



B.B.A. – IIIrd Year

SEM – V & VI

Previous Year

Question Papers

Academic Year

(2022-23)





B.B.A. – IIIrd Year

SEM – V

Previous Year

Question Papers

Academic Year

(2022-23)



B.B.A. - III
Sem. - V



QP Code: 72QP

Total No. of Pages: 1

Seat No. **BBA-III, S.-V**

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84058 Fundamental of Business

Laws_03.01.2023_02.30 PM to 04.30 PM

Subject Code: 84058

Day and Date: Tuesday, 03-01-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

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

-
- Q.1. What is breach of contract? What are the Remedies for breach of contract? [15]
OR
What is MOA? Explain in detail clauses of Memorandum of Association?
- Q.2. Write short Answers (Any Two) [20]
a. What are rights of unpaid seller against buyer personally?.
b. Distinguish between Pro-Note and BOE
c. Write modes of discharge of contract by mutual agreement?
d. Write about voluntary winding up of company under Companies Act:
- Q.3. Write short Notes (Any Two) [15]
a. Sources of Business Law
b. Capacity of the parties
c. Statutory Meeting
d. Importance of Trade-mark





QP Code: 3825QP
Total No. of Pages: 1

Seat No. BBA -III Sem. ✓

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84058_Fundamental of Business
Laws_25.05.2023_02.30 PM To 04.30 PM
Subject Code: 84058

Day and Date: Thursday, 25-05-2023
Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

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

Q.1. 1) Define Consideration. Why it is essential in a contract? What are the rules regarding consideration? Is there any exception to it? [15]

OR

1) Define and distinguish condition and warranty in a contract of sale of goods. When does breach of condition is treated as breach of warranty?

Q.2. Write Short Answers(any two) 10 x 2 = 20 [20]

- a) Define Memorandum of Association. Explain contents of Memorandum of Association
- b) Define Offer. Explain essentials of valid offer
- c) Define Bills of Exchange. Distinguish between bills of exchange and promissory note.
- d) Define Contract of Sale. Explain essentials of contract of sale.

Q.3. Write Short notes on (any two) 7.5x2 =15 [15]

- a) Copy right as intellectual property right
- b) Kinds of Endorsement
- c) Unpaid Seller
- d) Competent person to contract



QP Code: 172QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84059_Human Skills_04.01.2023_02.30 PM to 04.30 PM

Subject Code: 84059

Day and Date: Wednesday, 04-01-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

-
- Q.1. What is ability? Write in details types of abilities [15]
OR
Define skill. Discuss new skills which required to become successful manager in the organization.
- Q.2. Write short answers (Any Two) [20]
a) What are human skills?
b) List and explain methods used to develop decision making skills
c) Define Career. Discuss the basic career anchors
d) What is Team Role Skills?
- Q.3. Write Short Notes (Any Two) [15]
a) Goal settings to overcome weakness.
b) Emotional Interlligence (E.Q.)
c) Career opportunities in management
d) Johari Window





Seat No. | BBA III Sem. V

QP Code: 3747QP
Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84059_Human Skills_26.05.2023_02.30 PM To 04.30 PM

Subject Code: 84059

Day and Date: Friday, 26-05-2023
Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

-
- Q.1. What is Ability? Write in details types of abilities. [15]
OR
What is Career? Explain the stages of career development.
- Q.2. Write Short Answers (Any Two) [20]
a) Write in details components of Transactional Analysis
b) Elaborate the Methods of Developing Interpersonal Skills
c) Which factors affecting on career choice in human's life
d) State in brief types of Human Skills?
- Q.3. Write Short Notes (Any Two) [15]
a) Significance of Human Skills
b) Johari Window
c) Team Role Skills
d) Structural Insight



QP Code: 246QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84060_Management Historians_05.01.2023_02.30 PM to 04.30 PM

Subject Code: 84060

Day and Date: Thursday, 05-01-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

- 1) All questions are compulsory
- 2) Figures to the right indicate full marks
- 3) Use Sketches/Diagrams wherever necessary

-
- Q.1. Broad answer (Any one) [15]**
a) Explain in detail Hawthorne Experiment
b) Explain Edward Deming's Contribution in TQM
- Q.2. Write short answer (Any Two) [20]**
a) Explain Abraham H. Maslow theory of Motivation or Hierarchy of Needs.
b) What is Gandhian Philosophy of Wealth management
c) Explain the concept of Bottom of Pyramid
d) What is authority structure explained by Max Weber
- Q.3. Write short notes (Any Three) [15]**
a) F. W. Taylor
b) M K. Gandhi
c) Gandhiji's 7 Sins
d) Concept of MBO



QP Code: 3848QP

Total No. of Pages: 1

Seat No. **BBA-III, sem-V**

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84060_Management Historians_27.05.2023_02.30 PM
To 04.30 PM

Subject Code: 84060

Day and Date: Saturday, 27-05-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

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

Q.1. Explain in detail Contribution of Peter Drucker in relation with MBO and Self Control. [15]

OR

Write in detail theory of Authority given by Max Weber.

Q.2. Write Short Answers (Any two) [20]

- a) Discuss Elton Mayo's Human Relationship Approach to management.
- b) Explain Contribution of Henry Fayol in field of management.
- c) Discuss in detail theory of Abraham Maslow.(Need Hierarchy)
- d) Explain theory of Authority given by Max Weber.

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

- a) MBO
- b) Bottom of Pyramid
- c) Elements of organisation
- d) CSR





QP Code: 421QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84063_Human Resource Planning_06.01.2023_02.30 PM to 04.30 PM

Subject Code: 84063

Day and Date: Friday, 06-01-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

- 1) All questions are compulsory

-
- Q.1. What is Human Resource Planning? Write in detail process of HRP [15]
OR
What is employee separation? Elaborate Types of employee separation.
- Q.2. Write Short Answers (Any Two) [20]
a) What is Selection. Elaborate selection of procedure
b) What is Job Analysis? Write in detail Process of job analysis.
c) What is Recruitment? Write in detail Sources of Recruitment
d) What is HRP? Discuss Factors affecting HRP .
- Q.3. Write Short Notes (Any Two) [15]
a) Job Analysis
b) Job Specification
c) Contents of Induction Programme
d) Problems in placement

QP Code: 3862QP

Total No. of Pages: 1

Seat No. **BBA-III, Sem-V**

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84063_Human Resource Planning_29.05.2023_02.30
PM To 04.30 PM

Subject Code: 84063

Day and Date: Monday, 29-05-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

-
- Q.1. What is Recruitment ? Write in detail Sources of Recruitment [15]
OR
What is Selection. Write in detail Selection procedure
- Q.2. Write Short Answers (Any Two) [20]
a) What is Human Resource Planning? Discuss the Factors affecting HRP in organization.
b) Define Induction. State in brief Objectives and Benefits of Induction Programme.
c) Define HRM. State in brief functions of HRM.
d) What is Job Analysis? Write in detail Techniques of data collection for job analysis.
- Q.3. Write Short Notes (Any Two) [15]
a) Benefits of Employee Separation
b) Principles of Interviewing
c) Job Description
d) Factors Affecting Recruitment





QP Code: 397QP

Total No. of Pages: 2

| | |
|----------|--|
| Seat No. | |
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January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84062_Financial Management_06.01.2023_02.30 PM to 04.30 PM

Subject Code: 84062

Day and Date: Friday, 06-01-2023

Time: 02:30 pm to 04:30 pm

Total Marks: 50

Instructions.:

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

Q.1. What is Financial Management? What are the sources of Finance?

[15]

OR

Prepare an estimate of Working Capital requirements from the following information of Om Enterprises.

| Sr.No. | Particulars | Figures for the year Rs. |
|--------|---|--------------------------|
| A. | Average amount locked up in stocks:- | |
| | i) Finished Goods | 60,000 |
| | ii) Stock of stores | 56,000 |
| B. | Pre-payments-Expenses paid quarterly in advance:- | 74,000 |
| C. | Period of average credit given:- | |
| | i) Domestic sales :6 weeks | 9,24,000 |
| | ii) Foreign Sales : 1 ½ Weeks | 3,56,000 |
| D. | Lag in payments:- | |
| | i) Wages :1 ½ weeks | 8,20,000 |
| | ii) Stores and Materials : 1 ½ months | 2,06,000 |
| | iii) Office Staff :1 ½ months | 2,44,800 |
| | iv) Rent :6 months | 50,000 |
| | v) Other Expenses :1 ½ months | 2,06,000 |
| | vi) Manager's Salary : ½ months | 30,000 |
| E. | Add 10% for contingencies | |

Q.2. Give answers (ANY TWO)

[20]

a) Laxminarayan Pvt. Ltd. has obtained capital from the following sources, the specific costs are also noted down:

| Sources | Book value (Rs.) | Market Value (Rs.) | After Tax Cost (%) |
|--------------------------|------------------|--------------------|--------------------|
| Equity Share Capital | 40,000 | 80,000 | 14 |
| Retained Earnings | 15,000 | - | 13 |
| Preference Share Capital | 15,000 | 20,000 | 10 |
| Debentures | 40,000 | 40,000 | 5 |

Find out Weighted Average Cost of Capital using Book Value and Market Value.

b) A company has sales of Rs.5, 00,000 , Variable Costs of Rs.3,00,000, Fixed Cost Rs.1,00,000 and Long-term Loans of Rs.4,00,000 at 10% rate of interest. Calculate Operating Leverage, Financial Leverage and Combined Leverage.

c) Explain Inventory Management concept and Techniques of Inventory Management.

d) What do you mean by Receivables Management? Explain dimensions or different aspects of Receivables

Q.3. Write shortnotes (ANY TWO)

[15]

a) Capital Structure Theories

b) Motives for holding cash

c) Over-capitalisation and Under-capitalisation

d) Leverages



Smt. Mathubai Garware Kanya Mahavidyalaya, Sangli

Seat Number

Students Sign.

PRN. No.

Jr. Supervisor Name & Sign.



Examiner Name & Sign.

B.B.A. III (Sem. V)

Sub. - Compulsory Civic Course - Constitution of India

Day and Date: 06/01/2023

Total Marks:

/50

Time: 1 hours (4.30 to 5.30)

- Instructions:-
1. Solve 25 MCQ questions. Each question carries 2 marks.
 2. Select correct option and write in the bracket without any mistake.
 3. Do not write more than one option. It should not consider as well.

1. ----- was the president of the constituent assembly.
a) M. Gandhi b) B. N. Rao
c) Rajendra Prasad d) None of these
2. ----- constitution of India came into force on this day.
a) 26 Jan. 1950 b) 26 March 1951
c) 26 May 1951 d) None
3. According to the Indian Constitution section ----- amendment can be carried out.
a) 52nd b) 102nd c) 5th d) 368th
4. Nehru report was done in -----.
a) 1920 b) 1922 c) 1925 d) 1928
5. The concept of guiding principal is derived from the ----- constitution.
a) Shri Lanka b) Bramhadesh c) Kenya d) Ireland
6. Fundamental rights included in ----- part of constitution.
a) 2nd b) 3rd c) 4th d) None of these
7. ----- as per the article Gram Panchayat has been established.
a) 20th b) 40th c) Shri Lanka d) None of above
8. ----- as per the article The Election Commission has been established.
a) 324th b) 325th c) 340th d) None of these
9. ----- observance of un touch ability is a crime under Article V.
a) 5th b) 10th c) 17th d) None of these



B.B.A. – IIIrd Year

SEM – VI

Previous Year

Question Papers

Academic Year

(2022-23)





Seat No. **BBA -III, Sem -VI**

QP Code: 3870QP

Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84635 Business Ethics_27.05.2023_10.30 AM To 12.30 PM

Subject Code: 84635

Day and Date: Saturday, 27-05-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

Q.1. Define Ethics. What are the Causes of Unethical Behaviour of employees at workplace. [15]

OR

What is Ethics? Elaborate Gandhian approach to business and ethics.

Q.2. Write Short Answers (Any Two) [20]

a. Discuss Indian values for the work place.

b. How do you resolve ethical dilemma?

c. What is Justice Theory?

d. Write in detail Ethical Issues related with Advertisement and Marketing.

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

a. Ethical Dilemma

b. Corruption

c. Characteristics of Business Ethics

d. Social media ethics and Privacy paradox



B. B. A. - III
Sem. - VI



QP Code: 327QP

Total No. of Pages: 1

Seat No. B.B.A.-III, S.-VI

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84635_Business Ethics_05.01.2023_10.30 AM to 12.30 PM

Subject Code: 84635

Day and Date: Thursday, 05-01-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

Q.1. Define Ethics. What is the Process of Ethical Judgment? [15]

OR

Define Ethics. Write in detail Ethical Principles.

Q.2. Write Short Answers (Any Two) [20]

- Discuss Indian values for the work place.
- What are the Ethical Issues in Global Business?
- Elaborate Gandhian Approach to business and ethics.
- Write in detail Ethical Issues related Human Resource Management and Marketing

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

- Employees Unethical Behavioural causes at workplace
- Ethical financial practices in organizations
- Characteristics of Business Ethics
- Secular versus Spiritual Values in Management





QP Code: 85QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84065_Fundamental of Taxation_03.01.2023_10.30
AM to 12.30 PM

Subject Code: 84065

Day and Date: Tuesday, 03-01-2023

Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

1) Figures to the right indicate full marks

Q.1. Q.1) Mr Rajhans an employee in Mahindra Ltd, Nagpur has given following information for the year ended 31 st March 2020. [15]

- 1) Salary Rs 8,000 p.m.
- 2) Dearness Allowances Rs 2,000 p.m (forming part of salary as per the agreement and therefore considered for retirement benefit)
- 3) Bonus Rs 15,000 p.a
- 4).City Compensatory Allowance Rs 1,450 p.m.
- 5) Entertainment Allowance Rs 1,000 p.m
- 6) Commission on turnover achieved by him Rs 10,000.
- 7) House rent allowance Rs 2,300 p.m.
- 8) House rent paid by Mr Rajhans Rs 3,500 p.m.
- 9) Transport allowance Rs 1,200 p.m.
- 10) Education allowanc for two children @ Rs 150 p.m. per child

Compute the taxable Salary of Mr Rajhans for the Assesment year 2020-2021

OR

Q.1) Define Residential Status and explain Catgories based on residential status.

Q.2. Q.2) Write Short answers(any two) 10x2=20 [20]

- a) Explain Exemptions from capital gain
- b) Explain any 10 Exemptions under Section 10 under Income Tax Act 1961.

c) Explain income from salary features taxable and non-taxable Allowances

d) Mr Rahul Patil of Karad furnished the following details in respect of income from house property during financial year 2019-20.

The property is let-out at Rs 20,000 rent p.m

Property tax paid Rs24,000.

Insurance of building was paid Rs 2,400.

Mr Rahul paid interest Rs 1,07,000 on borrowed capital.

Calculate the income from house property of Mr Rahul Patil.

Q.3. Write Short notes on (any two) 7.5x2=15 [15]

- a) Meaning of short term and long term capital gain
- b) Any 10 deductions U/S 80
- c) Define previous year and Assessment year
- d) Concept of CGST,SGST and IGST





Seat No. BBA - III sem - VII

QP Code: 3826QP
Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84065_Fundamental of Taxation_25.05.2023_10.30
AM To 12.30 PM

Subject Code: 84065

Day and Date: Thursday, 25-05-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

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

-
- Q.1. Explain Residential Status and taxability of Residential Status. [15]**
OR
Explain Exemptions Under Section 10 Under Income Tax Act 1961.
- Q.2. Write Short Answers(Any Two) [20]**
a) Explain Exemptions from Capital Gain.
b) Explain Income from Salary features taxable and non-taxable allowances.
c) Explain Long term and Short term capital gain
d) Explain Computation of taxable income from other Sources.
- Q.3. Write Short Notes on (Any Two) [15]**
a) Direct taxes and Indirect taxes
b) Concept of CGST, SGST and IGST
c) Define Previous Year and Assesment Year
d) Any 10 deductions under Section 80

100



QP Code: 165QP
Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84066 ORGANIZATIONAL
BEHAVIOUR_04.01.2023_10.30 AM to 12.30 PM

Subject Code: 84066

Day and Date: Wednesday, 04-01-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

- 1) All questions are compulsory

-
- Q.1. Define OB. what are the disciplines contributing to organizational behaviour. [15]
OR
What is Motivation? Discuss Maslow's Need of Hierarchy theory.
- Q.2. Write shor answers (Any Two) [20]
a) Define Values. Elaborate sources of values
b) What is Attitude. Discuss the components of attitude.
c) Define Group. State in brief types of Groups
d) What is stress. What are the causes of stress.
- Q.3. Write short notes (Any Two) [15]
a) Principles of learning
b) Douglas McGregor's Theory X & Theory Y
c) Determinants of personality
d) Importance of groups



Seat No. BBA-III sem-VI

QP Code: 3778QP

Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84066_ORGANIZATIONAL
BEHAVIOUR_26.05.2023_10.30 AM To 12.30 PM

Subject Code: 84066

Day and Date: Friday, 26-05-2023

Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

-
- Q.1. Define Personality. What are the main determinants of personality [15]
OR
Define OB. what are the disciplines contributing ot organizational behaviour
- Q.2. Wrtie Short Answers (Any Two) [20]
a) What are the principles of learning in organizational behaviour
b) Define Motivation. Elaborate Herzberg's Two factor theory
c) What coping strategies are effective to manage stress in human beings life?
d) Define group. Write in detail the difference between group and team.
- Q.3. Write Short Notes (Any Two) [15]
a) OB model (S-O-B-C Model)
b) characterstics of Attitude
c) importance of Motivation
d) sources of Values



QP Code: 305QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS) 84068 Human Resource
Development 06.01.2023 10.30 AM to 12.30 PM

Subject Code: 84068

Day and Date: Friday, 06-01-2023

Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

1) All questions are compulsory

-
- Q.1. What is Performance Appraisal. Write in details methods of Performance Appraisal. [15]
- OR
- Define Training. Write in brief different methods of training.
- Q.2. Write short answers (Any Two) [20]
- A) Elaborate the objectives and importance of Management / Executive Development
- B) State the difference between Training and Development
- C) State different types of Transfers
- D) What is Demotion? State in brief principles and causes of Demotion.
- Q.3. Write short notes (Any Two) [15]
- A) Importance of Management / Executive Development
- B) Distinction between HRM and HRD
- C) Reasons of Transfer
- D) Problems of Performance Appraisal





Seat No. **BBA-III, Sem.-VI**

QP Code: 3863QP
Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84068_Human Resource
Development_29.05.2023_10.30 AM To 12.30 PM

Subject Code: 84068

Day and Date: Monday, 29-05-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

- 1) All questions are compulsory

-
- Q.1. Define Human Resource Development. Discuss the features and scope of Human Resource Development. [15]
- OR
- What is Performance Appraisal. Write in detail various methods of Performance appraisal.
- Q.2. Write Short answers (Any Two) [20]
- A) State different type of transfers
B) Elaborate qualities of HRD manager
C) Write in details Principles and bases of Promotion
D) Define performance Appraisal. Explain in detail problem of Performance appraisal
- Q.3. Write short notes (Any Two) [15]
- A) Subsystems of HRD
B) Benefits of training
C) Advantages of Career Planning
D) Reasons of demotion



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QP Code: 303QP

Total No. of Pages: 1

Seat No.

January - February (Winter) Examination - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84636_International Marketing_06.01.2023_10.30
AM to 12.30 PM

Subject Code: 84636

Day and Date: Friday, 06-01-2023

Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

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

Q.1. What is International Marketing? Explain in detail the factors influencing the International Marketing Environment. [15]

OR

Discuss in detail difference between International Marketing and Domestic Marketing.

Q.2. Write Short Answers (Any Two) [20]
a) Explain the International Market Entry Strategies
b) What is Price? Discuss the factors affecting price
c) What is Promotion? Explain the major promotional tools
d) Write a note on different types of International Marketing Channels

Q.3. Write Short Notes (Any Two) [15]
a) Significance of International Marketing
b) Essentials of Branding
c) IMF
d) WTO





Seat No. **BBA-III, Sem.-VI**

QP Code: 3891QP
Total No. of Pages: 1

Summer Examination March - 2023

Subject Name: Bachelor of Business Administration (CBCS)_84067_Business Finance_29.05.2023_10.30 AM To 12.30 PM

Subject Code: 84067

Day and Date: Monday, 29-05-2023
Time: 10:30 am to 12:30 pm

Total Marks: 50

Instructions.:

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

Q.1. Define Business Finance? Explain relationship of finance with other areas of management? [15]

OR

Explain Capital Market and role of SEBI in regulating capital market in India.

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

- a) What is Mutual Fund? Explain types of Mutual Fund.
- b) Explain relationship of finance with other areas of management?
- c) Explain in detail management of National Securities Depository Limited(NSDL).
- d) Explain corporate failure. what are causes of corporate failure?

Q.3. Write shortnotes(ANY TWO) [15]

- a) Micro Finance
- b) Money Market
- c) Credit rating methodology
- d) Merger and Amalgamation



Seat No.-

PRN. No.

Student Sign.

Supervisor Sign.

Supervisor Name-

Examiner Sign.

Total Marks

/50

Examiner Name-

Shivaji University, Kolhapur
Centre - Smt. Mathubai Garware Kanya Mahavidyalaya, Sangli
B.B.A. III Sem. VI (CBCS) March 2023
Skill Development Courses (SDC)
Sub- Interview & Personal Presentation Skill

सूचना:-

१. प्रश्नपत्रिकेतील २५ प्रश्न सोडविणे आवश्यक आहे.
२. प्रत्येक प्रश्न २ गुणांचा आहे.
३. a, b, c, d पर्याया पैकी बरोबर पर्याय प्रश्नांसमोरील चौकोनामध्ये न खाडाखोड करता लिहिणे.

Date- 27/05/2023

Time- 12.30 to 1.30 pm

1. ----- and writing are the two mediums of language.
a) Speech b) Listening c) Reading d) None of these
2. ----- presentation consists of a sequence of slides.
a) Paper b) P.P.T. c) Seminar d) Narrative
3. The process of preparing slides begins with the selection of -----
a) Unimportant words b) irrelevant words c) key-points d) useless words
4. ----- are used in speech
a) Short sentences b) Long sentences c) huge sentences d) none of these
5. ----- is secondary medium of language.
a) Listening b) Speech c) Reading d) Writing
6. The full sentences are not written on -----
a) Paper b) Slides c) Notepaper d) None of these
7. The key of success is -----
a) laziness b) idleness c) practice d) indolence
8. A conclusion should be -----
a) short and uneasy b) long and easy c) short and easy d) none of these
9. The medium of communication could be -----
a) verbal b) non-verbal c) written d) all of the above



10. In groups we should be very conscious to our -----
a) words b) Place c) look d) none of these
11. A good presenter should -----
a) sequence his ideas b) manage his time c) clear all the confusion d) all of these
12. Interviews are conversations with -----
a) Fun b) Purpose c) Friendliness d) Informality
13. An interview in which you ask about a candidates behavior in a certain given situation.
a) situational interview b) behavior tests c) situational tests d) job related questions
14. A panel interview is known as -----
a) Panel interview b) Face to Face interview c) Board interview d) Group interview
15. For an interview, one should carry _____
a) a file with certificates b) curriculum viate (C.V)
c) an application letter d) all of the above
16. At the time of interview, one should not ____
a) rush to answer b) make any awkward movement
c) be nervous d) all of the above
17. Which is a quality that employers looking for in employees ?
a) trust worthy b) lazy
c) disloyal d) none of these
18. A job interview is an interview in which a conversation occurs between -
a) an employer and a job applicant b) an employer and a receptionist
c) a job applicant and a receptionist d) a job applicant and other candidates
19. Interview which is taken on phone or video is called _____
a) face to face interview b) Telephone Interview
c) interview d) all of the above
20. What should you focus on during the interview ?
a) Salary b) Vacation
c) What you can offer the company d) What the company can offer you
21. Show _____ to your previous organization at the time of interview.
a) loyalty b) disloyalty
c) dishonesty d) all of these
22. The required document at the time of interview is _____
a) Resume b) degree Certificates
c) mark lists d) all of these
23. At the time of interview, the employer judges candidate's _____
a) Knowledge b) aptitude
c) sense of values d) all of these
24. One should know _____ of the interview.
a) day & date b) time
c) venue d) all of these
25. A job interview is a _____ meeting between a job seeker and an employer
a) Informal b) formal
c) Bothe 'a' & 'b' d) None of the above
