

B.B.A. – IIIrd Year

SEM – V & VI

Previous Year

Question Papers

Academic Year:

(2018-19)



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, April - 2019

COMMERCE

Fundamental of Business Law & Tax Law (Paper - I)

Sub. Code : 43951

Day and Date : Monday, 29 - 04 - 2019

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) 'Parties to a contract must be competent' Explain. [14]

OR

Explain briefly the implied condition and warranties in a contract of sale.

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

- a) Define & distinguish between coercion and undue influence.
- b) What do you mean by performance of the contract? Who should perform the contract?
- c) State the rules relating to the delivery of contract.
- d) What is tax? What are the sources of revenue in India?

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

- a) Right to lien of unpaid seller.
- b) Types of consideration.
- c) Acceptance & essentials of valid acceptance.
- d) Classification of laws.
- e) Types of goods.

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B.B.A. (Part - III) (Semester - V) Examination, April - 2019

PRACTICES IN MODERN MANAGEMENT (Paper - I)

Sub. Code : 43952

Day and Date : Tuesday, 30 - 04 - 2019

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) Discuss in detail the Contribution of Michel Porter. [14]

OR

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

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

- a) Discuss in brief the contribution of F.W. Taylor's Scientific Approach to Management.
- b) Explain in brief the contribution of Henri Fayol's Functional Approach to Management.
- c) Explain the different types of skills needed by manager in future.
- d) Discuss the future managerial challenges and tasks.

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

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



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B.B.A. (Part - III) (Semester - V) Examination, May - 2019

International Business (Paper - I)

Sub. Code : 43954

Day and Date : Friday, 03 - 05 - 2019

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) Explain the Ricardian comparative cost theory of International Trade. [14]

OR

Discuss the role of working of IBRD.

Q2) Write short answers (Any Two) :

[2 × 8 = 16]

- a) What are the merits and demerits of MNCs?
- b) Review the recent export-trade policy of India.
- c) State the modern approach to international business.

Q3) Write short-notes on (Any Two) :

[2 × 5 = 10]

- a) Adam Smith's absolute cost advantage.
- b) Factors affecting decisions for international business.
- c) Stages of Globalisation.
- d) Balance of Payment.



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B.B.A. (Part - III) (Semester - V) Examination, May - 2019
FINANCIAL MANAGEMENT (Paper - I)
Sub. Code : 43955

Day and Date : Saturday, 04 - 05 - 2019

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) The Board of Directors of Nayak Engineering Company Pvt. Ltd. request you to prepare a statement showing the working capital requirements for a level of activity at 156000 units of production. **[14]**

The following information is available for your information.

Particulars	Cost per unit (Rs)
Raw Material	90
Direct Labour	40
Overheads	75
Total	205
Profit	60
Selling Price	265

Additional Information:

- i) Raw materials are in stock on an average for a month.
- ii) Materials are in process on an average for 4 weeks.
- iii) Finished goods are in stock on an average one month.
- iv) Credit allowed by suppliers is one month.
- v) Time lag in payment from debtors is 2 months.
- vi) Average lag in payment of wages is one and half weeks.
- vii) Average lag in payment of overheads is one month.

20% of output is sold against cash. Cash in hand is expected to be Rs. 60000. It is assumed that production is carried on evenly throughout the year, wages and overheads accrue similarly, and a time period of 4 weeks is equivalent to a month.

OR

What do you mean by financial management? Discuss in detail the nature of finance and related disciplines.

P.T.O.

Q2) Attempt any two:

- Define financial planning and discuss the steps involved in financial planning.
- Explain the concept of working capital and state the different types of working capital.
- State the Recurring and Non-Recurring functions of financial management.
- Calculate financial leverage and operating leverage under situations A and B for financial plan I and II respectively from the following relating to the operations and capital structure of ABC Co. Ltd.

Installed Capacity	1000 Units
Actual Production and Sales	800 Units
Selling Price per unit	Rs.20/-
Variable Cost per unit	Rs.15/-
Fixed Cost - Situation "A"	Rs.800
Fixed Cost - Situation "B"	Rs. 1500

Capital Structure	Financial Plan	
	I	II
Equity Capital	Rs. 5000	Rs.7000
Debt	Rs. 5000	Rs.2000
Cost of Debt	10%	10%

Q3) Write short notes (Any 2)

- Profit Maximization versus Wealth Maximization.
- Theories of Capitalization.
- Importance of adequate working capital.
- Operating and financial leverage.



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B.B.A. (Part - III) (Semester - V) Examination, May - 2019

FOUNDATION OF HUMAN SKILLS (Paper - I)

Sub. Code : 43956

Day and Date : Monday, 06 - 05 - 2019

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 Human skills? Discuss types of human skills. [14]

OR

What is Value? Write in detail Five Universal Values.

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

- a) What is listening? How can one be effective listener?
- b) Write the characteristics of communication.
- c) Write in detail principles of learning.
- d) Explain understanding self & others through Johari window.

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

- a) Goal settings to overcome weakness.
- b) Components of attitudes.
- c) Locus of control.
- d) Social and muscular ability.



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B.B.A. (Part - III) (Semester - V) Examination, May - 2019

RESEARCH METHODOLOGY (Paper - I)

Sub. Code : 43957

Day and Date : Tuesday, 07 - 05 - 2019

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 Research Design? Briefly describe the different steps involved in a research design. [14]

OR

What do you mean by 'Sample Design'? What are the characteristics of good sample design? Explain random sampling method with example.

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

- a) What is research? Explain different types of research.
- b) Explain research report layout in detail.
- c) Explain the different tools used for graphical representation of data
- d) Explain different instruments used for data collection.

Q3) Write notes on(Any Two)

- a) Significance of Research
- b) Data Analysis
- c) Use of computer in Research

[10]



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018

COMMERCE

Fundamental of Business Law & Tax Law (Paper - I)

Sub. Code: 43951

Day and Date : Tuesday, 23 - 10 - 2018

Total Marks : 40

Time : 12:00 noon to 2.00 p.m.

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

Q1) What are the various ways in which a contract may be discharged? [14]

OR

Who is Unpaid Seller? What are the rights against (i) the goods and (ii) the buyer personally?

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

- a) What is contract? What are the essential elements of contract?
- b) What is Misrepresentation? Distinguish it from fraud.
- c) What is Tax? Explain types & objectives of taxes.
- d) What is Sale & Agreement to sell? Distinguish between them.

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

- a) Condition and Warranty
- b) Types of Offers
- c) Minor-Capacity to contract
- d) Elements of contract of Sale
- e) Classification of Courts





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B.B.A. (Part - III) (Semester - V) Examination, October - 2018

MARKETING

Recent Trends in Marketing (Paper - I)

Sub. Code: 43953

Day and Date : Thursday, 25 - 10 - 2018

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 mean by MIS? Describe the components of MIS. [14]

OR

Elaborate the term IMC and explicate the process of IMC.

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

- a) What are the forms of direct marketing?
- b) Explain the changing nature of customer relationship.
- c) Illustrate the reasons for growth of rural market.
- d) Discuss on the problems in rural marketing.

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

- a) Segmentation
- b) Marketing communication mix
- c) e-CRM
- d) Targeting



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018
PRACTICES IN MODERN MANAGEMENT (Paper - I)
Sub. Code: 43952

Day and Date : Wednesday, 24 - 10 - 2018
Time : 12:00 noon to 2.00 p.m.

Total Marks : 40

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

Q1) Discuss in brief the classical approach toward management. Discuss the contribution of Henri Fayol's Functional Approach to Management. [14]

OR

Discuss in detail the Contribution of Michel Porter.

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

- a) Write short note on Human Relations Approach to management.
- b) Discuss Organizational Internal environment.
- c) Discuss in detail SWOT analysis.
- d) Explain the different types of skills needed by manager in future.

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

- a) The process of MBO
- b) Discuss the future managerial tasks.
- c) Organizational external environment.
- d) Evolving new managerial system.



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018
INTERNATIONAL BUSINESS (Paper - I)
Sub. Code: 43954

Day and Date : Friday, 26 - 10 - 2018

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 International Business? Explain the stages or types of International Business. [14]

OR

Explain the different types of promotion and Distribution strategies in International Business.

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

- a) What is globalisation? Explain the important stages in globalisation.
- b) What is IMF & UNCTAD? Explain its functions.
- c) What is Foreign Direct Investment (FDI)? Explain the FDI with and without alliances.
- d) Describe the Export procedures in International Trade and documentation.

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

- a) Comparative costs theory
- b) Problems of International Business
- c) Trade Blocks
- d) Custom and Tariff Rationalization



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018
FINANCIAL MANAGEMENT (Paper - I)

Sub. Code: 43955

Day and Date : Saturday, 27 - 10 - 2018

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 is Working Capital? Explain in detail determinants of working capital requirements. [14]

OR

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

Elements of cost	
Raw Material	40%
Direct Labour	20%
Overheads	20%

Following further information is available:

- a) It is proposed to maintain a level of activity of 2,00,000 units.
- b) Selling price per unit is Rs. 12.
- c) Raw materials are expected to remain in stores for an average period of one month.
- d) Materials will be in process, on an average half a month.
- e) Finished goods are required to be in stock for an average period of one month.
- f) Credit allowed to debtors is two months.

P.T.O.



- g) Credit allowed by suppliers is one month.
- h) Lag in payment of wages 1/2 month.
- i) Lag in payment of overheads is 1 month.

Assume 10% of the estimated working capital for contingency.

You are required to prepare a statement showing working capital.

Q2) Write Short answers (any two):

[16]

- a) What is Financial Management? Explain the objectives of financial management.
- b) What is Capitalisation? Explain Over capitalisation & Under capitalisation.
- c) What is Leverage? Explain financial leverage & operating leverage.
- d) What is Financial planning? Explain the characteristics of financial plan.

Q3) Write Short notes (Any two):

[10]

- a) Traditional approach.
- b) Types of financial plans.
- c) Importance of adequate working capital.
- d) Earning theory of capitalisation.



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018

COMMERCE

Foundation of Human Skills (Paper - I)

Sub. Code: 43956

Day and Date : Monday, 29 - 10 - 2018

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

OR

What are human skills? Explain different types of human skills.

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

- a) What are values? Describe the five universal values.
- b) What is communication and explain the characteristics of communication?
- c) What is journey of self discovery? How the strength and weakness can be analyzed?
- d) What are values? Discuss the five universal values.

Q3) Write short notes (Any two): **[10]**

- a) Johari Window
- b) Attitude formation process
- c) Principles of Learning
- d) Reading and Writing skills



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B.B.A. (Part - III) (Semester - V) Examination, October - 2018

RESEARCH METHODOLOGY

Sub. Code: 43957

Day and Date : Tuesday, 30 - 10 - 2018

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 Research? Briefly describe the different steps involved in a research process. [14]

OR

What do you mean by 'Sample Design'? What points should be taken into consideration by a researcher in sample design for any research project?

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

- a) Enumerate the different methods of collecting data giving one example each.
- b) Describe significance of Research Report in detail.
- c) Explain different types of research.
- d) Describe use of computer in research in detail.

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

- a) Research Design
- b) Data Analysis
- c) Questionnaire



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BBA(Part - III) (Semester - VI) Examination, April - 2019
FUNDAMENTALS OF BUSINESS LAWS & TAX LAWS (Paper - II)
Sub. Code : 43961

Day and Date : Saturday, 20 - 04 - 2019

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 Joint Stock Company? Explain characteristics of a company? [14]

OR

What is negotiable Instrument? Elaborate characteristics of Negotiable Instruments along with its presumptions?

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

- What are the essential requirements of Pro-Note under Negotiable Instrument Act?
- Write the scope of Right to Information Act, 2005?
- What are the requisites of valid meeting under companies Act?

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

- Statutory meeting.
- Complainant.
- Copy right as intellectual property right.
- Crossing the cheque.



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B.B.A. (Part - III) (Semester - VI) Examination, April - 2019

Practices in Modern Management (Paper - II)

Sub. Code : 43962

Day and Date : Saturday, 27 - 04 - 2019

Total Marks : 40

Time : 12.00 noon to 02.00 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

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

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

- a) Discuss the areas of Social Responsibility of Business.
- b) What are the Ethical issues in 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) Concept of Ethics.
- b) Importance of strategic management.
- c) Time management techniques.
- d) Nature of strategic management.





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B.B.A. (Part - III) (Semester - VI) Examination, April - 2019

RECENT TRENDS IN MARKETING (Paper - II)

Sub. Code : 43963

Day and Date : Monday, 29 - 04 - 2019

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 global marketing? Explain marketing mix strategy for global marketing. **[14]**

OR

What do you mean by retail marketing? What are various retail marketing strategies?

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

- a) What are the demerits of online marketing?
- b) What do you mean by holistic marketing? Explain in detail.
- c) Explain various retail management activities.
- d) Differentiate between domestic and global marketing.

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

- a) Types of retailing.
- b) Reasons for global marketing.
- c) Consumerism.
- d) Merits of online marketing.





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B.B.A. (Part - III) (Semester - VI) Examination, April - 2019

International Business (Paper - II)

Sub. Code : 43964

Day and Date : Tuesday, 30 - 04 - 2019

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

Discuss the role of foreign capital in developing countries.

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

- a) Evaluate India's export promotion efforts.
- b) Write a note on BRICS.
- c) Write a note on India's competitive advantage in information technology (IT).
- d) Would china become a threat to India? If so explain the strategies of Indian business.

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

- a) Risk in international operations.
- b) SAARC.
- c) Direction of India's international business.
- d) Country Risk Analysis.



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B.B.A (Part - III) (Semester - VI) Examination, April - 2019
FINANCIAL MANAGEMENT (Paper - II)
Sub. Code : 43965

Day and Date : Thursday, 25 - 04 - 2019

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) Broad answer questions (1 out of 2)

[14]

- a) The Alpha Co. Ltd is considering the purchase of new Machine. Two alternative machines 'A' and 'B' have been suggested, each costing Rs. 4,00,000. Earnings after taxation but before charging depreciation are expected to be as follows.

Year	Cash Inflows	
	Machine 'A' (Rs)	Machine 'B' (Rs)
1	40,000	1,20,000
2	1,20,000	1,60,000
3	1,60,000	2,00,000
4	2,40,000	1,20,000
5	1,60,000	80,000

The company has a target of return on capital of 10% and on this basis. You are required to compute the profitability of the machines according to 'pay back period method' and 'Net Present Value Method'

Note : The present value of Rs. 1 at 10% is as below.

Year	1	2	3	4	5
P.V. Factor	0.909	0.826	0.751	0.683	0.621

OR

- b) What is meant by Ratio Analysis? Explain the advantages of Ratio Analysis.

P.T.O.



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Q2) Write short answer (2 out of 4)

[16]

- a) Given below are the summarised profit and loss account of Hind products Ltd, for the year ended 31st March. 2012 and its Balance sheet as on that date.

Dr.		Trading & Profit and Loss A/c		Cr	
Particulars	Amt(Rs)	Particulars	Amt(Rs)		
To opening stock	99,500	By Sales	8,50,000		
To purchases	5,45,250				
To Incidental Expenses	14,250	By Closing stock	1,49,000		
To Gross profit c/d.	3,40,000				
	9,99,000				9,99,000
<u>To Operating Expenses</u>		By Gross Profit b/d	3,40,000		
Selling and Distribution	30,000	By Income Interest	3,000		
Administration	1,50,000				
Finance	15,000	By profit on sale of Shares	6,000		
<u>To Non-Operating Exps</u>					
Loss on sales of Assets	4,000				
To Net Profit	1,50,000				
	3,49,000				3,49,000

Balance Sheet			
Liabilities	Amt(Rs)	Assets	Amt(Rs)
Issued Capital, 2000		Land & Building	1,50,000
Ordinary shares of Rs. 100 each	2,00,000	Plant, machinery etc	80,000
Reserves	90,000	Stock	1,49,000
Profit & Loss A/c	60,000	Sundry Debtors	71,000
Current Liabilities	1,30,000	Cash and Bank Balance	30,000
	4,80,000		4,80,000

From the above statement You are required to Calculate the following ratios.

- i) Current Ratio ii) Operating ratio
 iii) Stock Turnover ratio iv) Turnover to fixed Asset ratio



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- b) Calculate the cost of equity for a firm, whose shares are quoted at Rs. 120. The dividend at the end of the year is expected to be Rs. 9.72 per share and the growth (G) is 8%.
- c) Explain the factors to be considered while framing capital structure.
- d) Explain the methods of capital budgeting.

Q3) Write Short Notes. (2 out of 4)

[10]

- a) Importance of cost of capital
- b) Explain the term 'profitability' 'Liquidity' and 'solvency'
- c) Write short note on 'Capital Budget
- d) Net Income approach of Capital Structure

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B.B.A. (Part - III) (Semester - VI) Examination, April - 2019

Foundation of Human Skills (Paper - II)

Sub. Code : 43966

Day and Date : Friday, 26 - 04 - 2019

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) Define "Personality". Explain "Erickson's Eight Life Stage" through which personality 'develops' [14]

OR

What is an "Inter-Personal skill". write in detail merits and demerits of methods used to develop interpersonal skill.

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

- a) Explain Carl Jung's theory of personality.
- b) Discuss methods used to develop decision making skill.
- c) Write in details basic career anchors.
- d) State major traits influencing dimensions of organizational behavior.

Q3) Write short notes (Any 2) : [10]

- a) Factors affecting career choice.
- b) Problem solving style.
- c) Inter personal Skills.
- d) Career development stages.



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B.B.A. (Part - III) (Semester - VI) Examination, October - 2018
FUNDAMENTAL OF BUSINESS LAW & TAX LAW (Paper - II)
Sub. Code: 43961

Day and Date : Wednesday, 31 - 10 - 2018

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 winding up of the company? What are the different modes of winding up? [14]

OR

What is Bill of exchange? Distinguish it from cheque.

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

- a) Define the term endorsement. What are the types or classes of endorsement?
- b) State the rules regarding presentment for payment.
- c) Discuss the meaning and contents of prospectus. What are the effect of misstatement in the prospectus.
- d) Define the term 'company'. What are the characteristics of a company?

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

- a) Public company and private company
- b) Intellectual property
- c) State commission
- d) Complaint
- e) Statutory meeting

