

B.B.A. – IIIrd Year

SEM – V & VI

Previous Year

Question Papers

Academic Year:

(2013-14 to 2017-18)



Please Note: This set has been prepared based on the papers received to us from the Examination Cell. It may have missing papers on non-availability of the same.



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B.B.A. (Part - III) (Semester - V) Examination, 2013
FUNDAMENTALS OF BUSINESS LAW AND TAX LAW (Paper - I)
Sub. Code : 43951

Day and Date : Tuesday, 09 - 04 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) State the various modes of discharge of contract. [14]

OR

When does the property in goods sold pass from the seller to buyer?

Q2) Write short answers (any two): [16]

- Define consideration. What are the features of consideration.
- Define and distinguish between sale and an agreement to Sell.
- State the meaning and objectives of taxes.

Q3) Write Short notes on (any two) : [10]

- Sources of Business law.
- Types of damages.
- Unpaid sellers right of stoppage of goods in Transit.
- Types of Direct Taxes.

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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, 2013

PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code : 43952

Day and Date : Wednesday, 10 - 04 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What is classical approach ? Explain the contributions of F.W. Taylor to the development of Management. [14]

OR

Examine Critically the work and contributions of Michael Porter.

Q2) Write short answers (Any Two): [2 x 8 = 16]

- a) What is meant by Management by objectives ? Discuss the importance of MBO.
- b) What is SWOT analysis ? Explain the applicability of SWOT to individual & organisation.
- c) What are the new challenges for the Managers and explain.
- d) Explain changes in Managerial Functions.

Q3) Write short notes (any two): [2 x 5 = 10]

- a) Contingency approach.
- b) Over all cost leadership.
- c) Techniques for Environmental analysis.
- d) Evolving Managerial System.





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Total No. of Pages : 2

B. B. A. (Part - III) (Semester - V) Examination, 2013

FINANCIAL MANAGEMENT (Paper - I)

Sub. Code : 43955

Day and Date : Monday, 15 - 04 - 2013

Total Marks : 40

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) A Company sells its products on a gross profit of 20% on sales. The following information is available in respect of A company. [14]

| | |
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| Sales at 3 months credit | 40,00,000 |
| Raw materials | 12,00,000 |
| Wages paid-average time lag 15 days | 9,60,000 |
| Manufacturing expenses paid- one month in arrears | 12,00,000 |
| Administrative expenses paid - one month in arrears | 4,00,000 |
| Sales promotion expenses - payable half yearly in advance | 2,00,000 |

The company enjoy one month's credit from the suppliers of raw materials and maintains a two month's stock of raw materials and one and half month's stock of finished goods. The cash balance is maintained at Rs.1,00,000. as a precautionary measure Assuming 10% margin. Find out the working capital requirements of A company.

OR

What do you mean by financial management? Write in detail the re - curring and non-re-curring functions of financial management.

P.T.O.



Q2) Write short answers (any two)

[16]

- a) Explain any four determinants of Working capital requirements.
- b) Explain profit maximization, and wealth maximization objectives of financial management.
- c) What do you mean by leverage? Explain the concept of operating leverage with example.
- d) What do you mean by financial plan? Write the types of financial plans.

Q3) Write short notes (any two)

[10]

- a) Types of working capital.
- b) Concept of financial leverage.
- c) Over capitalization.
- d) Concept of combined leverage.

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The company enjoys a high credit rating with its suppliers of raw materials. The company's stock of raw materials and one-third of the stock of finished goods is held in the warehouse. The cash balance maintained is Rs. 10,00,000. The company's working capital is Rs. 20,00,000.

OR

The company's working capital is Rs. 20,00,000. The company's stock of raw materials and one-third of the stock of finished goods is held in the warehouse. The cash balance maintained is Rs. 10,00,000. The company's working capital is Rs. 20,00,000.

Q3)



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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, 2013

RESEARCH METHODOLOGY (Paper - I)

Sub. Code : 43957

Day and Date : Wednesday, 17 - 04 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you understand by research ? Discuss the main objectives & significance of research. [14]

OR

What is classification ? Explain the types of classification.

Q2) Write short answers. (Any Two): [2 × 8 = 16]

- a) Explain the various types of sample design.
- b) What is report writing ? What precautions research will take while writing a report?
- c) Briefly explain the different methods of collecting a primary data.
- d) What do you mean by research design ? Explain the characteristics of research design .

Q3) Write short notes. (Any Two): [2 × 5 = 10]

- a) Techniques of Interpretation.
- b) Importance of report writing.
- c) Draw the diagrammatic pictures of various graphs and charts.
- d) Analysis of data



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B.B.A. (Part - II) (Semester - V) Examination, Nov. - 2013
FUNDAMENTALS OF BUSINESS LAWS AND TAX LAWS
(Paper - I)
Sub. Code : 43951

Day and Date : Saturday, 16 - 11 - 2013
Time : 3.00 p.m. to 5.00 p.m.



Total Marks : 40

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

Q1) Define 'Consent'. When consent is said to be free? Distinguish between Coercion and Undue Influence. [4]

OR

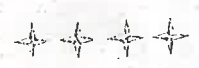
State the principles of transfer of property under sale of goods act.

Q2) Write short answers (any two) : [16]

- a) State Unpaid seller and his rights.
- b) When an agreement is said to be void? State various types of agreements which have been specially declared to be void.
- c) Define the term 'Business Law'. What are the main sources of 'Business Laws' in India?

Q3) Write short notes on (any two) : [10]

- a) Sources of Government Revenue.
- b) Essentials of valid contract.
- c) Condition and warranty.
- d) Consideration.



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B.B.A. (Part - III) (Semester - V) Examination, Nov. - 2013

PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code : 43952

Day and Date : Monday, 18 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

1) Explain the contribution of Henri Fayol's Functional Approach to Management. [14]

OR

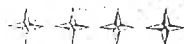
What is Organizational Environment? Explain the internal and external environment.

2) Write short answers (any two) : [2 × 8 = 16]

- a) Write short note on Human Relations Approach to management.
- b) What is MBO? Discuss the process of MBO.
- c) Applicability of SWOT analysis (SWOT analysis process).
- d) Explain the different types of skills needed by manager in future.

3) Write short notes (any two) : [2 × 5 = 10]

- a) System approach.
- b) Differentiation.
- c) Cost of leadership.
- d) Evolving new managerial system.





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B.B.A. (Part - III) (Semester - V) Examination, Nov. - 2013
PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code : 43952

Day and Date : Monday, 18 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) Explain the contribution of Henri Fayol's Functional Approach to Management. [14]

OR

What is Organizational Environment? Explain the internal and external environment.

Q2) Write short answers (any two) : [2 × 8 = 16]

- a) Write short note on Human Relations Approach to management.
- b) What is MBO? Discuss the process of MBO.
- c) Applicability of SWOT analysis (SWOT analysis process).
- d) Explain the different types of skills needed by manager in future.

Q3) Write short notes (any two) : [2 × 5 = 10]

- a) System approach.
- b) Differentiation.
- c) Cost of leadership.
- d) Evolving new managerial system.





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BBA (Part - III) (Semester - V) Examination, Nov. - 2013

RECENT TRENDS IN MARKETING

Sub. Code: 43953

Day and Date : Tuesday, 19 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What is rural marketing? Explain the major reasons for growing rural markets. [14]

OR

What do you understand the term customer relationship management? What are the dangers of customer dissatisfaction and delight?

Q2) Write short answers (Any Two) : [2 × 8 = 16]

- Explain the various forms of Direct marketing.
- What are the components of MIS? And explain.
- Explain the process of Integrated Marketing communication.
- Explain the problems in rural marketing.

Q3) Write short note (Any two) : [2 × 5 = 10]

- Customer strategy for building customer relationship.
- e-CRM
- Future medium of communication.
- Benefits of MIS.

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BBA (Part - III) (Semester - V) Examination, Nov. - 2013

INTERNATIONAL BUSINESS

Sub. Code : 43954

Day and Date : Wednesday, 20 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.



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

Q1) What do you mean by International Business? Explain the different approaches to International Business. [14]

OR

What is modes of Entry? Explain briefly the different modes of Entry to International business.

Q2) Write Short Answers (Any Two) [2×8=16]

- a) What is Political Environment? How does it affect International business?
- b) What is Multinational corporations? Explain the advantages & disadvantages.
- c) What is international monetary fund? Discuss the objectives & functions of IMF.
- d) What is Globalisation? Explain the features of Globalisation.

Q3) Write Short note (Any two) [2×5=10]

- a) Characteristics of International Business.
- b) Adam smiths Theory of Absolute Differences in cost.
- c) Tariffs
- d) India's Export & Import policy.





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BBA (Part - III) (Semester - V) Examination, Nov. - 2013

INTERNATIONAL BUSINESS

Sub. Code : 43954

Day and Date : Wednesday, 20 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you mean by International Business? Explain the different approaches to International Business. [14]

OR

What is modes of Entry? Explain briefly the different modes of Entry to International business.

Q2) Write Short Answers (Any Two) [2×8=16]

- a) What is Political Environment? How does it affect International business?
- b) What is Multinational corporations? Explain the advantages & disadvantages.
- c) What is international monetary fund? Discuss the objectives & functions of IMF.
- d) What is Globalisation? Explain the features of Globalisation.

Q3) Write Short note (Any two) [2×5=10]

- a) Characteristics of International Business.
- b) Adam smiths Theory of Absolute Differences in cost.
- c) Tariffs
- d) India's Export & Import policy.



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B.B.A. (Part - III) (Semester - V) Examination, Nov. - 2013
FINANCIAL MANAGEMENT (Paper - I)
Sub. Code : 43955

Day and Date : Thursday, 21 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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



Q1) Calculate the average amount of working capital of XYZ Products Ltd. from the following : [14]

| a) Lag in payments :- | Figures for the year Rs. |
|--|-----------------------------|
| i) Wages 1½ weeks | 5,20,000 |
| ii) Stores and materials 1½ months | 96,000 |
| iii) Office staff 1½ months | 1,24,800 |
| iv) Rent 6 months | 20,000 |
| v) Other expenses 1½ months | 96,000 |
| vi) Manager's salary ½ month | 9,600 |
| b) Average amount locked up in stocks :- | |
| i) Finished goods | 10,000 |
| ii) Stock of stores | 16,000 |
| c) Prepayments :- | |
| i) Expenses paid (quarterly in Advance) | 16,000 |
| d) Period of average credit given : | |
| i) Domestic sales 6 weeks | 6,24,000 |
| ii) Foreign sales 1½ weeks | 1,56,000 |
| e) Add 10% for contingencies | |

OR

What is Financial Management? Define and distinguish the profit maximisation objective and wealth maximisation objective.

Q2) Write short answers (any two) :

[16]

- a) What is Finance functions? Write any four recurring finance functions.
- b) What is Capitalisation? Explain over capitalisation and under capitalisation with illustration.
- c) What is leverage? Explain the concept of Financial leverage with illustration.
- d) Write and explain the factors affecting working capital needs.

Q3) Write short notes (any two) :

[10]

- a) Types of Financial Plans.
- b) Types of working capital.
- c) Concept of operating leverage.
- d) Importance of adequate working capital.





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Total No. of Pages : 1

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BBA (Part - III) (Semester - V) Examination, Nov. - 2013

FOUNDATION OF HUMAN SKILLS

Sub. Code : 43956

Day and Date : Friday, 22- 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you mean by Values? Explain five universal values in details? [14]

OR

Discuss the concept of Human skills? And explain its type.

Q2) Write short answers (any two): [2 × 5 = 10]

- Explain understanding self and others through Johari window.
- Explain attitude & attitude formation process.
- Define communication and explain four functions of communication.
- Define learning? Explain learning through experience and observation.

Q3) Write short notes (any two): [2 × 5 = 10]

- Written communication
- Use of basic abilities in organisational life.
- Importance of values.
- Strength and weakness.



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Total No. of Pages : 1

B.B.A. (Part - III) (Semester - V) Examination, Nov. - 2013

RESEARCH METHODOLOGY

Sub. Code : 43957

Day and Date : Saturday, 23 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you mean by research? Explain the various types of research. [14]

OR

Define sampling. Discuss the types of sample design.

Q2) Write short answers (any two) :

[2 × 8 = 16]

- What do you understand by observation? Discuss its various types of observation.
- What is analysis? Explain the methods of data analysis.
- Describe layout of Research reports.
- Explain the steps in research design.

Q3) Write short note (any two) :

[2 × 5 = 10]

- Sources of secondary data.
- Types of table.
- Techniques of interpretation.
- Uses of computer in research.





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, Nov. - 2013
RESEARCH METHODOLOGY
Sub. Code : 43957

Day and Date : Saturday, 23 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you mean by research? Explain the various types of research. [14]

OR

Define sampling. Discuss the types of sample design.

Q2) Write short answers (any two) :

[2 × 8 = 16]

- a) What do you understand by observation? Discuss its various types of observation.
- b) What is analysis? Explain the methods of data analysis.
- c) Describe layout of Research reports.
- d) Explain the steps in research design.

Q3) Write short note (any two) :

[2 × 5 = 10]

- a) Sources of secondary data.
- b) Types of table.
- c) Techniques of interpretation.
- d) Uses of computer in research.





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, March - 2014
FUNDAMENTALS OF BUSINESS LAWS AND TAX LAWS
(Paper - I)
Sub. Code : 43951

Day and Date : Tuesday, 25 - 03 - 2014
Time : 3.00 p.m. to 5.00 p.m.

Total Marks : 40

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

Q1) Define 'Consideration', Why is it essential in a contract? What are the rules regarding consideration? Is there any exception to it? [14]

OR

Define Contract of sale of goods; and distinguish between sale and agreement to sell.

Q2) Write short answers (any - two) [16]

- a) What is Law? Discuss various sources of Business Law.
- b) What are the various ways in which a contract may be discharged?
- c) Distinguish between condition and warranty in a contract of sale of goods.

Q3) Write short notes on (any - two) [10]

- a) Unpaid seller.
- b) Classification of Taxes.
- c) Remedies for breach of contract.
- d) Void agreements.



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BBA (Part - III) (Semester - V) Examination, March - 2014
RECENT TRENDS IN MARKETING(Paper - I)

Sub. Code : 43953

Day and Date :Thursday, 27 - 03 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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



Q1) What do you understand the term customer relationship Management ? Explain the various strategies practised by organizations for building customer relationships. [14]

OR

Explain the concept of Rural Marketing, And discuss the reasons for growth of Rural Market.

Q2) Write short answers (any-two)

[2×8=16]

- a) Explain the different forms of direct marketing programmes.
- b) Explain needs and benefits of MIS.
- c) What is Marketing communication ? Explain the process of Integrated marketing communication
- d) Define rural marketing ? Explain the various Problems in Rural Marketing .

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[2×5=10]

Q3) Write short notes (any-two)

- a) Future medium of communication
- b) Difference between Rural and Urban markets
- c) Marketing Information System
- d) Customer delight.





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, March - 2014
INTERNATIONAL BUSINESS (Paper - I)
Sub. Code : 43954

Day and Date : Friday, 28 - 03 - 2014
Time : 3.00 p.m. to 5.00 p.m.

Total Marks : 40

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

Q1) Critically explain the Ricardian theory of comparative costs. [14]

OR

State the merits and demerits of multinational corporations.

Q2) Write short Answers (any two): [16]

- a) Explain the nature and scope of International Business.
- b) What is the role of International Business in economic development?
- c) State the tariff and non-tariff barriers on International Business.
- d) What is Balance of Payment? Explain the causes of disequilibrium in India's Balance of Payment.

Q3) Write short Notes (any two): [10]

- a) Modern approach of International Business.
- b) Globalization.
- c) UNCTAD.
- d) Import - Export Procedure.



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B.B.A. (Part - III) (Semester - V) Examination, March - 2014
FINANCIAL MANAGEMENT (Paper - I)

Sub. Code : 43955

Day and Date : Saturday, 29 - 03 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you understand by "Finance Functions"? Explain re-curring and non-re-curring finance functions. [14]

OR

You are required to prepare a forecast of working capital requirements from the following data.

| Output:- 10,000 units per annum | |
|---------------------------------|----------------|
| Elements of cost | Rs. (per unit) |
| Raw materials | Rs. 6 |
| Direct labour | + 4 |
| Overheads | 5 |
| Total cost | 15 |
| Profit | + 3 |
| Selling price | Rs.18 |



Raw materials are kept in stock on an average of 1 month.

Work-in-progress is on an average 2 weeks.

Finished goods are in stock on an average 1½ months.

Credit allowed to debtors is 2 months.

Credit allowed by creditors is 1 month.

Lag in payment of wages is 1 week.

P.T.O.

Q2) Write short answers (any two)

- a) What do you mean by financial planning? Write the characteristics of a financial plan.
- b) Explain the profit maximisation objective of financial management.
- c) What is working capital? Write any four factors that determine the quantum of working capital requirements.
- d) What is capitalisation? Explain the concept of over capitalisation and its causes.

Q3) Write short notes (any two):

- a) Operating leverage.
- b) Types of working capital.
- c) Wealth maximisation objective.
- d) Financial leverage.

**[10]**

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B.B.A. (Part - III) (Semester - V) Examination, April - 2014
FOUNDATION OF HUMAN SKILLS
Sub. Code : 43956

Day and Date : Tuesday, 01 - 04 - 2014
Time : 3.00 p.m. to 5.00 p.m.

Total Marks : 40



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

Q1) Discuss the concept of Human skills. Explain the different types of Human skills. **[14]**

OR

Define the term Human values. Discuss the Five Universal Values.

Q2) Write short answers (Any Two) **[16]**

- a) Define learning. Explain the different types of learning.
- b) What are the basic abilities of Human being.
- c) What is self Journey of self Discovery.
- d) Explain the attitude formation process.

Q3) Write short notes (Any - Two) **[10]**

- a) Johari Window.
- b) Learning Process.
- c) Important of values.
- d) Functions of communication.





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, April - 2014

RESEARCH METHODOLOGY (Paper - I)

Sub. Code : 43957

Day and Date : Wednesday, 02 - 04 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) What do you mean by research? Explain significance and different types of research. [14]

OR

What is Report? Explain types of report and steps in writing report.

Q2) Write the answers of following questions (Any Two) : [16]

- a) What is sampling? Write characteristics of good sample design.
- b) What do you mean by data analysis? Explain the methods of data analysis.
- c) Explain the role of computer in research.
- d) Define data. Explain different types of data.

Q3) Write short notes on (Any Two) : [10]

- a) Sources of secondary data
- b) Bar Diagram
- c) Random Sampling





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B.B.A. (Part - III) (Semester - V) Examination, November - 2014
FUNDAMENTALS OF BUSINESS LAWS & TAX LAWS (Paper - I)

Sub. Code : 43951

Day and Date : Friday, 07 - 11 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) Define the term discharge of contract and state in brief various modes of discharge of contract. [14]

OR

Define and distinguish between sale and an agreement to sell.

Q2) Write short answers (Any Two) [16]

- a) State the classification of courts in India.
- b) What is Tender performance ? What constitutes a legal tender as to performance.
- c) Explain the rule "Caveat Emptor" and give the exceptions to this rule.

Q3) Write short notes on (Any Two) [10]

- a) Free consent
- b) Types of delivery of goods
- c) Joint promises and their performance
- d) Sources of Government revenue



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B.B.A. (Part - III) (Semester - V) Examination, November - 2014
PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code: 43952

Day and Date : Saturday, 8-11-2014

Time : 3.00 p.m. to 5.00 p.m.

Instructions : 1) All the questions are compulsory.

2) Figures to the right indicate full marks.



Total Marks : 40

Q1) Explain the contribution of Henri Fayol's Functional Approach to Management. [14]

OR

What is Organizational Environment? Explain the internal and external environment.

Q2) Write short answers (any two) :

[2 × 8 = 16]

- Explain focused strategy.
- What is MBO? Discuss the process of MBO.
- Applicability of SWOT analysis (SWOT analysis process).
- Explain the different types of skills needed by manager in future.

Q3) Write short notes (any two) :

[2 × 5 = 10]

- System approach.
- Differentiation.
- Cost of leadership.
- Evolving new managerial system.



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B.B.A. (Part - III) (Semester - V) Examination, November - 2014

RECENT TRENDS IN MARKETING (Paper - I)

Sub. Code : 43953

Day and Date : Monday, 10 - 11 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

Instructions : 1) All questions are compulsory.

2) Figures to the right indicate full marks.



Q1) What is rural marketing? Explain the reasons for growth of rural markets. [14]

OR

Marketing information system is the backbone of decision making for marketing manager - discuss.

Q2) Write short answers (any two) : [16]

- Explain in short the future medium of communications in marketing.
- Explain the various problems in rural marketing.
- Define CRM and enumerate the nature of CRM.
- Elaborate in detail the components of promotion mix.

Q3) Write short notes (any two) : [10]

- Customer Dissatisfaction
- Customer Delight
- e-CRM
- Marketing Intelligence



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B.B.A. (Part - III) (Semester - V) Examination, November - 2014
INTERNATIONAL BUSINESS (Paper - I)

Sub. Code : 43954

Day and Date : Tuesday, 11 - 11 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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



Q1) Explain the nature of International Business? And why do business firm of a country go to other countries give with suitable examples. [14]

OR

Explain the different modes of entry to International Business.

Q2) Write short answer (Any Two) : [2 × 8 = 16]

- a) What is International Business Environment? Explain the forces of International Business Environment.
- b) What is multinational corporation? Explain the types of multinational corporation.
- c) Explain the role played by the International Finance Corporation (IFC) & International Development Association (IDA).
- d) Explain the Role of International Business in Economic development.

Q3) Write short notes (Any Two) : [2 × 5 = 10]

- a) Balance of payment.
- b) Tariff barriers.
- c) Theory of Absolute Differences in costs by Adam Smith.
- d) Neo - classical Approach.

Q2) Write Short Answers (any two)

[16]

- a) Define Financial Planning and explain characteristics of Financial Planning.
- b) Explain the determinants of Working Capital
- c) Explain the objectives of Financial Management.
- d) Define Financial Leverage and explain the significance of Financial Leverage.

Q3) Write Short Notes (any two):

[10]

- a) Modern Approaches towards Finance Function.
- b) Overcapitalization and Undercapitalization.
- c) Importance of adequate Working Capital.
- d) Operating Leverage.



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B.B.A. (Part-III) (Semester - V) Examination, November - 2014
FOUNDATION OF HUMAN SKILLS (Paper - I)
Sub. Code : 43956

Day and Date : Thursday, 13 - 11 - 2014

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) Give an introduction to human skills: Explain different basic abilities of human being with suitable examples. [14]

OR

Define the term Human Values. Explain the five universal values.

Q2) Write short answers (Any Two) [2×8=16]

- a) Explain the various types of Human skills.
- b) What do you mean by attitude? Explain attitude formation process.
- c) How self and others can be understood through Johari Window?
- d) What is Learning? Explain different sources of learning.

Q3) Write short notes (Any Two) [2×5=10]

- a) Importance of Human skills.
- b) Principles of learning.
- c) Oral communication.
- d) The sources of values.



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B.B.A. (Part - III) (Semester - V) Examination, November - 2014

RESEARCH METHODOLOGY (Paper - I)

Sub. Code : 43957

Day and Date : Friday, 14 - 11 - 2014

Total Marks : 40

Time : 3. 00 p.m. to 5.00 p.m.

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

Q1) What is Research Design? Explain the various steps in research design. [14]

OR

What do you mean by primary data and secondary data? Explain different methods used for data collection.

Q2) Write the answers of following questions (Any Two) : [16]

- a) Explain the different methods used for data analysis.
- b) What is Sampling? Explain any two sampling techniques.
- c) Explain the role of computer in research.
- d) Write the characteristics of good sample design.

Q3) Write short notes on (Any Two) :

- a) Types of Research.
- b) Research Report.
- c) Pie - Chart.
- d) Data Analysis.



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B.B.A (Part - III) (Semester - V) Examination, October - 2015
FUNDAMENTALS OF BUSINESS LAW & TAX LAWS (Paper - I)
Sub. Code : 43951

Day and Date : Monday, 26 - 10 - 2015

Total Marks : 40

Time : 12.00 noon.to 2.00 p.m.

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

Q1) "No one can give a better title to the goods than what he himself has". Comment on this statement and give exceptions to this rule as per the sale of Goods Act 1930? [14]

OR

Who is competent to enter into contract? Discuss the Law relating to minors contract.

Q2) Write short answers (Any two) [16]

- a) What are the Tax laws applicable to business?
- b) What is meant by supervening impossibility?
- c) Distinguish between a sale and an agreement to sell.

Q3) Write short notes on (Any two). [10]

- a) Justice Delivery system in India.
- b) Consent and free consent.
- c) Performance of contract of sale.
- d) Characteristics of consideration.



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B.B.A (Part - III) (Semester - V) Examination, October - 2015
PRACTICES IN MODERN MANAGEMENT (Paper - I) ✓
Sub. Code : 43952

Day and Date : Tuesday, 27 - 10 - 2015

Total Marks : 40

Time : 12.00 noon to 2.00 p.m.

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

Q1) Explain in brief the classical approach towards management. Discuss the contribution of F. W. Taylor's Scientific Approach to Management. [14]

OR

What is Organizational Environment? Explain the internal and external environment.

Q2) Write short answers (any two) [2 × 8 = 16]

- a) Explain focused strategy.
- b) Discuss the Cost of leadership
- c) Explain the different types of skills needed by manager in future.
- d) Discuss the future managerial tasks.

Q3) Write short notes (any two).

- a) SWOT analysis
- b) Process of MBO
- c) Differentiation
- d) Evolving new managerial system.

[2 × 5 = 10]



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B.B.A (Part - III) (Semester - V) Examination, October - 2015
RECENT TRENDS IN MARKETING (Paper - I)
Sub. Code : 43953

Day and Date : Wednesday, 28 - 10 - 2015

Total Marks : 40

Time :-12.00 noon.to 2.00 p.m.

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

Q1) What is the meaning of Marketing communication? Explain in detail the Integrated Marketing Communication process? [14]

OR

Explain the Customer strategy to build customer relationship?

Q2) Write short answers (Any two) [16]

- a) What are the different elements of Marketing Information System?
- b) Explain the concept e-CRM?
- c) Enumerate the problems in Rural marketing?
- d) What do you mean by Customer delight?

Q3) Write short notes (Any two). [10]

- a) Reasons for growth of Rural marketing
- b) Need for MIS
- c) Targeting in Rural markets
- d) Future medium of communication - WEB and Internet

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B.B.A. (Part - III) (Semester - V) Examination, October - 2015
INTERNATIONAL BUSINESS (Paper - I)
Sub. Code : 43954

Day and Date : Thursday, 29 - 10 - 2015

Total Marks : 40

Time : 12.00 noon to 2.00 p.m.

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

Q1) Explain the meaning, dimensions and stages of globalisation. [14]

OR

What is a Multinational corporation? Explain merits and demerits of multinational corporations.

Q2) Write short answers (any two) [16]

- a) Explain the importance of international business.
- b) Discuss the role of international business in economic development.
- c) Explain the various factors affecting decision for international business.
- d) Define the term 'balance of payments'. Distinguish the term balance of payments from balance of trade.

Q3) Write short notes (any two).

- a) Types of international business.
- b) Ricardian theory of comparative costs.
- c) Tariff and non-tariff barriers.
- d) India's export and import policy



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B.B.A. (Part - III) (Semester - V) Examination, October - 2015
FINANCIAL MANAGEMENT (Paper - I)
Sub. Code : 43955

Day and Date : Friday, 30 - 10 - 2015

Total Marks : 40

Time : 12.00 noon to 2.00 p.m.

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

Q1) What do you understand by Financial Management? Explain the core objectives of financial management. [14]

OR

From the following information, you are required to forecast working capital requirement:-

| Particulars | Figures for the year (Rs.) |
|---|----------------------------|
| 1] Lag in payment of :- | |
| a) Wages (1.5 weeks) | 5,20,000 |
| b) Stores and materials (1.5 months) | 96,000 |
| c) Office staff salary (Half month) | 1,24,000 |
| d) Rent (6 months) | 20,000 |
| e) Office Expenses (1.5 months) | 96,000 |
| f) Manager salary (Half month) | 9,600 |
| 2] Average amount locked up in:- | |
| a) Stock of finished goods | 10,000 |
| b) Stock of stores material | 16,000 |
| 3] Advance payments (paid quarterly in advance) | 16,000 |
| 4] Period of credit given for:- | |
| a) Domestic sales (6 weeks) | 6,24,000 |
| b) Foreign sales (1.5 weeks) | 1,56,000 |

Q2) Write short answers (Any two)

- a) Explain the re-curring finance functions.
- b) Explain the concept of networking capital and the types of working capital.
- c) State and explain the causes of overcapitalisation.
- d) What is financial plan? Explain the types of financial plan.

Q3) Write short notes (Any two)

[10]

- a) Non-recurring finance functions.
- b) Financial leverage
- c) Under capitalisation.
- d) Determinants of working capital requirement.

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B.B.A. (Part - III) (Semester - V) Examination, October - 2015
FOUNDATION OF HUMAN SKILLS (Paper - I)
Sub. Code : 43956

Day and Date : Saturday, 31 - 10 - 2015

Total Marks : 40

Time : 12.00 noon to 02.00 p.m.

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

Q1) How reading, listening and writing skills help to develop individuals and organization? [14]

OR

Explain the importance of Values in Life. Describe the five universal values.

Q2) Write short answers (Any two): [2 × 8 = 16]

- What are basic abilities ? Explain the use of the basic abilities in organizational life.
- Define learning. Explain different types of learning in brief.
- What is an Attitude? Explain an Attitude formation process.
- What are the quadrants of Johri Window?

Q3) Write short notes on (Any two): [2 × 5 = 10]

- Importance of human skills.
- Goal settings to overcome weaknesses.
- Communication.
- Principles of learning.

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B.B.A. (Part - III) (Semester-- V) Examination, November - 2015**RESEARCH METHODOLOGY****Sub. Code : 43957****Day and Date : Monday, 02 - 11 - 2015****Total Marks : 40****Time : 12.00 noon to 02.00 p.m.**

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

Q1) What is research? Explain different types of research. [14]

OR

What do you mean by sampling? Explain different sampling techniques.

Q2) Write answers of following questions (Any two) : [16]

- a) What is report? Explain research report layout?
- b) Explain different graphs used for analysis.
- c) What is data? Explain types of data with example.
- d) What are characteristics of good sample design?

Q3) Write notes on (Any two) : [10]

- a) Research Design
- b) Data collection Tools.
- c) Data Analysis

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Total No. of Pages : 1

B.B.A. (Part - III) (Semester - V) Examination, November- 2016

PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code : 43952

Day and Date : Thursday, 17 - 11 - 2016

Total Marks : 40

Time : 12.00 noon. to 02.00 p.m.

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

Q1) Explain the contribution of Henri Fayol's Functional Approach to Management. [14]

OR

Discuss in brief managerial tasks and skills needed by manager in future.

Q2) Write short answers. (any two) [2 × 8 = 16]

- a) Applicability of SWOT analysis (SWOT analysis process).
- b) Explain in brief the Internal environment
- c) Explain focused strategy.
- d) Discuss the Cost of leadership

Q3) Write short notes. (any two) [2 × 5 = 10]

- a) Discuss the process of MBO
- b) Organizational External environment.
- c) Differentiation
- d) Evolving new managerial system.



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Total No. of Pages : 1

B.B.A. (Part - III) (Semester - V) Examination, November- 2016

RECENT TRENDS IN MARKETING (Paper - I)

Sub. Code : 43953

Day and Date : Saturday, 19 - 11 - 2016

Total Marks : 40

Time : 12.00 p.m. to 02.00 p.m.

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

Q1) What is MIS? Explain component of MIS in detail. [14]

OR

What is rural marketing? Explain problems of rural marketing in detail.

Q2) Write Shorts Answers (Any Two) [16]

- a) What is direct marketing? Explain forms of direct marketing in detail
- b) Define CRM? Explain changing nature of CRM in brief
- c) Explain in detail- Segmenting & Targeting of rural market
- d) What is marketing communication? Explain process of integrated marketing communication in detail.

Q3) Write Short Notes (Any Two) [10]

- a) E-CRM
- b) Benefits of MIS
- c) Customer Delight
- d) Reasons for growth of rural market





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Total No. of Pages : 1

B.B.A (Part - III) (Semester - V) Examination, November -2016

INTERNATIONAL BUSINESS**(Paper -I)****Sub. Code : 43954**

Day and Date : Monday, 21 - 11 - 2016

Total Marks : 40

Time : 12.00 noon. to 02.00 p.m.

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

Q1) What is international business environment? Explain the different factors of international business environment. [14]

OR

What do you mean by trade blocks? what are the advantages and disadvantages of trade blocks?

Q2) Write short answers [16]

- i) Explain the nature and scope of international business
- ii) Explain the role of international business in economic development.
- iii) Discuss the functions and role of IMF in international business.
- iv) What are the merits and demerits of multinational corporations?

Q3) Write a short notes (any two) [10]

- i) International business approaches.
- ii) Globalisation
- iii) WTO
- iv) Balance of payments.





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Total No. of Pages : 2

B.B.A. (Part - III) (Semester - V) Examination, November -2016**FINANCIAL MANAGEMENT (Paper - I)****Sub. Code : 43955**

Day and Date : Tuesday, 22 - 11 - 2016

Total Marks : 40

Time : 12.00 noon to 02.00 p.m.

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

Q1) What is Financial Management? Explain the Traditional approach & Modern approach of financial management. [14]

OR

A proforma cost sheet of a company provides the following particulars.

| Elements of cost | Rs. |
|---------------------------------------|-----|
| Raw Material | 8 |
| Direct Labour | 3 |
| Overheads (Exclusive of Depreciation) | 6 |

Following further information is available.

Selling price - Rs. 20 per unit

Level of activity - 1,04,000 units of output per annum (52 weeks)

Raw material in stock - On an average 4 weeks

Processing time - On an average 2 weeks

Finished goods in stores - On an average 4 weeks

P.T.O.

Credit period :

- a) Customers - On an average 8 weeks
- b) Suppliers of materials - On an average 4 weeks

Lag in payment:

- a) Wages - On an average 1 1/2 weeks
- b) Overhead expenses - On an average 2 weeks

75% of the output is sold on credit basis. Cash in hand at bank is expected to be Rs. 5,000. A time period of 4 weeks is equivalent to a month. You are required to prepare a statement showing the working capital requirement.

Q2) Write short answers (Any two):

[16]

- a) What is Financial planning? Explain the steps in financial planning.
- b) Explain the theories of capitalisation.
- c) Explain the concept of working capital & determinants of working capital.
- d) Explain the profit maximisation & wealth maximisation objectives of financial management.

Q3) Write short notes (Any two) :

[10]

- a) Steps in Financial Planning.
- b) Over capitalisation & its causes.
- c) Types of Working capital.
- d) Financial Leverage.





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Total No. of Pages : 1

B.B.A. (Part - III) (Semester - V) Examination, November - 2016**FOUNDATION OF HUMAN SKILLS (Paper - I)****Sub. Code : 43956****Day and Date : Wednesday, 23 - 11 - 2016****Total Marks : 40****Time : 12.00 noon to 02.00 p.m.**

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

Q1) Give an introduction to Human skills and explain basic abilities of human being with an example. **[14]**

OR

What do you mean by Johari Window? How Johari Window helps in understanding self and others?

Q2) Write Short Answers (Any Two): **[2 x 8 = 16]**

- a) Explain the concept of Attitude. Describe Attitude formation process.
- b) Explain the importance of five universal values.
- c) Define learning. Explain different types of learning.
- d) How you are going prepare yourself before facing an interview?

Q3) Write short notes on (Any Two): **[2 x 5 = 10]**

- a) Reading and writing skills.
- b) Journey of Self Discovery.
- c) Sources of values.
- d) Prepare your own Resume.





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, April - 2017
FUNDAMENTALS OF BUSINESS LAW & TAX LAWS (Paper - I)
Sub. Code : 43951

Day and Date : Thursday, 20 - 04 - 2017

Total Marks : 40

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) Briefly discuss the implied conditions and warranties in a contract of sale? [14]

OR

What remedies are available to an aggrieved party on the breach of contract?

Q2) Write short answers (any two) : [16]

- a) When may a contract discharged by operation of law?
- b) What are the various sources of Business - laws?
- c) What are the essential elements of contract of sale?

Q3) Write short notes on (any two) : [10]

- a) Classification of taxes
- b) Types of consideration.
- c) Unpaid sellers Right of Lien
- d) Unlaw ful object and unlaw ful consideration





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - V) Examination, April - 2017

RECENT TRENDS IN MARKETING (Paper - I)

Sub. Code : 43953

Day and Date : Saturday, 22 - 04 - 2017

Total Marks : 40

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) What is Direct Marketing? Explain forms of Direct Marketing in detail.[14]

OR

Explain in detail - Segmenting & Targeting of rural market.

Q2) Write Short Answers (Any Two) : [16]

- a) What is MIS? Explain Component of MIS in detail.
- b) Explain in detail process of integrated marketing communication.
- c) Explain in detail problems in rural marketing.
- d) What is CRM? Explain customer dissatisfaction & delight in brief.

Q3) Write Short Notes (Any Two) : [10]

- a) Component of MIS
- b) Characteristics of rural marketing
- c) Marketing Communication mix
- d) Customer relation





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B.B.A. (Part - III) (Semester - V) Examination, April - 2017
INTERNATIONAL BUSINESS (Paper - I)
Sub. Code : 43954

Day and Date : Monday, 24 - 04 - 2017

Total Marks : 40

Time : 03.00 p.m to 05.00 p.m.

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

Q1) What is globalisation? Discuss the advantages and disadvantages of globalisation. [14]

OR

Give the arguments for and against multinational corporations.

Q2) Write short answers (any two) : [16]

- a) What do you mean by international business? Explain the importance of international business.
- b) Bring out the challenges of international business.
- c) What are the advantages and disadvantages of trade blocks?
- d) Discuss the factors causing disequilibrium in the balance of payments.

Q3) Write short notes (any two) : [10]

- a) Types of international business
- b) Comparative cost theory
- c) Non-tariff barriers
- d) Custom and tariff barriers

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Total No. of Pages : 1



B.B.A. (Part - III) (Semester - VI) Examination, 2013
FUNDAMENTALS OF BUSINESS LAWS AND TAX LAWS
(Paper - II)

Sub. Code : 43961

Day and Date :

Total Marks : 40

Time :

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

Q1) What are the various meanings of Company? Discuss in detail the importance and content of statutory report. [14]

OR

Define 'Bill of exchange.' Discuss the characteristics of it; and distinguish between Bill of Exchange and promissory Note.

Q2) Write short answers (any Two) [16]

- a) Features of Negotable Instruments.
- b) Grounds for the compulsory winding up of a company.
- c) State the composition and jurisdiction of National commission.

Q3) Write short notes on (any Two) [10]

- a) Crossing of cheque.
- b) Removal of directors.
- c) Unfair Trade Practice.
- d) Trade marks.

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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - VI) Examination, 2013
PRACTICES IN MODERN MANAGEMENT (Paper - II)
Sub. Code : 43962

Day and Date :

Total Marks : 40

Time : 3:00 p.m. to 6:00 p.m.

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

Q1) What do you mean by Time management? Discuss the Importance and Techniques of Time Management. [14]

OR

What do you mean by Disaster? Discuss in detail different types of Disaster.

Q2) Write short answers (any Two) [2 × 8 = 16]

- a) ABC Company is engaged in organizing events on a regular basis. It organizes small, medium and large size events. You are recently recruited by ABC Company as an event manager. The company has accepted contract of organizing 'Annual General Meeting' of XYZ Company located at Kolhapur. In this regard you are required to answer the following (you may assume imaginary, figures, wherever necessary)
- i) What would be the potential revenue and expenses for organizing the above 'Annual General Meeting'?
 - ii) How you will organize other matters related to this meeting?
- b) Discuss the areas of Social Responsibility of Business.
- c) Discuss the causes of Stress.
- d) Define strategic management. Explain in brief the scope of strategic management.

Q3) Write short notes (any Two) [2 × 5 = 10]

- a) The Ethical issues in business?
- b) Importance of event management.
- c) Management of stress.
- d) Nature of strategic management.



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B.B.A. (Part - III) (Semester - VI) Examination, 2013

RECENT TRENDS IN MARKETING (Paper - II)

Sub. Code : 43963

Day and Date :

Total Marks : 40

Time : 3:00 p.m. to 6:00 p.m.

- Instructions :**
- 1) All the questions are Compulsory.
 - 2) Figure to the right indicates full marks.

Q1) What is Global marketing? Explain the alternative market entry strategies for global marketers. [14]

OR

What do you understand online marketing? Explain the merits and demerits of online marketing.

Q2) Write short answers (any Two) [8 × 2 = 16]

- a) Define retailers. Explain the types of retailers.
- b) Explain in detail Ethics in marketing.
- c) Discuss the retailing scene in India.
- d) Discuss the emotional and Experiential marketing.

Q3) Write short notes (any Two) [5 × 2 = 10]

- a) Difference between domestic and global marketing.
- b) Online marketing domains.
- c) Consumerisms.
- d) Retail Management Activities.





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Total No. of Pages : 1

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BBA (Part - III) (Semester - VI) Examination, 2013

INTERNATIONAL BUSINESS (Paper - II)

Sub. Code : 43964

Day and Date :

Total Marks : 40

Time : 3:00 p.m. to 6:00 p.m.

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

Q1) What do you understand the International capital movement? Explain classification and the role of International capital movement. **[14]**

OR

What is trade blocks and business centres? Explain the objectives and organisational structure of SAARC.

Q2) Write short answers (any Two) **[2 × 8 = 16]**

- a) Explain country risk analysis of India with respect to political.
- b) Discuss the competitive advantages in textile industry.
- c) What is NAFTA? Explain the objectives and benefits of NAFTA.
- d) What is ECGC? And explain the role of ECGC.

Q3) Write short notes (any Two) **[2 × 5 = 10]**

- a) Risk in International operation.
- b) FEMA
- c) IT Industry
- d) Functions of EEC.

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B.B.A. (Part - III) (Semester - VI) Examination, 2013

FINANCIAL MANAGEMENT (Paper - II)

Sub.Code : 43965

Day and Date :

Total Marks : 40

Time :

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



Q1) Write Broad Answer Question (1 out of 2)

[14]

- a) 'X' Ltd. is considering the purchase of a new machine. Two alternative are available having cost price Rs. 200,000 (two Lakhs) each. The following inflows are expected during the five years. Life of both the machines is 5 years.

| Year | Machine 'A' (Rs.) | Machine 'B' (Rs.) |
|----------------------|-------------------|-------------------|
| 1 st year | 20,000 | 60,000 |
| 2 nd year | 60,000 | 80,000 |
| 3 rd year | 80,000 | 1,00,000 |

The company is expecting 10% return on its Capital. The net present value of Rs. 1 at 10% are as under.

| Year | I st year | II nd year | III rd year | IV th year | V th year |
|-----------------------------|----------------------|-----------------------|------------------------|-----------------------|----------------------|
| P.V. factor @ 10 % Discount | 0.909 | 0.826 | 0.751 | 0.683 | 0.620 |

You are required to appraise the proposals on the basis of :

- 1) Pay-back period method.
- 2) Average Rate of Return method.
- 3) Net Present Value method.

OR

P.T.O.

- b) What do you understand by analysis and interpretation of financial statement? Explain the Importance of Ratio Analysis.

Q2) Write Short Answer [2 out of 4]

[20]

- a) The following is the Balance sheet of a limited Company on 31st March, 2013

| Liabilities | Amt (Rs) | Assets | Amt (Rs) |
|---------------------|----------|---------------------|----------|
| Share Capital | 2,00,000 | Land and Building | 1,40,000 |
| Profit and loss A/C | 30,000 | Plant and Machinery | 3,50,000 |
| General Reserve | 40,000 | Stock.in-Trade | 2,00,000 |
| 12 % Debentures | 4,20,000 | Sundry Debtors | 1,00,000 |
| Sundry Creditors | 1,00,000 | Bills Receivable | 10,000 |
| Bills Payable | 50,000 | Cash at Bank | 40,000 |
| | 8,40,000 | | 8,40,000 |

Calculate:- (i) Current Ratio (ii) Quick Ratio (iii) Inventory to working capital (iv) Debt to Equity Ratio (v) Proprietary Ratio.

- b) ABC Ltd. has the following Capital structure

| | |
|--------------------------------|---------------|
| Equity (Expected dividend 12%) | Rs. 10,00,000 |
| 10% Preference shares | Rs. 5,00,000 |
| 8% Loan | Rs. 15,00,000 |

You are required to calculate the weighted average cost of Capital, assuming 50% as the rate of income tax, before and after Tax.

- c) State the significance of financial analysis. What is its purpose.
d) What is mean by Capital structure? Explain the factors to be considered while framing Capital structure.

Q3) Write Short Answer (2 out of 4) :

[10]

- a) Techniques of evaluation of Capital budgeting.
b) Tools of financial Analysis.
c) Importance of cost of Capital.
d) Usefulness of financial statements.



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BBA (Part - III) (Semester - VI) Examination, 2013

FOUNDATION OF HUMAN SKILLS (Paper - II)

Sub. Code : 43966

Day and Date :

Total Marks : 40

Time :

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

Q1) Why there is a need to develop new managerial skills? Explain the different new skills in management. [14]

OR

What is personality? What are its stages of development according to Erickson?

[14]

Q2) Write short answers (any Two) [16]

- a) Explain Carl Jung's 'Introvert' and 'Extrovert' Theory of personality.
- b) Explain the methods used to develop decision making skills.
- c) What is career? Discuss the career Development stages.
- d) What are career options in Management after BBA?

Q3) Write short notes (any Two) [10]

- a) Causes of stress.
- b) Locus of control.
- c) Interpersonal skills.
- d) Basic career Anchors.



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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - VI) Examination, Nov. - 2013
FUNDAMENTALS OF BUSINESS LAW & TAX LAW (Paper - II)
Sub. Code: 43961

Day and Date : Thursday, 7 - 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.

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



Q1) Define company and state its prominent features.

[14]

OR

Define and distinguish between cheque and Bill of Exchange.

Q2) Write short answers (any two) :

[16]

- State the provisions of consumer protection Act 1986 relating to composition, Jurisdiction and working of district-forum.
- Explain the provisions of Appointment and Removal of director under companies Act 1956.
- What is an Endorsement? Discuss different kinds of endorsement.

Q3) Write short notes (any Two) :

[10]

- Shareholders meetings
- Types of crossing of cheque
- Nature of Right to Information Act 2005.
- Trade mark as Intellectual property Right.

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BBA (Part - III) (Semester - VI) Examination, Nov. - 2013
INTERNATIONAL BUSINESS (Paper - II)
Sub. Code : 43964

Day and Date : Monday, 11- 11 - 2013

Total Marks : 40

Time : 3.00 p.m. to 5.00 p.m.



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

Q1) What is economic Trade Blocks and Business centres? Explain the objectives and organisational structure of SAARC. [14]

OR

What are the risks in International operations? Explain the techniques of risk management.

Q2) Write short answers (any two) : [16]

- a) Explain the functions performed by Export promotion council.
- b) Discuss the factors affecting International Investment.
- c) Discuss the competitive advantage in Textile industry.
- d) What is ECGC? Explain the role of ECGC in international business.

Q3) Write short notes (any two) : [10]

- a) FEMA
- b) Gem and Jewellery Industry.
- c) Country risk analysis of India in respect to political and social
- d) Working of BRICS.



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B.B.A. (Part - III) (Semester - VI) Examination, Nov. - 2013
FINANCIAL MANAGEMENT (Paper - II)

Sub. Code : 43965

Day and Date : Tuesday, 12 - 11 - 2013

Time : 3.00 p.m. to 5.00 p.m.

Total Marks : 40

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



- Q1) Kiran Industries Jaysingpur considering the purchase of machinery. Three alternatives are available, LML, Tata and P & G, costing Rs.200000, 300000 and Rs.400000 respectively. The life of all the models is 4 years. Expected earnings from the machines after tax but before depreciation are as below :

| Model / Year | 2013 - 14 | 2014 - 15 | 2015 - 16 | 2016 - 17 |
|--------------|-----------|-----------|-----------|-----------|
| LML | 60000 | 80000 | 100000 | 60000 |
| Tata | 30000 | 90000 | 120000 | 180000 |
| P & G | 80000 | 140000 | 180000 | 180000 |

Find out which model is more profitable according to Net Present Value Method. The present value of Re. 1 considering discounting factor at 10% is - [14]

| Year | 2013 - 14 | 2014 - 15 | 2015 - 16 | 2016 - 17 |
|---------------|-----------|-----------|-----------|-----------|
| Present Value | 0.909 | 0.826 | 0.751 | 0.683 |

OR

What do you mean by Ratio Analysis? What is the significance of Ratio Analysis? Explain different types of Ratios. [14]

P.T.O.



Q2) Write short answers (any two) :

[6]

a) Jaysingpur Ltd, presents you the following information -

Balance Sheet as on 31/3/2013

| Liabilities | Rs. | Assets | Rs. |
|----------------------|---------|----------------|---------|
| Equity Share Capital | 600000 | Fixed Assets | 870000 |
| Reserves and Surplus | 400000 | Investments | 80000 |
| 6% Debentures | 200000 | Current Assets | |
| Sundry Creditors | 300000 | Sundry Debtors | 130000 |
| Bank Overdraft | 200000 | Stock | 300000 |
| | | Bank | 250000 |
| | | Cash | 70000 |
| | 1700000 | | 1700000 |

You are required to calculate the following ratios -

1. Current Ratio,
2. Quick Ratio,
3. Debt Equity Ratio,
4. Inventory working Capital Ratio

b) A company has the following capita structure. Find out the weighted average cost of capital.

| Particulars | Book Value | Cost (after tax) |
|--------------------------|------------|------------------|
| Equity Share Capital | 250000 | 12% |
| Retained Earnings | 100000 | 8% |
| Preference Share Capital | 100000 | 5% |
| Debentures | 200000 | 5% |
| Total | 650000 | |

- c) Explain in brief Capital Structure theories.
- d) Define capital budgeting and explain the importance of capital budgeting.

Q3) Write short notes (any two) :

[10]

- a) Pay back method.
- b) Importance of trend analysis.
- c) Net income approach.
- d) Usefulness of financial statements.

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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - VI) Examination, March - 2014
FUNDAMENTALS OF BUSINESS LAWS & TAX LAWS
(Paper - II)
Sub. Code : 43961

Day and Date : Sunday, 23 - 03 - 2014
Time : 12.00 noon to 2.00 p.m.

Total Marks : 40

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

Q1) Define and distinguish between private and public company. [14]

OR

Define Promissory Note. State its specimen and essential features.

Q2) Write short answers (any Two) [16]

- a) Explain the provisions of state commission as machinery for settlement of consumer dispute.**
- b) Discuss in detail the various clauses of memorandum of Association.**
- c) State the scope of Right to Information Act 2005.**

Q3) Write short notes (any Two) [10]

- a) Types of Share Capital.**
- b) Characteristics of Negotiable Instrument.**
- c) Copy Right as Intellectual Property Right.**
- d) Complaint and Complainant.**





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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester - VI) Examination, March - 2014
PRACTICES IN MODERN MANAGEMENT

Sub. Code : 43962

Day and Date : Tuesday, 18 - 03 - 2014

Total Marks : 40

Time : 12.00 noon to 2.00 p.m.

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

Q1) Discuss the concept Event Management and explain Types of Events. [14]

OR

Define the term strategic management. Explain meaning nature, scope and importance of strategic management.

Q2) Write short answers (any two): [16]

- a) What do you mean by Business Ethics?
- b) What are the techniques of Time Management?
- c) What is stress management? Give causes of stress.
- d) Discuss the concept Social Responsibility.

Q3) Write short notes (any two): [10]

- a) Areas of Social Responsibility.
- b) Ethical Issues in Business.
- c) Importance of Time Management.
- d) Managing Disaster.

EEE



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Total No. of Pages : 1

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B.B.A. (Part-III) (Semester-VI) Examination, March - 2014
INTERNATIONAL BUSINESS-II (Paper-II)
Sub. Code : 43964

Day and Date : Thursday, 20-03-2014
Time : 12.00 noon to 2.00 p.m.

Total Marks : 40

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

Q1) What are trade blocks? Explain the working of SAARC. [14]

OR

Discuss the progress and problems of Sugar Industry in India.

Q2) Write short answers (Any Two): [16]

- a) Explain the risks involved in political and social perspective.
- b) Discuss the role of International Capital movement.
- c) State the objectives and advantages of NAFTA.

Q3) Write short notes (Any Two): [10]

- a) Role of ECGC.
- b) IT Industry.
- c) FEMA.
- d) Means of payment in Foreign Trade.



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B.B.A. (Part-III) (Semester-VI) Examination, March - 2014
FINANCIAL MANAGEMENT (Paper-II)
Sub. Code : 43965

Day and Date : Friday, 21-03-2014
 Time : 12.00 noon to 2.00 p.m.

Total Marks : 40

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

Q1) ABC Company is considering to purchase a machine. Two machines, each costing Rs. 40,000 are available. Earnings after taxation but before charging depreciation are: [14]

| Year | Cash flows | |
|------|-------------|-------------|
| | Machine 'X' | Machine 'Y' |
| | Rs. | Rs. |
| 1 | 12,000 | 8,000 |
| 2 | 18,000 | 16,000 |
| 3 | 20,000 | 24,000 |
| 4 | 15,000 | 18,000 |
| 5 | 10,000 | 14,000 |



Evaluate two alternatives according to:

- a) Payback period method.
- b) Net present value method using 10% discounting factor.
- c) Profitability index method.

Present value of Re. 1 at 10% discounting factor is given below:

| Year | 1 | 2 | 3 | 4 | 5 |
|--------------|-------|-------|-------|-------|-------|
| p.v of Re. 1 | 0.909 | 0.826 | 0.751 | 0.683 | 0.621 |

OR

What is Ratio Analysis? Write and explain any two ratios with their formulae. Write the drawbacks of ratio analysis. [14]

P.T.O.

Q2) Answer any Two of the following:

a) The following information is supplied to you

| Particulars | Rs. |
|--------------------------|-----------|
| Cash | 2,10,000 |
| Debtors | 3,30,000 |
| Stock | 12,30,000 |
| Plant & equipment | 16,95,000 |
| Total assets | 34,65,000 |
| Sundry creditors | 9,00,000 |
| 8% debentures | 5,00,000 |
| Equity share capital | 11,00,000 |
| Retained earnings | 9,65,000 |
| Total liabilities | 34,65,000 |
| Sales | 56,00,000 |
| Cost of goods sold | 40,00,000 |
| Other operating expenses | 8,00,000 |
| Interest expenses | 40,000 |
| Income taxes | 2,66,000 |
| Dividends | 1,00,000 |

Calculate:

- i) Current Ratio
 - ii) Acid Test Ratio.
 - iii) Debt Equity Ratio.
 - iv) Stock Turnover Ratio.
- b) The ABC Company has the following specific cost of capital along with the indicated book and market value weights.

| Type of capital | Cost | Book value weights | Market value weights |
|-------------------|------|--------------------|----------------------|
| Equity shares | 0.18 | 0.50 | 0.58 |
| Preference shares | 0.15 | 0.20 | 0.17 |
| Long term debt | 0.07 | 0.30 | 0.25 |
| | | 1.00 | 1.00 |

Calculate the weighted cost of capital, using book and market value weights.

- c) What is capital structure? Explain net operating income approach.
- d) What is cost of capital? Explain in brief specific cost of capital with illustration.

Q3) Write short notes (Any Two):

[10]

- a) Commonsize Statements.
- b) Internal Rate of Return Method.
- c) Trend Analysis.
- d) Profitability Ratios.

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Total No. of Pages : 1

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B.B.A. (Part - III) (Semester -VI) Examination, March - 2014
FOUNDATION OF HUMAN SKILLS(Paper - II)
Sub. Code : 43966

Day and Date : Saturday, 22 - 03 - 2014
Time : 12.00 noon to 2.00 p.m.

Total Marks : 40

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

Q1) Define personality. Discuss Erickson's Eight life stages of personality development. [14]

OR

What is Interpersonal skills? Explain methods used to develop interpersonal skills.

Q2) Write short Answers (any two): [16]

- a) Explain Emotional Intelligence (E.Q.).
- b) What is conflict management?
- c) Discuss methods used to develop Decision-making skills.
- d) Explain Jung's Personality Theory

Q3) Write short notes (any two): [10]

- a) Leadership skills.
- b) Creative styles.
- c) Locus of control.
- d) Career stages model.

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Total No. of Pages :3

BBA (Part - III) (Semester - VI) Examination, April - 2015
FINANCIAL MANAGEMENT (Paper - II)
Sub. Code : 43965

Day and Date : Friday, 10 - 04 - 2015
Time :12.00 noon. to 02.00 p.m.

Total Marks : 40

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

Q1) A company is considering the purchase of machine costing Rs. 1,00,000. Earnings after taxation are expected to be as under.

| Year | Earnings after taxation |
|------|-------------------------|
| 1 | Rs. 30,000 |
| 2 | Rs. 40,000 |
| 3 | Rs. 50,000 |
| 4 | Rs. 30,000 |
| 5 | Rs. 20,000 |



- Calculate:- 1) Pay back period 2) Net present value
3) Profitability index

You are asked to findout Net present value, and Profitability index using 10% discounting factor.

Present value of Re.1 at 10% discounting factor is as shown below:

| Year→ | 1 | 2 | 3 | 4 | 5 |
|-----------------|-------|-------|-------|-------|-------|
| Present value → | 0.909 | 0.826 | 0.751 | 0.683 | 0.621 |

[14]

OR

What do you understand by financial statement analysis? Explain any four ratios with their formulaes and significance.

Q2) Answer any two of the following:

[16]

- a) What is meant by capital structure? Write any three factors to be considered while framing capital structure.

P.T.O.

- b) What is meant by cost of capital? Write the importance of cost of capital.
- c) Following information is provided to you:

| Particulars | Amt. |
|-----------------------------|---------------|
| Cash | 1,70,000 |
| Debtors | 2,74,000 |
| Stock | 9,00,000 |
| Fixed assets | 10,00,000 |
| Total Assets | 23,44,000 |
| Current liabilities | 5,00,000 |
| Longterm loans | 8,00,000 |
| Equity share capital | 8,00,000 |
| Retained Earnings | 2,44,000 |
| Total Capital & Liabilities | 23,44,000 |
| Sales | Rs. 24,00,000 |

You are required to calculate:-

- i) Current Ratio.
 - ii) Acid Test Ratio.
 - iii) Stock Turnover Ratio.
 - iv) Assets Turnover Ratio.
- d) From the following information, determine the appropriate weighted average cost of capital, relevant for evaluating longterm investment project of the company.

| | |
|------------------------------------|-----|
| Cost of Equity | 12% |
| After tax cost of long term debt | 7% |
| After tax cost of short term loans | 4% |

| Sources of capital | Book value | Market value |
|-------------------------|------------|--------------|
| | Rs. | Rs. |
| Equity Capital | 5,00,000 | 7,50,000 |
| Long term debt capital | 4,00,000 | 3,75,000 |
| Short term debt capital | 1,00,000 | 1,00,000 |
| | 10,00,000 | 12,25,000 |

Q3) Write short notes (any two):

[10]

- a) Accounting Rate of Return method.
- b) Common size statements.
- c) Internal Rate of Return method.
- d) Limitations of Ratio analysis.



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B.B.A. (Part - III) (Semester - VI) Examination, April - 2015
FUNDAMENTALS OF BUSINESS LAWS AND TAX LAWS (Paper - II)
Sub. Code : 43961

Day and Date : Monday, 06 - 04 - 2015
 Time : 12.00 noon. to 02.00 p.m.

Total Marks : 40

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

Q1) Define company and state the various characteristics of company. [14]

OR

What is 'Negotiable Instrument?' What are the characteristics of Negotiable Instruments? Distinguish between Cheque and Bill of exchange.

Q2) Write short answers (any two): [16]

- Explain the term 'Consumer', consumer dispute and complaint.
- Define 'Endorsement' and state various kinds of Endorsement.
- State various clauses of Memorandum of Association.

Q3) Write short notes on (any two): [10]

- Nature and scope of Right to Information Act.
- Crossing of cheque.
- Types of share capital
- District forum



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B.B.A. (Part - III) (Semester - VI) Examination, April - 2015
FUNDAMENTALS OF BUSINESS LAWS AND TAX LAWS (Paper - II)
Sub. Code : 43961

Day and Date : Monday, 06 - 04 - 2015
 Time : 12.00 noon. to 02.00 p.m.

Total Marks : 40

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

Q1) Define company and state the various characteristics of company. [14]

OR

What is 'Negotiable Instrument?' What are the characteristics of Negotiable Instruments? Distinguish between Cheque and Bill of exchange.

Q2) Write short answers (any two): [16]

- a) Explain the term 'Consumer', consumer dispute and complaint.
- b) Define 'Endorsement' and state various kinds of Endorsement.
- c) State various clauses of Memorandum of Association.

Q3) Write short notes on (any two): [10]

- a) Nature and scope of Right to Information Act.
- b) Crossing of cheque.
- c) Types of share capital
- d) District forum



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BBA (Part - III) (Semester - VI) Examination, April - 2015
INTERNATIONAL BUSINESS (Paper - II)
Sub. Code : 43964

Day and Date : Thursday, 09 - 04 - 2015
 Time : 12.00 noon. to 2.00 p.m.

Total Marks : 40

- Instructions :
- 1) All questions are compulsory.
 - 2) Right side figure indicates full marks.
 - 3) If necessary draw the diagram.

Q1) Evaluate the volume of India's International Business. [14]

OR

Explain the Country Risk Analysis of India.



Q2) Write short answers (any two): [16]

- a) Give a note on International Capital Movement.
- b) State the functions of SAARC.
- c) State the trends of direction of India's International trade.
- d) Explain the Japan's Risk analysis in respect of economic factors.

Q3) Write short notes (any two): [10]

- a) FEMA
- b) NAFTA
- c) Composition of India's International Trade.
- d) India's risk analysis regarding political factor.



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B.B.A. (Part - III) (Semester - VI) Examination, April - 2015
PRACTICES IN MODERN MANAGEMENT
Sub. Code : 43962

Day and Date : Tuesday, 7 - 4 - 2015
 Time : 12.00 noon. to 2.00 p.m.

Total Marks : 40

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

Q1) What do you mean by Business Ethics? Discuss Ethical issues in Business. [14]

OR

Discuss the term Time management and give various techniques of Time Management. [14]

Q2) Write short answers (any two): [16]

- a) What are the areas of social responsibilities.
- b) Discuss concept and importance of Event management
- c) How to manage stress?
- d) Explain types of disaster.

Q3) Write short notes (any two):

- a) Concept of Social Responsibility
- b) Disaster management.
- c) Strategic management.
- d) Types of Events.



[10]



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BBA (Part - III) (Semester - VI) Examination, April - 2015
RECENT TRENDS IN MARKETING (Paper - II) (Regular)
Sub. Code : 43963

Day and Date : Wednesday, 08 - 04 - 2015
 Time : 12.00 noon to 02.00 p.m.

Total Marks : 40

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

Q1) What do you understand by the term "Retailing"? Explain the types of retailing. [14]

OR

Explain the concept of Online Marketing and discuss the merits & demerits of online marketing.

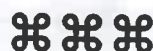
Q2) Write short Answers (Any Two) : [2 × 8 = 16]

- Explain the global marketing Environment.
- What is Ethics in marketing? Explain the Ethical and un ethical practices in marketing.
- Define Retailing. Explain the Retail Management Activities.
- Explain the product & price-mix strategy for global marketing.

Q3) Write short notes (Any Two) :

[2 × 5 = 10]

- Emotional marketing.
- Online marketing Domains.
- Retailing scene in India.
- Difference between domestic and global marketing.





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Total No. of Pages : 1

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B.B.A.(Part - III)(Semester - VI) Examination, April -2017
Practices In Modern Management (Paper-II)
Sub. Code : 43962

Day and Date : Tuesday, 11 - 4 - 2017

Total Marks : 40

Time : 12.00 noon to 02.00 p.m.

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

Q1) What do you mean by Social Responsibility of Business? Discuss the areas of Social Responsibility of Business. [14]

OR

Define Stress and discuss the causes of Stress.

Q2) Write short answers (any two): [2 × 8= 16]

- a) Define Time management. Discuss the Importance of Time Management.
- b) Nature and scope of strategic management
- c) Importance of strategic management
- d) Discuss the types of events.

Q3) Write short notes (Any Two) [2 × 5=10]

- a) Managing disaster
- b) Management of stress
- c) Ethical issues in business?
- d) Importance of event management





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B.B.A.(Part - III)(Semester - VI) Examination, April -2017
International Business (Paper-II)
Sub. Code : 43964

Day and Date : Thursday, 13 - 4 - 2017

Total Marks : 40

Time : 12.00 noon to 02.00 p.m.

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

Q1) What is economic integration? Explain the different kinds of economic integration. [14]

OR

Analyse the trends in the composition and direction of India's export.

Q2) Write short answers (any two): [16]

- Give a brief account of the export promotion measures of India.
- Examine the working of SAARC.
- Write a note on India's competitive advantage in information technology (IT).
- Explain the meaning of country risk analysis. What are the Socio-economic and political factors that may be considered before going international?

Q3) Write short notes (Any Two) [10]

- FEMA
- Role of ECGC
- ASEAN
- Threats in international business



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B.B.A.(Part - III)(Semester - VI) Examination, April -2017
Financial Management (Paper-II)
Sub. Code : 43965

Day and Date : Monday, 17 - 4 - 2017

Total Marks : 40

Time : 12.00 noon to 02.00 p.m.

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

Q1) A Company is considering an investment proposal to install new milling controls. The project will cost Rs. 50,000/-. The facility has a life expectancy of 5 years and no salvage value the company's tax rate is 55% and no investment tax credit is allowed. The firm uses straight line depreciation. The estimated cash flows before tax (CFBT) from the proposed investment proposals are as follows: [14]

| Year | CFBT Rs. |
|------|-------------|
| 1 | 10,000 |
| 2 | 11,000 |
| 3 | 14,000 |
| 4 | 15,000 |
| 5 | 25,000 |

Compute the following :

- a) Pay back period.
- b) Net present value Method.
- c) Average rate of return.

OR

Explain the term Capital Budgeting state in detail different Methods of evaluating the investment Decisions.

Q2) Answer Any Two of the following:

[16]

- Discuss in brief, the concept of "Cost of Capital"
- Elaborate the term "Capital structure" and explain Net operating income Approach.
- The following is the Balance Sheet of Ravi Ltd.

Balance Sheet as on 31/3/15

| Liabilities | | Assets | |
|----------------------|-----------------|--------------|-----------------|
| Equity Share Capital | 90,000 | Fixed Assets | 1,95,000 |
| Reserve & Surplus | 60,000 | Stock | 45,000 |
| Secured loans | 1,05,000 | Debtors | 50,000 |
| Sundry Creditors | 45,000 | Cash | 10,000 |
| | <u>3,00,000</u> | | <u>3,00,000</u> |

You are required to calculate :

- Current Ratio
- Liquid Ratio
- Debt Equity Ratio
- Return on capital employed ratio taking into account the net profit Rs. 30,000 for the year.
- A company's after tax cost of different sources of finance is as follows:-

| | |
|---------------------------|-----|
| Cost of Equity Capital | 14% |
| Cost of Retained Earnings | 13% |
| Cost of Preference Shares | 10% |
| Cost of Debt | 5% |

The capital Structure of the Company is as under:

| Source | Book Value (Rs.) | Market Value (Rs.) |
|--------------------------|------------------|--------------------|
| Equity Share Capital | 4,00,000 | 10,00,000 |
| Retained Earning | 1,00,000 | |
| Preference Share Capital | 2,00,000 | 2,00,000 |
| Debt | <u>3,00,000</u> | <u>3,00,000</u> |
| | <u>10,00,000</u> | <u>15,00,000</u> |



Calculate :

The weighed average cost of capital using

- a) Book value weights
- b) Market value weights

Q3) Write short Notes : (Any Two)

[10]

- a) Trend Analysis
- b) Capital Structure Theories
- c) Cost of Debt
- d) Ratio Analysis



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B.B.A.(Part - III)(Semester - VI) Examination, April -2017
Foundation of Human Skills (Paper-II)
Sub. Code : 43966

Day and Date : Tuesday, 18 - 4 - 2017

Total Marks : 40

Time : 12.00 p.m to 02.00 p.m.

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

Q1) Discuss the Erickson's Eight life stages of personality and show its relations to organisational life. [14]

OR

What is Interpersonal skills? Explain the Methods used to develop Interpersonal skills. [14]

Q2) Write short answers (any two): [2×8=16]

- a) Explain various New Managerial skills.
- b) Discuss the methods used to develop decision making skills.
- c) Explain career Management. What are basic career Anchors.
- d) What is stress? How stress can be managed.

Q3) Write short notes (Any Two) [2×5=10]

- a) Locus of Control
- b) Career Stages
- c) Career options in management
- d) Factors affecting personality

