



B.B.A. – Ist Year

SEM – I & II

Previous Year

Question Papers

Academic Year

(2023-24)



B.B.A. – Ist Year

SEM – I

**Previous Year
Question Papers
Academic Year
(2023-24)**



Seat No



B. B. A (Part-I) (Semester- I) Examination Oct-2023

**Business Communication (NEP)
(BC)**

Subject Code-88210

Day and Date: Tuesday, 7/11/2023

Total Marks-60

Time: 2:30pm-5pm

Instructions -

- 1) All Questions are compulsory.**
- 2) Figures to the right indicate marks.**

Q. 1. Explain 'Barriers' in communication with guidelines for effective communication at workplace?(15)

OR

Q. 1. What is reading? Explain SQ3R technique of reading.

Q. 2 Attempt from the following (Any Three): (30)

- a) Communication is said to be a two way process, explain briefly.
- b) You have placed an order for a few books to a bookseller at Kochi. You have not received the books. Write a letter to the book shop complaining about the non-compliance of your order.
- c) Explain the formal channels of communication.
- d) Discuss in detail the blocks to effective listening with guidelines to improve.
- e) Write in detail the process of Group Discussion

Q3) Attempt from the following (Any Three): (15)

- a) Oral communication
- b) Job Interview
- c) Importance of Silence
- d) Social Media Sites
- e) Grapevine



Seat No

B. B. A (Part-I) (Semester- I) NEP
Examination March/April 2024
Business Communication
Subject Code-88210

Day and Date: Tuesday, 2/4/2024

Total Marks-60

Time: 10:30 am- 1:00pm

Instructions -

- 1) All Questions are compulsory.**
- 2) Figures to the right indicate marks.**

Q. 1. Explain 'Communication' being a two way process. (15)

OR

Q. 1. What are the qualities of good speaking?

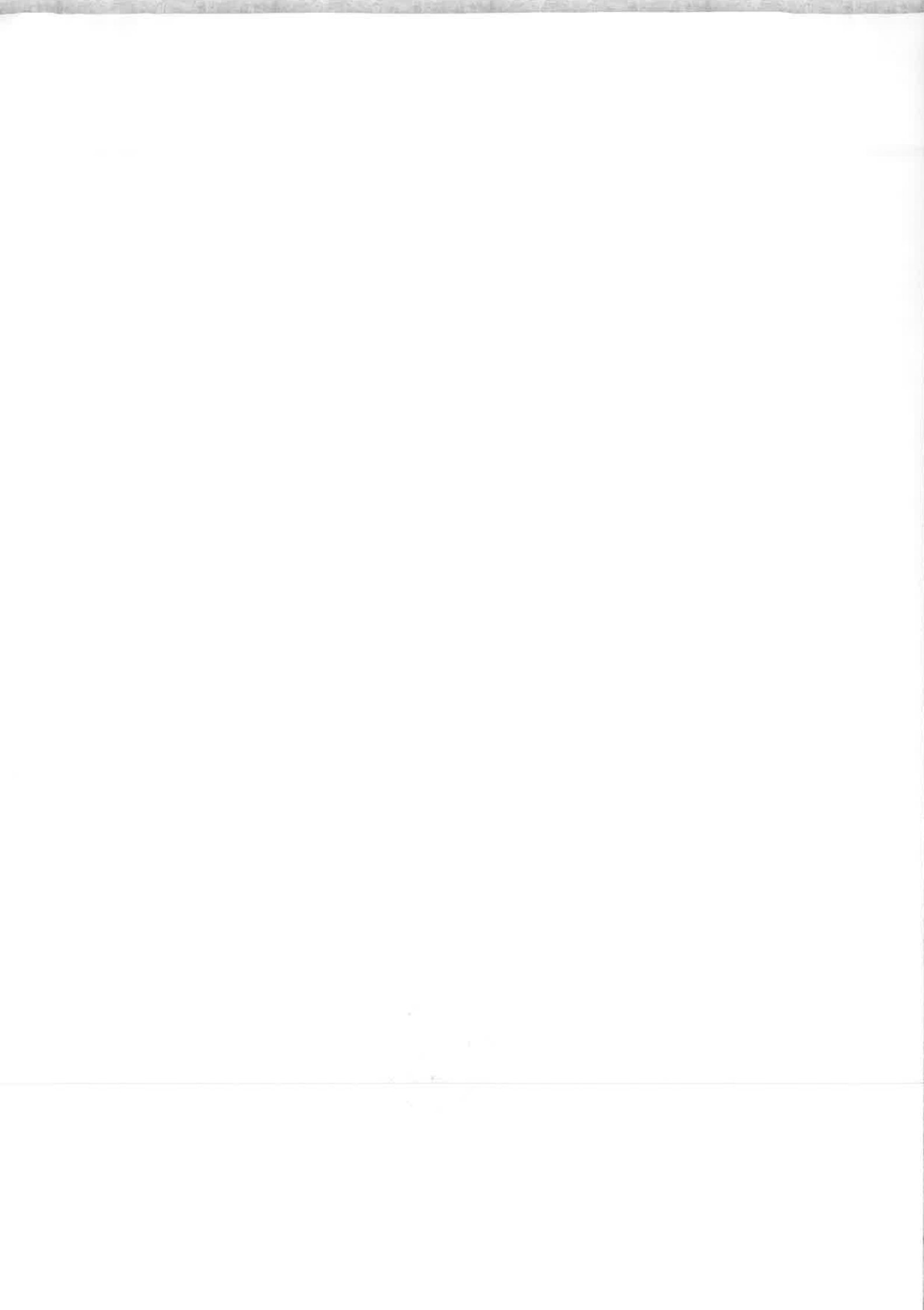
Q. 2 Attempt from the following (Any Three): (30)

- a) Explain the barriers to effective communication in detail.
- b) As the Examination In-charge of Goodway Public School, Indore; you require 4 reams of white paper, one dozen of registers, blue and red ball point pens. Place an order with a Stationary Mart in your city, mentioning terms of payment, discount and delivery time, etc.
- c) Discuss in detail the blocks to effective listening with guidelines to improve.
- d) Explain Informal communication in an organization.
- e) How would you prepare yourself for facing a job interview?

Q3) Attempt from the following (Any Three): (15)

- a) Reading Skill
- b) Group Discussion
- c) Oral Communication
- d) Internet
- e) Upward Communication







Seat No.

BBA.Part-I (Semester-I) Examination Oct-2023
Subject Name: Fundamentals of Business Management (FBM 1)
Subject Code- 88205 (NEP)

Day and Date – Wednesday, 01/11/2023
Time:- 2.30 pm to 5.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

Q 1 What is Staffing? Explain the selection process. 15
OR
Q 1 Explain Maslow's theory of motivation.

Q 2 Answer in brief. (Any Three) 30
1) What is the difference between planning and forecasting?
2) What is CSR? Explain its global perspective.
3) Explain the role of manager and the managerial skills required.
4) Describe the evolution process of management.
5) Explain the different types of planning

Q 3 Write short notes (Any Three) 15
a) Management lessons from Bible
b) Management lessons from Mahabharata
c) Management lessons from Quran
d) Levels of Management
e) POSDCORS

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Seat No.

B.B.A. (Part-I) (Semester-I) NEP
Examination March/April -2024
Fundamentals of Business Management (FBM 1)
Subject Code- 88205

Day and Date – Tuesday, 26/03/2024

Time: - 10.30 am to 1.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

Q 1. Explain Maslow's Theory of Hierarchy 15

OR

What is staffing? Explain the selection process in detail

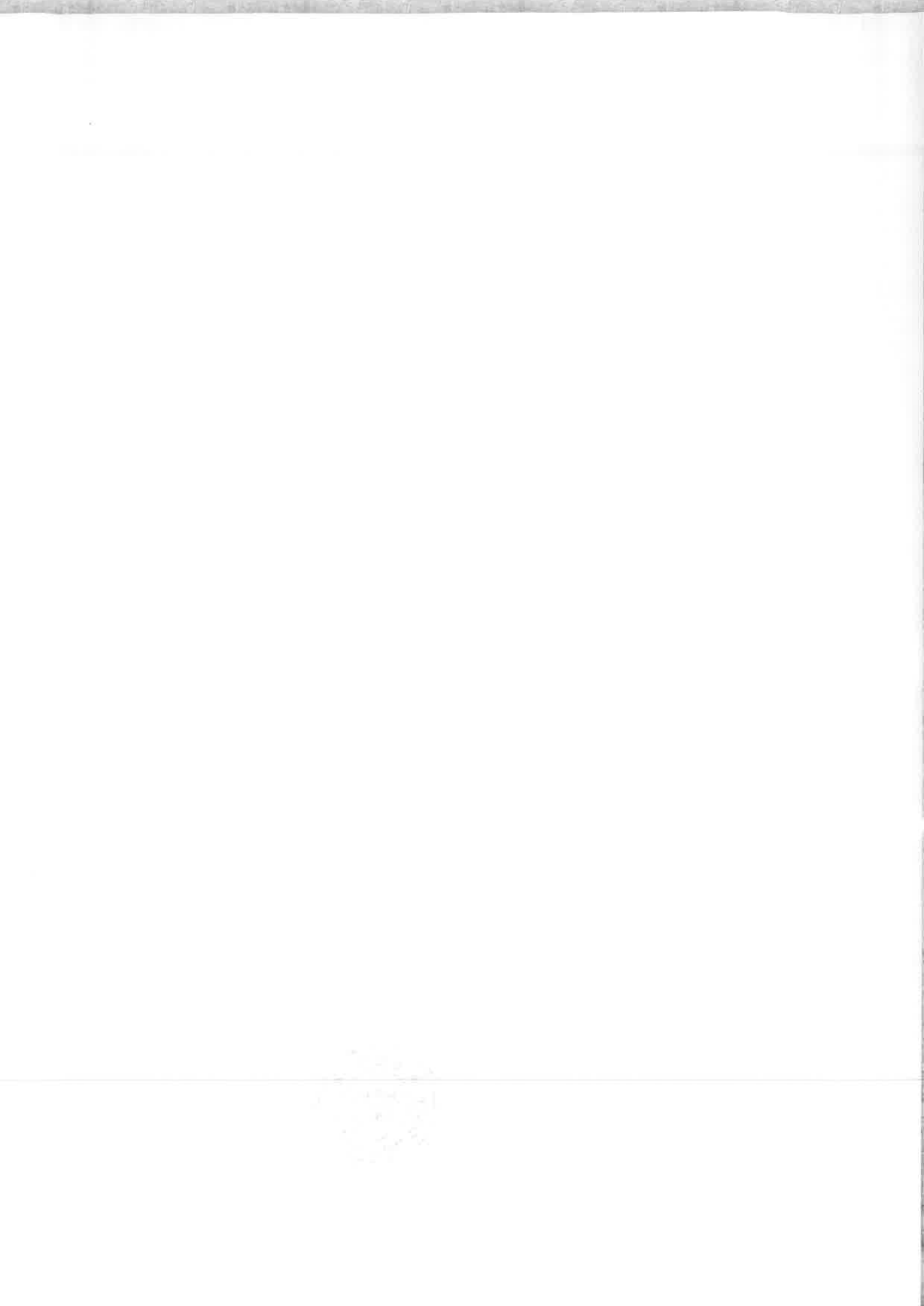
Q2 Answer in brief. (Any Three) 30

- a) What are the levels of management?
- b) Give the contribution of F W Taylor.
- c) Give the contribution of Frank and Gilbreth.
- d) What is the role of a manager?
- e) What is Corporate Social Responsibility (CSR) . Explain the areas of CSR in business.

Q3 Write short notes (Any Three) 15

- 1) Planning v/s Forecasting
- 2) Directing
- 3) Motivation
- 4) Management lessons from Mahabharata.
- 5) Management Lessons from Quran





Seat No.



B.B.A. (Part -I) (Semester -I) Examination OCT 2023

Subject Name: PRINCIPLES OF MARKETING (POM1)

Subject Code: 88206 (NEP)

Day & Date: - Thursday, 02/11/2023

Total Marks – 60

Time: 2:30 pm to 5:00 pm

Instructions:-1) All Questions are compulsory.

2) Figures to the right indicate full marks

Q.1 Define Market segmentation and write basis for Market Segmentation 15

OR

What is consumer behaviour also write factors affecting on consumer behaviour

Q.2 Write short Answer (Any Three) 30

- A) Define marketing Environment and write factors of Macro Environment
- B) Importance of Market segmentation
- C) Explain different types of Product in detail.
- D) Write market segmentation strategies
- E) Explain Product Life cycle

Q.3 Write short Notes (Any Three) 15

- A) 4P's
- B) Core concepts of Marketing
- C) Types of promotion
- D) Economic Man Model of Consumer behaviour
- E) Product positioning



Seat No.



B.B.A. (Part -I) (Semester -I) Examination OCT 2023

Subject Name: PRINCIPLES OF MARKETING (POM1)

Subject Code: 88206 (NEP)

Day & Date: - Wednesday, 06/12/2023

Total Marks – 60

Time: 10:30 am to 1:00 pm

Instructions:- 1) All Questions are compulsory.

2) Figures to the right indicate full marks

Q.1 What is consumer behaviour also write factors affecting on consumer behaviour. **15**

OR

Define Market segmentation and write basis for Market Segmentation

Q.2 Write short Answer (Any Three) **30**

A) Write market segmentation strategies

B) Explain Product Life cycle

C) Define marketing Environment and write factors of Macro Environment

D) Give Importance of Market segmentation

E) Explain different types of Product in detail.

Q.3 Write short Notes (Any Three) **15**

A) Core concepts of Marketing

B) Types of promotion

C) Economic Man Model of Consumer behaviour

D) Product position

E) 4P's



Seat No.

B.B.A. (Part-I) (Semester-I) NEP
Examination March/April -2024
Principles of Marketing (POM1)
Subject Code- 88206

Day and Date – Wednesday, 27/03/2024

Time:- 10.30 am to 1.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

Q1) Explain Consumer behaviour concept and the factors affecting Consumer Behaviour. 15

OR

What is Market segmentation? Explain the basis for segmentation.

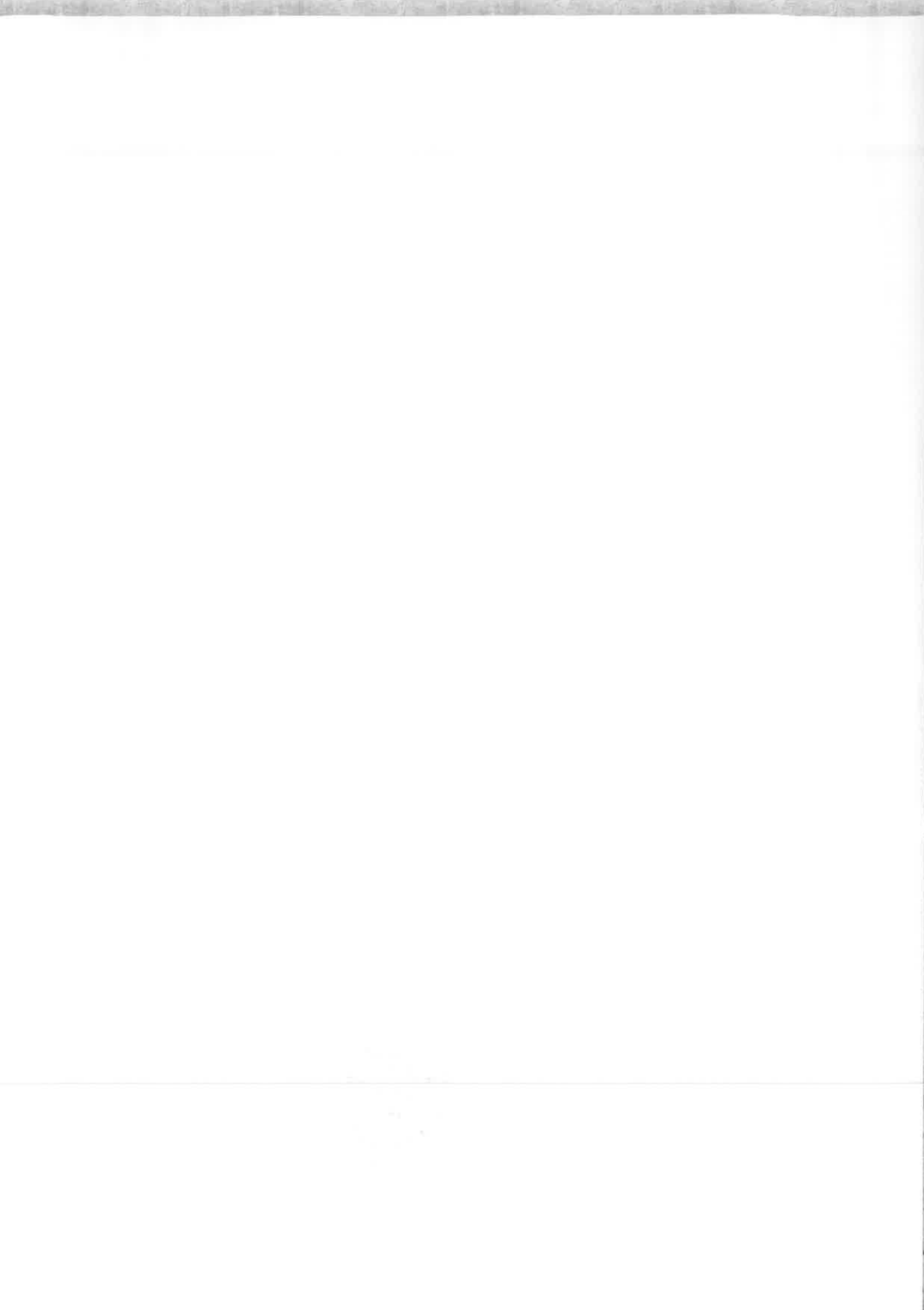
Q2) Answer in brief. (Any Three) 30

- Give the importance of market segmentation.
- Explain the 4 P's
- Explain Product life cycle
- Give the concepts of marketing
- Explain the Economic man model

Q3) Write short notes (Any Three) 15

- Product positioning
- Macro environment factors
- Types of promotion
- Types of products
- Market segmentation strategies







B.B.A. (Part -I) (Semester -I) Examination OCT 2023

MICRO ECONOMICS

Sub Code-NEP 88207

Day & Date: -Friday 03/11/2023

Total Marks – 60

Time: 2.30 pm to 5.00 pm

Instructions:-1) All questions are compulsory.

2) Figures to the right indicate full marks

Q.1 Define Economics and Explain Law of Demand **15 Marks**

Or

Q.1 Define the term Economics and give its importance.

Q.2 Write Short Answers (Any 3) **30 Marks**

1) Explain the Law of diminishing marginal utility.

2) Explain basic problem of economics.

3) What is elasticity of demand? Explain types of price elasticity of demand.

4) Explain Innovation Theory of Profit.

5) What is Market? Explain the Perfect Competitive Market.

Q.3 Short Notes (Any 3) **15 Marks**

1) Types of Cost.

2) Monopoly

3) Indifference Curve Analysis.

4) Difference between Micro and Macro Economics

5) Oligopoly



Seat No -

B.B.A. (Part -I) (Semester -I) NEP

Examination Mar/Apr2024

MICRO ECONOMICS

Sub Code- 88207

Day & Date: - Thursday 28/03/2024

Total Marks – 60

Time: 10.30 am to 1.00pm

Instructions:-1) All questions are compulsory.

2) Figures to the right indicate full marks

Q.1 Explain Indifference Curve Analysis and its Properties.

15 Marks

Or

Q.1 Define the term Economics and give its Significance.

Q.2 Write Short Answers (Any 3)

30 Marks

1) What is Market? Explain the Monopoly Market.

2) Explain the Law of diminishing marginal utility.

3) Explain basic problem of economics.

4) Explain Innovation Theory of Profit.

5) Differentiate between Micro and Macro Economics

Q.3 Short Notes (Any 3)

15 Marks

1) Types of Elasticity

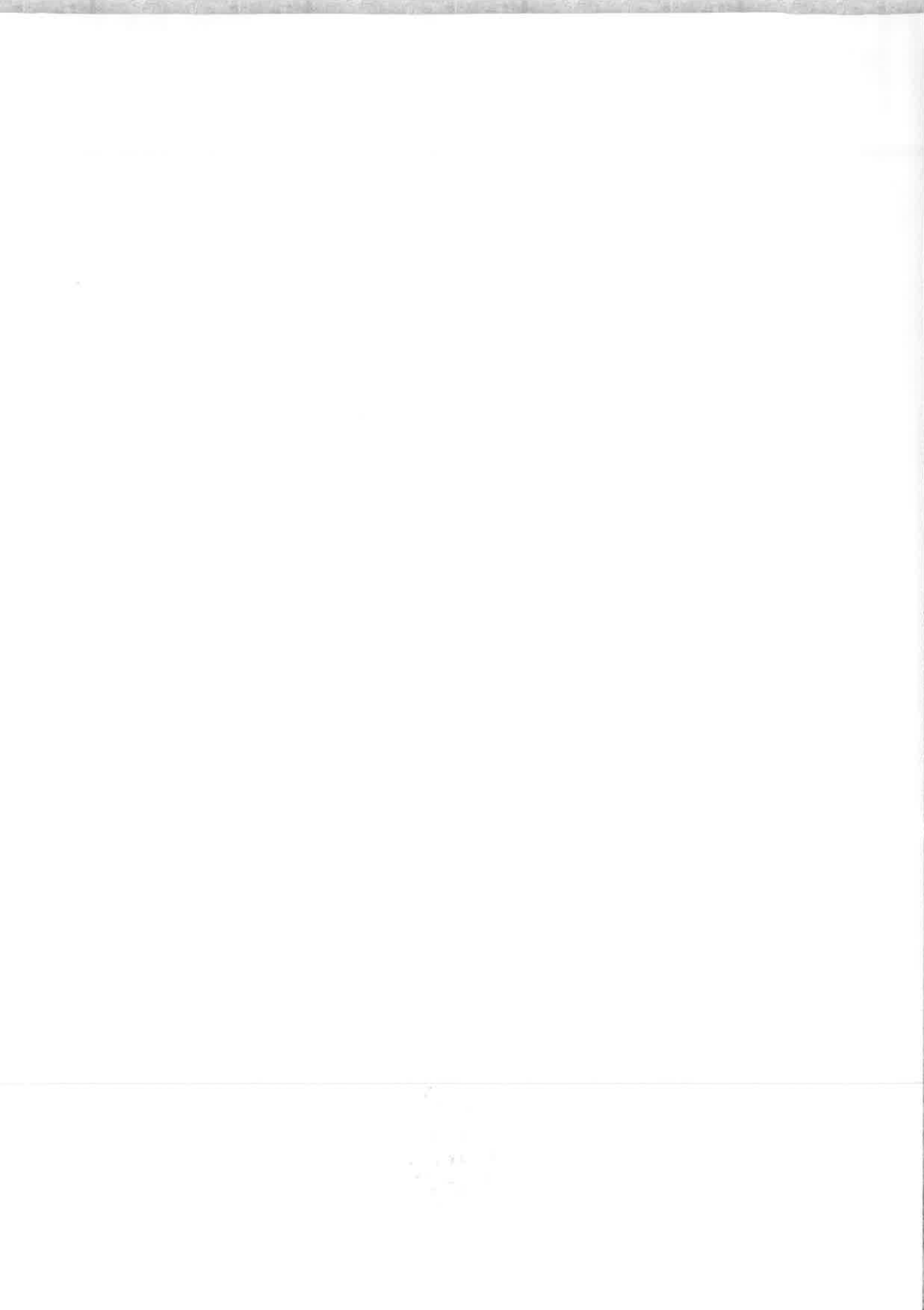
2) Oligopoly

3) Monopolistic Competition

4) Price Leadership

5) Types of Cost







Seat No.

B. B. A. Part-I (Semester-I) Examination Oct-2023

Subject Name: Information Technology in Business Management (ITBM 1)

Subject Code-88208 (NEP)

Day & Date: Saturday ,04/11/2023

Total Marks- 60

Time: 2.30pm to 5.00 pm

**Instructions: 1) All Questions are compulsory
2) Figures to the right indicate mark**

Q.1 Explain MS-PowerPoint with neat labeled diagram. [15]

OR

Q.1 Explain block diagram of computer [15]

Q.2 Answer in brief (Any Three) [30]

- What are the types Topology ?
- Explain the Generations of computer.
- What is Internet ?
- What are the Types of Network .
- Create a presentation of 5 slides related to college.

Q.3 Write Short notes (Any Three) [15]

- Types of Computer
- Search engine
- Tables in MS-Word
- Input Devices
- Types of Charts in Excel

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Seat No.

B.B.A.Part-I (Semester-I) Examination Oct-2023
Subject Name: Information Technology in Business Management
Subject Code- 73554(CBCS)

Day & Date : Saturday ,04/11/2023

Total Marks- 50

Time : 10.30am to 12.30 pm

Instructions: 1) All Questions are compulsory
 2) Figures to the right indicate mark

Q.1 Explain MS- PowerPoint with neat labeled diagram. [15]

OR

Q.1 Explain block diagram of computer. [15]

Q.2 Write short answers (Any TWO) [20]

- Explain in brief types of Topology
- What are the Generations of computer.
- What is MS-Word?
- What is meaning of Formatting Documents in MS-Word.

Q.3 Write Short Notes (Any TWO) [15]

- Search engine
- Internet
- MS- Excel
- Input Devices
- Types of Charts

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Seat No.	
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**BBA Part-I (Semester-I) NEP
Examination, March/April -2024
Information Technology in Business Management – ITBM 1
Subject Code :88208**

Day and Date: Saturday 30.03.2024

Total Mark :60

Time : 10.30 am to 1.00 pm

Instructions:

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

Q.1 Explain MS-Word with neat labeled diagram. [15]

OR

Q.1 Explain block diagram of computer [15]

Q.2 Answer in brief (Any Three) [30]

- a) What are Extranet ?
- b) Explain the Generations of computer.
- c) What is Ms-Excel ?
- d) What are the Types of Network .
- e) Create a presentation of 5 slides related to School.

Q.3 Write Short notes (Any Three) [15]

- a) Types of Computer
- b) Intranet
- c) Tables in MS-Word
- d) Output Devices
- e) Types of Charts in Excel

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Seat No



BBA.Part-I (Semester-I) Examination Oct-2023
Subject Name: Insurance and Banking (IB)
Subject Code-88209 (NEP) (88209)

Day and Date – Monday, 06/11/2023
Time:- 2.30 pm to 5.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

- Q.1 What are the different types of Insurance? 15
OR
Q.1 Give the meaning of Banking. Explain its functions.
- Q 2 Write Short Answers (AnyThree) 30
1) What is fire insurance? Give its nature and use.
2) What is mobile banking? Give its features.
3) Explain Health Insurance and its types.
4) Explain the Role of RBI in Indian Banking system.
5) Give the importance of Micro Finance Institutes.
- Q.3 Write Short Notes (Any Three) 15
a) Negotiable Instruments
b) MUDRA
c) Types of Fire insurance
d) Laws relating to Motor insurance
e) Core Banking System
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Seat No.

**B.B.A. (Part-I) (Semester-I) NEP
Examination March/April -2024
Insurance and Banking
Subject Code- 89209**

Day and Date – Monday, 01/04/2024

Time:- 10.30 am to 1.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

Q1) Explain Health insurance and its policies. 15

OR

Explain the different types of Insurances

Q2 Answer in brief. (Any Three) 30

- Explain Motor Insurance in detail
- Give details about MUDRA scheme
- Give the Features of Insurance
- Explain Classification of Banks
- Write about Artificial intelligence in Banking

Q3 Write short notes (Any Three) 15

- Evolution of Banking in India
- Use of Fire Insurance
- Principles of Insurance
- Core Banking services
- RBI role in Banking system





Students sign

Jr. Superwiser Sign



Subject :- Democracy, Elections and Good Governance (89441)

BBA Part I (NEP) Oct. 2023 Exam.

Wednesday, Date – 08-11-2023

Marks - 50

Seat No.

Time - 02-30 PM to 05-00 PM

Seat No. In Word

Insturction – 1. All Question are Compulsury. 2. Fill Correct Answer In the Braket.

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Obt. Marks

1. India has which form of government ?
A) Parliamentary Democracy B) Autocracy C) Oligarchy D) non of there.
2. Democracy links the government to –
A) The People B) The Ministers C) The Judges D) The officers
3. Democracy is broadly classified as –
A)Direct B) representative C) Bothe A & B avbove D) Natural
4. Adult with respect to right to vote means.
A) Person who has completed 18 years. B) Person who has completed 16 years.
C) Person who has completed 17 years. D) None of there.
5. The right to Vote is Called
A) Franchise or Suffrage B) Peoples duty C) Negative rights D) Non of there
6. The Constitution of India has established
A) Democracy only B) Ansrable Democracy
C) A Representative parliamentary Democracy D) Autocratic democracy
7. The House of the people is also known as -
A) Loksabha B) Rajyasabha C) Vidhan sabha D) Vidhan parishad
8. The council of stater is also called as -
A) Loksabha B) Rajyasabha C) Vidhan sabha D) Vidhan parishad
9. Being treated equally is our -
A) Duty B) Culture C) Nature D) Right
10. The term EVM means -
A) The Electronic Vending Machine B) The Electronic Voter Machine
C) The Electronic Vetting Machine D) The Electronic Voting Machine

11. Article 19 of the constitution provides -

- A) Duties of Citizens B) Duties of officers C) Right of officers D) Six freedom

12. What is an EPIC ?

- A) Election Photo Identity Card B) Equality Photo Identity Card C) Etiquette Photo Identity Card D) Enquiry Photo Identity Card

13. Who is responsible for free and fair election?

- A) President of India B) Chief Justice of supreme court
C) Prime Minister D) Election Commissioner

14. Person gets right to Vote by birth -

- A) True B) False C) Incomplete D) Illogical



15. India is a democratic Country.

- A) Definitely True B) Definitely False C) Incomplete D) Illogical

16. Government shall be accountable to the people.

- A) True B) False C) Incomplete D) Illogical

17. India is republic -

- A) True B) False C) Incomplete D) Illogical

18. India is a smallest democracy in the world.

- A) True B) False C) Incomplete D) Illogical

19. Right to Vote is absolute right.

- A) True B) False C) Incomplete D) Illogical

20. In Grampanchayat election Oral Voting Is conducted.

- A) True B) False C) Incomplete D) None of above

21. Women have no right to contest election.

- A) True B) False C) Incomplete D) None of above.

22. In Rural Areas Self government consist of -

- A) Zilla Parishad B) Panchayat Samiti C) Village Panchayat D) All of the above

23. Form 6 A for enrolment as a Voter costs-

- A) Rs. 10 B) Rs. 20 C) Rs. 50 D) It is free of costs.

24. Physically handicap have to right to Vote.

- A) True B) False C) Incomplete D) Illogical.

25. In India we have one family are Votes system.

- A) True B) False C) Incomplete D) None of above

Students sign

Jr. Super. for Sign



BBA Part I Sem 1, March 2024 Exam.

Democracy, Elections and Good Governance

Subject Code - 89441

Wednesday, Date - 03-04-2024

Marks - 50

Seat No.

Time - 10-30 AM to 12-30 PM

Seat No. In Word

Instruction - 1. All Question are Compulsory. 2. Fill Correct Answer In the Bracket.

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Obt. Marks

11. Who Defined democracy as "Government of the people, by the people and for the people"

B) Austin B) Saimond C) Abhram Lincon D) Lindley

12. Democracy links the government to -

B) The People B) The Ministers C) The Judges D) The officers

13. Democracy is broadly classified as -

A) Direct B) representative C) Both A & B avbove D) Natural

14. India is the ----- democracy in the world.

B) Most Populous B) Smallest C) Earliest D) Latest

15. "We the people of India" are the opening words of -

B) Code of Civil Procedure B) Code of Cirminal Procedure C) Indian Penal code
D) The Preamble to the constitution.

16. In democracy the government is supposed to be responsible and responsive to-

B) The Honorable B) The People C) The Government officials D) The selected people only

17. With respect to Elections CEC stands for-

B) Chief Electoral Officer B) Chief Election order C) Only B Not A D) None of the above

18. With respect to Elections EVM stands for -

B) Electronic Voting Machine B) Electronic Variety Mechanism
C) Election & Vote Manner D) All of the above

19. In Rural Areas self - government consist of -

B) Zilla Parishad B) Panchayat Samiti C) Village Panchayat D) All of the above

20. In Maharashtra how many "Zilla Parishad" are formed as of date?

A) 20 B) 26 C) 33 D) 34

11. India is divided in how many constituencies for Lok-sabha?

A) 543 B) 544 C) 345 D) 456

12. Who is responsible for free & fair elections?

A) President of India B) Chief Justice of Supreme Court C) Prime Minister
D) Election commissioner

13. Who is a " Proxy"?

A) Person appointed by any person B) Person appointed by service voter
C) Person appointed by ECI D) A person to give vote on someone's behalf on his name

14. An objection can be raised through submitting an application in -

A) Form 5 B) Form 6 C) Form 7 D) Form 8

15. In India transgender has no right to vote.

A) True B) False C) Incomplete D) Illogical

16. In democracy power flows from the people.

A) True B) False C) Incomplete D) Illogical

17. Latin word 'Eligere' means-

A) Pick out B) Throw out C) Wash out D) None of the above

18. The Representation of People Act, 1951 is an act related to -

A) Dowry B) Election C) Marriage D) Alienation

19. What is an EPIC ?

A) Election Photo Identity Card B) Equality photo identity card
C) Etiquette photo identity card ,D) Enquiry photo identity card

20. The state Election Commission of Maharashtra was established on -

A) 15th August 1950 B) 26th January 1947 C) 08th October 1950 D) 26th April 1994

21. Whether provisions of NOTA are applicable in Presidential Election ?

A) Yes B) Applicable state wise C) Applicable in some cases D) No.

22. Democracy must be based on -

A) One party in a country only B) Free & fair elections C) No opposition D) All of the above

23. Voters list called as -

A) Voter identity card B) Voters list book C) Electoral roll D) None of the above.

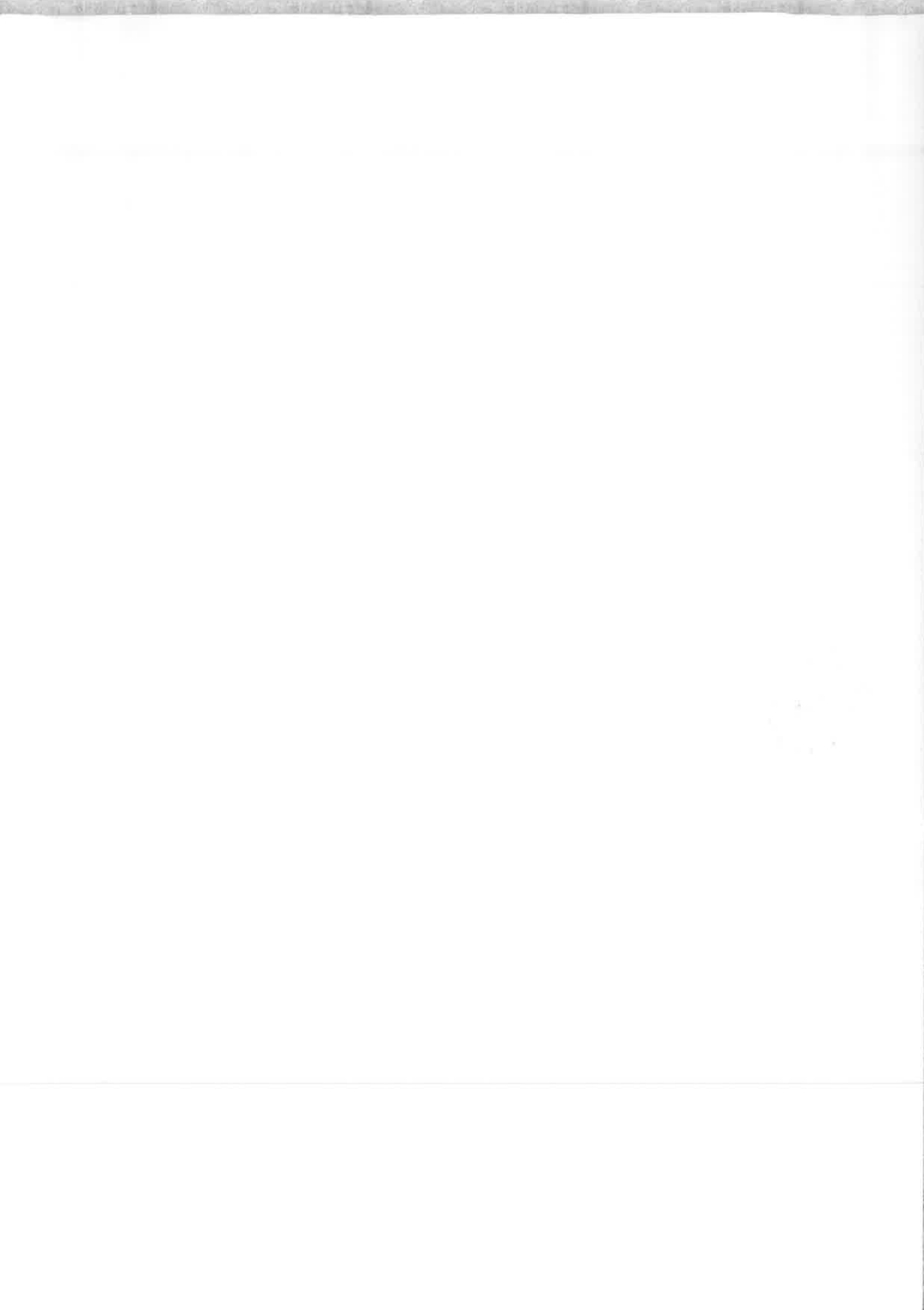
24. Whether the use of mobile phone is allowed in the polling station ?

A) Yes B) It's discretionary C) No
D) No one except Observer/Micro Observer, Presiding Officer & security personnel.

25. India is a democratic country.

A) Definitely True B) Definitely False C) Incomplete D) Illogical







B.B.A. – Ist Year

SEM – II

Previous Year

Question Papers

Academic Year

(2023-24)





Seat No

B. B. A (Part-I) (Semester- II) Examination Oct-2023

Business Communication (CBCS) Paper-II (BCM-2)

Subject Code-73562

Day and Date: Saturday, 4/11/2023

Total Marks-50

Time: 2:30pm-4:30pm

Instructions -

1) All Questions are compulsory.

2) Figures to the right indicate marks.

Q. 1 what is Electronic Communication? Explain the means of communication used in modern offices. **15**

OR

Q. 1 Explain the formal channels of communication used in organizations **15**

Q. 2 Attempt any **Two** from the following. **20**

a) What is oral presentation? How to make it effective?

b) What is interview? How would you prepare for an interview?

c) Define group discussion? Explain the nature with its process.

d) What is seminar? How to make it effective?

Q. 3 Write short notes (**Any Two**) **15**

a) Body Language

b) Informal Communication

c) Telephone

d) Downward Communication





Seat no.	
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B.B.A. (Part -I) (Semester -II) Examination Oct 2023

ACCOUNTING FOR MANAGERS

Sub Code: 88211 (NEP)

Day & Date: -Wednesday 1/11/2023

Total Marks – 60

Time: 10:30 am to 1:00 pm

Instructions:-1) All Questions are compulsory.

2) Figures to the right indicate full marks

Q.1 From the following trial balance of M/S Sona and Mona prepare trading account, Profit & Loss account for the year ended on 31 march 2022 and balance sheet as on that date

15

Particulars	Debit Rs	Particulars	Credit Rs
Opening stock	28000	<u>Capitals</u>	
Purchases	175000	s Sona	90000
Salaries	17500	Mona	60000
Wages (unproductive)	1800		
Carriage	1200	Creditors	30000
Royalties	2500	Rent received	3500
Freight	1400	Bank overdraft	24500
Printing	2100	sales	226750
Debtors	40000		
Furniture	20000		
Lease hold property	95000		
Investments	35000		
Travelling expenses	1750		
Advt.	4275		
Bad debts	1425		
Discount allowed	800		
Cash in hand	7000		
Total	434750	Total	434750

Adjustments:

1) Stock on 31st march 2019 was Rs 38000/-



- 2) Provide Reserve for Bad and Doubtful Debts @5% on debtors
- 3) Goods worth Rs 5000/- destroyed by fire & insurance company admitted a claim for RS 4300/- only
- 4) Depreciate furniture @12% p.a
- 5) Outstanding Salaries Rs 2500/-.

OR

Explain different accounting concepts and conventions in detail 15

Q.2 Attempt any Three 30

A) Journalise the following transactions in the books of Rahul For March 2019

- | | |
|------------------------|---|
| 1 st March | Rahul started business with cash Rs 1,00,000/- , Goods Rs 25000/- and taken Loan from Friend Rs 50000/- |
| 2 nd March | Purchased goods worth Rs 10000/- from Ramesh @8% Trade Discount |
| 5 th March | Paid Salaries to Staff Rs 15000/- |
| 7 th March | Received Interest Rs 2500/- |
| 15 th March | Furniture of Rs 25000/- purchased from Ram Furniture's for cash |
| 19 th March | Paid to Aditi Rs 9500/- for full settlement of his account of Rs10000/- |
| 25 th March | Sold Goods of Rs 15000/- for cash |
| 25 th March | Paid Rent Rs 2000/- |
| 27 th March | Paid Electricity bill Rs 3000/- |
| 29 th March | Received Commission Rs 500/- |

B) Suresh purchased Equipment for Rs 120,000/- on 1st July 2015. Additional Equipment on 1st January 2017 was purchased for Rs 60,000/-. They charged depreciation @10% p.a on straight line method.



On 1st October 2017 they sold the Equipment purchased on 1st July 2015 for Rs 95000/- And on the same date new Equipment was purchase for Rs 30000/- Prepare Equipment account & depreciation account for three years 2015-16, 2016-17 and 2017-18 by assuming that the financial year closes on 31st march every year.

C) Define subsidiary book and write its types in detail.

D) Distinguish between Book Keeping and Accountancy

E) Write Reasons for difference between cash book and passbook

Q.3 Write short notes (any three)

15

- 1) Types of accounts
- 2) Journal book
- 3) Trial balance
- 4) Objectives of Accounting
- 5) Causes for Depreciation



Seat no.	
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B.B.A. (Part -I) (Semester -II) Examination Oct 2023

ACCOUNTING FOR MANAGERS (ACCMAN)

Sub Code: 73558(CBCS)

Day & Date: - Wednesday, 01/11/2023

Total Marks – 50

Time: 2:30 pm to 4:30pm

Instructions:-1) All questions are compulsory.

2) Figures to the right indicate full marks

Q.1 From the following trial balance of M/S Seeta and Geeta prepare trading account, Profit & Loss account for the year ended on 31 march 2019 and balance sheet as on that date

15

Particulars	Debit Rs	Particulars	Credit Rs
Opening stock	28000	<u>Capitals</u>	
Purchases	175000	s Seeta	90000
Salaries	17500	Geeta	60000
Wages (unproductive)	1800		
Carriage	1200	Creditors	30000
Royalties	2500	Rent received	3500
Freight	1400	Bank overdraft	24500
Printing	2100	sales	226750
Debtors	40000		
Furniture	20000		
Lease hold property	95000		
Investments	35000		
Travelling expenses	1750		
Advt.	4275		
Bad debts	1425		
Discount allowed	800		
Cash in hand	7000		
Total	434750	Total	434750

Adjustments:

- 1) Stock on 31st march 2019 was Rs 38000/-
- 2) Provide Reserve for Bad and Doubtful Debts @5% on debtors

- 3) Goods worth Rs 5000/- destroyed by fire & insurance company admitted a claim for RS 4300/- only
- 4) Depreciate furniture @12% p.a
- 5) Outstanding Salaries Rs 2500/-



OR

Explain different accounting concepts and conventions in detail

15

Q.2 Write short Answers (Any Two)

20

A) Journalise the following transactions in the books of Rahul For March 2019

- 1st March Rahul started business with cash Rs 1,00,000/- , Goods Rs 25000/- and taken Loan from Friend Rs 50000/-
- 2nd March Purchased goods worth Rs 10000/- from Ramesh @8% Trade Discount
- 5th March Paid Salaries to Staff Rs 15000/-
- 7th March Received Interest Rs 2500/-
- 15th March Furniture of Rs 25000/- purchased from Ram Furniture's for cash
- 19th March Paid to Aditi Rs 9500/-for full settlement of his account of Rs10000/-
- 25th March Sold Goods of Rs 15000/- for cash
- 25th March Paid Rent Rs 2000/-
- 27th March Paid Electricity bill Rs 3000/-
- 29th March Received Commission Rs 500/-

B) Dinesh purchased Equipment for Rs 120,000/- on 1st July 2015. Additional Equipment on 1st January 2017 was purchased for Rs 60,000/-. They charged depreciation @10% p.a on straight line method.

On 1st October 2017 they sold the Equipment purchased on 1st July 2015 for Rs 95000/- And on the same date new Equipment was purchase for Rs 30000/- Prepare Equipment account & depreciation account for three years 2015-16, 2016-17 and 2017-18 by assuming that the financial year closes on 31st march every year.

C) Define subsidiary book and write its types in detail.

D) Distinguish between Book Keeping and Accountancy

Q.3 Write short notes (any two)

15

- 1) Types of accounts
- 2) Reasons for difference between cash book and passbook
- 3) Trial balance
- 4) Objectives of Accounting





Seat No.	
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B.B.A.Part-I (Semester-II) NEP
Examination March/April-2024
Accounting for Managers
Subject Code-88211

Day & Date: Thursday, 04/04/2024

Total Marks- 60

Time: 2.30pm to 5.00 pm

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

Q -1 Distinguish between book keeping and accountancy

(15)

OR

From the following Trial Balance of Mangesh Traders you are required to prepare Final Accounts.

Trial Balance as on 31st March, 2018

Particulars	Debit (₹)	Credit (₹)
Opening stock	32750	
Purchases	55000	
Purchases Returns		89500
Sales Returns		2630
Royalties	4480	
Wages & Salaries	8000	
Office Salaries	11000	
Bills Receivable	19250	
Bills Payable		12500
Office Equipment	20000	
Motor Van	30400	
Plant and Machinery	25000	
Bad Debts	2500	
Advertisement	6000	
Cash in Hand	5000	
Sundry Debtors	31250	
Reserve for Bad debts		1000
Sundry Creditors		24000



Capital		1250000
	Total	254630
		254630

Adjustments:

- 1) Closing Stock on 31st March, 2018 was valued at cost price ₹19,000, Market price ₹20,000
- 2) Office Salaries outstanding ₹ 1,000
- 3) Prepaid Wages ₹ 1,000
- 4) Provide depreciation @ 5%, 10% and 15% on Office Equipments, Motor Van and Plant and Machinery respectively.

Q-2 Solve any three

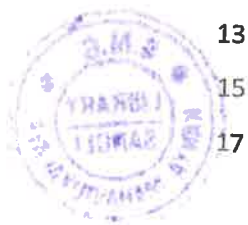
(30)

(A) Prepare relevant subsidiary books from the following

2012			₹
Dec	2	Goods sold to Ramana	2,800
	6	Purchased Goods from Raghava	1,800
	8	Sold goods to Kishore	3,800
	9	Purchased goods for cash from Manohar	2,300
	12	Purchased goods from Rekha	7,500
	15	Ramna returned goods	150
	18	Goods purchased from Rajesh (Trade discount 2%)	5,000
	22	Goods sold to Madhava for Cash	1,800
	25	Goods returned to Rekha	50
	27	Purchased furniture from Godrej & Co.	4,500
	30	Kishore returned goods	100
	31	Goods sold to Ramana for Cash	500

(B) Enter the following transactions of Abhishek in Single column Cash Book.

2013			₹
Jan.	1	Commenced business with	25,000
	2	Paid into bank	20,000
	4	Purchased goods for cash	1,200
	6	Sold goods for cash	2,000
	7	Paid for Stationery	75
	9	Received from Shashikanth	1,125
	13	Paid to Gopal	525
	15	Purchased Office Furniture	625
	17	Paid for Advertisement	400



21	Received Cash from Prasad Rao	1,500
23	Purchased goods from Malhotra for cash	900
27	Cash withdrawn for personal use	350
29	Paid Salary to Office Staff	450
30	Received Cash from Sandeep	2,200
31	Paid rent to landlord	300

(C) Journalise the following transactions in the books of Shridevi Medical Store 2019

- August 1 Shridevi started business with own Cash Rs. 90,000, Stock of goods worth Rs. 40,000 Machinery worth 70,000 and borrowed money 50,000 from her friend Konika at 12 % P.a.
- 4 Bought goods worth Rs.50,000 from Madhuri @ 10% trade discount.
- 6 Returned goods worth 450 to Madhuri for not being as per sample
- 8 Sold goods worth Rs.80,000 to Kiran @ 10% trade discount and received cash after allowing her 5% cash discount.
- 13 Paid for Rent Rs.4,000.
- 17 Purchased a new Machinery worth Rs.1,00,000 from Bajaj Ltd. at 28% GST and amount paid by cheque.
- 20 Paid for Salary Rs.27,000.
- 27 Purchased 4 Computers of Rs.1,20,000 @18% GST and amount paid by cheque.
- 31 Withdrew from Bank Rs.10,000 for personal use.

(D) Kanchan Trading Centre, Dadar, purchased a computer on 1st April 2015 for Rs. 50,000. In the same year on 1st Oct an additional Computer was purchased for Rs. 20,000. On 1st Oct 2016 the computer purchased on 1st April 2015 was sold for Rs. 40,000 and on the same date a new Computer was purchased for Rs. 24,000.

They charge depreciation at 8% p.a. on Reducing Balance Method.

Prepare Computers A/c and Depreciation A/c for the first three (3) years Assuming that the accounting year closes on 31st March every year.

(E) What is bookkeeping and explain the objectives of book keeping

Q-3 Write short notes on (Any Three)

1. Causes of Depreciation
2. Types of account
3. Cash book
4. Final account
5. Fixed Instalment method

(15)





Seat No.



B.B.A. (Part -I) (Semester -II) Examination Oct 2023

Subject Name: HUMAN RESOURCE MANAGEMENT PAPER II

Subject Code: 88212(NEP)

Day & Date: - Thursday 02/11/2023

Total Marks – 60

Time: 10:30 am to 1:00 pm

Instructions:-1) All questions are compulsory.

2) Figures to the right indicate full marks

Q.1 Define Human Resource Management and explain its Functions. 15

OR

Write difference between personnel management and Human Resource Management

Q.2 Write short Answer (Any Three) 30

- A) Define selection and write its procedure.**
- B) Explain statutory provision concerning Health**
- C) Explain methods of recruitment**
- D) Write importance of Health and Safety of employees.**
- E) Write difference between Human Resource Management and Human Resource development**

Q.3 Write short Notes (Any Three) 15

- A) Job analysis**
- B) Significance of industrial safety**
- C) Placement and Induction**
- D) Importance of Human Resource Management**
- E) Job description**



Seat No.



B.B.A. (Part -I) (Semester -II) Examination Oct 2023

Subject Name: HUMAN RESOURCE MANAGEMENT PAPER II

Subject Code: 73559(CBCS)

Day & Date: - Thursday 02/11/2023

Total Marks – 50

Time: 2:30 Pm to 4:30 pm

Instructions:-1) All questions are compulsory.

2) Figures to the right indicate full marks

Q.1 Define Human Resource Management and explain its Functions. 15

OR

Write difference between personnel management and Human Resource Management

Q.2 Write short Answer (Any Two) 20

A) Define selection and write its procedure.

B) Explain statutory provision concerning Health

C) Explain methods of recruitment

D) Write difference between Human Resource Management and Human Resource development

Q.3 Write short Notes (Any Two) 15

A) Job analysis

B) Significance of industrial safety

C) Placement and Induction

D) Importance of Human Resource Management

E) Job description



Seat No.

B.B.A. (Part-I) (Semester-II) NEP
Examination March/April -2024
Human Resource Management Paper-II
Subject Code- 88212

Day and Date – Friday, 05/04/2024
Time: - 2.30 pm to 5.00 pm

Total Marks- 60

Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

Q1 Explain the sources of recruitment-Traditional Sources and Modern Sources? 15

OR

What is the meaning of HRM? Give its Objectives and Importance

Q2 Answer in brief. (Any Three) 30

- Give the benefits of HR Planning.
- Explain different welfare and Recreational Facilities for employees.
- Explain the factors affecting Wage and salary levels.
- What are Occupational Hazards and Diseases? How to protection against hazards?
- Explain the Selection process

Q3 Write short notes (Any Three) 15

- Difference between - HRM Vs.HRD,
- Welfare and recreational facilities
- Job Analysis
- Any 5 Techniques of training
- Concept - Management Development





Seat No-



B.B.A. (Part -I) (Semester -II) Examination Oct 2023

MACRO ECONOMICS

Sub Code- NEP'88213

Day & Date: - Friday 03/11/2023

Total Marks – 60

Time: 10.30pm to 1.00pm

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

Q.1 Explain Meaning and types of Inflation. 15 Marks

OR

Q.1 Explain types and phases of business cycles.

Q.2 Write Short Answers (Any 3) 30 Marks

- 1) Explain Functions of Money.
- 2) Write Scope of Macro Economics.
- 3) Explain National Income Accounting.
- 4) Explain Public Revenue (Tax & Non Tax)
- 5) Explain 5 Sector Model of National Income

Q.3 Write Short Notes (Any3) 15 Marks

- 1) GNP, NNP, PI
- 2) Money Multiplier
- 3) Types and Components of Public Budget
- 4) Hawtrey theory of Business Cycle.
- 5) Public Debt Sources.





B.B.A. (Part -I) (Semester -II) Examination (CBCS) OCT 2023

MACRO ECONOMICS

Sub Code-73560

Day & Date: - Friday 03/11/2023

Total Marks – 50

Time: 2.30 pm to 4.30 pm

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

Q.1 Explain Functions of Money. 15 Marks

OR

Q.1 Explain Circular Flow of National Income

Q.2 Write Short Answers (Any 2) 20 Marks

- 1) Explain Meaning and types of Inflation.
- 2) Write Scope of Macro Economics.
- 3) Explain National Income Accounting.
- 4) Explain types and phases of business cycles.

Q.3 Write Short Notes (Any 2) 15 Marks

- 1) NNP, PI, DI.
- 2) Money Multiplier
- 3) Types of tax and non tax Revenue.
- 4) Hawtrey theory of Business Cycle.



Seat No -

B.B.A. (Part -I) (Semester -II) NEP

Examination Mar/Apr2023

MACRO ECONOMICS

Sub Code- 88213

Day & Date: - Saturday 06/04/2024

Total Marks – 60

Time: 2.30pm to 5.00pm

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

Q.1 Explain types and phases of business cycles.

15 Marks

OR

Q.1 Write Scope of Macro Economics.

Q.2 Write Short Answers (Any 3)

30 Marks

- 1) Explain Schumpeter's Theory of business cycle.
- 2) Explain constituents of Money Supply.
- 3) Explain National Income Accounting.
- 4) Explain Circular Flow of National Income
- 5) Explain Functions of Money.

Q.3 Write Short Notes (Any 3)

15 Marks

- 1) Components of Budget
- 2) High Power Money
- 3) Sources of Public Debt
- 4) GDP, PCI, PI
- 5) Types of Budget





Seat No.



BBA Part –I (Semester- II) Examination, October 2023

Subject Name: Management Information Systems

Subject code: 88214 (NEP)

Day & Date: Saturday 4/11/2023

Total Marks: 60

Time: 10:30 am to 1:00pm

**Instructions: 1) All Questions are compulsory
2) Figures to the right indicate marks**

Q1) Explain application & Significance of Management Information systems (15)

Or

Explain the different types of Decisions at different organisations level

Q2) Write short answer (Any 3 out of 5) (30)

- 1) Explain the components of Decision support systems
- 2) Explain the Application of Transaction processing systems
- 3) Need and Significance of Office automation system
- 4) Explain the System analysis and Design
- 5) Explain the characteristics of Information systems

Q3) Write short Notes (Any 3 out of 5) (15)

- 1) Difference between Computer literacy and Information systems literacy
- 2) Concept of Outsourcing
- 3) Concept of Prototype
- 4) Significance of Executive Support systems
- 5) Applications software application

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Seat No.

BBA (Part-I) (Semester-II) NEP

Examination March/April-2024

Subject Name: Management Information System

Subject Code: 88214

Day and Date – Monday, 08/04/2024

Total Marks – 60

Time – 02.30 to 05.00 pm

Instructions: 1) All questions are compulsory.

2) Figures to the right indicate full marks

-
- Q1) What is Management Information System? Explain it's characteristics and significance. 15
- OR
- Q1) What is System Life Cycle? Explain the process of System development. 15
- Q2) Write short answers (Any Three) 30
- a) What is decision? Explain the phases in decision making process
 - b) What is office automation system?
 - c) Explain different characteristics and components of Executive support system
 - d) What is prototyping?
 - e) Explain the concept of data, information and system
- Q3) Write Short Notes (Any Three) 15
- a) Knowledge Work System (KWS)
 - b) Outsourcing
 - c) Characteristics of a system
 - d) Applications of MIS
 - e) Applications of DSS







Seat No.

BBA.Part-I NEP (Semester-II) Examination Oct-2023
Subject Name: Soft Skills and Personality Development
Subject Code- 90556

Day and Date – Monday, 06/11/2023

Time: - 10.30 am to 1.00 pm

Total Marks- 60

- Instructions: 1) All Questions are compulsory.
2) Figures to the right indicate mark

- Q1. What are soft skills? Explain its importance. 15
- Q1. Explain stress management? Explain the effects of stress on human beings?
- Q.2 Answer in brief (Any Three) 30
- a) Give the Techniques of time management.
- b) What do you mean by personality? Explain its characteristics.
- c) What are the remedies to control stress?
- d) Explain the role of goal setting?
- e) What is the role of motivation in employee's life?
- Q 3 - Short notes (Any Three) 15
- 1) Good Habits and Bad Habits
- 2) Styles of leadership.
- 3) Factors influencing personality
- 4) Assertiveness
- 5) The importance of time management.
-



Seat No

B. B. A (Part-I) (Semester- II)NEP
Examination March/April -2024
Soft Skills and Personality Development
Subject Code-90556

Day and Date: Friday, 12/4/2024

Total Marks-60

Time: 2:30 pm- 5:00 pm

Instructions -

- 1) All Questions are compulsory.**
- 2) Figures to the right indicate marks.**

Q. 1. Why soft skills matter at workplace? What is 'Soft' Skills? (15)

OR

Q. 1. Define 'personality'. Explain the factors influencing personality.

Q. 2 Attempt from the following (Any Three): (30)

- a) 'Self-management skills improve the quality of your life', explain.
- b) What are the different techniques of time-management?
- c) How leaders impact team members?
- d) How does 'Stress Management' help dealing stress?
- e) What is the process for making 'Decisions'?

Q3) Attempt from the following (Any Three): (15)

- a) Positive thinking
- b) Conflict resolution skills
- c) Motivation
- d) Developing good habits
- e) Assertiveness





Seat No.

**BBA Part –I (Semester- II) NEP
Examination March/April 2024
Business Environment Paper –II
Subject code: 88215**

Day & Date: Wednesday 10/04/2024

Total Marks: 60

Time: 02:30 pm to 05:00 pm

**Instructions: 1) All Questions are compulsory
2) Figures to the right indicate marks**

Q1) Explain the new economic policy & its impact on business Environment. (15)
Or

Explain Internal and External environment of business.

Q2) Write short answers (any 3 out of 5) (30)

- 1) Explain components of nature
- 2) Explain in detail impact of Technology
- 3) Describe different Environment's pollutions
- 4) Explain the concept of ozone depletion
- 5) Explain the status of technology in India

Q3) Write short notes (Any 3 out of 5) (15)

- 1) Features of Business Environment
- 2) Environment regulations in India
- 3) Concept of waste management
- 4) Concept of political Institutions
- 5) International cooperation MNCs

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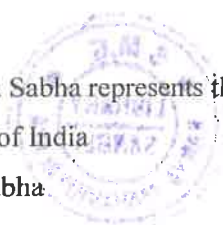
B.B.A. NEP 2020, Part –I (Sem. II), Examination April, 2024

Subject Name: Constitution of India & Local
Self Government
Sub. Code: 89442
Day and Date: Saturday, 13/04/2024
Time: 2.30 p.m. to 5.00 p.m.

Marks Obtained	
Total Marks	50
Examiner's Signature	
Seat Number	
Student's Signature	
Junior Supervisor Sign	

- Instructions:** 1) All questions compulsory
2) Figures to the right indicate full marks
3) Each Question carries 2 Marks

1. Who is known as the "Father of the Indian Constitution"?
- A) Mahatma Gandhi B) Dr. B.R. Ambedkar
C) Jawaharlal Nehru D) Sardar Vallabhbhai Patel
2. The Preamble of the Indian Constitution was adopted on:
- A) 26th November 1949 B) 26th January 1950
C) 15th August 1947 D) 9th December 1946
3. Who has the power to amend the Constitution of India?
- A) Prime Minister B) President
C) Parliament D) Supreme Court
4. The Fundamental Duties of Indian citizens were added to the Constitution by which Amendment Act?
- A) 42nd Amendment Act B) 44th Amendment Act
C) 86th Amendment Act D) 91st Amendment Act
5. Which article of the Indian Constitution deals with the Right to Freedom of Religion?
- A) Article 19 B) Article 25
C) Article 32 D) Article 44
6. The term of office of the President of India is:
- A) 5 years B) 4 years
C) 6 years D) 7 years
7. The Rajya Sabha represents the:
- A) States of India B) Union Territories
C) Lok Sabha D) President of India



18. Which amendment introduced the concept of the Panchayati Raj system in India?
- A) 42nd Amendment Act B) 73rd Amendment Act
C) 86th Amendment Act D) 91st Amendment Act
19. The concept of Judicial Review in India is borrowed from which country?
- A) United States B) United Kingdom
C) France D) Australia
20. Who is known as the "Architect of the Indian Constitution"?
- A) Mahatma Gandhi B) Jawaharlal Nehru
C) Dr. B.R. Ambedkar D) Sardar Vallabhbhai Patel
21. Which of the following is not a Fundamental Right guaranteed by the Indian Constitution?
- A) Right to Equality B) Right to Education
C) Right to Property D) Right to Freedom of Speech and Expression
22. The Fundamental Rights in the Indian Constitution are enforceable against:
- A) Individuals B) Government
C) Judiciary D) Corporations
23. Who has the power to dissolve the Lok Sabha?
- A) President B) Prime Minister
C) Lok Sabha Speaker D) Council of Ministers
24. Which of the following is not a Directive Principle of State Policy?
- A) Promotion of International Peace and Security B) Equal pay for equal work
C) Protection of monuments and objects of national importance D) Abolition of untouchability
25. The Parliament of India consists of:
- A) Lok Sabha and Rajya Sabha B) Lok Sabha, Rajya Sabha, and President
C) Lok Sabha, Rajya Sabha, and Supreme Court D) Lok Sabha, Rajya Sabha, and Prime Minister



