unit comes under _____.
 - a) Category management
 - b) Visual merchandising
 - c) Retail franchising
 - d) Supply Chain Management

B) Explain the following concepts.

04

- 1) Retail Franchising.
- 2) Concept of modern retail.

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

06

- a) Importance of retail Location.
- b) Unorganized Retail
- c) Hyper market

Q.3 Long answer.
Explain in detail visual merchandising.

Q.4 Answer any one of the following. (Long answer/Problem)
a) Explain in detail elements of Store Design.
b) Explain in detail people in retail industry.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Marketing Management - II (19401601)

Day & Date: Monday, 20-11-2023
 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.

- 1) The most basic level of a product is called the _____.
 a) Core product b) Central product
 c) Fundamental product d) Augmented product
- 2) In going rate pricing an organization bases its price based on _____.
 a) Consumers preference b) Competitors price
 c) Self decision d) None of the above
- 3) During which stage of the product life cycle does the company attempt to maximize market share?
 a) Introduction b) Decline
 c) Growth d) Maturity
- 4) Manufacturer à Wholesaler à Retailer à Consumer is an example for _____ level channel.
 a) Zero b) One
 c) Two d) Three
- 5) Direct Marketing means _____.
 a) Advertisements b) Banners
 c) Face-to-face selling d) Selling by all staff
- 6) _____ play vital role in selling service.
 a) People b) Ambience
 c) Light & sound d) All of the above
- 7) A _____ gives a complete picture of how the service and related experience is delivered, end to end, front to back and across channels.
 a) Service blueprint b) Red print
 c) Service diagram d) None of these
- 8) Samples, coupons, contests are part of _____.
 a) Personal selling b) Sales promotion
 c) Advertising d) Publicity

B) Explain the following concepts.

- a) Explain concept of packaging.
- b) Two level distribution channel

04

Q.2

- Write short note/Short answer/Short problem. (Any Two)**
- a) Explain Channel Functions in distribution channel.
 - b) Explain concept of Internal environment.
 - c) Comment on product line decision.

Q.3

Long answer.

Explain In detail new product development.

Q.4

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

- a) Explain concept of levels product.
- b) Explain In detail process concept in marketing.

Seat No.	
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B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Marketing Management - II (19401601)

Day & Date: Monday, 20-11-2023
 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.**

- 1) The most basic level of a product is called the _____.
 - a) Core product
 - b) Central product
 - c) Fundamental product
 - d) Augmented product
- 2) In going rate pricing an organization bases its price based on _____.
 - a) Consumers preference
 - b) Competitors price
 - c) Self decision
 - d) None of the above
- 3) During which stage of the product life cycle does the company attempt to maximize market share?
 - a) Introduction
 - b) Decline
 - c) Growth
 - d) Maturity
- 4) Manufacturer à Wholesaler à Retailer à Consumer is an example for _____ level channel.
 - a) Zero
 - b) One
 - c) Two
 - d) Three
- 5) Direct Marketing means _____.
 - a) Advertisements
 - b) Banners
 - c) Face-to-face selling
 - d) Selling by all staff
- 6) _____ play vital role in selling service.
 - a) People
 - b) Ambience
 - c) Light & sound
 - d) All of the above
- 7) A _____ gives a complete picture of how the service and related experience is delivered, end to end, front to back and across channels.
 - a) Service blueprint
 - b) Red print
 - c) Service diagram
 - d) None of these
- 8) Samples, coupons, contests are part of _____.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity

B) Explain the following concepts.

- a) Explain concept of packaging.
- b) Two level distribution channel

04

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Financial Management – II (19401602)

Day & Date: Tuesday, 21-11-2023

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

- Multiple choice questions:**

 - 1) Stock dividend is also known as _____.
a) Scrip Dividend b) Bonus Shares
c) Right shares d) Property dividend
 - 2) Retained earnings are _____.
a) Internal sources of funds b) External sources of funds
c) Both d) None of these
 - 3) Cash Budget is _____ in nature.
a) Short term b) Long term
c) Mid term d) None of these
 - 4) Determinants of dividend policy are _____.
a) Nature of the company b) Stability of dividends
c) Availability of liquid resources d) All of these
 - 5) When the corporate declares dividend between two general meetings it is known as _____.
a) Extra dividend b) Composite dividend
c) Interim dividend d) None of the above
 - 6) _____ is not an income statement ratio.
a) Gross Profit Ratio b) Net Profit Ratio
c) Acid test Ratio d) Proprietary Ratio
 - 7) EOQ will be _____, if Annual consumption is 6000 units. Cost of ordering is Rs. 60 and carrying cost is Rs. 2.
a) 6000 b) 600
c) 77.4 d) 20
 - 8) Current Assets is Rs. 4,00,000; Current Liabilities Rs. 2,00,000 and Inventory is Rs. 50,000. Liquid Ratio will be _____.
a) 2:1 b) 2.25:1
c) 1.75:1 d) 3:1

B) Explain the following concepts:

- Explain the following concepts**

 - 1) Cash Management
 - 2) Receivables Management

Q.2 Write Short Note. (Any Two)

- a) From the following data calculate Economic Order Quantity

Annual Consumption 1600 units

Cost of material per unit Rs. 40

Cost of Placing and Receiving one order Rs. 50

Annual carrying cost for inventory value is 20%.

- b) Choosing Dividend Policy

- c) From the following information calculate Reorder level, Minimum Stock Level, Maximum Stock Level.

Particulars	
Normal Usage per week	400
Re-order Quantity	3000
Maximum Usage per week	500
Minimum Usage per week	200
Re-order Period	12-24 week

Q.3 Explain various determinants of Working Capital.**Q.4 Answer any one of the following:**

- a) From the following data prepare cash budget for period of October to December 2022.

Month	August	September	October	November	December
Sales	2,25,000	3,00,000	1,50,000	1,50,000	1,37,500
Raw material	3,67,500	1,27,500	97,500	67,500	—

- 1) Collection estimates 5% in the month of sale and remaining following the month of sale.
- 2) Payment to creditors is made in the next month.
- 3) Salary Rs. 11,250; Lease Payment Rs. 3,750; Misc. Expenses Rs. 1,150; are paid in each month.
- 4) Income tax Rs. 26,250 each in September and December.
- 5) Payment to research in the month of October Rs. 75,000.
- 6) Opening Cash Balance on 1st October 2022 is Rs. 55,000.

OR

- b) The following is the balance sheet of a company as on 31st March.

Liabilities	Rs.	Assets	Rs.
Share Capital	4,00,000	Land and Building	2,80,000
Profit and loss account	60,000	Plant and Machinery	7,00,000
General Reserve	80,000	Stock	4,00,000
12% Debentures	4,20,000	Sundry Debtors	2,00,000
Sundry Creditors	2,00,000	Bills receivable	20,000
Bills Payable	1,00,000	Cash at Bank	80,000
	16,80,000		16,80,000

Calculate: Current Ratio, Quick Ratio, Debt- Equity Ratio, Proprietary Ratio, Capital Gearing Ratio, Stock to Working Capital Ratio.

Seat No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Cost & Management Accounting - II (19401606)

Day & Date: Friday, 24-11-2023
 Time: 03:00 PM To 05:00 PM

Max Marks: 40

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

Q.1 A) Multiple choice questions.

- 1) _____ is Financing activities.
 - a) Issue of Shares
 - b) Borrowings
 - c) Repayment of Loan
 - d) All of these
- 2) _____ is contract in which the price of the contract is ascertained by adding a percentage margin of profit to the cost of contract.
 - a) Cost Plus Contract
 - b) Escalation
 - c) Costing and Profit
 - d) Costing Profit and Loss
- 3) _____ = Material Mix variance + Material Yield Variance.
 - a) Material Cost Variance
 - b) Material Usage Variance
 - c) Material Price Variance
 - d) None of these
- 4) _____ Costing used in machine tools manufacturers, foundries, general engineering workshop.
 - a) Contract
 - b) Batch
 - c) Job
 - d) Both (a) and (b)
- 5) Escalation amount is _____ to Contract Account.
 - a) Credited
 - b) Debited
 - c) Not shown in Contract A/c
 - d) None of these
- 6) If Contract price is Rs. 15,00,000 cash received being 80% of work certified is Rs. 10,00,000, work uncertified is Rs. 5,000. calculate amount of Work certified.
 - a) Rs. 12,00,000
 - b) Rs. 8,00,000
 - c) Rs. 15,00,000
 - d) Rs. 12,50,000
- 7) Decrease in working capital means _____ of funds.
 - a) Application
 - b) Sources
 - c) Both a) and b)
 - d) None of these
- 8) _____ variance is always unfavourable.
 - a) Labour Rate
 - b) Labour efficiency
 - c) Labour Mix
 - d) Idle time

B) Explain the Following concepts.

- a) Sales Budget
- b) Job Costing

04

Q.2

Write Short answer/Short problem. (Any Two)

a) Distinguish between Job Costing and Contract Costing.

b) From the following figures prepare the Raw Materials Purchase Budget for September 2022.

Particulars	Materials (Units)	
	R	S
Estimated Stock on Sep 1	72,000	27,000
Estimated Stock on Sep 30	90,000	36,000
Estimated Consumption	5,40,000	1,98,000
Standard price per unit	0.25	0.5

c) Following are the comparative Balance Sheet of Eastern System Ltd as at Mar 2021

Liabilities	2021	2020	Assets	2021	2020
	(Rs.)	(Rs.)		(Rs.)	(Rs.)
Share Capital	28,500	24,000	Land And Building	9,300	7,500
Profit and Loss Appropriation A/c	8,250	4,350	Patent Rights	1,350	1,200
Trade Creditors	11,400	9,600	Trade Debtors	28,500	23,250
			Cash	9,000	6,000
	48,150	37,950		48,150	37,950

Prepare Schedule of Changes in Working Capital.

Q.3

Long Problem.

The Surya Construction Company Ltd. has undertaken the construction of Bridge over the river for municipal corporation. The value of the contract is Rs. 20,00,000 subject to the retention of 20% until one year after the certified completion of the contract and final approval of the corporation engineer. Following are the details as shown in the books on 30th June 2021.

Particulars	(Rs.)
Wages	6,07,500
Material Direct to the Site	6,51,800
Plant Purchased	2,00,000
Direct Expenses	34,500
General overhead allocated to contract	56,000
Material in hand on 30 th June 2021	15,600
Wages accrued on 30 th June 2021	9,600
Direct expenses accrued on 30 th June 2021	5,400
Work not yet certified	25,000
Cash received being 80% of work certified	11,20,000

Life of Plant is 10 years and Scrap value is Nil.

Prepare

i) Contract A/c

ii) Extract of Balance Sheet