BBA (G) International Business—Third Semester  
ACCOUNTING PRINCIPLES (2.101)

Time: 3 hrs.                                      Max Marks: 60
Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q. 1 Write short notes on (ANY THREE):
   a) Users of accounting information.
   b) Causes of depreciation.
   c) Cash flow from operating activities.
   d) Cash and accrual basis of accounting.

PART-A

Q. 2 From the following transaction prepare journal and ledger:
   01 March 2016:  Ganesh invested ₹ 2,00,000/- in business of general store.
   10 March 2016:  Purchased machinery for ₹ 100/- for its carriage.
   17 March 2016:  ₹ 10,000/- due from Rohit are now bad debts.
   22 March 2016:  Charge depreciation @ 10% p.a. for two months on machine costing ₹ 3,00,000/-.  
   28 March 2016:  Received ₹ 38,000/- from Dushyant on his account for ₹ 40,000/- as his final amount in full settlement.

Q. 3 Answer the following:
   a) Prove that accounting equation is satisfied in all the following transaction of Mr. X.
      i) Commenced business with cash ₹ 80,000/-. 
      ii) Purchased goods for cash ₹ 40,000/- and on credit ₹ 30,000/-. 
      iii) Sold goods for cash ₹ 40,000/- costing ₹ 25,000/-.  
      iv) Paid salary ₹ 2000/- and salary outstanding ₹ 1000/-. 
      v) Bought scooter for personal use for cash ₹ 20,000/-. 
      vi) Purchased furniture for cash ₹ 10,000/-.  

   b) What is trial balance? Explain how it is prepared.

Q. 4 Explain the concept and conventions of accounting with suitable examples.

PART-B

Q. 5 At the beginning of Jan 2012, A. Ltd. had in stock 200 units @ ₹ 25/- per unit. Further information for the month of January is as follows:

   02 January 2012    Purchases: 400 units @ ₹ 30/- per unit.
   05 January 2012    Sales: 300 units @ ₹ 40/- per unit.
   10 January 2012    Purchases: 500 units @ ₹ 35/- per unit.
   15 January 2012    Sales: 200 units @ ₹ 40/- per unit.
   20 January 2012    Sales: 200 units @ ₹ 42/- per unit.
   25 January 2012    Purchases: 600 units @ ₹ 36/- per unit.
   28 January 2012    Sales: 300 units @ ₹ 42/- per unit.

Calculate the cost of closing inventory by LIFO method.
Q.6 Answer the following:
   a) Explain various types of errors.  
   b) Write rectifying correct and wrong entry from the following (ANY TWO):
      i) Goods purchased from Maini of ₹ 300/- passed through sales book.
      ii) ₹ 7500/- written off as depreciation on plant and machinery account has not been debited to depreciation account.
      iii) A discount of ₹ 4500/- allowed to Natraj & Sons has been credited to them as ₹ 5400/-.  

Q.7 a) On 1st January, 2009 a plant was purchased for ₹ 1,00,000/- and installation charges was ₹ 10,000/-. Payments were made through cheque. Its scrap value was estimated at ₹ 10,000/-. Useful life of the plant was estimated at 5 years. Find out the amount of depreciation to be charged by SLM and Rate of depreciation.  
   b) Explain various method of depreciation.
BBA (G)IB—First Semester
MANAGEMENT PRINCIPLES (2.102 / 367.102A)

Time: 3 hrs. Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Attempt the following questions:
a) Elucidate on social responsibility in management.
b) What are the various barriers in effective decision making?
c) Write a short note on ‘job enrichment’.
d) Write mission statement of any one organization and elaborate the characteristics of it. 3×4

PART-A

Q.2 a) What are various steps involved in management by objectives? 6×2
b) Explain strategic planning with the help of examples.

Q.3 Elucidate the importance of HRIS. How does technology influence HR framework and what are various ways to maintain relationship? 12

Q.4 Explain the term ‘management along with its scope’. What are various functions of management? Support with examples. 12

PART-B

Q.5 Do you think organization should undergo many changes? Support your answer with reference to planned change and innovations. 12

Q.6 a) Compare Maslow needs theory and Herzberg’s two factor theory of motivation. Give example to distinguish the comparison. 6×2
b) What are various communication channels? How is it managed?

Q.7 Write short notes on the following (ANY TWO):
a) Work-group process. 6×2
b) The control process.
c) Trait theory of leadership.
Q.1 Attempt the following questions (ANY FIVE):
   a) What are the extended 7P’s of service marketing?
   b) Explain production concepts of marketing.
   c) What do you understand by CRM?
   d) Explain any two types of primary data sources.
   e) Abbreviate PESTEL analysis.
   f) What do you understand by term: mobile marketing?  

   \[2 \times 5\]

PART-A

Q.2 Explain customer delivered value and hence derive customer profitability matrix.  

\[10\]

Q.3 Explain strategies planning, implementation and control process. Elaborate with an example.  

\[10\]

Q.4 Explain the five steps of the consumer buying process of an existing product, using an example of your own purchasing of a product for example buying a mobile phone.  

\[10\]

PART-B

Q.5 Explain the concept of the ‘product life cycle’ for a product like ice-cream of any brand with the help of graph.  

\[10\]

Q.6 a) Discuss importance of pricing with respect to automobile sector.
  b) Illustrate the importance of ethic’s in digital marketing.  

\[5 \times 2\]

Q.7 Read the case study given below and answers the following questions at the end:
   It's a brand that's been growing steadily over the years, and increasing the audience that it addresses as well. The new ad campaign of the ₹ 600 crore Horlicks brand is just hitting national networks and the message is clear, 'many things to many people'. Although Horlicks features in the top 10 of most consumer survey, this is one of its highest ratings so far. Simons J. Scarf, Managing Director, Smith Kline Beecham Consumer Healthcare (SBCH) says, "We are delighted at the rating that Horlicks has got in the survey. We're obviously aware of the power of Horlicks through our closeness to consumers, but it is always nice to get independent acknowledgement of the fact."

   The flagship of SBCH, Horlicks has been showing consistent annual value growth of about 25 per cent in the last three years and more is expected which is why SBCH is busy setting up a ₹ 250 crore dedicated Horlicks facility at Sonepat Haryana, invented in 1873 by James Horlicks. The brand has been available in India for 70 years. From being a drink taken only during convalescence the brand has repositioned itself since the seventies as a 'great family nourished'. Explains Scarf, "We have nurtured the equity of Horlicks carefully over the years and this has resulted in a unique..."
relationship between the brand and millions of consumers across India”. In fact, the company’s consumer research shows that consumers over time and experience have developed an emotional bonding with the brand. That’s something they find more powerful than a rational bonding. Vibrancy has been maintained despite its mature age by avoiding complacency. Most big brands with huge equities tend to fall to the temptation of sitting tight. And that in turn can result in a brand losing relevance.

But Horlicks has taken a proactive stance. Explains R. ShyamSundar, head of marketing — nutritional business, "Our learning has been that if there is a big brand with a lot of equity and it does nothing new, someone else usually comes in and segments the market. If instead, the market leader is the one to segment, he can gain the most". So before anyone else could, the company stake out some new turf. Which is why Horlicks has come out with new products such as Junior Horlicks, Mother’s Horlicks and Horlicks Biscuits? The idea here is to extend the core values to new formats and benefits. And that in turn grows the market. Take biscuits, they have meant a different distribution and marketing technique-allowing access to the brand at a low price. And that gives the brand a means to get into smaller outlets-including the corner ‘pan-bidi’ shop where it never could have been before.

Even if products like Junior Horlicks cannibalize the mother brand, at least 80 percent of its users are new incremental consumers.

a) Discuss the role of brand research in marketing.

b) Discuss the importance of new product development with respect to Horlicks.
**End Semester Examination, Dec. 2016**
BBA (G)IB — First Semester
BUSINESS COMMUNICATION (2.111 / 367.104)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt **ANYTWO** questions from **PART-A** and **TWO** questions from **PART-B.** Each question carries equal marks.

Q.1 Explain the following in one or two sentences only:
   a) Visual-aids.
   b) Threat.
   c) Internet.
   d) Posture.
   e) Gestures.
   f) Oral presentation.
   g) Upward communication.
   h) Listening.
   i) Memo.
   j) Download communication.

**PART-A**

Q.2 Highlight the barriers which make communication ineffective. Suggest ways to overcome them.

Q.3 What roles do communication skills pays in business? Explain each role with the help of an examples.

Q.4 Write short notes on:
   a) Meetings.
   b) Negotiation.

**PART-B**

Q.5 Write an essay on **any one** of the following:
   a) Globalization.
   b) Time-management

Q.6 Explain the types of non-verbal communication existing in organizations today. How do they assist in the effectively of communication?

Q.7 Write a report on the incidence of fire in one of the departments of an export unit.
BBA (G)International Business—Third Semester
INFORMATION TECHNOLOGY CONCEPTS(2.112)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 a) MAN refers to:
   i) Mega area network. ii) Metropolitan area network.
   iii) Mini area network. iv) Medium area network.
   b) Which of the following is not an input device?
      i) Keyboard. ii) Speaker.
      iii) Mouse. iv) Microphone.
   c) Which of following is not a category of E-commerce?
      i) B2C. ii) B2B.
      iii) B2E. iv) C2C.
   d) Explain e-mail.
   e) Name any two web browsers. 2×5

PART-A

Q.2 Define ‘computer’. Explain all the functional units of a computer system with the help of a block diagram. 10

Q.3 What is information system? What are the characteristics and components of information system? 10

Q.4 Define the term:’topology’. Explain various network topologies used in communication network. 10

PART-B

Q.5 How information system can be classified? Explain decision support system with its characteristics in detail. 10

Q.6 Explain e-commerce with an example. Illustrate advantages and disadvantages of E-commerce in detail. 10

Q.7 What is information security? What preventing measures will one take to prevent various threats? 10
BBA (G) International Business—First Semester
BUSINESS ECONOMICS (2.113 / 367.106A)

Time: 3 hrs.  Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on (ANY THREE):
   a) Scarcity.
   b) Cross elasticity of demand.
   c) Free trade.
   d) Unemployment.  4×3

PART-A

Q.2 What do you understand by price elasticity of demand? Discuss its degrees and factors determining price elasticity of demand.  12

Q.3 Define ‘production possibility curve’. Also discuss its shape and uses in detail.  12

Q.4 State the main characteristics of a perfect competition market. Also show short run equilibrium of perfect competition market with the help of suitable diagrams.  12

PART-B

Q.5 Define ‘gross domestic product’. Also explain the three methods to measure GDP and explain its importance in detail.  12

Q.6 What is “money”? Discuss its main functions and characteristics in detail.  12

Q.7 a) “Balance of payment always balances”. Discuss it.
b) How foreign exchange rate is determined in market?  6×2
BBA (G) IB – Second Semester
ENGLISH: STUDY WRITING (2.120)

Time: 3 hrs. 
Max Marks: 30
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write an essay on (any one):
   a) Save the girl child. 6
   b) Women empowerment. 6

PART-A
Q.2 Discuss the process of decision making. What are the advantages and disadvantages of group decision making? 6
Q.3 Differentiate between objectivity and subjectivity. Write a note on ‘Plagiarism’. 3×2
Q.4 a) What is the meaning of paraphrase and summary in relation to essay writing? 3
   b) Highlight the importance of good introductions and conclusions while writing an essay. 3

PART-B
Q.5 What is the method of reviewing a book? Discuss its process briefly. 6
Q.6 What is the format of report writing? Discuss its each stage briefly. 6
Q.7 Discuss the different levels of thinking in detail. 6
BBA (G) IB - Third Semester  
ORGANISATIONAL BEHAVIOUR(2.218/367.301)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 Define the following:  
   a) Values.  
   b) Emotions.  
   c) Organizational behaviour.  
   d) Influence.  
   e) Power.  

**2×5**

**PART-A**

Q.2 Highlight the challenges being faced by today’s managers in multinational companies.  
Suggest ways to overcome these challenges.  

**10**

Q.3 Discuss the big FIVE model of personality. Assess your own personality and give reasons.  

**10**

Q.4 Discuss Maslow’s theory of motivation and give your views whether it is applicable in today’s scenario.  

**10**

**PART-B**

Q.5 Write short notes on **(any two)**:  
   a) Leadership.  
   b) Culture.  
   c) Power in the workplace.  

**5×2**

Q.6 Describe the process of group development. Also discuss the different types of groups found in today’s time.  

**10**

Q.7 What are the main causes of conflicts? Discuss the different types of conflicts in organizations and the measures to control such conflicts.  

**10**
Q.1 Write notes on any two of the following:
   a) Corporate governance.
   b) Corporate social responsibility.
   c) BCG matrix.

**PART-A**

Q.2 Define strategic management. Explain all the steps involved in strategic management process with suitable examples.

Q.3 Consider yourself as CEO of MarutiUdyog Ltd. Discuss various external environmental forces effecting the business of this organization.

Q.4 Corporate objectives are related to the business as a whole. They are usually set by the top management of the business and they provide the focus for setting more detailed objectives for main functional activities of the business. Explain corporate objectives with suitable examples.

**PART-B**

Q.5 Good leadership is an integral part of strategic management. What are the leadership qualities Ratan Tata would be looking for in his CEO for managing TATA Motors effectively?

Q.6 Write notes on any two of the following:
   a) PEST analysis.
   b) Benefits of strategic management.
   c) Competitor analysis.

Q.7 The Supreme Court of India in Feb, 2014 issued a non-bailable warrant against Sahara Chief Subrata Roy for non-appearance despite a summon and contempt of court. The securities and exchange board of India (SEBI) had asked Sahara to refund over Rs. 20,000/- crore to investors but Sahara failed to do so repeatedly. Subrata Roy was sent to Tihar jail in March, 2014. He has not been able to come out of Tihar jail as his company did not develop any strategic plan to return the money of investors and deposit the bail amount for the release of its promoter, member or chairperson.

Read the case study carefully given above and answer the following questions:
   a) Evaluate the decision of Subrata Roy for not appearing in courts inspite of summons against him. Do you think strategic leader of the company should take such decisions which could land them in jail and organization in turmoil?
   b) While developing strategies, it is essential to screen strategical inputs through legal and ethical aspects also. Sahara group did not incorporate legal and ethical concerns in the strategical decision making. As management student suggest
Sahara how to correct their future strategical decisions to save such a big organization from collapse.

c) Considering yourself as CEO of Sahara, formulate strategies for retaining employees of the company in present scenario.
BBA (G) IB–Fourth Semester
OPERATIONS MANAGEMENT(2.225 / 367.402)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks:

Q.1 Write short notes on **(any two)**:
   a) Competitive priorities.
   b) Material flow.
   c) Resource Management.
   d) Plant location.

   5x2

**PART-A**

Q.2 a) “Activities in an organization are interrelated or independent and generate a value as margin”. Comment and justify the statement. 10
   b) Explain critical practices and key steps involved in performance measurement. 10

Q.3 Define ‘operation strategy’. Explain how global operations strategy can be developed. 10

Q.4 a) Explain various functions of PLC. 5
   b) Explain the design and creation of transformation process. 5

**PART-B**

Q.5 Explain supply chain with the help of a diagram. Give an example to describe the relationship with the supplier and customer for any organization. 10

Q.6 What is inventory management? Explain various techniques of inventory control with suitable examples. 10

Q.7 a) Write a short note on: ‘decision involved in effective process design’. 5
   b) Explain ✗ quality chart used for quality management. 5
BBA (G) IB - Fourth Semester
HUMAN RESOURCE MANAGEMENT (2.226 / 367.403)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short notes on (any two):
   a) Impact of cultural differences on HRM.
   b) Job analysis.
   c) Performance appraisal. 5x2

   PART-A

Q.2 “Human resource management is one of the pillars of an organization as it deals with the most dynamic resource”. Justify this statement by discussing the need and importance of HRM. 10

Q.3 What do you understand by job description and job specification? Discuss the importance of job analysis in detail. 10

Q.4 “Diversity is an inevitable aspect of any workforce”. Elaborate on the dimensions of workforce diversity. Also discuss the challenges faced by managers in dealing with a diverse workforce. 10

   PART-B

Q.5 Discuss the various internal and external sources available for recruitment. Also explain the merits and demerits of internal and external sources of recruitment. 10

Q.6 Performance management is an integral part of HRM. Explain the meaning of performance management and the various methods used for performance appraisal. 10

Q.7 Explain the difference between training and development. Also elucidate the various methods used for development. 10
BBA (G) IB – Third Semester
RETAIL MANAGEMENT (2.227/367.308)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 Answer the following questions (**any four**):
   a) Explain the term: ‘exclusive distribution’.
   b) Define ‘corporation’ with the help of an example.
   c) What do you mean by ‘e-retailing’?
   d) Discuss the role of location in retailing.
   e) Explain the term ‘logistics’ with the help of examples.  

**PART-A**

Q.2 Explain in detail about retail strategy. Discuss the various special characteristics that affect retailers strategy.  

Q.3 Explain the various classifications of customer services. Also describe any four characteristics of service retailing with the help of examples.  

Q.4 Explain the various phases of retail life cycle. Take an example of a diversified product and explain the concept.  

**PART-B**

Q.5 Explain the various factors that affect consumer buying. Which factor according to you play the most important role for buying a luxury car?  

Q.6 a) Critique at least two emerging trends that are affecting web based retailing.  
   b) Do you think customization should become an integral part of CRM cycle? Discuss.  

Q.7 a) Why is a competitive advantage of “lowest price” a dangerous position to have?  
   b) Mention the importance of retail communication mix for any one electronic product.
BBA (G) IB – Second Semester
INTRODUCTION TO INTERNATIONAL BUSINESS (2.231/367.207)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt Five questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks:

Q.1 Write short notes on any two of the following:
   a) International orientation.
   b) SAARC.
   c) Role of ethics in international business.
   d) Foreign direct investment.

   **PART-A**

Q.2 Why do companies and countries enter into international business, when the opportunities exist in the domestic business? 10

Q.3 “Modern trade theories are essential for formulating business strategies at macro level in companies”. Discuss theories of international trade in detail. 10

Q.4 What is political environment? Explain various indicators of political instability in detail? 10

**PART-B**

Q.5 ‘Exchange rates between different currencies determined under the paper currency standard’. Explain how exchange rates can be determined. 10

Q.6 Explain the various modes to enter in international market with suitable examples. 10

Q.7 What is GHRM? Explain in detail how international HR activities can be managed. 10
BBA (G) IB – Second Semester
MACRO ECONOMICS (2.234 / 367.204)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q. 1 Answer the following questions:
   a) Mention any two causes of unemployment.
   b) Define the term ‘inflation’.
   c) Write any two functions of ‘RBI’.
   d) Explain the term ‘money supply’.
   e) Write any two uses of ‘CPI’.

PART-A

Q. 2 a) Differentiate between real and nominal GDP in brief. 5
   b) Explain Philip’s curve in brief. 5

Q. 3 Illustrate with the help of a diagram the money flows in an open economy. Identify leakages and injections in these flows to establish the conditions of the constancy of money flows. 10

Q. 4 Explain how budget deficit affects economic activity. 10

PART-B

Q. 5 Explain the relationship between saving and international capital flow in detail. 10
Q. 6 What is a fiscal policy? Explain the functions and objective of fiscal policy in detail. 10
Q. 7 Explain various shifts in AD and AS with the help of curves. 10
BBA (G)IB—Fifth Semester
INTERNATIONAL BUSINESS (367.501)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer the following:
   a) Write the full form of WTO__________.
   b) Write the full form of NAFTA__________.
   c) Write the full form of FDI __________.
   d) Write the full form of INF__________.
   e) Name any two environmental forces.
   f) Name any two international marketing promotions.
   g) Name any two innovations in drugs and pharmaceutical industry, finance, biotechnology.
   h) Explain the term: ‘globalization’.

   PART-A

Q.2 Attempt any two of the following:
   a) What was the strength of Toyata on which it expanded its production in USA? 5
   b) How India has been benefitted from globalization? 5
   c) How Samsung has become so popular? 5

Q.3 What are the various environmental process that affect the international business? 10

Q.4 What are the various entry strategies? Discuss in detail. 10

   PART-B

Q.5 Explain the features of advertising publicity, personal selling as these exist in international marketing. 10

Q.6 Discuss in detail the innovations which have been taking place and have impact on global business. 10

Q.7 Write short notes on:
   a) Managing across boundaries. 3
   b) Multidimensional capabilities. 3
   c) Role of MNC in globalization. 4
BBA (Global) International Business—Fifth Semester
INTERNATIONAL TRADE (367.502)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on (any five):
a) Balance of Trade.
b) Tariffs.
c) Quotas.
d) SAARC.
e) Purchasing power parity.
f) Heckscher-Ohlin theory. 2×5

PART-A
Q.2 Explain the comparative cost advantage theory of International Trade. Is it an improvement over absolute cost advantage? 10
Q.3 What are the main objectives of levying tariff and what are the main effects of tariffs? Explain in detail. 10
Q.4 Differentiate between ‘internal’ and ‘international trade’. Also discuss the main advantages of international trade. 10

PART-B
Q.5 Discuss the role of multinational corporations in our country. Explain the problems created by MNC’s in India. 10
Q.6 Enumerate the principle items in the balance of payments of a country. How can a deficit in the balance of payment be corrected? 10
Q.7 How the foreign exchange rate is determined by market forces? Also discuss the purchasing power parity theory of Foreign Exchange determination. 10
BBA (G) International Business—Fifth Semester  
RESEARCH METHODS (367.503)

Time: 3 hrs.  Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on (any two):
   a) Hypothesis.
   b) Exploratory and Descriptive Research.
   c) Research Plan. 5×2

   PART-A

Q.2 What is a research design? Explain the need of research. Explain different types of research design along with suitable examples. 10

Q.3 Explain the difference between collection of data through questionnaires and schedules. 10

Q.4 Distinguish between the following:
   a) Confidence level and significance level.
   b) Point-estimate and interval-estimate. 5×2

   PART-B

Q.5 Describe the layout of a research report, covering all relevant points. 10

Q.6 What is SPSS? Explain in detail applications of SPSS to find statistical measurement and Mann-whitey. 10

Q.7 “Interpretation is an out of drawing inferences depending upon the skill of the researcher.” Elucidate the given statement explaining the technique of interpretation. 10
BBA (G) IB– Sixth Semester
INTERNATIONAL MANAGEMENT (367.602)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short note on any two of the following:
   a) SAARC nations.
   b) Mixed economy.
   c) Herzberg theory. 5×2

PART-A

Q.2 a) Explain effects of globalization in detail. 5
   b) Explain the term totalitarianism with the help of an example. 5

Q.3 Many MNC’s have secured a foothold in Asia, and many more all looking to develop business relations there. Why does this region of the world hold such interest for international management? Identify and describe some reasons for such interests. 10

Q.4 Explain Hofstede’s cultural dimensions with examples. Differentiate these dimensions for any two countries of your choice. 10

PART-B

Q.5 In what way do formalization specialization and centralization are an impact on MNC organization structures? In your answer, use a well-known firm such as IBM or Ford to illustrate the effects of these three characteristics. 10

Q.6 Explain the comprehensive framework for assessing a political risk. 10

Q.7 Write short notes on (any two):
   a) Goal setting theory.
   b) Expectancy theory.
   c) Herzberg theory. 5×2
BBA (G) IB–Sixth Semester
ADVANCED INFORMATION TECHNOLOGY (367.603)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt Five questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks:

Q.1 Write short notes on (any two):
   a) Protocols of communication.
   b) Subscribing to newsgroup.
   c) ISP account and tools. 5x2

PART-A

Q.2 What is TCP/IP? Explain it with the help of a layered diagram. 10

Q.3 What is search engine concept? How web searching can be done using search engines? 10

Q.4 What do you understand by intranet concept? Explain how intranet can be used as a business tool? 10

PART-B

Q.5 What is multimedia? Explain various multimedia software authorizing tools in detail. 10

Q.6 Write short notes on:
   a) Sending and receiving mails.
   b) MS-Back office. 5x2

Q.7 a) What do you understand by ‘electronics Tele and Video conferencing’? Explain in detail.
   b) Name any five expressions/formulas used in MS-Excel. 5x2
BBA (G) IB- Sixth Semester
BUSINESS AND SOCIAL ETHICS (367.606)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt Five questions in all; Q.1 is compulsory. Attempt any Two questions from Part A and Two questions from Part B. All questions carry equal marks.

Q.1 Write short notes on any two of the following:
   a) Corporate governance.
   b) Whistle blower.
   c) Primary sources of ethics.

PART-A

Q.2 After joining ABC Company as marketing manager, you discover unethical practices in your marketing department. What will be your approach in such situation? 10

Q.3 What are the possible solutions for curbing corporate corruption in India? 10

Q.4 "Corporate cannot ignore public interests". In the light of this statement, describe the obligation of a corporate towards society by mentioning the benefits of corporate social responsibility. 10

PART-B

Q.5 Given a choice of working with Ratan Tata, at the designation of manager at Rs. 50,000/- per month salary or to work with Vijay Mallaya at the designation of senior manager at Rs. 60,000/- per month salary; which offer you would like to accept and why? Discuss in detail by incorporating ethical aspects you have studied till date. 10

Q.6 What are the positive and negative aspects of present day advertisements in the electronic media? Prepare guidelines for controlling undesirable advertisements both in print and electronic media. 10

Q.7 Ex- McKinsey Executive Arrested

An Indian origin British national who was a former executive/ partner at consulting firm McKinsey& Co., got arrested in New York on the allegations of fraud amounting to nearly $890,000. Navdeep Arora, a former executive/ partner in the Chicago office of McKinsey & Company, was arrested at JFK International Airport in New York. Arora, 51 has been charged with eight counts of wire fraud in an indictment filed in US District court in Chicago.

Question:

Inspite of fat salary packet and other benefits, some senior executives of companies involve in unethical practices. Considering the background of case study, discuss the concept of unethical business practices by such executives, with the help of Freud's Theory (Id, ego and Super ego) or Maslow's Theory of Hierarchy. 10
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS ORGANIZATION (BBA-101) / BUSINESS ORGANIZATION AND MANAGEMENT (BBA-101A)

Time: 3 hrs.
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer in brief:
   a) Define ‘business system’. 2
   b) Distinguish between ‘capitalism’ and ‘socialism’. 5
   c) Define ‘business environment’. 2
   d) Explain the concept of ‘motivation’. 2
   e) Write any two difference a between industry, trade and commerce. 4
   f) “India is a mixed economy”. Comment. 2
   g) What is the concept of stock exchange? 2
   h) “Business is a profession”. Explain. 1

   PART-A

   Q.2 Define ‘business’. Discuss the objectives of a business organization in detail. 20

   Q.3 Write notes on the following:
   a) Merits and demerit of role proprietorship. 10×2
   b) Explain the procedure for registration of a partnership firm.

   Q.4 Explain the concept of social responsibility. Discuss the factors affecting social responsibilities of a business in detail. 20

   PART-B

   Q.5 Define ‘planning’. Explain the objectives and steps of planning in detail. 20

   Q.6 Write notes on the following:
   a) Delegation and Decentralization. 10×2
   b) Principles of an organization.

   Q.7 Define ‘management’. Discuss the Henry Fayol’s principles of management in detail. 20
Q.1 Short answer questions:
   a) What do you mean by lower triangular matrix?
   b) Define symmetric difference for two sets.
   c) How many arrangements can be made by letters of the word ‘AMAN’?
   d) If $a = 3$ and $d = 7$; then find $S_{20}$.
   e) Write in set builder form : $\{ -2, -1, 0, 1, 2, 3 \}$.
   f) Differentiate $\left( 5x^2 + 9x + 8 \right) w. r. t. x$.
   g) If $\begin{bmatrix} x & 3x - y \\ 2x + z & 3y - w \end{bmatrix} = \begin{bmatrix} 3 & 2 \\ 4 & 7 \end{bmatrix}$; find $x$ and $y$.
   h) Find the value of $\log_{10} + \log_2 + \log_3$.
   i) Find the value $12^c$.
   j) What do you mean by singular matrix?

Q.2 a) If $U = \{1, 2, 3, 4, 5, 6, 7, 8 \}$, $A = \{1, 2, 3, 4 \}$, $B = \{3, 4, 6 \}$ and $C = \{5, 6, 7, 8 \}$; verify the following:
   i) $(A \cup B)^{c} = A^{c} \cap B^{c}$
   ii) $A - (B \cup C) = (A - B) \cap (A - C)$

b) Prove that: $(A - B) \cup (B - A) = (A \cup B) - (A \cap B)$

Q.3 a) Solve the following equations:
   $2^x + 3^y = 17$; $2^{x^2} - 3^{y+1} = 5$

b) If $a^2 + b^2 = 7ab$, prove that
   $2 \log (a - b) = \log 5 + \log a + \log b$

Q.4 a) The sum of three numbers in A.P. is 18. If the numbers be increased by 3, 4, 10 respectively, they form a G.P. Find the numbers.

b) The $5^{th}$ term of an A.P. is 10 and $10^{th}$ term is zero. Find the $25^{th}$ term and sum of 30 terms of A.P.
c) The A.M. between 'b' and 'c' is 'a' and two G.M.'s between them are \( g_1 \) and \( g_2 \). Prove that \( g_1^3 + g_2^3 = 2abc \).

**PART-B**

**Q.5**

a) How many arrangements can be made out by using the letters of the word 'ARRANGEMENT'? In how many of them:
   i) Vowels are not together.
   ii) Begin with G and end with T.
   iii) A, R and M are always together.

b) How many four letters words can be formed by using the letters of word 'MATHEMATICS'? 

**Q.6**

a) Solve the following system of equations by Cramer's Rule:
   
   \[
   \begin{align*}
   6x + y - 3z &= 5 \\
   x + 3y - 2z &= 5 \\
   2x + y + 4z &= 8
   \end{align*}
   \]

b) If \( A = \begin{bmatrix} 2 & -1 \\ -1 & 2 \end{bmatrix} \), \( B = \begin{bmatrix} 1 & 4 \\ -1 & 1 \end{bmatrix} \); Prove that \( (A + B)^2 \neq A^2 + B^2 + 2AB \).

c) If \( A = \begin{bmatrix} 3 & 1 \\ -1 & 2 \end{bmatrix} \); then show that, \( A^2 - 5A + 7I = 0 \).

**Q.7**

a) Differentiate w.r.t. \( x \):
   \[
   \frac{x^2 + 3x + 1}{x^2 - x + 1}
   \]

b) If \( y = x + \sqrt{x^2 - 1} \), Prove that \( (y - x) \frac{dy}{dx} - y = 0 \).

c) Find \( \frac{dy}{dx} \); if \( y = \frac{\log x}{1 + x \log x} \).
Q.1 Answer the following:
   a) ALU stands for __________.
   b) Name two types of software.
   c) What do you understand by the base of number system?
   d) Write any two uses of computers.
   e) Expand WAN.
   f) The complementary of binary number 101011 is __________.
   g) (59) can be octal number or not.
   h) Plotter is a __________ device.
   i) Name any two operations performed by a computer.
   j) Who is father of modern digital computer?
   k) List out the characteristics of computer.
   l) Which of the following is a function of e-mail system?
      i) Composition. ii) Transfer.
      iii) Reporting. iv) All of above.
   m) How many bits form 1 byte?
      i) 4 ii) 8
      iii) 16 iv) 10
   n) Which of following is not an analog computer?
      i) Speedometer. ii) Voltmeter.
      iii) Dell. iv) Thermometer.
   o) The two parts of CPU are:
      i) Control unit and memory. ii) Address and Registers.
      iii) ALV and Control unit. iv) ALV and Memory.  

PART-A

Q.2 Explain the basic organization of computer system with the help of a block diagram. Also explain the functions of each unit.  

Q.3 Write short notes on:
   a) ASCII codes.
   b) Convert (546)₈ ----→ (?)₁₀
   c) Binary addition.

Q.4 What are output devices? Explain the printer with its types in detail.
Q.5 What do you mean by operating system? Explain the functions of operating system in detail. Name any four operating systems.

Q.6 Define the term ‘networking’. Also explain the LAN, MAN, WAN with their advantages.

Q.7 Write the applications of computers in offices and in medical field.
BBA (GEN/BANKING)—First Semester  
FINANCIAL ACCOUNTING(BBA-104)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 2  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. All questions carries equal marks.

Q.1  
a) **Fill in the blanks:**  
i) Decrease in one asset; __________ in another asset.  
ii) Posting is a process of carrying debit and credit balance from __________ to respective ledger.  
iii) __________ is a decline or wear and tear of an asset.  
iv) All __________ and __________ are debited in nominal account.  

b) **State weather the following statements are TRUE or FALSE:**  
i) The enterprise is normally viewed as a going concern.  
ii) Bank reconciliation statement is an aid used to ensure the accuracy of transaction appearing in bank column of cash book.  
iii) Depreciation appears in the profit and loss account.  
iv) Gross profit is transferred to profit and loss A/C.  
v) Free samples received are business gains.

2×4

Q.2  
a) **Journalize the following transaction and prepare ledger, trial balance for the following:**  
i) 1st July 2013 cash in hand ₹ 1,00,000/- cash at bank ₹ 75,000/- and capital account ₹ 1,75,000/-.  
ii) 13th July bought goods for ₹ 35,000/-.  
iii) Withdrew ₹ 5000/- from bank for private use on 17th July.  
iv) Goods worth ₹ 3000/- taken by proprietor on 21st July.  
v) Paid ₹ 10,000/- for advertisement by cheque on 25th April.  

15

b) Write a note on accounting process.  
5

Q.3  
Answer the following questions:  
a) What is bank reconciliation statement? Explain briefly with suitable example and the purpose of preparing it.  
10  
b) Explain briefly the accounting concepts.  
10

Q.4  
a) **Rectify the following errors:**  
i) Machinery purchase for ₹ 5000/- has been debited to purchases A/C.  
ii) Goods sold to Mohan ₹ 380/- on credit was recorded in sales book as ₹ 830/-.  
iii) ₹ 2000/- paid for furniture purchased has been debited to purchases account.  
iv) ₹ 3000/- paid to Ram has been entered in Shyam account.
v) An amount of ₹ 2500/- spent for repair of machinery was entered in wages account.

b) Prepare accounting equation for following:
   i) Mr. I started business with cash ₹ 1,00,000/-.
   ii) Stationery purchased on credit ₹ 8000/-.  
   iii) Miscellaneous expenses of ₹ 6000/- were paid.
   iv) Purchased goods on credit from Mohan ₹ 5000/-.  
   v) Sold goods for cash ₹ 26,000/-. (Cost ₹ 22,000/-).

**PART-B**

Q.5  
   a) On 1<sup>st</sup> July 2011, Rubal& Co. acquires a machine at a cost of ₹ 2,80,000/- and spent ₹ 20,000/- on its installation. The firm written off depreciation at 10% of the diminishing balance every year. The books are closed on 31<sup>st</sup> December every year. Prepare machinery A/C and depreciation account for 3 years.  
   b) Explain in detail cause of depreciation.

Q.6  
What adjustment entry? Show the treatment of following adjustment transactions with imaging figures(ANY FOUR):
   a) Bad debts.
   b) Prepaid expenses.
   c) Outstanding expenses.
   d) Unearned expenses.
   e) Income received in advance.

Q.7  
   a) Classify the following into capital or revenue expenditure with explanation:
      i) Overhaul expenses of ₹ 10,000 spent on second hand machinery purchased.
      ii) Carriage of ₹ 1000 spent on machinery purchased.
      iii) Legal fees of ₹ 5000 paid to acquire property.
      iv) Freight and cartage on new machine ₹ 150.
      v) A sum of ₹ 400 was spent on painting the factory.
   b) Distinguish between capital receipts and revenue receipts with example.
BBA (GEN)/BBA (BANKING)- First Semester
BUSINESS ECONOMICS ANALYSIS (bba-105)

Time: 3 hrs
Max Marks: 100
No. of Pages: 1

Note: Attempt FIVE questions in all; taking at least TWO questions from each Part.
Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer in brief:
   a) Define ‘micro economics’.
   b) What are Giffen goods?
   c) Differentiate between wants and demand.
   d) Define ‘utility’.
   e) Differentiate between ‘explicit cost’ and ‘implicit cost’.
   f) With help of a diagram show that MR when TR is maximum.
   g) Define ‘pure competition’.
   h) What is dumping?
   i) Draw an envelope cost curve.
   j) What is budget line?

PART-A

Q.2 Explain the law of demand. Why does demand curve slopes downwards to the right? Also explain the circumstances in which demand curve slopes upwards.

Q.3 State and explain the law of variable proportion. Also describe the various stages of this law with help of a schedule and diagram.

Q.4 What do you understand by the term ‘consumer’s equilibrium’? Explain consumer’s equilibrium with the help of indifference curve technique.

PART-B

Q.5 Discuss the various concepts of cost. How do they differ in short run and long run?

Q.6 Define ‘market’. What are the main forms of a market? Discuss the equilibrium prices under monopolistic competition in short and longrun in detail.

Q.7 What is meant by discriminating monopoly? How is price determined under it? Explain the practical applications of price discrimination in detail.
BBA (Gen)/BBA (Banking) - First Semester
MICRO ECONOMICS FOR BUSINESS DECISIONS (bba-107)

Time: 3 hrs Max Marks: 100
No. of Pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) ________ is known as father of modern economics.
   b) Inferior good is a good for which an ________ is consumers’ income result in a ________ in its demand.
   c) Law of supply does not apply rigorously to ________ products.
   d) Want satisfying capacity of a good is called ________.
   e) Higher indifference curve indicates higher ________.
   f) Koutsoyiannis has divided internal economics into two parts; name ________ economics and ________ economics.
   g) Monopolistic competition is a situation that is in between ________ and ________.

Answer the following questions in brief:
   h) Define opportunity cost.
   i) Define marginal rate of substitution.
   j) Differentiate between economic and non-economic goods.
   k) Draw a demand schedule and demand curve.
   l) Write any two factors affecting supply curve.

PART-A

Q.2 Discuss the nature, scope, importance and limitations of micro economics. 20

Q.3 a) What do you mean by elasticity of demand? Discuss five degrees of the elasticity of demand. 10
   b) Discuss the factors which influence elasticity of supply. 10

Q.4 State and explain the law of diminishing marginal utility. Discuss the importance and limitations of this law. Explain consumers equilibrium with the help of utility analysis. 20

PART-B

Q.5 a) Distinguish between short run and long run cost curves with diagrams. 10
   b) Explain relationship between average revenue, marginal revenue and total revenue curves with schedule and diagrams. 10

Q.6 What do you mean by monopoly? Write the main features of monopoly. How are the price and output determined under it? 20

Q.7 a) Discuss modern theory of rent. 10
   b) Explain the liquidity preference theory of interest. 10
BBA — Second Semester
ENVIRONMENTAL STUDIES (CH-202)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 a) What is meant by deforestation?
b) Define the term: ‘biodiversity’.
c) Name two renewable sources of energy.
d) Expand the term: ‘CNG’.
e) What are the two types of reactions involved in generation of nuclear energy?
f) Water day is celebrated on ____________.
g) Define ‘fertility rate’.
h) Which is the major cause of global warming?
i) Name the acids that are constituents of acid rain.
j) What are endemic species?

2×10

PART-A

Q.2 What is the scope of studying environmental studies? How it proves to be an interdisciplinary science.

20

Q.3 What are natural resources? Give a detail account of mineral resources.

20

Q.4 What is meant by ecological succession? Explain its causes and the process involved in it.

20

PART-B

Q.5 Give a detailed account of causes, effects and control measures of water pollution.

20

Q.6 What is meant by solid waste management? Explain the causes, effects and control measures for urban and industrial waste in detail.

20

Q.7 Explain the role of education and woman welfare in population control in detail.

20
BBA (General and Banking)— Second Semester
INTRODUCTION TO MULTIMEDIA (BBA-203)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 a) Define ‘system’.
   b) RAM and ROM stands for __________ and __________ respectively.
   c) Name any four communication devices.
   d) HTML stands for __________.
   e) Write down any four extensions of image files.
   f) What do you mean by compression of a file?
   g) Number of images makes together a __________.
   h) Name any two 3-D techniques softwares.
   i) Name any four output devices.
   j) Name any two tools for authoring multimedia.

PART-A

Q.2 a) Explain multimedia application in different areas in detail. 10
   b) What is multimedia? Explain its architecture in detail. 10

Q.3 a) What do you mean by I/O devices? Explain any four input and four output devices with their features. 10
   b) Write short notes on:
      i) Communication devices.
      ii) Text edition tools in multimedia. 5×2

Q.4 a) Answer the following questions:
      i) What is the difference between plain text and formatted text? 5
      ii) What is OLE? Explain in detail. 5
   b) What is HTML used for? Explain the following tags of HTML with proper examples:
      i) <br> ii) <herf> iii) <oL> iv) <th> v) <Title> 10

PART-B

Q.5 a) Answer the following questions:
      i) Differentiate between bitmap and vector drawings. 5
      ii) Differentiate between 8 bit and 24 bit color images. 5
   b) Write down the different file formats and their features used in bitmap and vector graphics images. 10

Q.6 a) What is compression? Differentiate between lossless and lossy compression techniques in detail. 10
   b) There is a set of five different symbols. The symbols frequencies are:

<table>
<thead>
<tr>
<th>Symbol</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>24</td>
</tr>
<tr>
<td>B</td>
<td>39</td>
</tr>
<tr>
<td>C</td>
<td>10</td>
</tr>
<tr>
<td>D</td>
<td>8</td>
</tr>
<tr>
<td>E</td>
<td>8</td>
</tr>
</tbody>
</table>

   Calculate the Huffman code and total length. 10
Q.7  
   a) What is animation? Write down its principles in detail.  
   b) Explain the following:  
      i) Morphing.  
      ii) 2-D and 3-D softwares with brief explanation.
Q.1 Answer briefly:
a) Give two objectives of statistics.
b) What is central tendency?
c) Write any two properties of mean.
d) Explain harmonic mean.
e) Write any two properties of regression coefficients.
f) Mention any two uses of index number.
g) What is a multiplicative model of time series?
h) If $\sum fd^2 = 369$; $N = 139$, $I = 10$ and $\sum fd = 61$. Calculate the standard deviation.
i) Give example of exclusive series and inclusive series.
j) Give any two prerequisites for a good measure of central tendency. 2×10

PART-A

Q.2 a) The data relating to the credit sales (in rupees thousands) of some customers is mentioned below:

<table>
<thead>
<tr>
<th>35</th>
<th>42</th>
<th>78</th>
<th>65</th>
<th>68</th>
<th>93</th>
<th>21</th>
<th>67</th>
<th>34</th>
<th>47</th>
<th>51</th>
</tr>
</thead>
<tbody>
<tr>
<td>78</td>
<td>63</td>
<td>54</td>
<td>29</td>
<td>59</td>
<td>47</td>
<td>88</td>
<td>28</td>
<td>41</td>
<td>63</td>
<td>58</td>
</tr>
<tr>
<td>56</td>
<td>94</td>
<td>49</td>
<td>43</td>
<td>67</td>
<td>82</td>
<td>60</td>
<td>82</td>
<td>32</td>
<td>74</td>
<td>90</td>
</tr>
<tr>
<td>65</td>
<td>58</td>
<td>73</td>
<td>93</td>
<td>57</td>
<td>42</td>
<td>26</td>
<td>59</td>
<td>74</td>
<td>45</td>
<td>33</td>
</tr>
<tr>
<td>86</td>
<td>57</td>
<td>95</td>
<td>73</td>
<td>38</td>
<td>34</td>
<td>55</td>
<td>72</td>
<td>86</td>
<td>45</td>
<td>62</td>
</tr>
</tbody>
</table>

i) Construct a frequency distribution of suitable class interval from the above data.

ii) Draw a less than type of frequency distribution from the above data. 5×2

b) What is the purpose of classification of statistical data? Explain different kinds of classification. 10

Q.3 a) The monthly profits (Rs. Lakhs) earned by 100 companies during the financial year 2002-03 are given in the table below:

<table>
<thead>
<tr>
<th>Monthly profit (in lakhs)</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>80-90</th>
<th>90-100</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Companies</td>
<td>4</td>
<td>8</td>
<td>18</td>
<td>30</td>
<td>15</td>
<td>10</td>
<td>8</td>
<td>7</td>
</tr>
</tbody>
</table>

Draw less than and more than ogive. 10

b) Calculate the following:

i) A man travelled by car for 3 days. He covered 480 km each day. On the first day he drove for 10 km at 48 km/hrs. On the second day he drove for 12 km. at 40 km/hrs. and on last day he drove for 15 km at 32 km/hrs. What was his average speed using harmonic mean method?
ii) A person walks 9 hours at a speed of 3 km/hr. and again walks 8 hrs. at a speed of 4 km/hrs. Find the average speed per hour by using the appropriate method.

Q.4 a) Calculate the mean, median, mode, percentile 80 and decile 4 from the given information:

<table>
<thead>
<tr>
<th>Monthly house rent (in Rs.)</th>
<th>No. of families</th>
<th>Monthly house rent (Rs.)</th>
<th>No. of families</th>
</tr>
</thead>
<tbody>
<tr>
<td>100-149</td>
<td>20</td>
<td>500-549</td>
<td>40</td>
</tr>
<tr>
<td>150-199</td>
<td>27</td>
<td>550-599</td>
<td>35</td>
</tr>
<tr>
<td>200-249</td>
<td>36</td>
<td>600-649</td>
<td>25</td>
</tr>
<tr>
<td>250-299</td>
<td>47</td>
<td>650-699</td>
<td>17</td>
</tr>
<tr>
<td>300-349</td>
<td>49</td>
<td>700-749</td>
<td>14</td>
</tr>
<tr>
<td>350-399</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>400-449</td>
<td>44</td>
<td></td>
<td></td>
</tr>
<tr>
<td>450-499</td>
<td>43</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

b) From the following data compute quartile deviation, standard deviation and coefficient of variation:

<table>
<thead>
<tr>
<th>Size</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-7</td>
<td>14</td>
</tr>
<tr>
<td>8-10</td>
<td>24</td>
</tr>
<tr>
<td>11-13</td>
<td>38</td>
</tr>
<tr>
<td>14-16</td>
<td>20</td>
</tr>
<tr>
<td>17-19</td>
<td>4</td>
</tr>
</tbody>
</table>

PART-B

Q.5 a) Calculate the coefficient of correlation:

<table>
<thead>
<tr>
<th>Year</th>
<th>Supply</th>
<th>Demand</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>150</td>
<td>200</td>
</tr>
<tr>
<td>1999</td>
<td>154</td>
<td>180</td>
</tr>
<tr>
<td>2000</td>
<td>160</td>
<td>170</td>
</tr>
<tr>
<td>2001</td>
<td>172</td>
<td>160</td>
</tr>
<tr>
<td>2002</td>
<td>160</td>
<td>190</td>
</tr>
<tr>
<td>2003</td>
<td>165</td>
<td>180</td>
</tr>
<tr>
<td>2004</td>
<td>180</td>
<td>172</td>
</tr>
</tbody>
</table>

b) A panel of judges A and B graded seven debaters and independently awarded the following marks:

<table>
<thead>
<tr>
<th>Debator</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
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<td>34</td>
<td>28</td>
<td>30</td>
<td>44</td>
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<td>31</td>
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<tr>
<td>Marks of B</td>
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<td>39</td>
<td>26</td>
<td>30</td>
<td>38</td>
<td>34</td>
<td>28</td>
</tr>
</tbody>
</table>

Compute the regression equations X on Y and Y on X from the data given above.

Q.6 a) Explain the uses of index number and what are the problems in index construction.

b) Compute the weighted aggregative indices using Fisher, Laspeyers an Paaschis methods:
Q.7  
a) What is time series? State the components of time series analysis.  
b) Fit a straight line trend equation to the following data by the method of least square and estimate the trend values. Also make estimates of the values for 2009 and 2011:

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (in lakh Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>80</td>
</tr>
<tr>
<td>2003</td>
<td>90</td>
</tr>
<tr>
<td>2004</td>
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<td>99</td>
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<tr>
<td>2008</td>
<td>92</td>
</tr>
<tr>
<td>2010</td>
<td>105</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Commodities</th>
<th>Base year</th>
<th>Current year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(P_0)</td>
<td>(Q_0)</td>
</tr>
<tr>
<td>A</td>
<td>2</td>
<td>7</td>
</tr>
<tr>
<td>B</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>C</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>D</td>
<td>5</td>
<td>4</td>
</tr>
</tbody>
</table>
BBA (GEN) / BBA (BANKING)—First Semester
COMPANY ACCOUNTS (BBA-205)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) Goodwill is a __________ asset.
   b) Accounting standard __________ deals with depreciation accounting.
   c) IPO can be issued by __________ company only.
   d) Equity share holder is __________ of the company.
   e) Final accounts of a company are prepared as per schedule __________ of the Companies Act.

1×5

Answer the following in brief:
   a) Why preliminary expenses are shown in balance sheet?
   b) What is buy-back of shares?
   c) Define preference share.
   d) Explain the meaning of ploughing back of profits.
   e) What are the various methods of goodwill valuation?

2×5

PART-A

Q.2 A limited company invites applications for the 50,000 equity shares of Rs. 10 each payable as follows, on application Rs. 3, on allotment Rs. 4, on first call Rs. 2 and the balance on final call. Applications were received for 55,000 shares and allotments were made on the following basis:
   a) To applicants for 35,000 shares in full.
   b) To applicants for 20,000 shares – 15,000 shares. Excess money paid on application was utilized toward allotment money. A shareholder who was allotted 1,500 shares out of the group applying for 20,000 shares failed to pay the allotment money and money due on calls. These shares were forfeited. 1,000 shares were reissued as fully paid on receipt of Rs. 8 per share. Show the journal entries in the books of company.

Q.3 “The Equity share is different from a preference share”. Illustrate in the light of preferences available to preference shareholders.

Q.4 What is underwriting? Explain the various types of underwriting agreements with the advantages of underwriting.

PART-B

20

20

20
Q.5 Explain “Issue of shares at a premium”. State the legal provisions for utilization of amount of securities premium. Also explain the issue of shares at a discount.  

Q.6 Explain with an example the vertical and horizontal formats of profit and loss account and balance sheet of a company according to Schedule-VI, Part-I Section-211 of the Companies Act. 1956.  

Q.7 What are the various methods of liquidation? Give the specimen of liquidation final statement of accounts with imaginary figures.
BBA (GEN) / BBA (BANKING) — Second Semester
MACRO ECONOMICS (BBA-206)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) Write any two differences in real and monetary flow of income.
   b) What is consumption function?
   c) Define Say’s law of consumption.
   d) Write methods of measurement of national income.
   e) Differentiate between ‘micro’ and ‘macro concept’.
   f) What is marginal efficiency of capital?
   g) Investment multiplier is ____________.
   h) Fall in the prices of goods and services are known as inflation. (TRUE OR FALSE)
   i) ____________ is the Central Bank of India.
   j) Differentiate between domestic and national product.

PART-A

Q.2 a) Define macro economics. What are its scope?
   b) What are the basic issues related with macroeconomics? Explain any three issues in brief.

Q.3 a) Outline the steps involved in the estimation of national income with the help of expenditure method in detail.
   b) Describe the circular flow of income in the open economy in detail.

Q.4 a) Differentiate between cyclical and secular consumption function.
   b) Explain the Keynes psychological law of consumption in detail.

PART-B

Q.5 a) Analyze the effects of an increase in government expenditures on the equilibrium level of income.
   b) Explain the objectives of fiscal policy.

Q.6 a) Derive the investment multiplier. What are its determinants? Discuss.
   b) What is the equilibrium level of output? How is it determined on a two sector model?

Q.7 a) What do you mean by inflation? Show the causes and effects of inflation in a developing economy.
   b) Discuss the various functions of Central Bank of India.
Q.1 Answer any five questions of the following:
   a) Explain the conflict process with the help of a flowchart.
   b) Write a short note on: ‘organizational communication’.
   c) What do you mean by negotiation? What are various strategies of negotiation?
   d) What are various types of formal power? Explain with the help of an example.
   e) Explain centralization and decentralization concept in an organization.
   f) Explain various methods to manage misbehavior in an organization.  4×5

PART-A

Q.2 a) Show how culture affects our understanding of biographical characteristics and intellectual abilities.  10
   b) Define ‘personality’. How do we typically measure it? Explain the factors that determine personality in detail.  10

Q.3 Define motivation and its key elements. Elaborate Hurberg theory of motivation with the help of appropriate examples.  20

Q.4 Attempt any two of the following:
   a) Explain various stages of group development with the help of an example.
   b) Explain various challenges and opportunities for managers in using OB concepts.
   c) Explain various factors that influence political behavior.  10×2

PART-B

Q.5 a) Explain various barriers to effective communication with the help of appropriate examples.  10
   b) Define leadership with examples. How will you distinguish leaders from managers?  10

Q.6 Answer any two form the following:
   a) How does organizational structure affect an employee behavior?
   b) What do you mean by a boundary less organization? Explain with an example.
   c) What are various factors to overcome resistance to change?
   d) Explain various types of organizational structures with the help of examples.  10×2

Q.7 How culture is created and sustained through various forces? Discuss various functions performed by organisations culture.  20
BBA (GEN) / BBA (BANKING) – Third Semester
DATABASE MANAGEMENT SYSTEM (BBA-302)

Time: 3 hrs
Max Marks: 75
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 **Answer in brief:**
   a) Data vs information. Explain with an example.
   b) What are the components of data dictionary?
   c) Write natural join with an example.
   d) Compare between table and view.
   e) Write a short note on: ‘multimedia database’.
   
   \[
   \begin{align*}
   &3 \times 5
   \end{align*}
   \]

**PART-A**

Q.2 What do you mean by DBMS? What are its advantages? Compare DBMS with file processing system.

Q.3 Draw an E-R diagram for a university. The diagram must consist of minimum three entities and minimum five attributes for each entity.

Q.4 Explain all the basic relational algebra operations in detail.

**PART-B**

Q.5 What is normalization? Explain 1NF, 2NF and 3NF in detail.

Q.6 a) Define the term: ‘data mining’ and explain its applications in detail.
   b) Write a short note on data-warehouse.

Q.7 Differentiate between:
   a) Multimedia database and spatial database.
   b) Virus and firewall.
   c) Internet database and mobile database.

\[
\begin{align*}
   &15 \times 3
   \end{align*}
\]
BBA (GEN) / BBA (BANKING) – Third Semester
COST AND MANAGEMENT ACCOUNTING (bba-303)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) Variable cost per unit does not remain __________.
   b) Abnormal losses on account of idle time should be written off by being directly debited to __________.
   c) Two important opposing factors in fixing the economic order quantity are __________ and carrying cost.
   d) Zero base budgeting overcomes the weaknesses of __________.
   e) The three categories of inventory for a manufacturer are raw material, work in process and __________.
   f) The time lost by workers who are paid on time basis, is known as __________.
   g) At break-even point, the contribution will be equal to __________.
   h) __________ is a budget designed to furnish budgeted costs for any level of activity actually attained.
   i) Aggregate of all direct costs is known as __________.
   j) The difference between actual sales and break even sales is __________.

State with reasons in brief, whether the following statements are TRUE or FALSE:
   k) Semi-variable costs are ignored in Marginal Costing.
   l) 'Cost volume profit relationship' is a more comprehensive term than' Break-Even Analyses.
   m) 'Costing' and 'Cost Accounting' are the same.
   n) High wages means high cost of production.
   o) Fixed budgets are budgets of fixed assets.

PART-A

Q.2 Distinguish between 'fixed cost' and variable cost'. What are the components of total cost shown in the cost sheet?

Q.3 Material-A is used as follows:
   Minimum usage - 500 units per week
   Maximum usage - 1,500 units per week
   Normal usage - 1,000 units per week
   Ordering quantities - 1,600 units
   Delivery period - 4-6 weeks:
   Calculate:
   a) Maximum level.
   b) Minimum level.
Q.4  From the following data provided, find out the labour turnover rate by applying ‘replacement method’ and ‘separation method’.
Number of workers on the payroll:
- At the beginning of the month: 500
- At the end of the month: 600.
During the month, 5 workers left, 20 workers were discharged and 75 workers were recruited. Of these, 10 workers were recruited in the vacancies of those leaving and while the rest were engaged for an expansion scheme.

PART-B

Q.5  A factory produces 300 units of a product per month. The selling price is `120/- per unit and variable cost is `80/- per unit. The fixed expenses of the factory amount to `8,000/- per month.
Calculate:
   a) The estimated profit in a month wherein 240 units are produced.
   b) The break-even sales quantity.
   c) The sales to be made to earn a profit of `7,000/- per month.

Q.6  Aone Co. produces 4,00,000 components of machinery annually at 80% of full capacity. Regular selling price of the component is `33/-.
Budgeted annual production costs and other expenses for the year are as follows:
   Raw material cost per unit `4.25/-
   Direct labour cost per unit `5.75/-
   Variable factory overhead per unit `7.75/-.
   Variable selling costs 5% of selling price. Fixed factory and administrative overheads `39,50,000/-

During the year, Aone Co. received a one-time order to sell 25,000 components for which no selling expenses will be incurred. What should be the minimum price quoted by Aone Co., if it wants to earn minimum of `1 per component on this order?

Q.7  Write short notes on:
   a) Management by exception.
   b) Zero base budgeting.
   c) Responsibility accounting.
   d) Margin of safety.
BBA (GEN) / BBA (BANKING) – Third Semester
HUMAN RESOURCE MANAGEMENT (BBA-304)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on following:
   a) Strategic Human Resource Management (SHRM).
   b) Job design.
   c) Placement and induction.
   d) Human Resource Development (HRD).
   e) Career planning.
   f) Executive development programme.
   g) Fringe benefit.
   h) Two objectives of performance appraisal.
   i) Trade Union.
   j) Two essentials for wage and salary administration.  2×10

PART-A

Q.2 What do you mean by human resource management? Discuss in detail the nature and scope of human resource management.  20

Q.3 Write notes of the following:
   a) Job analysis.  10
   b) Recruitment and selection.  10

Q.4 “Training for employees is essential in any organization.” Discuss the statement. Also discuss the importance of training and methods of conducting training programmes.  20

PART-B

Q.5 What is performance appraisal? Explain the process of performance appraisal along with the different methods of measuring performance of employees in an organization.  20

Q.6 Write notes on following:
   a) Wage and salary administration and its importance.  10×2
   b) Social security and welfare measures.

Q.7 Discuss the meaning and nature of industrial relations in detail. Also explain the importance of better industrial relation for a business.  20
BBA (GEN) / BBA (BANKING)—Third Semester
PRODUCTI ON MANAGEMENT (BBA-305)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following question in brief:
   a) What is the importance of production management?
   b) Write a short note on: ‘JIT’.
   c) What is aggregate planning?
   d) What is quality control?
   e) What is carrying cost?
   f) Define ‘continuous type of production’.
   g) Define the term: ‘productivity’.
   h) What is the difference between ‘attribute’s and ‘variables’?
   i) Explain acceptance sampling.
   j) Define the term: ‘quality assurance’.

   2×10

PART-A

Q.2 a) How do long term and short term decision vary? Discuss the difference in term of their characteristics. 10
   b) What are the major objectives of a production management system? 10

Q.3 a) Discuss the merits and demerits of process layout and product layout. 10
   b) What do you understand by the production system? Explain the types of production system with an example. 10

Q.4 a) What do you understand by PPC? Explain the use of PPC in any product based organization. 10
   b) Explain the procedure and techniques of work measurement. 10

PART-B

Q.5 a) What is aggregate planning? What are the strategies of aggregate planning? 10
   b) Write short notes on:
      i) Master scheduling.
      ii) Aggregate planning for service organization. 2×5

Q.6 a) What is inventory? Explain inventory management in detail. 10
   b) Define acceptance sampling. What is the acceptance sampling plan in an organization? 10

Q.7 a) What do you mean by control phase? What activities are taken care under this phase? 10
   b) “Good organization is key factor in the management of maintenance”. Discuss. 10
BBA (GEN) / BBA (BANKING) - First Semester
BUSINESS MATHEMATICS (bba-1002)

Time: 3 hrs.  
Max Marks: 75
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT.  
Q. 1 is compulsory. All questions carry equal marks.

Q. 1 Answer any ten questions for the following:

a) Define null set with the help of an example.

b) Find simple interest on `2,000/- at 5% for 4 years.

c) If \[ \begin{bmatrix} 3x & x + y \\ 2x + 2z & y - zw \end{bmatrix} = \begin{bmatrix} 1 & 7 \\ 3 & 0 \end{bmatrix} \] find \( w \) and \( z \).

d) Define adjoint of a matrix.

e) Differentiate with respect to \( x : 3x^2 - 2x^3 + 7 \).

f) Write the formula for calculating compound interest.

g) Write in set builder form: \( \{7, 11, 13, 17, 19\} \).

h) If \( A = \begin{bmatrix} 7 & 2 \\ 1 & 4 \end{bmatrix} \) and \( B = \begin{bmatrix} 2 & -1 \\ 3 & 0 \end{bmatrix} \); find \( BA \).

i) Evaluate: \( \frac{d}{dx} \left( 3x^4 - 2x^7 + \frac{7}{x} + 9 \right) \).

j) What do you mean by symmetric matrix? Give an example to explain.

k) Define arithmetic mean with the help of examples.  

1½ × 10

UNIT-I

Q. 2 If \( A = \{1, 2, 3, 4, 5\}, \quad B = \{7, 8, 9\}, \quad C = \{3, 9, 10\} \), and \( V = \{1, 2, 3, 4, 5, 6..., 20\} \) then calculate the following:

a) \( (A \cap B) \cup C \)

b) \( A' \cup B' \)

c) \( (A - B) \cup C \)

d) \( (A - B) \setminus C' \)

e) \( (A' \cap B')' \)  

3×5

Q. 3 In a survey of 600 students in a school, 150 students were found to be drinking tea, 225 drinking coffee and 175 drinking milk, 100 were drinking both tea and coffee, 115 were drinking both coffee and milk, 132 were drinking tea and milk and 45 were drinking all the three drinks, find out the following:

a) Number of students who don’t drink any of these three drinks.

b) Number of students who drink exactly 2 drinks.

c) Number of students who drink exactly one drink.

d) Number of students who drink tea and coffee but not milk.

e) Number of students who drink only milk.

3×5

UNIT-II
Q.4 a) If \( 2^x = 3^y = 12^z \) then prove that \( \frac{1}{z} = \frac{1}{y} + \frac{2}{x} \).  

b) In \( n \) AM’s are inserted between 5 and 86 such that the ratio of the 1\(^{st} \) and the last mean is as 2:11; find \( n \).

Q.5 a) In an infinite G.P. the \( n^{th} \) term is equal to three times the sum of all terms that follow it and the sum of the first two terms is 15. Find the sum of the series to infinity.

b) If \( \log_2 x + \log_4 x + \log_{16} x = \frac{21}{4} \); find \( x \).

**UNIT-III**

Q.6 a) In how many ways can the letters of the word “DAUGHTER” be arranged so that the consonants and vowel retain their relative positions.

b) In how many different ways can a pack of 52 cards be equally distributed amongst 4 players and in how many ways can they be equally distributed in four sets?

Q.7 a) From a class of 12 boys and 10 girls, 10 students are to be chosen for a competition including at least 4 boys and 4 girls. The two girls who won the prizes last year should be included. In how many ways can the selection be made?

b) Find the difference between simple interest and compound interest on `17,250/- at 15% for 4 years.

**UNIT-IV**

Q.8 a) If \( A = \begin{bmatrix} 3 & 1 \\ -1 & 2 \end{bmatrix} \), then find \( f(A) \); where \( f(x) = x^2 - 5x + 7 \).

b) If \( y = e^x + e^{-x} \); then prove that \( \frac{dy}{dx} = \sqrt{y^2 - 4} \).

Q.9 a) Differentiate \( x^4 + x^9 + a^x + a^x \) with respect to \( x \) where \( a \) is constant.

b) If \( A = \begin{bmatrix} 2 & -1 \\ -1 & 2 \end{bmatrix} \) and \( B = \begin{bmatrix} 1 & 4 \\ -1 & 1 \end{bmatrix} \); prove that \( (A + B)^2 \neq A^2 2AB + B^2 \).
Q.1  a) The following balances of ledgers will appear on which side of the trial balance:
   i) Capital
   ii) Drawings
   iii) Discount allowed
   iv) Purchase return
   v) Bank overdraft

b) Fill in the blanks:
   i) __________ is prepared at a point of time.
   ii) In income and expenditure account only __________ nature of transactions are recorded.
   iii) Balance sheet is prepared to know the __________ of the business.
   iv) In _______ method of depreciation, the book value of an asset can be zero.
   v) Trial balance is prepared to know the ________ of the ledgers.

Q.2  Define ‘accounting’. State its functions and the persons who should be interested in accounting information.

Q.3  a) Distinguish between cash basis and accrual basis of accounting.
b) Discuss the functions and types of accounting.

Q.4  The following balances appeared in the book of V stores on 1st January 2012:

   Assets: Cash `15,000/-, Bank `5,000/-, Stock `40,000/-, Debtors `24,000/-,
           Furniture `3600/-.

   Liabilities: Bank loan `10,000/-, Creditors `12,500/-.

   Following transactions took place during January 2012:
   Jan 2: Bought goods from ‘K’ for `20,000/- at a trade Discount 10% and cash discount 2%. Paid 60% amount immediately.
   Jan 5: Sold goods to ‘X’ for `9,000/-
   Jan 8: Cash deposited into bank `10,000/-
   Jan 10: Cash received from ‘X’ `8,900/- for full settlement.
   Jan 15: Received a cheque from ‘Z’ `2,000/-
   Jan 20: Cheque received from ‘Z’ deposited into bank.
   Jan 25: Paid rent by cheque `1,500/-.
Jan 28: Paid life insurance premium `2,000/-.
Jan 30: Salary due to clerks `5,000/-.
Pass necessary journal entries and prepared cash account in the book of 'V stores'.

Q.5 Define Trial Balance. Why and how is it prepared? “Is trial balance is a conclusive proof of accuracy”. Explain the statement. 15

UNIT-III

Q.6 On 1st April, 2008, Delhi Mills purchased a plant for `2,00,000/- and paid `20,000/-as carriage. On 1st July, 2011 the plant was sold for `80,000/- and a new plant was purchased for `1,00,000/-. Prepare plant and depreciation accounts from 2008 to 2012. Depreciation is charged at 10% p.a. and books are closed on 31st March every year. (Diminishing balance method). 15

Q.7 a) Prepare a bank reconciliation statement from the following statement:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Favorable balance of cash book</td>
<td>25,000/-</td>
</tr>
<tr>
<td>ii) Cheque deposited into bank but not yet cleared</td>
<td>2,000/-</td>
</tr>
<tr>
<td>iii) Bank charges</td>
<td>200/-</td>
</tr>
<tr>
<td>iv) Cheque issued but not deposited into bank</td>
<td>1,000/-</td>
</tr>
<tr>
<td>v) Interest credited by bank</td>
<td>100/-</td>
</tr>
<tr>
<td>vi) Cheque dishonored</td>
<td>500/-</td>
</tr>
<tr>
<td></td>
<td>10</td>
</tr>
</tbody>
</table>

b) Write the objective of bank reconciliation statement. 5

UNIT-IV

Q.8 Differentiate between Receipt and Payment Account and Income and Expenditure Account. Why and how Income and Expenditure Account are prepared? 15

Q.9 Write short notes on:
   a) Double entry system. 7½x2
   b) Accounting conventions.
BBA—First Semester
COMPUTER FUNDAMENTALS (BBA-1004)

Time: 3 hrs. Max Marks: 50

Note: Attempt Five questions in all; taking at least One question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1 a) What is the responsibility of logical unit in CPU of a computer?
   i) To produce result.
   ii) To compare numbers.
   iii) To control flow of information.
   iv) None of above.
b) The octal system used the power of:
   i) 2
   ii) 8
   iii) 16
   iv) 10
c) Speed of laser printer is measured in:
   i) LPM.
   ii) PPM.
   iii) DPI.
   iv) DPS.
d) EBCDIC stands for __________.
e) 1 KB = __________ bytes.
f) Define ‘freeware’.
g) Binary number system is usually followed in a typical 32-bit computer. (True/False)
h) Data access time depends upon rotational delay. (TRUE/FALSE)
i) Add: 0100 and 1110.
j) Subtract: 35 from 45.

UNIT-I

Q.2 What is computer? Discuss various types of computers. Also give the advantages and disadvantages of a computer.

Q.3 Define the following:
   a) ALU.
   b) CU.
   c) Hardware.
   d) Software.
   e) Middleware.

UNIT-II

Q.4 Convert:
   \((64.675)_{10} = (?)_2 = (?)_8 = (?)_{16}\) 10

Q.5 Convert:
   \((36.65)_8 = (?)_{10} = (?)_2 = (?)_{16}\) 10

UNIT-III
Q.6 Write about any two output devices in detail. 10

Q.7 Explain:
   a) Virtual memory.
   b) Types of operating systems. 5x2

UNIT-IV

Q.8 Describe the applications of a computer in offices and banks. 10

Q.9 Write a note on: ‘data analysis’. 10
Q.1 a) **Give one word answer of the following:**
   i) Informal communication.
   ii) Body language.
   iii) Space language.
   iv) Slowest type of reading.
   v) Fastest type of reading.
   vi) Movement of hands while speaking.
   vii) Something which makes communication incomplete.
   viii) Information for staff put on notice board.
   ix) A list of points to be discussed in a meeting.
   x) Sharing information with people in a closed room with the help of pictures slides, graphs etc.

b) **Explain briefly the following:**
   i) AIDA approach.
   ii) Voice modulation.

UNIT-I

Q.2 Explain the role of communication skills in a business scenario. Why is effective communication important in business? 15

Q.3 “Feedback is essential for communication to be complete”. Discuss the above statement by highlighting the barriers which make communication incomplete. 15

UNIT-II

Q.4 How does body language help in the communication process? Discuss the various components of voice modulation which makes a speech effective. 15

Q.5 Write short notes on:
   a) Reading skills.
   b) Grapevine.
   c) Listening skills. 5×3

UNIT-III

Q.6 Write a claim letter to Amazon.com from where you had ordered some clothes. But the clothes are not what you had ordered as the size and colour are wrong. Also specify what you want from them. 15

Q.7 Write short notes on:
   a) Agenda.
   b) Minutes of the meeting.
   c) Brochure. 5×3

UNIT-IV
Q.8  Write a report about an incident of fire in the godown of your organization. Mention the cause, effect and suspects involved in the case.  

Q.9  Write a report about an incident of bribe in your office. Mention details like the people involved, date and the amount of money involved.
BBA (GEN) / BBA (BANKING) – First Semester
MICROECONOMICS FOR BUSINESS DECISIONS(bba-1006)

Time: 3 hrs
Max Marks: 75
No. of pages: 1

Note: Attempt** FIVE **questions in all;** taking at least ONE question **from each **UNIT. **Q.1 is compulsory. **All questions carry equal marks.

Q.1 Answer the following questions:
   a) Define ‘microeconomics’.
   b) What are Giffen goods?
   c) Tell any two determinants of supply.
   d) Define ‘utility’.
   e) Define ‘marginal rate of substitution’.
   f) What is an isoquant curve?
   g) Write any two main features of market.
   h) Define ‘degree of monopoly power’.
   i) Explain the concept of opportunity cost.
   j) What is theory of factor pricing?  

UNIT-I

Q.2 a) Explain whether economics is a science or an art or both.  
   b) What is meant by demand? Mentions the factors which influence the demand for a commodity.  

Q.3 What do you mean by elasticity of demand? Explain the various methods of measuring price elasticity of demand.  

UNIT-II

Q.4 Explain the law of diminishing marginal utility. Discuss the importance and limitations of this law.  

Q.5 What is an indifference curve? Discuss the importance of indifference curve analysis. What are the properties of indifference curves?  

UNIT-III

Q.6 a) Distinguish between ‘external’ and ‘internal economics’.
   b) Explain and illustrate the law of diminishing returns. Why does this law operate? Does it apply to agriculture only?  

Q.7 Explain cost curves in the short run and long run with the help of diagrams.  

UNIT-IV

Q.8 Define various types of markets. How monopoly market is different from monopolistic and perfect competitive market?  

Q.9 Write short notes on:
   a) Marginal productivity theory of distribution.
   b) Price determination under discriminating monopoly.  

56/5
BBA (GEN) / BBA (BANKING) – Second Semester
PRINCIPLES OF MANAGEMENT (bba-2001)

Time: 3 hrs Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in blanks:
   a) Management process is _________ by nature.
   b) Management and administration are _________.
   c) Most descriptive characteristic of a manager is _________.
   d) The basic role of a strategy is to provide _________.
   e) _________ is a single-use plan.
   f) Classical organization theory treats an organization as _________.
   g) MBO is not merely a technique but a _________ to management.
   h) Formal organization differ from informal organization in _________ respect.
   i) Taylor developed the _________.
   j) Narrow span of management results _________.
   k) _________ can not be delegated by a manager.
   l) Degree of decentralization indicates _________.
   m) Planning simply means _________ what should be done.
   n) _________ is the expression of human response to change.
   o) _________ is a technique for coordination. 1x15

UNIT-I

Q.2 What are the essential characteristics of management? Is management a universal process? Discuss. 15

Q.3 Write notes on the following:
   a) Characteristics of a good manager. 7
   b) System approach management. 8

UNIT-II

Q.4 What is planning? Why should planning be regarded as an essential function of management? 15

Q.5 Write notes on the following:
   a) Management by objectives. 7
   b) Types of decision-making. 8

UNIT-III

Q.6 a) Define ‘leadership’. Explain different styles of leaders. 8
    b) Discuss the essential qualities for leadership. 7

Q.7 Explain the various steps in the process of organizing and discuss the significance of organizing process in an organization. 15

UNIT-IV

Q.8 Discuss the relationship between planning and control as management functions. Describe the significance of control in modern business. 15

Q.9 Write notes on the following:
   a) PERT and CDM. 7
   b) Business ethics. 8
BBA (GEN) / BBA (BANKING) – Second Semester
MACROECONOMIC ANALYSIS AND POLICY (bba-2002)

Time: 3 hrs
Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
p) Policy of credit _________ or _________ is called credit control.
q) The main aim of the Central Bank is _________.
r) _________ tax implies that the rate of tax increases with an increase in income.
s) Macroeconomics studies economic problems from the point of view of ______ economy.

Answer in brief:
t) Define secular consumption function.
u) Mention any two functions of Central Bank of India.
v) What do you mean by goods and service tax (GST)?
w) Define the term: marginal efficiency of capital (MEC).
x) Differentiate between ‘APC and MPC’.

1½x10

UNIT-I

Q.2 a) Describe circular flow of money in an open economy. 7½
b) What is effective demand? What are the factors on which it depends? 7½

Q.3 Explain trade cycles. Also explain its different phases with suitable examples. Suggest remedies to control it. 15

UNIT-II

Q.4 State and explain keynespsychological law of consumption alongwith its importance. Why does marginal propensity to consume decline with increase in income? 15

Q.5 State and explain the meaning and working of multiplier with an example. What are its main leakages? 15

UNIT-III

Q.6 a) What is fiscal policy? Discuss the main objectives of fiscal policy. 7½
b) What is public debt? Differentiate between ‘public debt’ and ‘private debt’. 7½

Q.7 Distinguish between impact and incidence of a tax. Discuss the factors which determine the incidence of tax. 15

UNIT-IV

Q.8 Define the concept of credit creation. How does the commercial banks create credit? State the limitations of credit creation in detail. 15

Q.9 Define inflation. What are its consequences? Mention the measures to control inflation in detail. 15
BBA (GEN) / BBA (BANKING) – Second Semester  
COMPANY ACCOUNTS (bba-2003)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 2

Note: Attempt**Five** questions in all; **taking at least ONE question** from each Unit. **Q.1 is compulsory.** All questions carry equal marks.

Q.1 **Fill in the blanks:**
   a) Discount on issue of shares is in the nature of __________ loss.
   b) Goodwill is an _________ asset.
   c) The balance of forfeited shares accounts is transferred to _________.
   d) Shareholders are the _________ of the company.
   e) A new company cannot issue its shares at _________.  

   **Answer the following questions in brief:**
   f) Define the term: ‘shares’.
   g) How would you calculate goodwill by average profit method?
   h) Enlist various types of debentures.
   i) What do you mean by buy-back of share?
   j) How to calculate liquidators remuneration?

   **UNIT-I**

Q.2 The X Ltd. invited applications for 10,000 share of Rs 100/- each at a premium of Rs. 10 each payable as below:
   - Rs. 50/- on application
   - Rs. 35/- on allotment (including premium)
   - Rs. 25/- on calls.

   Applications for 15,000 shares were received. Applicants for 5000 shares did not get any allotment and their money returned. Allotment was made pro-rata to the remaining applicants. Mr. A was allotted 400 shares and he failed to pay the amount due on allotment and call money. The company forfeited his shares and re-issue at Rs. 105/- per share. Show the journal entries and also prepare Balance Sheet.

   **15**

Q.3 Write short notes on:
   a) Buy back of share.
   b) Alteration of share capital.  

   **UNIT-II**

Q.4 Explain the terms: underwriting, ‘sub underwriting’, ‘partial’ and ‘firm underwriting’. What is the maximum underwriting commission that can be paid in respect of underwriting of shares and debentures?  

   **15**

Q.5 On 1st April, 1990 T Ltd. issued 12% debentures of Rs. 2,00,000/- on the condition that these will be redeemed after 4 years at a premium of 5%. It has been decided to set up a sinking fund for this purpose. Sinking fund table shows that ₹0.235490/- invested in 4% securities will amount to Rs. 1/- in 4 years. Investments were made in multiples of ₹100/- only. On 31st March, 1994 investment were sold for
`1,56,000/- The debentures were paid off as per the term of issue. Give necessary journal entries in the book of company. 15

**UNIT-III**

Q.6 Prepare summarized form of balance sheet of a company as per Companies Act 1956 taking imaging figures. 15

Q.7 Write notes on:
   a) AS-29.
   b) Company liquidation. 15

**UNIT-IV**

Q.8 Explain the factors which affect the valuation of goodwill. Discuss the methods of valuation of goodwill in detail. 15

Q.9 Write notes on:
   a) Methods of valuation of shares.
   b) Profit prior to incorporation. 15
BBA (GEN) / BBA (BANKING) – Second Semester
INTRODUCTION TO MS-OFFICE AND MULTIMEDIA (bba-2004)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each **UNIT**. **Q.1 is compulsory.** All questions carry equal marks.

**Q.1**

a) Ctrl +F is used for:
   i) To find a file  
   ii) To undo an action  
   iii) To replace a file  
   iv) None of these

b) While working on MS-Word, if one insert any image it automatically goes to:  
   i) Clip art  
   ii) Book marks  
   iii) Paint  
   iv) None of these

c) How many sheets are there in an excel-worksheet by default?

d) How to sum up two value in excel? Write the correct format of this formula.

e) What is the shortcut for running a presentation in MS-PowerPoint?

f) What is the address of first cell of an excel sheet?

g) Extension of a PowerPoint file is:  
   i) .xlsx  
   ii) .docx  
   iii) .pptx  
   iv) None of the above

h) Name any two authoring tools of multimedia.

i) How many columns are needed for a pie chart?  
   i) Two  
   ii) One  
   iii) Three  
   iv) Four

j) Could we protect a worksheet in excel by using a password? *(Yes/ No)*

**1×10**

**UNIT-I**

Q.2  What is the meaning of editing text? Explain the following with examples:  
   i) Mail-merge.  
   ii) Formatting text.

**10**

Q.3  Define ‘word processor’. Explain the features of word processor in detail.

**UNIT-II**

Q.4  Explain the terms given below:  
   a) Slide transition.  
   b) Slide animation.  
   c) Convert and print presentation.

**10**

Q.5  Explain the uses of power point presentation in different businesses with examples.

**UNIT-III**

Q.6  What is an electronic spreadsheet? Explain the application areas of spreadsheet in the business world.

**10**

Q.7  a) Give any four functions used in MS-Excel with examples.  
    b) How to create a macro in MS-Excel?

**5×2**

**UNIT-IV**
Q.8 ‘Web applications or web designing is the most powerful tool for advertisement’. Justify the statement with examples.

Q.9 Write short notes on:
   a) Authoring tools of multimedia.
   b) Application of multimedia in business.
BBA (GEN) / BBA (BANKING) – Second Semester
ORGANIZATIONAL BEHAVIOUR (bba-2005)

Time: 3 hrs

Max Marks: 75

No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Define the following in one or two sentences only:
   a) Values.
   b) Groups.
   c) Sociology
   d) Demographics.
   e) Attitude.
   f) Learning.
   g) Culture.
   h) Conflict.
   i) Politics.
   j) Power.

   Fill in the blanks:
   k) ___________ is the only constant in life.
   l) ___________ is the right given by organizations to command.
   m) The viewpoint of a person is known as ________.
   n) People join _________ to have a sense of belonging.
   o) We learn _________ from our family.

   1×15

UNIT-I

Q.2 “Organizational behaviour is a multi-disciplinary concept”. Explain the above statement and write in detail about each discipline.

   15

Q.3 “The managers in today’s scenario are facing many challenges due to changes in global scene and too much competitions”, highlight the challenges faced by managers.

   15

UNIT-II

Q.4 Explain the different types of personalities in people, highlight the big five model of personality.

   15

Q.5 Compare and contrast Maslow’s need of hierarchy theory and Hertzberg’s theory of motivation.

   15

UNIT-III

Q.6 Explain the concept of teamwork. Write about the different types of teams which exist in organizations of today and give an example of each.

   15

Q.7 Write short notes on:
   a) Negotiation.
   b) Types of power.
c) Types of conflict in organizations.

UNIT-IV

Q.8 Explain Lewin's model of change. Highlight the different ways in which people react to change.

Q.9 How is structure of an organization formed? Explain each stage in detail.
BBA (GEN / BANKING)— Second Semester
QUANTITATIVE ANALYSIS (BBA-2006)

Time: 3 hrs.  Max Marks: 75
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1  a) Write down the formula for standard deviation for continuous series.
  b) Find the arithmetic mean of the following data: 2, 8, 9, 16, 15, 20.
  c) Find the harmonic mean of 2, 9, 4.
  d) Give an example of discrete and individual series.
  e) Highest value of correlation is 1. (TRUE OR FALSE)
  f) The two regression coefficients are byx = 1.38 and bxy = 1.93. (TRUE OR FALSE)
  g) What is the beat average?
  h) Name any two types of graphs in statistics.
  i) Seasonal variations are irregular in nature. (TRUE OR FALSE)
  j) Write down the relation between arithmetic mean, geometric mean and harmonic mean. 1½ × 10

UNIT-I

Q.2  a) Find the mean, median, Q₃, P₁₈ and D₉ from the following data:

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>5</td>
<td>7</td>
<td>8</td>
<td>12</td>
<td>28</td>
<td>22</td>
<td>10</td>
<td>8</td>
</tr>
</tbody>
</table>

b) A man covers 1ˢᵗ 30 Km at an average speed of 80 Km/hr., another 20 Km at 30 Km/hr. and last 20 Km at 20 Km/hr., find the average speed of the entire journey. 6

Q.3  a) The scores of two batsmen A and B in ten innings during a certain match are:

<table>
<thead>
<tr>
<th>A</th>
<th>32</th>
<th>28</th>
<th>47</th>
<th>63</th>
<th>71</th>
<th>39</th>
<th>10</th>
<th>60</th>
<th>96</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>19</td>
<td>31</td>
<td>48</td>
<td>53</td>
<td>67</td>
<td>90</td>
<td>10</td>
<td>62</td>
<td>40</td>
<td>80</td>
</tr>
</tbody>
</table>

Find out consistent batsman who scores better. 9

b) What is classification? What are the different types of classification are there in statistics? 6

UNIT-II

Q.4  a) What do you mean by tabulation? Explain the different parts of a table by suitable examples.

b) Draw a suitable diagram from the following data:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Gross Profit</th>
<th>Net Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>130</td>
<td>43</td>
<td>22</td>
</tr>
<tr>
<td>2001</td>
<td>138</td>
<td>48</td>
<td>30</td>
</tr>
<tr>
<td>2002</td>
<td>142</td>
<td>55</td>
<td>35</td>
</tr>
<tr>
<td>2003</td>
<td>150</td>
<td>60</td>
<td>40</td>
</tr>
</tbody>
</table>

7

Q.5  a) Draw a histogram and frequency polygon from the following data:

| Marks | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 |

65/5
b) Draw Ogive curve from the following data:

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>1</td>
<td>3</td>
<td>5</td>
<td>10</td>
<td>12</td>
<td>5</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

**UNIT-III**

Q.6 The scores of students in an examination in Math's and Stats are given as:

<table>
<thead>
<tr>
<th>No. of Students</th>
<th>Math's</th>
<th>Stats</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>70</td>
<td>62</td>
</tr>
<tr>
<td>2</td>
<td>48</td>
<td>47</td>
</tr>
<tr>
<td>3</td>
<td>58</td>
<td>53</td>
</tr>
<tr>
<td>4</td>
<td>55</td>
<td>60</td>
</tr>
<tr>
<td>5</td>
<td>54</td>
<td>65</td>
</tr>
<tr>
<td>6</td>
<td>50</td>
<td>50</td>
</tr>
<tr>
<td>7</td>
<td>60</td>
<td>68</td>
</tr>
<tr>
<td>8</td>
<td>5</td>
<td>51</td>
</tr>
</tbody>
</table>

Find  
- i) Correlation coefficient. 
- ii) Rank correlation coefficient and compare the two values.

Q.7 Find the equation of lines of regression from the following data:

<table>
<thead>
<tr>
<th>x:</th>
<th>78</th>
<th>89</th>
<th>97</th>
<th>69</th>
<th>59</th>
<th>79</th>
<th>68</th>
<th>61</th>
</tr>
</thead>
<tbody>
<tr>
<td>y:</td>
<td>125</td>
<td>137</td>
<td>156</td>
<td>112</td>
<td>107</td>
<td>136</td>
<td>123</td>
<td>108</td>
</tr>
</tbody>
</table>

**UNIT-IV**

Q.8 Calculate Fisher's ideal index number and show that the time reversal and factor reversal tests are satisfied by Fisher's ideal formula for number.

Construction:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>5</td>
<td>125</td>
<td>6</td>
<td>180</td>
</tr>
<tr>
<td>B</td>
<td>10</td>
<td>50</td>
<td>15</td>
<td>90</td>
</tr>
<tr>
<td>C</td>
<td>2</td>
<td>30</td>
<td>3</td>
<td>60</td>
</tr>
<tr>
<td>D</td>
<td>3</td>
<td>36</td>
<td>5</td>
<td>75</td>
</tr>
</tbody>
</table>

Q.9 Find out the trend values from the following series by the method of Least squares:

<table>
<thead>
<tr>
<th>Years</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production in '000 tons</td>
<td>7</td>
<td>10</td>
<td>12</td>
<td>14</td>
<td>17</td>
<td>24</td>
</tr>
</tbody>
</table>
BBA (GEN) / BBA (BANKING) – Third Semester
COST AND MANAGEMENT ACCOUNTING (bba-3001)

Time: 3 hrs Max Marks: 75
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:

a) Variable cost per unit does not remain __________.
b) Abnormal losses on account of idle time should be written off by being directly debited to __________.
c) Two important opposing factors in fixing the economic order quantity are __________ and carrying cost.
d) Zero base budgeting overcomes the weaknesses of __________.
e) The three categories of inventory for a manufacturer are raw material, work in process and __________.
f) The time lost by workers who are paid on time basis, is known as __________.
g) At break-even point, the contribution will be equal to __________.
h) __________ is a budget designed to furnish budgeted costs for any level of activity actually attained.
i) Aggregate of all direct costs is known as __________.
j) The difference between actual sales and break even sales is __________.

State whether the following statements are TRUE or FALSE:
k) Semi-variable costs are ignored in marginal costing.
l) 'Cost volume profit relationship' is a more comprehensive term than 'break-even analyses'.
m) 'Costing' and 'Cost Accounting' are the same.
n) High wages means high cost of production.
o) Fixed budgets are budgets of fixed assets.

UNIT-I

Q.2 What are the components of total cost shown in the cost sheet? Prepare a draft cost sheet and give the uses of the cost sheet.

Q.3 A factory requires 1,500 units of an item per month. The cost of each unit is Rs. 27/-.
The cost per order is Rs. 150/- and inventory carrying charges work out to 20% of the average inventory. Find out the economic order quantity (EOQ) and ascertain the number of orders to be placed per year. Would you accept a 2% price discount on a minimum supply of 1,200 units?

UNIT-II

Q.4 Rajesh manufactured stools, chairs and tables. The material and wages costs are reported as follows:

<table>
<thead>
<tr>
<th></th>
<th>Stool</th>
<th>Chair</th>
<th>Table</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material (Rs. per unit)</td>
<td>36</td>
<td>60</td>
<td>440</td>
</tr>
<tr>
<td>Wages (Rs. per unit)</td>
<td>48</td>
<td>40</td>
<td>120</td>
</tr>
<tr>
<td>overheads</td>
<td>600</td>
<td>300</td>
<td>60</td>
</tr>
</tbody>
</table>

The factory overheads are Rs. 60,000/-. 

1×15
You are required to determine the works cost of each type of furniture after assuming that one table is equivalent to 4 stools; and 2 chairs are equivalent to one table for the purpose of allocation of factory overheads.

Q.5  
 a) Distinguish between idle time and idle capacity.  
 b) Discuss reasons for idle time.  
 c) Differentiate between ‘time keeping' and 'time booking'.

UNIT-III

Q.6  
 A company produces a single product and sells it at Rs. 200/- each. The variable cost of the product is Rs. 120/- per unit and the fixed cost for the year is Rs. 96,000/-. Calculate:
 a) P/V ratio.  
 b) Sales at break-even point.  
 c) Sales units required to earn a target net profit of Rs. 1,20,000/-.  
 d) Sales units required to earn a target net profit of Rs. 1,00,000/- after income-tax, assuming income-tax rate to be 50%.  
 e) Profit at sales of Rs. 7,00,000/-

Q.7  
 What do you mean by marginal costing? Discuss its usefulness and limitations in detail.

UNIT-IV

Q.8  
 Comment on the following statements:
 a) "Flexible budgets are more realistic and useful than fixed budgets".  
 b) "Budget is an aid to management and not a substitute for management".  
 c) "Normal labour turnover is advantageous and excessive labour turnover is not desirable".

Q.9  
 From the data given below calculates:
 a) Material cost variance.  
 b) Material price variance.  
 c) Material usage variance.  
 d) Material mix variance.

<table>
<thead>
<tr>
<th>Product</th>
<th>Standard Quantity (Units)</th>
<th>Standard Price (Rs.)</th>
<th>Actual Quantity (Units)</th>
<th>Actual Price (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
<td>1,050</td>
<td>2.00</td>
<td>1,100</td>
<td>2.25</td>
</tr>
<tr>
<td>Y</td>
<td>1,500</td>
<td>3.25</td>
<td>1,400</td>
<td>3.50</td>
</tr>
<tr>
<td>Z</td>
<td>2,100</td>
<td>3.50</td>
<td>2,000</td>
<td>3.75</td>
</tr>
</tbody>
</table>
BBA (GEN) / BBA (BANKING)—Third Semester
HUMAN RESOURCE MANAGEMENT (BBA-3002)

Time: 3 hrs. Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1 Write notes on following:
a) Define HRM.
b) State any two functions of HRM.
c) HR information system.
d) Fringe benefits.
e) Incentives.

UNIT-I

Q.2 The selection process involves steps such as preliminary interview, selection tests, selection interview, reference checks, physical examination and final selection. Explain all the steps with appropriate examples.

Q.3 Write notes on the following (ANY TWO):
a) Importance of HRM.
b) Job analysis.
c) Human resource planning.

UNIT-II

Q.4 Discuss nature, scope and objectives of human resource management in detail.

Q.5 What are the various sources of recruitment? Discuss their relative merits and demerits in detail.

UNIT-III

Q.6 Write appropriate definition of training on the basis of your own understanding. Discuss the different training methods used by the organizations for developing their employees.

Q.7 Discuss in detail the performance appraisal techniques by which organizations evaluate their employee’s performance.

UNIT-IV

Q.8 Differentiate between base-compensation and supplementary-compensation. What types of fringe benefits are often offered to the industrial employees?

Q.9 Write notes on the following (ANY TWO):
a) TQM.
b) Profit sharing.
c) Rewards.

7½ × 2
Q.1 Answer the following in brief:
   a) What is a product life cycle? 2
   b) Define ‘ABC analysis’. 2
   c) State two objectives of quality control. 2
   d) Enlist two advantages of work sampling method.

   State whether the following statements are TRUE/ FALSE.
   e) Production involves the step by step conversion of one form of material into another. 2
   f) In process layout all machine performing similar types of operations are grouped at different places. 2
   g) Historical data method is a technique of work measurement. 1
   h) Competitive strategy does not consider into account the strengths and weaknesses of business. 2

UNIT-I

Q.2 “Operation strategies provide the roadmap for achieving the operations objectives”. Justify the statement. 15

Q.3 Define ‘operations management’. Discuss the evolution of operations management in detail. 15

UNIT-II

Q.4 What is a plant layout? Discuss the factors which determine the layout of a plant in detail. 15

Q.5 Write short notes on:
   a) Types of production systems. 8
   b) Advantages of a good material handling system. 7

UNIT-III

Q.6 Discuss the role and scope of production planning and control (PPC) in operations management. 15

Q.7 “A good work study should be followed by good supervision for getting good results”. Justify the statements. 15

UNIT-IV

Q.8 Distinguish between quality control and inspection. Describe objectives and scope of inspection in detail. 15

Q.9 What are the various types of quality control charts? Discuss them in detail. 15
BBA (GEN) / BBA (BANKING) – Third Semester
DATABASE MANAGEMENT SYSTEM (bba-3004)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 a) What is the statement to save a transaction in database?
    b) DML stands for __________.
    c) What are the properties of a primary key?
    d) Not null is a constraint. (True / False)
    e) What is tablespace?
    f) Which statements comes under DCL?
    g) Name any two types of databases.
    h) What is the abbreviation of BCNF?
    i) State first normal form.
    j) Write a statement for primary key constraint.

UNIT-I

Q.2 Differentiate the following:
   a) Data v/s information.
   b) File oriented system v/s database system.

Q.3 Who is called a database administration? Explain the roles and responsibilities of a database administrator in detail.

UNIT-II

Q.4 Explain normalization and its techniques in detail.

Q.5 Write notes on:
   a) Data independence.
   b) Schema and subschema.

UNIT-III

Q.6 What do you understand by a threat? Explain all the security issues and their solutions in detail.

Q.7 “Database recovery is a mandate for any database”. Justify the statement and also explain recovery techniques in detail.

UNIT-IV

Q.8 Write notes on:
   a) Digital libraries.
   b) Spatial databases.

Q.9 Explain data mining and its emerging technologies in today’s scenario.
BBA (GEN) / BBA (BANKING) – Third Semester
WORKSHOP ON ENVIRONMENT STUDIES (bba-3005)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT.
Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer briefly:
   a) Mention four major objectives of environmental education.
   b) Name any two non-renewable sources of energy.
   c) Differentiate between ‘producers’ and ‘consumers’.
   d) Define ‘trophic level’.
   f) What is the chemical formula of methane?
   g) Define ‘ecological succession’.
   h) Expand the term: ‘HIV-AIDS’.
   i) Define ‘mortality rate’.
   e) Flora and Fauna words depict __________ and __________.
   j) The Chipko Movement was initiated by __________.

UNIT-I

Q.2 Discuss the scope and importance of environmental studies as a part of formal education.

Q.3 What are natural resources? Give a detailed account of forest resources.

UNIT-II

Q.4 What is meant by biodiversity? Why is it important to conserve biodiversity?

Q.5 Define ‘ecosystem’. Describe the structural and functional features of an ecosystem.

UNIT-III

Q.6 Discuss the role of an individual in prevention of pollution citing examples with respect to air, water, soil and noise pollution.

Q.7 What are the problems and concerns involved in solid waste management? Discuss the control measures for urban and industrial waste.

UNIT-IV

Q.8 What is the role of women welfare and empowerment in population control?

Q.9 Enumerate the effects of various climatic changes with special emphasis on global warming and ozone layer depletion.
BBA (GEN) / BBA (BANKING) – Third Semester
WORKSHOP ON PRESENTATION SKILLS (bba-3006)

Time: 3 hrs
Max Marks: 50

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Define the following in one or two sentences only:
   a) Workshop.
   b) Presentation.
   c) Open-ended questions.
   d) Close ended questions.
   e) Humorous presentation.
   f) Persuasive presentation.
   g) Research.
   h) Public speaking.
   i) Visuals.
   j) Objectives of a presentation.

   1×10

UNIT-I

Q.2 Write an oral presentation about a new product launched by your company. Also draw a few slides as well.

   10

Q.3 Give a farewell speech for your boss who is retiring soon. Mention his achievements and his style of working.

   10

UNIT-II

Q.4 Write short notes on (any two):
   a) Fish bowl method of presentation.
   b) Group discussions.
   c) Brain storming.

   5×2

Q.5 Write short notes on (any two):
   a) Seminars.
   b) Simulations.
   c) Role-plays.

   5×2

UNIT-III

Q.6 Differentiate between planned and unplanned presentations in detail.

   10

Q.7 “Location of a presentation is an important factor in the success of a presentation”. Discuss the above statement.

   10

UNIT-IV

Q.8 Write down an inspiring presentation on ‘team work’ for your employees. Prepare some slides with pictures to make it more interesting.

   10

Q.9 Write a motivating presentation on ‘time management’ to ensure that all employees respect time.

   10
BBA (GEN) / BBA (BANKING) – Fourth Semester  
INDIAN BUSINESS ENVIRONMENT (bba-4001)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each Unit. 
**Q.1 is compulsory.** All questions carry equal marks.

**Q.1** Fill in the blank:  
a) The term ______ means exchange of goods money or services for mutual benefits.  
b) Write full form of EXIM _________.  
c) E.P.Zs stands for ________.  
d) Write full form of SWOT _________.  
e) Write full form of IMF ________.  
f) The headquarter of world bank is in ________.  
g) Write full form of BSE ___________.  
h) Define ‘environmental scanning’.  
i) Define ‘capitalism’.  
j) What is meant by a social audit?  
k) Define ‘industrial licensing’.  
l) Write any two problems of SMEs.  
m) Define ‘balance of payment (BOP)’.  
n) Write full form of NABARD.  
o) Define social responsibility of business.  

**UNIT-I**

Q.2 What do you understand by business environment? Discuss in detail the main components of business environment. 

Q.3 Define ‘mixed economy’. Write down the basic features of ‘mixed economy’ in India. 

**UNIT-II**


Q.5 Define ‘industrial sickness’. Discuss the internal and external causes of industrial sickness in detail. 

**UNIT-III**

Q.6 a) Explain the main features of EXIM policy.  
b) What are the factors causing adverse balance of payment in India?  

Q.7 a) Write a note on: ‘The growth of NBFCs’.  
b) Discuss the role of SEBI.  

**UNIT-IV**

Q.8 Define multi national corporations. Discuss the challenges and code of conduct of MNC’s. 

Q.9 What do you mean by globalization? Explain the current features of globalization in detail.
BBA (GEN) / BBA (BANKING) – Fourth Semester
FINANCIAL MANAGEMENT (bba-4002)

Time: 3 hrs
Max Marks: 75
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) The volume of sales is influenced by _________ policy of a firm.
   b) Financial leverage is also known as ________.
   c) ________ is an important task of the finance manager.

Whether the following statements are TRUE or FALSE:
   d) Corporation finance deals with the company form of organization.
   e) Cash management is an important task of the finance manager.
   f) Receivables constitute a significant portion of freed assets.
   g) Capital structure is the mix of preference and equity share capital.
   h) The cost of capital is the minimum rate of return expected by its investors.

Answer the following questions in brief:
   i) Define management of cash and variable.
   j) What is operating cycle?

UNIT-I

Q.2 “Maximization of profits is regarded as the proper objective of investment decision but it is not as exclusive as maximizing shareholders wealth”. Comment.

Q.3 “Investment, financing and dividend decision are all inter-related”. Comment and explain the scope of financial management.

UNIT-II

Q.4 What do you mean by cost of capital? Explain in detail significance and classification of cost of capital.

Q.5 a) A company is considering investment in a project that costs Rs. 2,00,000/-. The project has an expected life of 5 years and zero salvage value. The company uses straight line method of depreciation. The company’s tax rate is 400%. The estimated earnings before depreciation and before tax from the project are as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Earning before depreciation and tax (Rs.)</th>
<th>Presented value factor at 10%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>70,000/-.</td>
<td>0.909</td>
</tr>
<tr>
<td>2</td>
<td>80,000/-.</td>
<td>0.826</td>
</tr>
<tr>
<td>3</td>
<td>1,20,000/-.</td>
<td>0.751</td>
</tr>
<tr>
<td>4</td>
<td>90,000/-.</td>
<td>0.683</td>
</tr>
<tr>
<td>5</td>
<td>60,000/-.</td>
<td>0.621</td>
</tr>
</tbody>
</table>

You are required to calculate net present value at 10% and advise the company.

b) Explain importance of capital budgeting in brief.

UNIT-III
Q.6 Explain briefly with an example optimal capital structure and how a net income approach is different from net operating income approach. 15

Q.7 a) Do you think operating leverage and financial leverage are related to capital structure? Distinguish between operating leverage and financial leverage. 10
   b) Explain EPS-EBIT analysis. 5

UNIT-IV

Q.8 From the following data compute the duration of operating cycle for each of the two companies.

<table>
<thead>
<tr>
<th>Company</th>
<th>X Ltd. (Rs.)</th>
<th>Y Ltd. (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock:</td>
<td>X Ltd. (Rs.)</td>
<td>Y Ltd. (Rs.)</td>
</tr>
<tr>
<td>Raw material</td>
<td>30,000/-</td>
<td>55,000/-</td>
</tr>
<tr>
<td>W/P</td>
<td>20,000/-</td>
<td>45,000/-</td>
</tr>
<tr>
<td>Finished goods</td>
<td>25,000/-</td>
<td>35,000/-</td>
</tr>
<tr>
<td>Purchase/consumption of r/m.</td>
<td>1,50,000/-</td>
<td>2,50,000/-</td>
</tr>
<tr>
<td>Cost of goods produced/sold</td>
<td>2,80,000/-</td>
<td>3,50,000/-</td>
</tr>
<tr>
<td>Sale (all credit)</td>
<td>3,40,000/-</td>
<td>4,20,000/-</td>
</tr>
<tr>
<td>Debtors</td>
<td>60,000/-</td>
<td>1,05,000/-</td>
</tr>
<tr>
<td>Creditors</td>
<td>19,000/-</td>
<td>25,000/-</td>
</tr>
</tbody>
</table>

Assume 360 days per year for computational purposes. 15

Q.9 What is dividend policy? Explain various determinants of dividend policy and three dimensions of working capital management. 15
BBA (GEN) / BBA (BANKING) – Fourth Semester
MARKETING MANAGEMENT (bba-4003)

Time: 3 hrs
Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Define the following:
   a) Product. 2
   b) Promotion. 2
   c) Market segmentation. 2
   d) Marketing information system. 2
   e) Pricing. 2
   f) Packaging and labeling. 2
   g) Customer relationship management. 2
   h) Publicity. 1

UNIT-I

Q.2 “Marketing is the task of creating, promoting and delivering goods and services to customers”. Discuss the statement and also discuss the difference between marketing and selling concept. 15

Q.3 What do you understand by marketing environment? Discuss in detail. 15

UNIT-II

Q.4 What do you understand by consumer decision making process? Also explain the factors which affect the decision making process of a consumer while purchasing. 15

Q.5 “Marketing research is a systematic and scheduled way of collecting data”. Discuss marketing research along with the process and methods of conducting marketing research. 15

UNIT-III

Q.6 Write short notes on the following:
   a) New product development. 8
   b) Branding decisions. 7

Q.7 Discuss product life cycle (PLC) along with the strategies a company can use along with the each stage of product life cycle. 15

UNIT-IV

Q.8 Write short notes on the following:
   a) Functions of a retailer. 7½ x 2
   b) Advertising and its functions. 7½ x 2

Q.9 Write short notes on the following:
   a) Personal selling and its process. 7½ x 2
   b) Warehousing and physical distribution. 7½ x 2
BBA (GEN) / BBA (BANKING) – Fourth Semester
BUSINESS RESEARCH METHODS (bba-4004)

Time: 3 hrs               Max Marks: 75
Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
a) What is research proposal?
b) What is inductive theory?
c) Define ‘variable’.
d) What is experimental design? 2x4
State whether the following statement are TRUE / FALSE:
e) Research method is a broad term, while research methodology is specific to a particular research problem. 2
f) Research is a tool that is specific to certain discipline. 1
g) A population which is being sampled is also called the universe. 2
h) Selection of every 15th subscriber to Business India is an example of random sampling. 2

UNIT-I

Q.2 What is business research? What are the characteristics of a good research? 15

Q.3 “Identification and formulation of the correct business problem is the basis of conduct of sound research.” Justify the statement. 15

UNIT-II

Q.4 What is research design? Discuss methods of exploratory research in detail. 15

Q.5 “Scaling describes the procedure by which number are assigned to various degrees of opinion, attitude and other concepts”. Discuss. Also points out the basis for scale classification. 15

UNIT-III

Q.6 Define ‘primary data’. How is it different from secondary data? Explain. 15

Q.7 Differentiate between a questionnaire and a schedule. What are the steps involved in the questionnaire design? 15

UNIT-IV

Q.8 Define ‘research report’. Describe the different types of reports in research. 15

Q.9 Explain the following:
a) Descriptive analysis. 8
b) Bivariate analysis. 7
BBA (GEN) / BBA (BANKING) - Fourth Semester  
BUSINESS LAW (bba-4005)

Time: 3 hrs  
Max Marks: 75

Note: Attempt five questions in all; taking at least one question from each unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 a) Fill in the blanks:
   i) “A contract without consideration is ________”.
   ii) “All ontracts are agreements but all _________ are not contracts.”
   iii) A negotiable instrument drawn by minoris _________.
   iv) A bill of exchange payable to bearer on demand is ________.
   v) A substituted agent agent is appointed by ________.
   vi) The liability of the ________ is the primary liability.
   vii) ________ is the unique value for message or content.  

b) Answer in brief:
   i) Mitigati of damages.
   ii) Dishonour of negotiable instruments.
   iii) Rights of unpaid seller.
   iv) Define voidable ‘contract’.
   v) Rights of surety against the creditor.  

UNIT-I

Q.2 What do you understand by discharge of a contract? The Contract Act provides the different modes of discharging a contract. Discuss in brief with suitable examples. 15

Q.3 “An acceptance to be effective must be communicated to the offerer”. Comment on this statement giving exceptions to, if any. 15

UNIT-II

Q.4 a) Can a negotiable instrument be drawn without consideration? Discuss. 8
   b) What is a promisory note? Explain its elements in brief. 7

Q.5 a) State the grounds on the basis of which a cheque may be dishonoured by bank. 8
   b) What do you understand by endorsement? Explain different kind of endorsements in detail. 7

UNIT-III

Q.6 What is the real test of an agency? Explain various modes of creation of agency in detail. 15

Q.7 What do you understand by ‘caveat emptor’ under the Sale of Goods Act, 1930? What are the exception to this rule? 15

UNIT-IV

Q.8 Define the contract of indemnity. What are the essentials of the contract of indemnity? 15
Q.9  
   a) Explain the liabilities of companies in Information Technology Act.
   b) Explain various issues covered and not covered in Information Technology Act.
BBA (GEN) / BBA (BANKING) - Fourth Semester
INFORMATION SYSTEM IN MANAGEMENT (bba-4006)

Time: 3 hrs. 
Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each **UNIT**. **Q.1 is compulsory**. Each questions carry equal marks.

Q.1 a) Define ‘system’.
b) Name any two quality standards for any manufacturing industry.
c) Abbreviate SDLC.
d) Define ‘virus’.
e) Write down the types of e-commerce.
f) There are ______ phases of SDLC.
g) TPS stands for ______.
h) DSS is essential part of information system, which helps management to take decision? (**TRUE/FALSE**) 
i) Telegraph is a part of e-communication. (**TRUE/FALSE**) 
j) Name any two information systems.  

**UNIT-I**

Q.2 a) Differentiate between ‘data’ and ‘information’.
b) How information system helps in grow of the business? Explain with a proper example.

Q.3 Write down the characteristics and components of an information system. Explain any one information system.  

**UNIT-II**

Q.4 What do you understand by the term ‘Information’? Explain activities and system trends for an information system.

Q.5 Explain the following information systems:
a) TPS  
b) EIS  
c) DSS  

**UNIT-III**

Q.6 Explain the term ‘Process’. Discuss the objectives and process of information system planning.

Q.7 Explain the following:
a) Quality standards for an organization.
b) Principles of information systems.

**UNIT-IV**

Q.8 What is e-commerce? Explain categories of e-commerce.

Q.9 Explain the following:
a) Security threats and preventive measures.
b) E-collaboration.
BBA (GEN) / BBA (BANKING) – Fifth Semester  
PURCHASE AND MATERIAL MANAGEMENT (bba-5001)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following briefly:
  a) Write the full form of ISI.
  b) What do you mean by a scrap?
  c) State 5R’s of purchasing.
  d) State the various modes of transport.
  e) Write the formula of value analysis.

State whether the following statements are TRUE or FALSE:
  f) Purchasing items at right time so that items are available when needed.
  g) Consumer acceptance in consideration of market conditions.
  h) Cost is not measured by price alone.
  i) Blue prints of engineering drawing followed by descriptions.
  j) Market grades and samples in case of graded commodities.

Q.2 Define ‘purchasing’. Bring out the importance of purchasing department for an organization.

Q.3 Explain the relation between purchase department and other departments in detail.

Q.4 Discuss the need and preparation of purchasing procedure in detail.

Q.5 What is the importance of make or buy decisions? Discuss the factors which favour make and the factors which favour buy options.

Q.6 Differentiate between value analysis and value engineering. Discuss the test for determining value in a product or service.

Q.7 Define the term ‘material management’. Explain the objectives involved in material management in detail.

Q.8 Write a note on: ‘disposal of scrap, surplus and obsolete materials’.

Q.9 Define ‘codification’. Explain the Brish and Kodak system of codification in detail.
BBA (GEN) / BBA (BANKING) – Fifth Semester
INDIAN FINANCIAL SYSTEM (bba-5002)

Time: 3 hrs.  Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following in brief:
a) Full form of SHCIL _______.
b) _______ is a wholesale market.
c) Full form of CARE __________.
d) Who regulates capital market?
e) What is the meaning of symbol AAA in CRISIL.
f) What is certificate of deposit?
g) What is book building process?
h) Give two differences between ‘merchant banking’ and ‘commercial banking’.
i) What is meant by ‘listing on stock exchange’?
j) What are ‘gilt-edge securities’?

UNIT-I

Q.2 What is capital market? Explain the role of capital market in detail. 15

Q.3 Define the ‘concept of financial system’. Give its structure and role in detail. 15

UNIT-II

Q.4 Describe the various types of regulations governing the financial services in India. 15

Q.5 Write short notes on:
a) Treasury bill. 7½
b) Call money. 7½

UNIT-III

Q.6 What do you mean by ‘depository system’? Explain its constituents in detail. 15

Q.7 Explain in detail the department securities market in India. 15

UNIT-IV

Q.8 Write short notes on:
a) Merchant banking. 7½
b) Credit rating. 7½

Q.9 Describe the structure of a mutual fund and discuss the role of various entities in detail. 15
Q.1 State TRUE or FALSE:
   a) An insolvent ceases to be member of the company on becoming insolvent.
   b) A partnership firm can become the member of company.
   c) Every year at least two meetings of board of directors must be held in the company.
   d) If a company wants to buy a land it has to buy it in the name of directors.
   e) Company can be wound up only by legal process.

   Explain the following in brief:
   f) Private company.
   g) Meaning of winding up of a company.
   h) Appointment of directors of board.
   i) Shelf prospectus.
   j) Special Resolution.

Q.2 a) What are the types of companies? Define a statutory company in brief.
   b) Write the steps to be followed for incorporation of a company.
   c) What are the various types of prospectus?

Q.3 Write short notes on:
   a) Promotion of a company.
   b) Difference between articles and memorandum of a company.
   c) Doctrine of ultra-virus.

Q.4 a) What do you mean by a member? Is there any difference between member and shareholder?
   b) How many types of General Body meetings exist in the company law? Explain the importance of Annual General Body Meetings?
   c) What do you mean by an agenda and what are its kinds?

Q.5 Briefly explain:
   a) Proxy. b) Requisites of a valid meeting. c) Statutory meeting.

Q.6 a) How can a Managing Director be appointed? What is general term of office?
   b) What are the kinds of director? Explain the role and responsibilities of a full time working director.
   c) Explain briefly the appointment of director by company.

Q.7 What do you mean by corporate governance? What is the need for corporate governance? What are the objectives of corporate governance?

Q.8 a) What do you mean by winding up of a company? What are the various modes of winding up a company?
b) Write down the grounds for winding up of a company by tribunals. 

5

c) Write two duties of a liquidator. 

5

Q.9 What do you mean by voluntary winding up? What are the various types of resolutions? Explain ordinary resolution in detail. 

15
BBA (General and Banking)—Fifth Semester
COMPUTER NETWORKING AND INTERNET(bba-5004)

Time: 3 hrs.  
Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1  

a) Which is not a web browser?
   i) Internet.     ii) Google chrome.  
   iii) Opera.     iv) Mozilla.  

b) Repeaters operate in which layer of OSI model.
   i) Physical layer.  
   ii) Data link layer.  
   iii) Network layer.  
   iv) Transport layer.  

c) Which of following is not the networking?
   i) Routers.  
   ii) Firewalls.  
   iii) Hub.  
   iv) Linux.  

d) What does protocol defines?
   i) Protocol defines what data is communicated.  
   ii) Protocol defines how data is communicated.  
   iii) Protocol defines when data is communicated.  
   iv) All of the above.  

e) A webpage displays an image. What tag was used to display the image?
   i) picture.  
   ii) image.  
   iii) img.  
   iv) src.  

f) Choose the correct HTML tag to make a text italics.
   i) <ii>  
   ii) <italics>  
   iii) <i>  
   iv) <italic>  

g) Which layer of OSI contain:
   i) Transport layer.  
   ii) Network layer.  
   iii) Application layer.  
   iv) Physical layer.  

h) MAN refers to:
   i) Mega area network.  
   ii) Metropolitan area network.  
   iii) Mini area network.  
   iv) Medium area network.  

i) An ISP:
   i) provides access to internet.  
   ii) is a CPU register.  
   iii) is a CPU functional unit.  
   iv) is a protocol that allows for remote login.  

j) What is the central device on which star topology is based?
   i) Switch.  
   ii) Hub.  
   iii) Routers.  
   iv) Repeaters.  

1×10

UNIT-I

Q.2 Explain the term: ‘network’? Discuss the advantages and disadvantages of network. Also write the criteria for choosing the network.  

10

Q.3 Explain the following:
   i) Analog v/s digital signals.  
   ii) Types of network.  

5×2
UNIT-II

Q.4 What is OSI model? Explain the functions of different layers of the OSI model.  

Q.5 Write short notes on:
   i) Cryptography.
   ii) Firewalls.  

UNIT-III

Q.6 Explain internet with major features of internet. What are the application areas of internet?  

Q.7 What do you mean by HTML? Design a web page using HTML forms. Also display the webpage as output.  

UNIT-IV

Q.8 What are different communication protocols? Explain any two protocols in detail.  

Q.9 Write shorts notes on:
   a) Intranet.
   b) Steps for building a corporate world wide web.  

5×2
Q. 1 Fill in the blanks:
   a) Temperament is an aspect of personality which is __________.
   b) __________, __________, and __________ are the most important aspects of body language.
   c) __________ jumps in throat when one is facing anxiety or embarrassment.
   d) Arms folded is a sign of __________.
   e) __________ and __________ facilitate effective decision making.
   f) The __________ gives others to identify.
   g) A mood is a __________ emotional reaction.
   h) __________ refers to the uniqueness of a person.
   i) __________ is an internal conditioning which controls a person's behavior.
   j) If a child lives with encouragement, he learns to become __________.  

UNIT-I

Q. 2 Explain the word 'syndromes'. How many types of syndromes are there?  

Q. 3 How many child training methods are there and which one according to you is the best and why?  

UNIT-II

Q. 4 Discuss the physical determinants used for judging a person's personality.  

Q. 5 What do you understand by emotions? Explain its determinants in detail.  

UNIT-III

Q. 6 What are the elements of self-introductions? What should be done to make the self-introduction impactful?  

Q. 7 What is SWOT analysis? What are the advantages of doing SWOT analysis?  

UNIT-IV

Q. 8 Discuss in detail three aspects of body language. What is a "perfect handshake"?  

Q. 9 Highlight the skills required to succeed in an interview.
BBA (GEN) / BBA (BANKING) - Sixth Semester
TAXATION LAWS (bba-6001)

Time: 3 hrs. Max Marks: 75
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q. 1 is compulsory. All questions carry equal marks.

Q. 1 Fill in the blanks:
   a) Service Tax is not payable if the aggregate value of taxable service does not exceed ₹ ________.
   b) Service Tax is governed and administered by ________.
   c) A dealer in Delhi has to get himself registered under VAT Act compulsorily if the turnover exceeds ₹ ________ per year.
   d) Scholarship received by a student was ₹ 1000/- p.m. He spends ₹ 6000/- for meeting the cost of education. The balance of ₹ 6000/- is ________.
   e) The contribution to recognized provident fund by employer in excess of ________% of salary is taxable.
   f) Xavier received a gift of ₹ 3,00,000/- from his maternal uncle. The amount taxable out of it is ________.
   g) Under section 80 TTA deduction is available for ________.

Write briefly (2-3 sentences) about:
   h) Gross Total Income.
   i) Clubbing of Income.
   j) Deduction U/S 80U.
   k) Meaning of taxable service.

UNIT-I

Q. 2 a) Steve, a German National, come to India for the first time on 01.07.2009. During the period from 01.07.2009 to 31.03.2016 he stayed in India as follows – from 01.07.2009 to 31.10.2009; from 01.05.2010 to 21.10.2010; from 01.11.2011 to 31.12.2011 and from 01.07.2014 to 31.08.2015. During the previous year ended 31.03.2016 Steve’s Income consisted of: i) business in India: ₹ 40,000/-; ii) interest from Indian company: ₹ 2,000/-; c) dividends from non-Indian companies received in Germany but remitted in India: ₹ 5000/-; d) business in Germany (controlled from India): ₹ 25,000/-; e) Income from house property in Germany ₹ 8000/-. Determine, gross total income of X for A.Y. 2016-17 after ascertaining his residential status for the purpose of Income-Tax.

b) Write a note on ‘agricultural income’.

UNIT-II

Q. 3 a) “Income Tax is charged an income of the previous year.” Do you fully agree with this statement? If not, what are the exceptions?

b) Briefly write the essential features of the terms ‘income’.

Q. 4 Write notes on:
   a) T.D.S.
b) Set off and carry forward of business losses.
c) Income from other sources.  

Q.5 The following are the particulars furnished by Shri R. K. Yadav for the assessment year 2016–2017. Determine his taxable income and tax liability.

\[ \begin{align*}
\text{₹} & \\
\text{One third share from firm} & 1,50,000/- \\
\text{Income from House Property (computed)} & 1,20,000/- \\
\text{Long term capital gains} & 16,000/- \\
\text{Lottery winning from Sikkim State Lottery (Gross)} & 45,000/- \\
\text{Life Insurance Premium paid on Policy of ₹ 1,00,000/- taken on 01.04.2015} & 12,000/- \\
\text{Interest income} & 15,000/- \\
\text{Income from business} & 2,10,000/- \\
\text{Profit from business of growing mushrooms} & 60,000/- \\
\text{Profit from business of dairy forming} & 80,000/- \\
\text{Term deposit in SBI for 5 years (made on 15.03.2016)} & 1,00,000/-
\end{align*} \]

UNIT-III

Q.6 What is VAT? How is VAT different from earlier sales tax system? Also explain advantages of VAT.  

Q.7 Explain input tax credit covering eligible purchases, coverage & set-off and purchases not eligible.  

UNIT-IV

Q.8 a) How will you determine the value of service tax if billing in inclusive of tax? Illustrate with an example.  

b) Write about 10 services mentioned in negative list of service tax in brief.  

Q.9 a) Explain registration requirement under service tax rules.  

b) Discuss about due date for payment of service tax and filing of service tax return.
Q. 1 a) DFD stands for ___________.
b) Define breakup ___________.
c) RMAN stands for ___________.
d) How many phases are there in SDLC?
e) Name any three types of feasibility studies.
f) Define secondary key.
g) What do you mean by unit testing?
h) Which one is the most feasible model? 
   i) Spiral model.
   ii) Prototyping model.
   iii) Both of them
   i) Define metadata.
j) What is a primary key?  

UNIT-I

Q. 2 What do you mean by E-R diagram? Construct and explain E-R diagram for hospital 
management system.  

Q. 3 Explain the following:
   a) Spiral model.  
   b) Structured English.  

UNIT-II

Q. 4 ‘Project selection is the key for successful project’. Justify the statement. Also explain 
the feasibility study for a project.  

Q. 5 Explain the following:
   a) Fact finding techniques.
   b) Data dictionary.  

UNIT-III

Q. 6 Explain the following:
   a) Benchmarking.
   b) Software selection.  

Q. 7 Write notes on:
   a) Input/output design.
   b) Flow charts.  

UNIT-IV
Q.8 ‘Quality makes a project successful and reliable. Justify the statement with proper examples.

Q.9 Write notes on:
   a) Recovery plan.
   b) Review and review plan.
BBA (GEN) / BBA (Banking)– SixthSemester
FOUNDATION OF INTERNATIONAL BUSINESS (bba-6003)

Time: 3 hrs.  Max Marks: 75
Note: Attempt FIVE questions in all: taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) The investment made by company in new manufacturing and/or marketing facilities in a foreign country is referred as Foreign Direct Investment.
   b) International franchising may be more complicated than domestic franchising.
   c) Free Trade enables a country to provide a variety of goods and services to people.
   d) A Balance of Payment is a single entry system of record of all economic transactions of the residents within the country.
   e) Product Life Cycle has nothing to do with international business.

Fill in the Blanks:
   f) Free Trade refers to a situation where a government attempt __________ to influence through quotas or duties what its citizen can buy from other countries.
   g) WTO stands for __________.
   h) When one country invest in other country, this process is termed as __________.
   i) NTB stands for __________.
   j) The mechanism of getting inputs from their sources to the manufacturing center and taking the finished products from manufacturing center to the customer is called __________ system.

Answer the following Questions in brief:
   k) Four Forms of entry strategies of IB.

UNIT-I

Q.2 Describe the difference between Domestic versus International Business (IB) and the major risk of IB in detail. 15

Q.3 Elaborate the role of FDI in a developing economy and explain its motives and determinants in detail. 15

UNIT-II

Q.4 What are the competitive advantages of international business? 15

Q.5 a) What are the main intermediaries in international trade? 7½
    b) Write short notes on ‘Tariffs and Quotas’. 7½

UNIT-III

Q.6 Why and how WTO got established and what are its role? 15

Q.7 Define the term ‘balance of payment’. What are the reasons of disequilibrium of BOP? 15

UNIT-IV

Q.8 What is multinational corporations? Why do some countries impose controls over MNCs? 15

93/5
Q.9 How does 4Ps strategies differ for international business than domestic business?
BBA (GEN) / BBA (BANKING) - Sixth Semester
E-COMMERCE (bba-6004)

Time: 3 hrs.  Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Choose the correct option:
   a) What is an arrangement made between e-commerce sites that direct users from one site to the other?
      i) Spam.  ii) Viral marketing.
      iii) Affiliate programs.  iv) Virtual Marketing.
   b) All of the following are techniques B2C e-commerce companies use to attract customers, except:
      i) Registering with search engines.  ii) Viral marketing.
      iii) Online ads.  iv) Virtual marketing.
   c) Digital products are best suited for B2C e-commerce because they:
      i) Are commodity like products.
      ii) Can be mass-customized and personalized.
      iii) Can be delivered at the time of purchased.
      iv) All of the above.
   d) Which products are people most likely to be comfortable buying on the internet?
      i) Books.
      ii) PCs.
      iii) CDs.
      iv) All of the above.
   e) SSL stands for:
      i) Secure Socket Layer.
      ii) Security Service Layer.
      iii) Sub Secure Length.
      iv) None of these.
   f) How many kinds of web portals are?
      i) 3
      ii) 2
      iii) 5
      iv) 6
   g) Brick and mortar refers to:
      i) Offline business.
      ii) Online business.
      iii) Transport.
      iv) Building.
   h) Track the customers online and do personalization is only possible through which of the following file(s) analysis:
      i) Log files.
      ii) Cookies.
      iii) Data mining.
      iv) Log files and cookies.
   i) The payer and the payee are issued digital certificates in _____ standard format by their respective banks:
      i) X.509
      ii) F.609
      iii) L.8999
      iv) N.586
   j) What is E-cash wallet?
      i) Hardware
      ii) Agent
      iii) Software
      iv) All of the above

UNIT-I

Q.2 Explain how traditional commerce is different from electronic commerce?  10

Q.3 What are the advantages and disadvantages of e-commerce? Should one prefer to use e-commerce or not? Elaborate.  10
UNIT-II
Q.4 Write short notes (any two):
   a) Plastic money.
   b) Electronic payment system.
   c) Payment gateways.  
   
Q.5 Explain the role of www and internet in e-commerce in detail.  

UNIT-III
Q.6 Mention the different ways by which security is maintained in e-commerce.  

Q.7 What are the different applications of e-commerce? Elaborate its role in wholesale, retail and service section in detail.  

UNIT-IV
Q.8 Explain about copy right and intellectual propertyright in detail.  

Q.9 a) What are the advantages and pitfalls of virtual organizations?  
   b) Design an e-com model for a Dominos Outlet.
BBA (BANKING) — First Semester  
FOUNDATION COURSE IN BANKING AND FINANCIAL SERVICE  
(BBA-B106)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 5

Note: Attempt all questions.  
- Q.1 to Q.55 carries ONE mark each.  
- Other questions marks are mentioned against them.

Q.1 The Chinese used ________ as money.  
a) Grain.  
b) Cattle.  
c) Cowries.  
d) Beads.

Q.2 The word “money” is derived from the word_________.  
a) Mint.  
b) Monseta.  
c) Moneta.  
d) Moresta.

Q.3 Which is the central bank of England?  
a) Bank of London.  
b) Bank of Great Britain.  
d) Bank of U.K.

Q.4 What is the “Gold Standard”?  
a) Every gold coin is backed by specific amount of currency.  
b) Every currency is backed by specific amount of any precious metal.  
c) Every currency is backed by specific amount of gold.  
d) Gold is used as a means for every transaction.

Q.5 Today the world over, paper money is backed by the promise of the ____________ to pay an equivalent amount in the same paper currency.  
a) State Banks.  
b) Central government.  
c) Judiciary.  
d) Central Bank of the country.

Q.6 Which of the following are not the coin series of India?  
a) The Frozen Series.  
b) The Decimal Series.  
c) The Aluminium series.  
d) The Gold series.

Q.7 The three Presidency Banks were:  
b) Bank of Madras, Bank of Bengal, Bank of Mumbai.  
c) Bank of Madras, Bank of Bengal, Bank of Bombay.  
d) None of the above.

Q.8 The word “bank” is derived from the word____________.  
a) Banquet.  
b) Banca.  
c) Bench.  
d) Bill of exchange.

Q.9 The__________was formed by the amalgamation of the 3 presidency banks.  
a) State bank of India.  
b) RBI.  
c) Imperial Bank.  
d) None of the above.

Q.10 The first set of nationalisation of banks happened in the year_______ and the second set in_________.  
a) 1959, 1970.  
b) 1965, 1980.  

Q.11 ICICI bank, HDFC Bank, and Axis Banks are____________ banks.  
a) Public sector.  
b) Private sector.  
c) Regional rural.  
d) Foreign.

Q.12 Why were banks nationalised?  
a) The government wanted to issue currencies.  
b) The government wanted to have power.  
c) The banks were unprofitable.
d) The government wanted to provide banking and financial assistance to all.

Q.13 In which year was ICICI merged with ICICI bank?
   a) 2000.  
   b) 2002.  
   c) 1994.  
   d) 2004.

Q.14 Why did government allow private sector banks to be set up?
   a) They are more profitable.  
   b) They provide better customer service.  
   c) They would inject an element of competition in the banking industry.  
   d) They would provide more jobs.

Q.15 Which series of coins is presently in use in India?
   a) The Aluminium series.  
   b) The Naya Paisa Series.  
   c) The Mahatma Gandhi series.  
   d) The Britannia series.

Q.16 Which is the central bank of India?
   a) Central Bank of India.  
   b) State Bank of India.  
   c) Imperial Bank of India.  
   d) Reserve Bank of India.

Q.17 What is the meaning of “portability” of money?
   a) Money has a long life span.  
   b) Money needs to be carried by a porter.  
   c) Money is easy to carry.  
   d) Money can be divided into small units.

Q.18 What is intangible money?
   a) Money which cannot be stored.  
   b) Money when deposited in the bank.  
   c) Money which can be used as a store of value.  
   d) Money which can be felt by hand.

Q.19 What is financial intermediation?
   a) Intermediating between the borrower and the lender of funds.  
   b) Intermediating between the bank and the borrower.  
   c) Intermediating between the government and the lender.  
   d) None of the above.

Q.20 What are the risks faced by savers?
   a) Credit, Liquidity, default.  
   b) Credit, interest rate, liquidity.  
   c) Credit, interest rate, profit.  
   d) None of the above.

Q.21 What is the meaning of “durability” of money?
   a) Money has a long life span  
   b) Money is easy to carry  
   c) Money can be divided into small units.  
   d) Money can be used a medium of exchange.

Q.22 What is credit risk?
   a) Getting funds on credit.  
   b) Getting no funds on credit.  
   c) Risk of default by the borrower.  
   d) Different interest rate in the economy.

Q.23 Money needs to be _________ to be productive.
   a) Stored.  
   b) Invested.  
   c) Hoarded.  
   d) Circulated.

Q.24 What is spread?
   a) Spreading out the risk of money.  
   b) Difference between the rate charged to borrowers and the rate paid to depositors.  
   c) Distributing the profits among everyone.  
   d) All of the above.

Q.25 _____________ is the essence of financial intermediation.
   a) Risk management.  
   b) Credit management.  
   c) Interest rate management.  
   d) None of the above.

Q.26 What is the meaning of unorganised sector?
   a) Regulated by RBI.  
   b) Regulated by SEBI.  
   c) Unregulated sector.  
   d) None of the above.

Q.27 Why were DFIs set up?
   a) To provide financial assistance for setting up various industrial ventures in India.
Q.28 An individual collects money from a large number of investors and invests in the equity market. What type of product is this?
   a) Insurance.
   b) Mutual fund.
   c) Deposits.
   d) None of the above.

Q.29 Mutual funds invest their resources in which markets?
   a) Capital market.
   b) Money market.
   c) All of the above.
   d) None of the above.

Q.30 What is the difference between banks and NBFCs?
   a) NBFCs cannot issue cheque books, bank can.
   b) NBFCs cannot participate in the settlement system, banks can.
   c) NBFCs cannot accept savings or current deposits payable on demand, like a bank.
   d) All of the above.

Q.31 ____________, ____________, ____________ are the core principles of banking.
   a) Liquidity, Safety, Profitability.
   b) Liquidity, Safety, Service Quality.
   c) Liquidity, Secrecy, Safety.
   d) All of the above.

Q.32 __________ are liability products.
   a) Loans.
   b) Deposits.
   c) Guarantees.
   d) Shares.

Q.33 Who fixes Savings account interest rates in banks?
   a) RBI.
   b) Government.
   c) Banks.
   d) Indian banks association.

Q.34 EEFC accounts are opened for which class of customers?
   a) Importers.
   b) Exporters.
   c) NGO.
   d) Government departments.

Q.35 Banks can pay interest on current account balances of ____________.
   a) Regional rural banks and District rural development agency.
   b) Proprietorship accounts
   c) HUF.
   d) Trusts.

Q.36 What is the threshold amount of interest beyond which banks charge TDS?
   a) Rs. 5000.
   b) Rs. 5001.
   c) Rs. 20000.
   d) None of the above.

Q.37 What is not true about bank FDs?
   a) FDs can be prematurely broken.
   b) FDs are for a fixed period.
   c) No loan can be given against FDs.
   d) TDS is applicable on interest earned.

Q.38 Which is not a feature of RD?
   a) Instalment deposited monthly.
   b) TDS is not applicable on interest.
   c) Can be prematurely encashed.
   d) Similar to a SIP in mutual fund.

Q.39 Who is a NRI?
   a) Person of Indian origin living abroad
   b) Foreign citizen who is a spouse of an Indian citizen.
   c) Indian citizens living abroad for an indefinite period.
   d) All of the above.

Q.40 What are the features of NRE account?
   a) For NRIs only.
   b) Money can be freely repatriated.
   c) No tax is deducted on the interest earned.
   d) All of the above.

Q.41 FCNR account can be opened in which currencies?
a) USD, GBP, EUR, YEN.  
b) USD, GBP, EUR, INR.  
c) GBP, EUR, HKD, ITL.  
d) None of the above.  

Q.42 RFC accounts can be opened for:  
a) Resident Indians.  
b) Foreign nationals.  
c) Returning NRIs.  
d) None of the above.  

Q.43 What is LVR?  
a) Loan to value ratio.  
b) The portion of the value of the asset financed by banks.  
c) Value of asset less margin.  
d) All of the above.  

Q.44 Banks create charge on various assets. The charge on fixed assets is called:  
a) Pledge.  
b) Mortgage.  
c) Hypothecation.  
d) Lien.  

Q.45 The security offered to the bank can be any of the following:  
a) Personal guarantee of a third person.  
b) Shares and securities.  
c) Land and building.  
d) All of the above.  

Q.46 What is not a feature of consumption loan?  
a) Given for purchase of consumer durable item.  
b) Loan to be repaid in yearly instalments.  
c) Interest is charged on the reducing balance.  
d) Amount to be repaid in the initial years is high.  

Q.47 Personal overdrafts and credit cards are given to:  
a) Corporates.  
b) NGOs.  
c) Individual.  
d) Partnership firms.  

Q.48 The features of leasing are:  
a) For financing fixed assets.  
b) The bank owns the asset.  
c) Cost of the asset is recovered through rentals.  
d) All of the above.  

Q.49 ECS credit is useful when:  
a) There are small number of beneficiaries.  
b) There is only one payment to be made.  

c) Large number of payments need to be made.  
d) Each transaction is of a very high value.  

Q.50 A travel card is like:  
a) An ATM card.  
b) A debit card.  
c) Only B.  
d) Both A and C.  

Q.51 A transaction is called a “transfer transaction” when:  
a) Both the payer and the payee have accounts in the same branch of different banks.  
b) Both the payer and the payee have accounts in different branches of different banks.  
c) Both the payer and the payee have accounts in the same bank.  
d) None of the above.  

Q.52 The difference between a cheque and a bill of exchange:  
a) Cheque is always drawn on a banker.  
b) Cheque can be payable to bearer.  
c) Cheque is payable on demand.  
d) All of the above.  

Q.53 Banking through alternate channels:  
a) Saves times for the customer.  
b) Customer always needs to have the latest mobile phones.  
c) Banker needs to send mails to all customers.  
d) Customer has to know English.  

Q.54 Banks sell third party products:  
a) To act as a one stop shop for customers.  
b) To earn non-interest income.  
c) Both A and B.  
d) Only A.  

Q.55 The services offered by banks as provider of other financial services are:  
a) Collection of taxes and bills, Demat accounts, advisory services.  
b) Collection of taxes and bills, Demat accounts, payment services.  
c) Collection of taxes and bills, Demat accounts, collection services.  
d) Collection of taxes and bills,
Demat accounts, credit card services.

Q.56 Fill in the blanks:
   a) Financial Markets can be classified into _____________ and _______________.
   b) Repeat customers spend _________ percent more than newly acquired customers.
   c) It is ___________ for an organisation to assume that if the customers’ complaints are low, the service extended to the customers is of _________ quality.
   d) Two important parts in reflective listening are ______________ and ______________.
   e) Taking ownership makes a ______________ impact on ______________ efficiency.
   f) Taking ____________ means promptly resolving customer queries.  

Q.57 What are the 4 C’s of team attitude factors?  

Q.58 One model for buying behaviours is AIDA, where A, I, D and A stand for?  

Q.59 Mention the various Factors affecting the listening process.  

Q.60 List down five differences between the financial industry of yesterday and today.  

Q.61 What is the 8-step model for handling walk in customers?
Q.1 The Chinese used ______ as money.
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c) Cowries  d) Beads

Q.2 The word “money” is derived from the word ______.
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c) Moneta  d) Moresta

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   b) Intermediating between the bank and the borrower.
   c) Intermediating between the government and the lender.
   d) None of the above.

Q.20 What are the risks faced by savers?
   a) Credit, Liquidity, default
   b) Credit, interest rate, liquidity
   c) Credit, interest rate, profit.
   d) None of the above.

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   a) Money has a long life span.
   b) Money is easy to carry.
   c) Money can be divided into small units.
   d) Money can be used a medium of exchange.

Q.22 What is credit risk?
   a) Getting funds on credit.
   b) Getting no funds on credit
   c) Risk of default by the borrower
   d) Different interest rate in the economy

Q.23 Money needs to be ______ to be productive.
   a) Stored  b) Invested  c) Hoarded  d) Circulated

Q.24 What is spread?
   a) Spreading out the risk of money.
   b) Difference between the rate charged to borrowers and the rate paid to depositors.
   c) Distributing the profits among everyone.
   d) All of the above.

Q.25 ______ is the essence of financial intermediation.
   a) Risk management.
   b) Credit management.
   c) Interest rate management.
   d) None of the above.

Q.26 What is the meaning of unorganised sector?
   a) Regulated by RBI.
   b) Regulated by SEBI.
   c) Unregulated sector.
Q.27 Why were DFIs set up?
   a) To provide financial assistance for setting up various industrial ventures in India.
   b) To provide free credit.
   c) To provide funds to banks to lend.
   d) To concentrate on developments in the state.

Q.28 An individual collects money from a large number of investors and invests in the equity market. What type of product is this?
   a) Insurance
   b) Mutual fund
   c) Deposits
   d) None of the above.

Q.29 Mutual funds invest their resources in which markets?
   a) Capital market
   b) Money market
   c) All of the above
   d) None of the above

Q.30 What is the difference between banks and NBFCs?
   a) NBFCs cannot issue cheque books, bank can.
   b) NBFCs cannot participate in the settlement system, banks can.
   c) NBFCs cannot accept savings or current deposits payable on demand, like a bank.
   d) All of the above.

Q.31 ______,_______,_______ are the core principles of banking.
   a) Liquidity, Safety, Profitability
   b) Liquidity, Safety, Service Quality
   c) Liquidity, Secrecy, safety
   d) All of the above

Q.32 ______ are liability products.
   a) Loans
   b) Deposits
   c) Guarantees
   d) Shares

Q.33 Who fixes Savings account interest rates in banks?
   a) RBI
   b) Government
   c) Banks
   d) Indian banks association.

Q.34 EEFC accounts are opened for which class of customers?
   a) Importers
   b) Exporters
   c) NGO
   d) Government departments.

Q.35 Banks can pay interest on current account balances of ______
   a) Regional rural banks and District rural development agency.
   b) Proprietorship accounts.
   c) HUF
   d) Trusts

Q.36 What is the threshold amount of interest beyond which banks charge TDS?
   a) `5000
   b) `5001
   c) `20000
   d) None of the above.

Q.37 What is not true about bank FDs?
   a) FDs can be prematurely broken
   b) FDs are for a fixed period
   c) No loan can be given against FDs
   d) TDS is applicable on interest earned.

Q.38 Which is not a feature of RD?
   a) Instalment deposited monthly.
   b) TDS is not applicable on interest.
   c) Can be prematurely encashed.
   d) Similar to a SIP in mutual fund.

Q.39 Who is a NRI?
   a) Person of Indian origin living abroad.
   b) Foreign citizen who is a spouse of an Indian citizen.
   c) Indian citizens living abroad for an indefinite period.
   d) All of the above

Q.40 What are the features of NRE account?
   a) For NRIs only.
   b) Money can be freely repatriated.
   c) No tax is deducted on the interest
earned.
d) All of the above.

Q.41 FCNR account can be opened in which currencies?
a) USD, GBP, EUR, YEN
b) USD, GBP, EUR, INR
c) GBP, EUR, HKD, ITL
d) None of the above.

Q.42 RFC accounts can be opened for
a) Resident Indians
b) Foreign nationals
c) Returning NRIs
d) None of the above.

Q.43 What is LVR?
a) Loan to value ratio.
b) The portion of the value of the asset financed by banks.
c) Value of asset less margin.
d) All of the above.

Q.44 Banks create charge on various assets. The charge on fixed assets is called:
a) Pledge b) Mortgage
c) Hypothecation d) Lien

Q.45 The security offered to the bank can be any of the following:
a) Personal guarantee of a third person.
b) Shares and securities.
c) Land and building.
d) All of the above.

Q.46 What is not a feature of consumption loan?
a) Given for purchase of consumer durable item.
b) Loan to be repaid in yearly instalments.
c) Interest is charged on the reducing balance.
d) Amount to be repaid in the initial years is high.

Q.47 Personal overdrafts and credit cards are given to
a) Corporates b) NGOs
c) Individual
d) Partnership firms.

Q.48 The features of leasing are:
a) For financing fixed assets.
b) The bank owns the asset.
c) Cost of the asset is recovered through rentals.
d) All of the above.

Q.49 ECS credit is useful when
a) There are small number of beneficiaries.
b) There is only one payment to be made.
c) Large number of payments need to be made.
d) Each transaction is of a very high value.

Q.50 A travel card is like
a) An ATM card b) A debit card
c) Only b d) Both a and c

Q.51 A transaction is called a “transfer transaction” when
a) Both the payer and the payee have accounts in the same branch of different banks.
b) Both the payer and the payee have accounts in different branches of different banks.
c) Both the payer and the payee have accounts in the same bank.
d) None of the above

Q.52 The difference between a cheque and a bill of exchange
a) Cheque is always drawn on a banker.
b) Cheque can be payable to bearer.
c) Cheque is payable on demand.
d) All of the above.

Q.53 Banking through alternate channels
a) Saves times for the customer.
b) Customer always needs to have the latest mobile phones.
c) Banker needs to send mails to all
Q.54 Banks sell third party products
a) To act as a one stop shop for customers.
b) To earn non-interest income.
c) Both a and b.
d) Only a.

Q.55 The services offered by banks as provider of other financial services are
a) Collection of taxes and bills, Demat accounts, advisory services.
b) Collection of taxes and bills, Demat accounts, payment services.
c) Collection of taxes and bills, Demat accounts, collection services.
d) Collection of taxes and bills, Demat accounts, credit card services.

Q.56 Fill in the blanks:
a) Financial Markets can be classified into _______ and _______.
b) Repeat customers spend _______ percent more than newly acquired customers.
c) It is _______ for an organisation to assume that if the customers’ complaints are low, the service extended to the customers is of _______ quality.
d) Two important parts in reflective listening are _______ and _______.
e) Taking ownership makes a _______ impact on _______ efficiency.
f) Taking _______ means promptly resolving customer queries.

Q.57 What are the 4 C’s of Team Attitude Factors:
a) ____________________.
b) ____________________.
c) _____________ _______.
d) ____________________.

Q.58 One model for buying behaviours is AIDA, where:
A is ____________________.
I is ____________________.
D is ____________________.
A is ____________________.

Q.59 Factors affecting the listening process are:
a) ____________________.
b) ____________________.
Q.1 Fill in the blanks:
a) 2 in 1 accounts offer _______ liquidity and _______ rate of interest.  
   2
b) _______ deposits are suitable for saving a fixed amount at regular intervals.  
   1
c) Fixed deposits are repayable after the expiry of the specified term varying from  
   _______ days to _______ months.  
   2
d) _______ are private agreements between two parties to exchange cash flows at a  
   future date.  
   1
e) Premature death, insufficient income during retirement, poor health and  
   unemployment can be categorized under _______ risk.  
   1
f) _______ accounts are meant to meet the business needs of customers and no  
   _______ is paid on these accounts.  
   2
g) The actual loan amount is always _______ of the loan to value ratio and loan  
   eligibility amount.  
   1
h) A _______ is a person, other than the borrower, who promises to repay the loan  
   to the lender in case of _______ by the borrower.  
   2
i) Toss of coins is an example of _______ risk.  
   1
j) When the bank has the right to take possession of an asset of the borrower in  
   default the bank is said to have a _______ over the asset.  
   1

Q.2 List three benefits of ATMs for banks and three benefits for customers?  
   5

Q.3 List five services that are offered by banks through internet banking.  
   5

Q.4 Define ‘NRI’ and list any three main features of NRIs.  
   5

Q.5 Name the two depositaries in India.  
   2

Q.6 Fill in the blanks:
a) The passage of IRDA bill in _______ paved way for the liberalization of the Indian  
   _______ sector.  
   2
b) The period over which the loan has to be repaid is called the _______ of the loan.  
   1
c) _______ refers to the cause of loss while _______ is a condition that may create  
   or increase the chance of a loss arising from a peril.  
   2
d) Mutual funds are classified on the basis of _______ and _______ objectives.  
   2

Q.7 What is the difference between American option and European option?  
   2

Q.8 How is a trading account different from a DP account?  
   2

Q.9 What is the rate of interest payable on FCNR accounts?  
   1

Q.10 What are the various factors affecting the prices in real estate?  
   3
Q.11 Direct investing in equity shares is better than investing in equity shares through a mutual fund because:
   a) Tailor made portfolio.  
   b) Absence of distribution expenses.  
   c) Control over costs.  
   d) All the above.

Q.12 Which of the following bodies is a regulator of Financial Market?
   a) RBI.  
   b) SEBI.  
   c) IRDA.  
   d) SBI.

Q.13 State True or False:
   a) All risks are insurable.
   b) Interest on fixed deposit is paid quarterly from the date of the deposit and is not liable for TDS.
   c) Banks are free to offer their own rate of interest.
   d) Banks have become one stop shop for financial products.
   e) The premium on an insurance policy is usually much lesser than the cover you get.
   f) Unsecured debt carries more risk for the lender, which in turn makes the loan more expensive.
   g) Speculators have unlimited upside potential and unlimited downside loss.

Q.14 Fill in the blanks:
   a) _______ risks can be further classified into personal risk, property risk and liability risk.
   b) _______ is the term used for converting electronic holdings back into certificates.
   c) Put options give the buyer a _______ but not an _______ to _______ a given quantity of the underlying asset at a given price, on or before the given future date.
   d) _______ claims increase the costs of insurance for all insurers.
   e) Cost of carry is derived after deducting the _______ price from the _______ price.
   f) Except _______ property, a PIO or an NRI can buy any property in India.

Q.15 What are the five basic principles of insurance?

Q.16 State True or False:
   a) Shares once pledged, cannot be released.
   b) One should expect higher returns from equity funds than from debt funds.
   c) Permanent life insurance cannot be cancelled by the insurer, except when some fraud is committed or premium is not paid.
   d) PAN Card is mandatory to open DeMat accounts.
   e) A Title Deed is a document that proves the ownership of a property.
   f) While buying a property, one must ensure that all documents are genuine and the title is clear.
BBA (BANKING)—Fourth Semester
RETAIL BANKING (BBA-b407)

Time: 1½ hrs.  
Max Marks: 75  
Note: Attempt all questions. Marks are indicated against each question.

Q.1 Fill in the blanks:
   a) Amount in a deceased account is settled on the basis of_____________, 
      ______________ or __________.  
      [3 marks]
   b) Loan-related accounts cannot be accepted for deletion of ___________.  
      [1 mark]
   c) Material __________ should be authenticated.  
      [1 mark]
   d) Banks must ensure ___________ of customer’s details except in the case of law  
      and practice.  
      [1 mark]
   e) Value of each account in retail was _________ than in corporate banking.  
      [1 mark]
   f) Order cheques are paid after ___________ of the presenter.  
      [1 mark]

Q.2 State True or False:
   a) The banker will pay the cheque carrying the customer’s first signatures in spite of  
      a change given by the customer at a later date.  
      [1 mark]
   b) Forgery is considered attempted if the cheque is signed by the customer but the  
      signatures differ slightly from the bank’s records.  
      [1 mark]
   c) The upload of data, received from RBI, is done so as to credit the customer’s  
      account.  
      [1 mark]
   d) Dormant account and inactive account are prone to fraud and therefore, should be  
      handled carefully.  
      [1 mark]
   e) The RTGS transaction report can be viewed in Staffware.  
      [1 mark]

Q.3 Fill in the blanks:
   a) FATF stands for ____________.  
      [1 mark]
   b) In __________ (MM/YYYY), RBI launched RTGS in Mumbai.  
      [1 mark]
   c) ____________, ___________and ___________ are the three principal  
      negotiable instruments.  
      [3 marks]

Q.4 List any 4 documents which are to be taken for Name Addition in an Account?
   Ans:
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________.  
   [4 marks]

Q.5 Which of the following statements correctly defines a bank customer?  
   a) A customer is a person or entity who visits the branch for an enquiry to open a  
      savings bank account.  
      [1 mark]
   b) A customer is a person or entity who has an account with the bank and whose  
      dealings with the bank are in the nature of banking business.  
      [1 mark]
   c) A customer is a person or entity who has come to collect payment for the furniture  
      that he has supplied to the bank.  
      [1 mark]

Q.6 Fill in the blanks:
a) In LCC, the cheque is _____________ and is payable at the _____________ location or at correspondent bank branches.  

b) A bill which has the instruction to be pay the amount after a certain period of time is called a _________ bill.  

c) If an outward cheque is returned, credit in the customer’s account is ______________.  

d) RAPID stands for _____________ and _____________.

Q.7 Write the – Banker – customer relationship  

a) Bank accepts cash from a customer.  
b) Bank purchases securities on behalf of a customer.  
c) Customer deposits safe custody article.  

Q.8 The option ‘Export to Legacy – Data File Creation’ is used for:  
a) Creating data file.  
b) Downloading data file received from RBI.  
c) Uploading batch file to cheque mark application.  
d) Sending data file to RBI.

Q.9 State True or False:  
a) Existing customers may apply to add/delete someone's name/transfer the account to another branch/close the account.  
b) In branch-based banking, TAT for a service is low.  
c) Banks can exercise general lien over the securities handed over to it under normal banking activities.  
d) If a cheque is crossed, cash payment cannot be made and the proceeds should be through an account.  
e) Only corporate customers can avail RTGS facility.

Q.10 List the 3 stages of Money laundering?  
Ans: ___________________________________________  

Q.11 Fill in the blanks:  
a) The full form of RBNL is _____________ .  
b) The process of receiving cheques issued by the account holders for processing through the clearing house is known as ______________ clearing.  
c) Currency above _____________ in denomination needs to be held in joint custody of the branch.  
d) _____________ and _____________ are issued in secured stationery, which are numbered sequentially.  
e) CAP stands for _____________.

Q.12 List down any 4 details that can be found in a cheque?  
Ans: ___________________________________________  

110/5
Q.13 In which of the following format will you report a cash receipt to corporate office, which is in excess of ₹10 lakhs?
   a) CAT - 4.  
b) CAT - 3.  
c) CAT - 2.  
d) CAT - 1.

Q.14 State True or False:
   a) The amount of cash to be taken out of the strong room is based upon the transaction needs anticipated for the day.  
b) ECS-Credit is useful where there is a single debit and number of credits.  
c) In an inward clearing transaction, the drawee bank and the collecting bank are same.  
d) Issue of pay orders and demand drafts provide commission income and float funds to the banks.  
e) Costs are lower when services are centralized.

Q.15 List down any 2 reasons for which a cheque can be returned?
   Ans:  
   ______________________________________________________  
   ______________________________________________________

Q.16 State True or False:
   a) Retail explosion resulted in increase in the number of accounts and transactions in the bank branches.  
b) Centralization involves analysis and simplification of processes, standardization and automation.  
c) A copy of the will certified by the court is called a probate.  
d) An undated cheque can be paid any day as deemed fit by the bank.  
e) In case of liquidation of a company, the court appoints an official liquidator.

Q.17 By joint custody, it is understood that:
   a) Both the joint custodians are jointly responsible for cash.  
b) Both of them carry the cash together.  
c) Both of them gain access to strong room by turning their respective keys.  
d) None other than the joint custodian are permitted to handle each activity of the branch.

Q.18 Bank can issue duplicate DD only at the request of:
   a) The beneficiary of the DD.  
b) The purchaser of the DD.  
c) The purchaser and the beneficiary jointly.  
d) Holder of the DD.

Q.19 List down any 2 disadvantages of centralization to the customers?
   Ans:  
   ______________________________________________________  
   ______________________________________________________

Q.20 What are the prerequisites for centralization of processes at a bank?
Q.21 Name any 4 mode of operations allowed in bank accounts?
   Ans:
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

Q.22 What is a Trust and which are the two types of Trust which can be formed?
   Ans:
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

Ans:
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
Q.1 Fill in the blanks:
   a) Finacle provides _______ support, _______ currency, and _______ security.
   b) _______ and _______ concept ensures dual control in all transactions.
   c) Office accounts are _______ customer accounts.
   d) In Finacle, the pre-requisite for opening an account is to have a _______.
   e) The _______ Module is used to add customer details.
   f) The _______ menu option is used to open customer accounts
   g) ISIA is the menu through which inventories are _______ and _______.
   h) _______ is the menu for issue of cheque book to a customer and _______ is used for its verification.
   i) In a transaction, unless the _______ part tran is posted, you cannot post the _______ part tran.

2x15

Q.2 Who are the two persons who are involved for any transaction to be effected in Finacle?

Q.3 Which of the following options is also referred as CIF?
   a) Transactions.
   b) Systemic Processes.
   c) Customer Master Maintenance.
   d) Global Package.

Q.4 Which of the following options is a feature of an FFD account?
   a) Linking an FD account to FFD.
   b) Manual renewal of deposits.
   c) Automatic creation of deposits from excess funds in the operative account at the end of the day.
   d) Automatic regularization of TODs at the beginning of the day.

Q.5 Mr. Deepak Chopra, a senior citizen has opened a Fixed Deposit of `50000 with your branch. He brings the proof of his age and wants the extra interest rate to be added. This is done by using:
   a) ACM
   b) INTTM
   c) INTTI
   d) CUMM

Q.6 A Teller requests `1.5 lac cash from the Head Cashier for payment requirements. Which of the following activities is performed by the Head Cashier to execute the Teller’s request?
   a) TM → C/NR → Debit Head Cashier A/c → Credit Teller A/c
Q.7 A bank has 500 cheques to deliver in clearing, which amounts to `50/-lacs. It is following the outward clearing process for this and has verified the instruments registered. What should be the next activity to be performed by the bank in this process?
   a) Releasing the shadow balance.
   b) Suspending the zone.
   c) Post the instruments to the account.
   d) Close the zone.

Q.8 Which of the following options is correct when the branch wants to run the menu option ABH?
   a) All the financial transactions should be in verified status.
   b) All nonfinancial transactions should be authorized.
   c) All users should be logged out.
   d) All of the above.

Q.9 Mr. Shantanu Mehta requests the Branch Officer to issue a cheque book for his SB account. The bank official after completing certain formalities provides relevant details in the system to issue the cheque book to Mr. Mehta. Which of the following menu options is used by the bank official to issue the cheque book?
   a) ISIA
   b) CHBM
   c) ICHB
   d) IMC

Q.10 Mr. Joseph wants to open a TD account and wants exemption from tax. The bank follows certain processes, such as receiving certain mandatory documents from the customer before opening the account. What process should be followed by the bank official in order to open a TD account for Mr. Joseph?
   a) Obtains Form 16 and Form 60 from the customer.
   b) Obtains Form 15G and Form 15H from the customer.
   c) Mark tax deducted at the account level as N.
   d) Obtains Form 60 and Form 15G from the customer.

Q.11 Mr. Surender wants to deposit `60000/- by cash in his SB account. When entering the transaction details, the system prompts the bank executive for the necessary details. Which of the following details is required by the bank?
   a) Form 16
   b) AOF form
   c) PAN number
   d) KYC form

Q.12 Fill in the blanks:
   a) Transactions in Finacle are classified as ________, ________, and ________.
   b) ________ menu option is used for opening a Term Deposit account.
   c) ________, ________, and ________ are three types of exceptions.
   d) The menu option used for of transactions is ________.
   e) ________ menu option is used to change a dormant account to an active account.
f) _______ will print all the standing instructions recorded.

Q.13 Ms. Sarita Biswas wants to send `3000/- every month to her friend Ms. Rima Joseph. Both of them have accounts with your bank. What does the bank need from Ms. Biswas to execute her request?
   a) Request letter from Ms. Rima Joseph.
   b) Cheque of `3000/- from Ms. Sarita Biswas.
   c) Standing instructions letter from Ms. Sarita Biswas.
   d) Pay in slip for `3000/- to credit of Ms. Rima Joseph.

Q.14 Which of the following options is used to generate Day Book?
   a) PTW
   b) GR
   c) PDB
   d) EXCPRPT

Q.15 State whether the following statements are TRUE or FALSE:
   a) Nominations can be added/modified at the account level.
   b) Nomination can be removed from an account.
   c) A person who has created a transaction cannot verify the same.
   d) ALM menu option is used for creating or lifting a lien.
   e) Any inventory received by a Branch from Head Office or other places needs to be entered by using Location Class/Code ZZ/EXT.
   f) A transaction can be created in the Entered status by any person.
   g) All inquiries relating to movement of inventories between locations can be done through IMI.
   h) The transaction, which is wrongly posted, can only be reversed.
   i) If a transaction has any deviations from normal business rule, it is known as exceptional transaction.
   j) CAAC menu option in Finacle is used for closing accounts.
   k) SIADVC is the option through which an advice is printed to the customer.
   l) When the linked operative account is in the debit balance, it gets automatically regularized at EOD.
BBA (BANKING) – Sixth Semester  
REGULATORY ENVIRONMENT CAREER BUILDER AND SMAC  
(BBA-b608)

Time: 1½ hrs. Max Marks: 75  
Note: Attempt ALL questions.

Q.1 Fill in the blanks:
   a) _______ is a regulatory framework which is essential for orderly growth of capital markets.
   b) _______ Deposits are suitable for saving a fixed amount at regular intervals.
   c) CAP stands for _______.
   d) Fixed deposits are repayable after the expiry of the specified term varying from _______ days to _______ months.
   e) _______ is a regulatory authority for commodity futures markets in India.
   f) KYC stands for _______.
   g) Customers can be classified as _______ and _______ risk customers.
   h) Money Laundering involves specific financial transactions to conceal _______, _______ and _______ of money.
   i) _______ and _______ are documents in lieu of PAN.
   j) PEP stands for _______.

Q.2 State True or False:
   a) Securities Contract Regulation Act was enacted in 1956.  
   b) SEBI promotes Insider Trading.  
   c) The Central Bank of India is State Bank of India.  
   d) IRDA is not allowed to adjudicate disputes.  
   e) A prospect can ask an insurance agent to show his license anytime during the dealing.  
   f) Risk Management in not a key element under KYC Policies at banks  
   g) Banks are allowed to inquire about Nature of Business Activity when opening accounts.  
   h) Accounts cannot be opened for Non Face to Face Customers.

Q.3 _______ and _______ are concerns that banks face regarding the use of social media.  

Q.4 _______ and _______ are the two things that have to be incorporated in the definition of the term ‘social media’.

Q.5 _______, _______ and _______ are the components of cloud computing.

Q.6 Fill in the blanks:
   a) FPSB stands for _______.  
   b) AML Measures include _______ and _______.  
   c) LIC Act was passed in the year _______.  
   d) _______ is the publisher of Monetary Data.  
   e) SEBI has brought in measures to control the _______ of assets.
f) The Banking Ombudsman can reject a complaint for _______, _______ and _______.
g) NABARD stands for _______.
h) RBI Commenced its operations on _______.
i) The Banking Department of RBI is responsible for _______.

Q.7 Answer the following:
a) Within what period is the complainant required to communicate the acceptance of an award made by an insurance ombudsman?
b) Which body is directly responsible for protecting the interest of the investors in the capital markets?
c) What can a complainant do if he is not satisfied with the award made by the ombudsman?
d) What are The Four Characteristics of Big Data?
e) When did SEBI become operational?
f) Mention any 4 methods by which analytics help the Banking Industry?
g) Name any 4 types of Social Media?

Q.8 Match the following:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Banning of Forward Trading</td>
<td>1 Document used as Proof of Address</td>
</tr>
<tr>
<td>3 Exchange Manager and Controller</td>
<td>3 SEBI</td>
</tr>
<tr>
<td>4 Staff Training and Maintenance of Records</td>
<td>4 IRDA</td>
</tr>
<tr>
<td>5 Aggregate Credits Not Exceeding 1 Lac</td>
<td>5 RBI</td>
</tr>
<tr>
<td>6 PAN Card</td>
<td>6 AML</td>
</tr>
</tbody>
</table>

Q.9 The role of RBI as Banker to other banks includes _______ and _______.

Q.10 _______, _______ and _______ are the three categories of cloud deployment models.

Q.11 _______ and _______ are concerns that banks face regarding the use of social media.

Q.12 _______ and _______ are the two things that have to be incorporated in the definition of the term 'social media'.

Q.13 _______, _______ and _______ are the components of cloud computing.

Q.14 To make banking more accessible to the masses NPCI introduced _______ in November _______ (give the year).
BBA (General and Banking)—First Semester  
BUSINESS COMMUNICATION(BBA-GE-01)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Marks are indicated against each question.

Q.1  
a) **Write short notes on the following:**  
   i) Brochure.  
   ii) Memo.  
   iii) Grapevine.  
   iv) Minutes of a meeting.  
   5×4  
b) **Define the following in one or two sentences only:**  
   i) Horizontal communication.  
   ii) Communication networks.  
   iii) Posture.  
   iv) Intonation.  
   v) Communication barriers.  
   vi) Conciseness.  
   vii) Courtesy.  
   viii) Scanning.  
   2½×8

**PART-A**

Q.2  “Body Language is a big help in making communication effective”. Discuss the above statement by highlighting each component and the message it conveys to the listener.  

Q.3  “Listening skills can be sharpened only through concentration”. Do you agree with the above statement? Elaborate on the types of listening and the do's and don'ts of being a good listener.

Q.4  Write short notes on:  
a) Proxemics.  
b) Oral presentation.  
c) E-mail communication.  
5×3

**PART-B**

Q.5  Write a complaint letter to the municipal corporation head of your area, telling him about the many stray dogs in your locality. Elaborate the danger and security hazards and request the authorities to have them removed.  

Q.6  Write a report about the incidence of a fight between two groups of people, over wrong parking in the office premises.  

Q.7  Write short notes on:  
a) Notice.  
b) Circular.  
c) Agenda.  
5×3
BBA (GEN) / BBA (BANKING) – First Semester  
BUSINESS COMMUNICATION (BBA-GE-01)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Briefly define the following:
   a) Networks.  
   b) Barrier.  
   c) Feedback.  
   d) E-mail.  
   e) Gesture.  
   f) Conclusion.  
   g) Memo.  
   h) Courtesy.  
   i) Visual aids.  
   j) Upward communication.  

Write short notes on the following:
   k) Reading skills.  
   l) Grapevine.  
   m) Minutes of a meeting.  
   n) Brochure.

PART-A

Q.2 “Feedback is necessary to make a communication complete”. Highlight the process of communication and discuss the above statement keeping in mind how barriers should be removed in order to get proper feedback.  

Q.3 Write short notes on:
   a) Reading skills.  
   b) 7′Cs of communication.

Q.4 Discuss each component of body language highlighting its role in making a communication effective. Illustrate with the help of examples.

PART-B

Q.5 What is the difference between a notice and a circular? Write a circular to members of your department to call them for an urgent meeting to discuss important issues. Also attach an agenda with at least five points to be discussed in the meeting.

Q.6 Write a claim letter to Flipkart.com from which you had ordered a dinner set. Highlight the damage and tell them what you want from them.

Q.7 Write an attractive sales letter using the AIDA strategy to your regular customer. Tell them about few products you are launching and highlight the attractive features of these products.
BBA (GEN) / BBA (BANKING) – Second Semester
WORKSHOP ON PERSONALITY DEVELOPMENT AND SOFT SKILLS
(BBA-GE-03)

Time: 3 hrs  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Give one word for:
   a) What people think of you?
   b) The morals learnt from family.
   c) A special ability to do something.
   d) Knowing everything about yourself.
   e) Telling someone all about yourself.
   f) Movement of hands to express yourself.
   g) Analyzing your own positives and negatives.
   h) Inspiring someone to do something.
   i) Manners observed in a professional scenario.
   j) Getting together with colleagues to discuss something very important.

Write short notes on:
   k) SWOT analysis.
   l) Child training methods.
   m) Introspection.
   n) Stress.

PART-A

Q.2 Write notes on (any two):
   a) Speech.
   b) Success.
   c) Reputation.

Q.3 What role do values and skills play in moulding the personality of an individual? Explain with examples.

Q.4 Explain how the following determinants play an important role in determining the personality of an individual:
   a) Physical determinants.
   b) Intellectual determinants.
   c) Emotional determinants.
   d) Family determinants.
   e) Educational determinants.

PART-B

Q.5 What do you understand by self-esteem? Highlight the symptoms of positive and negative self-esteem.

Q.6 What are the qualities of a good leader? Explain the importance of teamwork in detail.

Q.7 Discuss the strategies for gaining power. How can a good manager foster motivational environment?
BBA (GEN) / BBA (BANKING) – Third Semester
LEADERSHIP AND TEAM BUILDING SKILLS (BBA-GE-06)

Time: 3 hrs  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Define the following terms in brief:
   a) Team.
   b) Leadership.
   c) Skills.
   d) Interpersonal communication.
   e) Trust.
   f) Credibility.
   g) Coaching.
   h) Challenges.
   i) Feedback.
   j) Norming.  

PART-A

Q.2 Define the characteristics of a successful team. Give an example for each.  

Q.3 What is interpersonal communication? Why is it necessary to make a team effective?  

Q.4 How can trust be built in a team? How can a team leader gain the trust of his team members for the success of the team?  

PART-B

Q.5 What are the essentials of a good leadership? How can a leader influence others and help his team mates to handle challenges?  

Q.6 Explain the term ‘group dynamics’. How is group decision making done?  

Q.7 As the CEO of a company what are the attributes you are looking for in a team? Also mention the special qualities you have as a good leader to make your team successful.
B.Com. (Hons.) and B.Com. (Hons.) - Industry Integrated- First Semester  
BUSINESS ORGANIZATION AND MANAGEMENT (BCH-101)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 State whether the statements are TRUE or FALSE:
   a) Business comprises of industry and commerce.  
   b) LLP is a legal entity separate from that of its member.  
   c) Entrepreneurs are not risk taker.  
   d) Management is similar as well as different from administration.  
   e) Planning is not goal oriented.  
   f) Organization structure is a network of vertical and horizontal authority relationships.  
   g) Authority is the right to give orders and get them obeyed.  
   h) Staffing plays a vital role.  
   i) In line organization there is an indirect chain of command.  
   j) Communication is the interchange of facts and ideas.  

PART-A

Q.2 a) What do you understand by the term ‘business’? Explain its main objectives. Also explain in brief the scope of business.  
   b) What is the impact of politico-legal environment on business?  

Q.3 a) What is partnership firm? Explain the merits and demerits of it. Also explain the different types of partners.  
   b) Describe any three types of cooperative societies in India.  

Q.4 a) What is entrepreneurship? Discuss the different types of entrepreneurs.  
   b) Explain the entrepreneurial process in brief.  

PART-B

Q.5 a) Define management and differentiate it from administration.  
   b) Explain the different types of skills are required to manage effectively a large organization in brief.  

Q.6 a) What is planning? Discuss the various stages involved in planning process in brief.  
   b) Distinguish between ‘formal’ and ‘informal organization’.  

Q.7 Define ‘communication’. What are the common barriers to communication is an organization? How can they be overcome?
B.Com. (Hons) - Industry Integrated - First Semester
FINANCIAL ACCOUNTING-I (KACP-I) (BCH-102K / CH-1.2K)

Time: 3 hrs
Max Marks: 100
No. of pages: 3

Note: The question paper has SIX questions in all; Q.1 is compulsory. Attempt any FOUR out of remaining FIVE questions.

Q.1 Multiple choice questions:
   a) Which of the following is not a fundamental accounting assumption?
      i) Going concern.
      ii) Cash basis.
      iii) Accrual basis.
      iv) Consistency.
   b) Which of the following is not a capital expenditure?
      i) Cost of building.
      ii) Expenditure incurred on formal opening of factory.
      iii) Installation costs.
      iv) Initial (first time) Insurance Premium.
   c) Which of the following is not a qualitative characteristic of financial statement?
      i) Understandability.
      ii) Incorrect.
      iii) Reliability.
      iv) Completeness.
   d) Liabilities increase by:
      i) Purchase of goods on credit.
      ii) Taking loan from bank.
      iii) Rent due.
      iv) All of these.
   e) The debit balance of a personal account indicates:
      i) Amount receivable.
      ii) Amount payable.
      iii) Cash in hand.
      iv) Cash at bank.
   f) A Payment of rupees one hundred to Vikky Transporters for bringing a machine to our factory should be debited to:
      i) Vikky Transporters.
      ii) Carriage inwards a/c.
      iii) Machine a/c.
      iv) Cash a/c.
   g) The balance on the debit side of the bank column in cash book indicates:
      i) The total amount withdrawn from the bank.
      ii) The total amount deposited in the bank.
      iii) Cash at bank.
      iv) Cash overdraft.
h) A sale book records only:
   i) Both cash and credit sale of goods.
   ii) All type of credit sales.
   iii) Only credit sale of goods.
   iv) All type of sales.

**State whether the following statements are TRUE or FALSE:**

i) If an asset requires frequent repairs, in such case SLM method of depreciation should be used.

j) To make a provision means appropriation of profit.

k) Asset + expense = Liability + Capital + Income.

l) Revenue includes income.

m) Agreement of trial balance is a conclusive proof of correctness of accounts.

n) Business entity concept is not applicable to sole trading concerns.

o) Revenue is said to be earned only when cash is received.

p) Accounting involves only the recording of business transactions.

**Fill in the blanks:**

q) Double entry system of book keeping was developed by __________?

r) GAAP stands for ____________.

s) When cash is withdrawn from the bank, the bank ______ the customer's account.

t) Reserves created out of capital a profit is called __________ reserve.

**Q.2**

a) Define ‘debit note’.

b) What are the two criteria for recognition of elements of financial statements?

c) Define ‘equity’.

d) What do you mean by ‘real accounts’? Explain with two examples.

e) Differentiate between ‘reserve capital’ and ‘capital reserve’.

**Q.3**

Journalize the following transactions in the books of M/s Satya Uppal.

<table>
<thead>
<tr>
<th>April 2015</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sandeep Started business with Cash</td>
</tr>
<tr>
<td>3</td>
<td>Purchased goods on credit from Sneh</td>
</tr>
<tr>
<td>7</td>
<td>Purchased goods on cash from Suraj</td>
</tr>
<tr>
<td>11</td>
<td>Sold goods to Pooja on credit</td>
</tr>
<tr>
<td>15</td>
<td>Sold goods to Satish on cash</td>
</tr>
<tr>
<td>16</td>
<td>Paid cash to Sneh</td>
</tr>
<tr>
<td>18</td>
<td>Received cash from Pooja</td>
</tr>
<tr>
<td>21</td>
<td>Bought Computer for cash</td>
</tr>
<tr>
<td>25</td>
<td>Paid Salary</td>
</tr>
<tr>
<td>30</td>
<td>Paid Rent</td>
</tr>
</tbody>
</table>

**Q.4**

On checking Yash’s Cash book with bank statement of his overdraft current account for the month of NOV 2001, following transactions were revealed:

a) Cash book showed an overdraft of `5,500/-.

b) The payment side of the cash book had been undercast by `100/-.

124/5
c) A cheque for `750/- drawn on his saving deposit account has been shown as
drawn on current account.
d) Cheques amounting to `6,000/- drawn and entered in the cash book had not been
presented.
e) Cheques amounting to `5,000/- sent to the bank for collection, through entered in
the cash book, had not been credited by the bank.
f) Bank charges of `75/- as per bank statement of account had not been taken in
the cash book.
g) Dividends of the amount of `2,500/- had been paid direct to the bank and not
entered in the cash book.
You are requested to arrive at the balance as it would appear in the bank statement
as on 30 Nov 2001.

Q.5  a) Explain fundamental assumptions of financial statements.
    10

b) What are the qualitative characteristics of financial Statements?
    10

Q.6  The books of accounts for M/s Vikram and Co. did not agree. The accountant put the
difference in Suspense Account. The following errors were noticed in the subsequent
period.
i) The total of Returns outwards book amounting to `2,100/- has not been posted in the
ledger.
ii) A purchase of `4,000/- from Saran has been entered in the Sales Book. However,
    Saran’s account has been correctly credited.
iii) Sales amounting `4,300/- to Ramakant has been debited in his account as `3,400/-
    but correctly entered in sales book.
iv) Sales amounting `2,960/- to Krishen has been recorded at `2,690/-.
v) `4000/- given to Ram has been recorded to Shyam’s account.
Pass the necessary rectified entries in the books.  4x5
B.Com. (Hons.) and B.Com. (Hons.) - Industry Integrated- First Semester
INDIAN ECONOMICS AND SOCIAL ENVIRONMENT (BCH-103)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) Define ‘business ecology’.
   b) What is cultural shock?
   c) What is external debt sustainability?
   d) Write the full form of NITI aayog.
   e) What is HDI?
   f) State two reasons for failure of public sector in India.
   g) Give two examples of small scale industries.
   h) Enlist two advantages of privatization in India.
   i) Write any two differences between economic development and economic growth.
   j) Write full form of NCLT.  2×10

PART-A

Q.2 “Firms which systematically analyze and diagnose the environment of business are more effective than those which don’t”. Explain.  20

Q.3 Discuss the features of Indian economy at the time of independence and compare them with the present features of the Indian economy.  20

Q.4 Explain the evolution of the Indian Industrial Policy and the main highlights of Industrial Policy 1991.  20

PART-B

Q.5 Differentiate between ‘balance of payments’ and ‘balance of trade’. Discuss the trends in India’s BOP since 1991 and highlight the recent contribution of the IT sector of India in BOP.  20

Q.6 What is EXIM Policy? Explain the highlights of EXIM Policy 2015-2020.  20

Q.7 Write notes on:
   a) Advantages of globalization.
   b) Economic reforms and social justice.  10×2
B.Com. (Hons.) and B.Com. (Hons.) Industry Integrated- First Semester  
BUSINESS LAWS(BCH-104)

Time: 3 hrs. 
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) Agreements which are not enforceable by law are called _________.
   b) Rescission of contract involves _________.
   c) Condition as to wholesomeness is implied in case of _________.
   d) Conditions and warranties may be _________ or _________ in a contract of sale of goods.
   e) License to certifying authorities to issue an electronic signature certificates is granted by _________.
   f) The person appointed to carry out the work related to winding up of an LLP is called _________.
   g) A system of a secure key pin consisting of a private key for creating digital signature and public key for verifying digital signature is called _________.

   Answer in brief:
   h) Electronic signature.
   i) Unlawful object.
   j) Agency by ratification.
   k) Whistle blower for LLP.

PART A

Q.2  
   a) “When there is no consent, there is no contract”. Discuss the statement.  
   b) What do you mean by breach of a contract? What remedies are available to an aggrieved party for breach of a contract?

Q.3  
   a) Explain the rights of unpaid seller against goods and against buyer.  
   b) When the property in goods sold passes from the seller to the buyer in a contract of sale?

Q.4  
   a) What are the various ways in which the agency arises?  
   b) What are the rights and duties of a bailer and a bailee in a contract of bailment?

PART B

Q.5  
   a) Define a limited liability partnership. How does it differ from a traditional partnership? Explain.  
   b) What is meant by ‘designated partners’? Discuss the provisions of the Limited Liability Partnership Act regarding appointment and eligibility conditions for designated partners.

Q.6  
   a) Describe the provisions of LLP Act relating to voluntary winding up of an LLP.  
   b) Discuss the powers of a liquidator in brief.
Q.7 a) Discuss the duties and powers of certifying authority under the Information Technology Act, 2000. 10
b) Write a detailed note on digital signature. 10
B.Com. (Hons.) / B.Com.(Hons.) - Industry Integrated- First Semester
MICROECONOMICS (BCH-105)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note:
Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) If elasticity of demand is 1/3 and price at 100 units of sales is ` 40/-, calculate marginal revenue.
   b) What is marginal rate of substitution?
   c) The ‘ Revealed Preference Theory’ also derived the indifference curve of the consumer. (True/ False)
   d) Explain Iso-cost lines.
   e) Define ‘ sunk cost’.
   f) Write two assumptions of perfect competition market.
   g) Explain long run equilibrium of industry by a diagram.
   h) Monopoly firm can fix the output or the price but not both. (True/ False)
   i) Write any two differences in monopoly and perfect competition.
   j) Define ‘ product differentiation’.  

   2×10

PART-A

Q.2 a) With the help of indifference curve technique, show that in the case of a normal good, the price effect is a combination of income and substitution effects. 10
   b) Derive Engel curve from income consumption curve. 10

Q.3 a) What is Isoquants curve? Explain the equilibrium of a producer by using Isoquants curve. 10
   b) What is the relationship between short-run average cost and marginal cost curve? 10

Q.4 Explain price elasticity of demand. Also explain all the methods to measure price elasticity of demand with examples. 20

PART-B

Q.5 Write short notes on:
   a) Absence of supply curve under monopoly.
   b) Price discrimination.
   c) Short run monopoly equilibrium. 20

Q.6 What are the characteristic of monopolistic competition? A firm under monopolistic competition can earn super normal profits in short run but not in the long run. Explain with the help of a diagram. 20

Q.7 Explain Cournot’s Model of oligopoly in detail. 20
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Second Semester
BUSINESS MATHEMATICS (BCH-203)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1
a) Construct a $3 \times 3$ matrix where $a_{ij} = (i - j) \times 2$.
b) If $A = \begin{bmatrix} 1 & 3 \\ -1 & 2 \end{bmatrix}$ find $A^2$.
c) How many types of annuities are there? Write them.
d) Write down the formula for compound interest.
e) Find the amount of Rs. 2000/- @ 6% per annum for two years compounded semi-annually.
f) Differentiate: $8^2x$.
g) Differentiate: $\frac{x^2 - 1}{x + 1}$.
h) Integrate: $\int (x^6 + 3x + 7) \, dx$.
i) Define a set.
j) What is a homogenous function?

PART-A

Q.2
a) For the matrix $A = \begin{bmatrix} 3 & 1 \\ 7 & 5 \end{bmatrix}$ find $x$ and $y$ so that $A^2 + xI = yA$.
b) Solve the system of linear equations using Cramer’s rule:
   
   \begin{align*}
   x + y + z &= 2 \\
   2x - y &= 3 \\
   2y + z &= 0
   \end{align*}

c) If $A = \begin{bmatrix} 1 & 2 & -2 \\ -1 & 3 & 0 \\ 0 & -2 & 1 \end{bmatrix}$ verify that $AA^{-1} = A^{-1}A = I$.

Q.3
a) A machine depreciate at the rate of 10% of its value at the end of the beginning of a year. The machine was purchased for Rs. 44,000/- and the scrap value realized when sold was Rs. 25,981.56. Find the number of years the machine was used.
b) Difference between simple interest and compound interest for a sum of money is Rs. 48, for 2 years at the rate of 8% per annum. Find the principal value.
c) Divide Rs. 2522 into three such parts that their compound interest for 4, 5 and 6 years may be equal at the rate of 5% per annum.
Q.4  
\text{a) Draw the graph for the equation } y = x^2 - 4x + 3, \text{ also find the intercepts.} \hspace{5cm} 5 \\
\text{b) If } y = \sqrt{\log x + \sqrt{\log x + \sqrt{\log x + \ldots}}} \text{ prove that } (2y - 1) \frac{dy}{dx} = \frac{1}{x}. \hspace{5cm} 8 \\
\text{c) Find } \frac{dy}{dx} \text{ is } x^y = y^x. \hspace{5cm} 7

\underline{PART-B}

Q.5  
\text{a) State and prove Euler’s theoram.} \hspace{5cm} 7 \\
\text{b) Evaluate: } \int \frac{1-e^x}{1+e^x} \, dx. \hspace{5cm} 6 \\
\text{c) Evaluate: } \int \frac{x}{(x-1)^2(x+2)} \, dx. \hspace{5cm} 7

Q.6  
\text{a) Vitamins A and B are found in foods } F_1 \text{ and } F_2. \text{ One unit of } F_1 \text{ contains three units of vitamin A and four units of vitamin B. One unit of } F_2 \text{ contains six units of vitamin A and there units of vitamin B. One unit of } F_1 \text{ and } F_2 \text{ costs Rs. 4 and 5 respectively. The minimum daily requirement (for a person) of vitamin A and B is 80 and 100 units, respectively. Assuming that anything in excess of the daily minimum requirement of A and B is not harmful. Formulate this problem as an LP model to find out the optimum mixture of food } F_1 \text{ and } F_2 \text{ at the minimum cost which meets the daily minimum requirement of Vitamin A and B.} \\
\text{b) Use graphical method to solve LPP:} \\
\text{Maximum } Z = 300x_1 + 400x_2. \\
\text{Subject to:} \\
5x_1 + 4x_2 \leq 200 \\
3x_1 + 5x_2 \leq 150 \\
5x_1 + 4x_2 \geq 100 \\
8x_1 + 4x_2 \geq 80 \\
x_1, x_2 \geq 0 \hspace{10cm} 10\times2

Q.7  
\text{a) Prove } (A \cup B)' = A' \cap B'. \hspace{5cm} 5 \\
\text{b) Out of 40 members in a club, 16 play football, 22 play hockey and 26 play snooker. 5 play football and hockey, 14 play hockey and snooker, and 2 play all the three games. If each member play at least one game out of three, Find the number of members who play:} \\
i) \text{ Football and snooker.} \\
ii) \text{ Snooker only.} \\
iii) \text{ Football and snooker but not hockey.} \\
iv) \text{ At least two games.} \hspace{5cm} 10 \\
\text{c) If } A = \{1, 2, 3, 4\}, B = \{4, 5, 6, 7\}, C = \{7, 8, 9, 10\} \\
\text{Verify that:} \\
i) \ A \cap (B \cup C) = (A \cap B) \cup (A \cap C). \\
ii) \ A \cup (B \cap C) = (A \cup B) \cap (A \cup C). \hspace{5cm} 5
B. Com. (Hons.) and B. Com. (Hons.)- Industry Integrated—Second Semester
MACRO ECONOMICS (BCH-204)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; Q.1 is compulsory. Attempt **ANYTWO** questions from **PART-A** and **TWO** questions from **PART-B**. Each question carries equal marks.

Q.1 Answer the following in brief:
   a) State any two differences in micro-economics and macro-economics.
   b) Give two examples of lakages and injections.
   c) Personal Income = ______________.
   d) What is effective demand?
   e) Define ‘propensity to consume’.
   f) Explain inflationary gap.
   g) Give any two objectives of a fiscal policy.
   h) What is meant by public debts?
   i) Define ‘monetary policy’.
   j) IS-LM model was introduced by _____________ in _____________.

   **PART-A**

   Q.2 Explain the nature and scope of macroeconomics. Explain the importance of macro
   analysis of an economy. 20

   Q.3 a) Describe circular flow of money in an open economy. Discuss conditions of their
   consistency in detail. 10
   b) Define ‘national income’. Explain the different methods of measuring national
   income in India. 10

   Q.4 What do you understand by an effective demand? What are its determinants? What is
   its importance in Keynes theory of employment and income? 20

   **PART-B**

   Q.5 a) Define ‘inflation’. What are the causes of inflation? Suggest measures to correct it.
   b) Explain the concept of Phillips curve. Write meaning and types of
   unemployment in detail. 10×2

   Q.6 a) Discuss the importance of monetary policy in the economic development of
   underdeveloped countries. 10
   b) What is a fiscal policy? Discuss the main instruments of a fiscal policy in detail. 10

   Q.7 a) Distinguish between the product and money market. Explain the interdependent
   relations of these two markets. 5
   b) Suppose following functions are given:
      \[ C = 100 + 0.8y \]
      \[ S = -100 + 0.2y \]
      \[ I = 120 - 5i \]
      \[ M_d = 120 \]
      \[ M_d = 0.2y - 5i \]
      Find out:
      i) IS-curve equation.
ii) LM-curve equation.
iii) Income at general equilibrium.
iv) Interest rate at general equilibrium.
B. Com. (Hons.) and B. Com. (Hons.) Industry Integrated—Second Semester
CORPORATE LAWS (BCH-205)

Time: 3 hrs. 
Max Marks: 100 
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 a) **State TRUE / FALSE:**
   i) Any person may challenge the validity of certificate of incorporation before the tribunal as per Companies Act, 2013.
   ii) The approval of the prospectus can be dealt in a meeting through video conferencing.
   iii) The liquidator can appoint valuer to assess the value of the company’s assets.

b) **Fill in the blanks:**
   i) A vote by a proxy in a company’s meeting is ________ even if the member who has appointed the proxy dies.
   ii) In prescribed class of companies, there should be at least one ________ director.
   iii) On the commencement of winding up of the company, the shareholder becomes ________.

1×3

c) **Explain the following:**
   i) Online registration of company.
   ii) Book-building.
   iii) Modes of voting.
   iv) Removal of director.
   v) Contributor’s liability.
   vi) CIN.
   vii) Portal ballot.

1×3

PART-A

Q.2 a) Explain the different types of companies in detail. 10
b) Differentiate between ‘MOA’ and ‘AOA’. 10

Q.3 Who can become a member? Discuss the right and liabilities of members of a company. 20

Q.4 Explain the following:
   a) Requisition of a valid meeting.
   b) Board meeting. 10×2

PART-B

Q.5 a) What are the restrictions in respect of appointment of director? 5
b) State the process of board of directors. 5
c) Explain in detail the appointments and rights of company’s auditors. 10
Q.6 What is voluntary winding up? Mention its types. Also explain the consequences of voluntary winding up in detail.  

Q.7 Explain the following: 
   a) NCLT.  
   b) Rating agencies.  
   c) E-ballot.
B. Com. (Hons) - Industry Integrated - Second Semester  
FINANCIAL ACCOUNTING(CH-2.6K/ BCH-206K)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 3

Note: Attempt FIVE questions in all; PART-A is compulsory. Attempt any FOUR questions from PART-B. Each question carries equal marks.

PART-A

Q. 1 Fill in the blanks:

a) A Company is a ________ entity that is separate from the directors and owners.
b) If a company issues shares at a value ________ the face value, the shares are said to have been issued at a discount.
c) Intangible assets are ________ over their useful life.
d) Fixed assets are classified in two parts ________ and ________.
e) A company is ________ person created by law with no physical existence.
f) The depreciable amount of an asset is its historical cost less ________.
g) The amount of funds required for day to day functioning of the business is known as ________.
h) Liquid assets = Total Current assets - (________ + Prepaid expenses)
i) Gross profit ratio expresses the relationship between gross profit and ________.
j) A ratio which suggests the relationship between the cost of goods sold plus operating expense to net sales is known as ________.

State whether the following statements are TRUE or FALSE:

k) In case of Limited Liability Company, member’s liability is only limited up to the purchased value of shares. They have to pay balance amount of their shares.
l) Paid up capital refers to that part of the face value called up by the company from the shareholders.
m) Securities premium account appears under the head Reserves and Surplus on the Liabilities side of Balance Sheet.
n) Cost of demolishing old building is not directly attributable cost of construction of the new building.
o) The expenditure which increases the future economic benefits beyond its previously assessed standards of performance, such expenditure should be expensed.
p) The expenditure which increases the life of the asset should be capitalized.
q) Non-refundable taxes and levies form part of cost of asset.
r) The term ‘Basket Purchase’ means when a business purchases two or more than two fixed assets for a lump sum or a consolidated price.
s) High current ratio suggests entity’s inability to meet current obligations from current asset resources.
t) Return on Capital employed helps in determining the efficiency with which an entity utilizes its capital investments towards revenues or earnings generation opportunities.
PART-B

Q.2  a) Shantibhai & Co. has been running its cloth business. At the end of Dec. 2015, the firm’s books of accounts show the debtors at `4,00,000/- . Out of those debtors, `20,000/- have been recognized as bad debts as those debtors have become insolvent.

Show the position in Profit and loss account and balance sheet.

b) A manufacturing company, whose books are closed on 31st March purchased a machinery for `1,60,000/- on 1st April 2010 to produce electric bulbs. This machine can only produce 40,000 bulbs in its entire life of 5 years. It has produced:
Year 1 – 15000 bulbs
Year 2 – 10000 bulbs
Year 3 – 8000 bulbs
Year 4 – 7000 bulbs

Calculate Depreciation for machinery by applying production unit method and prepare Provision for Depreciation account for all 4 years.

c) A Company purchased machinery for `50,000/- on 1st April 2015. It is to be depreciated at 10% per annum using written down value method. Company’s accounting year ends on 31st March every year.

You are required to pass necessary Journal entries for first two years.

d) From the given below information of Arizona Limited.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (in `)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity shares</td>
<td>1,00,000/-</td>
</tr>
<tr>
<td>Debentures</td>
<td>75,000/-</td>
</tr>
<tr>
<td>General reserves</td>
<td>75,000/-</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>40,000/-</td>
</tr>
<tr>
<td>Outstanding expenses</td>
<td>10,000/-</td>
</tr>
</tbody>
</table>

Calculate Debt-Equity Ratio.

Q.3  a) What is Current ratio and Quick ratio?

b) What are 'Final Accounts'? Why they are so called?

c) What is the need for providing depreciation, when there is no cash outflow?

d) What is the meaning of forfeiture of shares?

Q.4  a) From the following Balance Sheet of Arizona Ltd as on 31st March 2015

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount (in `)</th>
<th>Assets</th>
<th>Amount (in `)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share Capital</td>
<td>40,000/-</td>
<td>Machinery</td>
<td>45,000/-</td>
</tr>
<tr>
<td>Profit and Loss account</td>
<td>4,000/-</td>
<td>Stock</td>
<td>22,000/-</td>
</tr>
<tr>
<td>Debentures</td>
<td>25,000/-</td>
<td>Debtors</td>
<td>19,000/-</td>
</tr>
<tr>
<td>Creditors</td>
<td>24,000/-</td>
<td>Cash</td>
<td>5,000/-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Prepaid Expenses</td>
<td>2,000/-</td>
</tr>
<tr>
<td>Total</td>
<td>93,000/-</td>
<td>Total</td>
<td>93,000/-</td>
</tr>
</tbody>
</table>

Calculate current ratio and liquid ratio.

b) i) List the methods of depreciation?

ii) What are the basis on which subsequent expenditure related to fixed assets can be capitalized?

iii) Differentiate between equity shares and preference shares?
Q.5 a) From the following particulars calculate the cost of acquisition of land and pass necessary Journal entries

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (in')</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase cost</td>
<td>30,00,000/-</td>
</tr>
<tr>
<td>Cost of clearing and levelling land</td>
<td>21,000/-</td>
</tr>
<tr>
<td>Commission paid to estate agents</td>
<td>60,000/-</td>
</tr>
<tr>
<td>Architect’s Fees for building</td>
<td>60,000/-</td>
</tr>
<tr>
<td>Lawyer’s fees for title search</td>
<td>40,000/-</td>
</tr>
<tr>
<td>Charges for registering transfer of title to land</td>
<td>2,00,000/-</td>
</tr>
</tbody>
</table>

b) Alfa Ltd issued 20,000 shares at a discount of '10/- per share, payable as:

`40/- per share on application
`30/- per share on allotment
`20/- per share on call

Company received applications for 30,000 shares. Applicants for 24,000 shares were allotted 20,000 shares and applications for the remaining shares were sent letters of regret and their application money is returned. Allotment and call money duly received.

Required:
Pass necessary journal entries in the books of Alfa Ltd.

Q.6 From the following Trial balance and additional information, you are required to prepare profit and loss account and balance sheet.

<table>
<thead>
<tr>
<th>Trial Balance</th>
<th>As on 31st December 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Particulars</td>
<td>Dr Amount ('')</td>
</tr>
<tr>
<td>Capital</td>
<td></td>
</tr>
<tr>
<td>Sundry debtors</td>
<td>5,400/-</td>
</tr>
<tr>
<td>Drawings</td>
<td>1,800/-</td>
</tr>
<tr>
<td>Machinery</td>
<td>7,000/-</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>2,800/-</td>
</tr>
<tr>
<td>Wages</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Purchases</td>
<td>19,000/-</td>
</tr>
<tr>
<td>Opening stock</td>
<td>4,000/-</td>
</tr>
<tr>
<td>Bank balance</td>
<td>3,000/-</td>
</tr>
<tr>
<td>Carriage charges</td>
<td>300/-</td>
</tr>
<tr>
<td>Salaries</td>
<td>400/-</td>
</tr>
<tr>
<td>Rent and taxes</td>
<td>900/-</td>
</tr>
<tr>
<td>Sales</td>
<td>29,000/-</td>
</tr>
<tr>
<td>Total</td>
<td>51,800/-</td>
</tr>
</tbody>
</table>

From the following Trial Balance and additional information, you are required to prepare profit and loss account and balance sheet.

Additional Information:

a) Closing Stock `1,200/-.

b) Outstanding Rent and Taxes `100/-.

c) Charge depreciation on machinery at 10%.

d) Wages prepaid `400/-.
B.Com. (Hons.) and B.Com.(Hons.) - Industry Integrated - Third Semester  
FUNDAMENTAL OF COMPUTERS AND INFORMATION TECHNOLOGY (BCH-301)

Time: 3 hrs.  
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) Define software
   b) What is data?
   c) What is complement of 110011?
   d) What is ASCII representation of ‘A’?
   e) Name any four output devices.
   f) Define ‘virus’.
   g) Name any two information systems.
   h) What is the number represents hexadecimal?
   i) Write any two characteristics of a computer.
   j) What is the abbreviation of FTP?

Q.2 What is the meaning of generations of computers? Explain all the generations in detail.

Q.3 Convert the following:
   a) \((B_2)_{16} = (\ ? )_2\)
   b) \((11011)_8 = (\ ? )_2\)
   c) \((97)_{16} = (\ ? )_2\)
   d) Add 1100111 and 11000100
   e) Subtract 1101 to 1111

Q.4 Write short notes on:
   a) Input and output devices.
   b) Applications of software’s.

Q.5 Write short notes on:
   a) Differentiate between data and information.
   b) Differentiate between internet and intranet.

Q.6 What is a network? Explain types of networks in detail.

Q.7 Explain the use of applications of computers in the following fields:
   a) Financial Institutions.
   b) Educational institutions.
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated - Third Semester
CORPORATE ACCOUNTING (BCH-302)

Time: 3 hrs
Max Marks: 100
No. of pages: 3

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Multiple choice questions:
   a) Interest on calls in arrears according to table F q schedule I is charged at:
      i) 12%  ii) 6%  iii) 15%  iv) 10%
   
   b) Discount allowed on re-issue of forfeited shares can't exceed:
      i) 10% of paid up capital  ii) 10% of capital re-issued.
      iii) Amount received on forfeited shares  iv) Amount not received on forfeited shares
   
   c) The portion of capital which can be called up only on the winding up of the company is called:
      i) Authorised capital  ii) Issued capital
      iii) Uncalled capital  iv) Reserve capital
   
   d) Debenture issued on collateral security will be debited to:
      i) Bank A/c  ii) Debenture suspense A/c
      iii) Debenture A/c  iv) None of these
   
   e) In case debentures of `200000/- are issued at par but payable at premium of 5%, the premium payable will be debited to:
      i) Securities premium A/c  ii) Premium on redemption of debenture A/c
      iii) Loss on issue of debenture A/c  iv) Debenture A/c

State whether the following statements are TRUE or FALSE:
   f) Zero coupon bonds are issued without a specific interest rate.
   g) Debentures holders are not the members of company.
   h) A company cannot purchase its own debentures.
   i) Balance of DRR transferred to general reserve after redemption of debenture.
   j) Paid up share capital is always more than called up share capital.

Write short notes on ANY TWO of the following:
   k) Uses of securities premium A/c.
   l) Types of preference shares.
   m) Sources of finance for the redemption of debentures.

PART-A

Q.2 The Delhi Cloth Mills Ltd. invited applications for `10,000/- shares of `100/- each at a premium of `10 each payable as below:
   `50/- on application; `35/- on allotment (including premium) and `25/- on call.
   Applications for `15,000/- shares were received.
Applications for 2500 shares did not get any allotment and their money returned. Allotment was made pro-rata to the remaining applications. Mr. A was allotted 400 shares. He failed to pay amount due on allotment and call money. The company forfeited his shares and subsequently re-issued at ` 105/- per share. Show the Journal cash book entries in the books of company and prepare Balance Sheet.

Q.3
a) Explain various conditions of buyback of equity share in detail as issued by SEBI.

b) Give Journal entries for the issue of debentures in the following conditions and prepare balance sheet in each case:
   i) Issued 2000, 12% debentures of ` 100/- each at par but redeem at par.
   ii) Issued 2000, debentures (12%) of ` 100/- each at a discount of 2% but redeem at par.
   iii) Issued 2000, 12% debentures of ` 100/- each at a premium of 5% but redeem at par.
   iv) Issued 2000, 12% debenture of ` 100/- at par but redeem at 5% premium.
   v) Issued 2000, 12% debentures of ` 100/- each at discount but redeem at a premium of 5%.
   vi) Issued 2000, 12% debentures of ` 100/- each at a premium of 5%, redeemable at a premium of 10%.

Q.4
a) The following items appear in the balance sheet of ABC Ltd as on at 31st March, 2015.
   i) Share capital:
      • Equity — Authorized — 500000 shares@ ` 10/-. — Issued, subscribed called and paid up — 400000 shares@ ` 10/-. 
      • Preference — Authorized, issued and subscribed — 60000 12% preference shares@ ` 20/-.
   ii) Investment: — ` 3,50,000/-. 
   iii) Statement of profit and loss balance. — ` 70,000/-. 

It was decided to redeem the preference shares at a premium of 5% as on 31st March, 2015. It was further decided to:
   i) Sell investment for ` 300000/-. 
   ii) Finance part of the redemption from company funds, subject to leaving a balance of ` 200000/- in the profit and Loss A/c.
   iii) Issue sufficient number of equity shares at a premium of ` 2/- to raise the balance of the funds required.

The above decision have been carried out and the preference shares redeemed. Give journal entries only.

b) On 1st April, 2007 Appolo Ltd. issued 2000, 12% debentures of ` 100/- repayable at par at the end of three years. It has been decided to set up a ‘sinking fund’ for the purpose of their redemption. The investments are expected to earn interest of
4% p.a. the sinking fund table shows that \( 0.320348 \) invested each year amounts to \( 1\% \) p.a. in three years.

Investment were sold at par on 31\textsuperscript{st} March, 2010 and the debentures were paid off. Pass journal entries. (ignore entries related to interest on debentures.) 

**PART-B**

**Q.5** The profit and loss a/c of Mr. X disclosed the following results:

2008 profits `100000/-; 2009 profits `200000/- and 2010 profits `1,70,000/-. X intends to sell the business to Y. Ascertain the amount of Goodwill after taking into consideration the following factors:

a) Profits of 2008 include a speculative profit of `20,000/-. 

b) Profits of 2009 were reduced by `30,000/- due to loss by fire. 

c) The properties were not insured and it was thought prudent to insure the business. 

d) The existing tenancy contract has expired any Y will have to pay `2400/- per month in place of `120/- per month. 

e) Y will not need the services of X's manager who is paid a salary of `3000/- p.m. He will supervise the business himself. At present he is serving in a private company at a salary of `4000/- p.m. and from that post he shall have to resign?

Goodwill is to be valued at 2 year's purchase of average profits of past three years.

**Q.6**

a) The capital of Great India Ltd. Comprise 1,000 6% participating preference shares of `100/- each and 4000 equity shares of `100/- each all fully paid. The preference shares are entitled to participate in the profits to the extent of 4% after the payment of an equity dividend of 10%. The balance of profits is available for equities.

The company's normal profit (less tax) is `75,000/-. The normal rate of dividend to this type of company is 8% on participating preference shares and 10% on equity shares. Calculate value of each type of shares on the basis of dividend yield method.

b) Define valuation of Goodwill. What are the various methods of valuation of goodwill? Explain any two methods with appropriate examples.

**Q.7** Define liquidation of a company. Explain various methods of liquidation and prepare liquidator's statement using imaginary figures.
B.Com. (Hons) and (Industry Integrated)-ThirdSemester  
BUSINESS STATISTICS(BCH-303)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  a) State whether the following statements are TRUE or FALSE:
   i) Time series is used for future predictions.
   ii) Correlation doesn’t explain cause effect relationship.
   iii) Harmonic mean is reciprocal of arithmetic mean.
   iv) Coefficient of variation depends upon standard deviation.

   b) Fill in the blanks:
      i) The median of 5, 6, 8, 9 is __________.
      ii) If \( x=5 \), median=7, then mode is __________.
      iii) If \( b_{xy}=1.23 \) and \( b_{yx}=0.07 \) then \( y \) __________.

   c) Answer the following:
      i) What do you mean by mutually exclusive event?
      ii) Write down the formula of mode for continuous series.
      iii) What do you mean by ‘SENSEX’?

   2x10

PART-A

Q.2 a) Calculate mean, median, mode \( Q_3 \) and \( P_{18} \) for the data given below:

<table>
<thead>
<tr>
<th>Class interval</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency</td>
<td>12</td>
<td>30</td>
<td>34</td>
<td>65</td>
<td>45</td>
<td>25</td>
</tr>
</tbody>
</table>

15

b) Define tabulation and discuss the main parts of a table.

5

Q.3 a) The runs scored by two batsmen A and B in 9 consecutive matches are given below:

<table>
<thead>
<tr>
<th>A</th>
<th>85</th>
<th>20</th>
<th>62</th>
<th>28</th>
<th>74</th>
<th>5</th>
<th>69</th>
<th>4</th>
<th>13</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>72</td>
<td>4</td>
<td>15</td>
<td>30</td>
<td>59</td>
<td>15</td>
<td>49</td>
<td>27</td>
<td>26</td>
</tr>
</tbody>
</table>

Which of the batsmen is more consistent?

10

b) A problem of statistics is given to three students A, B and C, whose chances of solving it are \( \frac{1}{3} \), \( \frac{1}{4} \) and \( \frac{1}{5} \) respectively. Find the probability that the problem will be solved.

5

c) Represent the following data by a suitable diagram:

<table>
<thead>
<tr>
<th>Items of expenditure</th>
<th>Family A(500)</th>
<th>Family B(300)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food</td>
<td>150</td>
<td>150</td>
</tr>
<tr>
<td>Clothing</td>
<td>125</td>
<td>60</td>
</tr>
<tr>
<td>Education</td>
<td>25</td>
<td>50</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>190</td>
<td>70</td>
</tr>
</tbody>
</table>
Q.4  
a) Write short notes on:
i) Multiplication and addition theorem.
ii) Scope of statistics in business.  

b) Draw a histogram and frequency polygon for the given data:

<table>
<thead>
<tr>
<th>Class Interval</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-5</td>
<td>7</td>
</tr>
<tr>
<td>5-10</td>
<td>10</td>
</tr>
<tr>
<td>10-15</td>
<td>20</td>
</tr>
<tr>
<td>15-20</td>
<td>13</td>
</tr>
<tr>
<td>20-25</td>
<td>17</td>
</tr>
<tr>
<td>25-30</td>
<td>10</td>
</tr>
<tr>
<td>30-35</td>
<td>14</td>
</tr>
</tbody>
</table>

c) A committee of four persons is to be appointed form three officers of production department, four of purchase department, two of sales department and one charter accountant. Find the probability of forming a committee in the following manner:
i) There must be one officer from each category.
ii) It should have at least one from purchased department.
iii) The charter accountant must be in the committee.

PART-B

Q.5  
a) Calculate Karl Pearson’s coefficient of correlation:

<table>
<thead>
<tr>
<th>X:</th>
<th>39</th>
<th>65</th>
<th>62</th>
<th>90</th>
<th>82</th>
<th>75</th>
<th>25</th>
<th>98</th>
<th>36</th>
<th>78</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y:</td>
<td>47</td>
<td>53</td>
<td>58</td>
<td>86</td>
<td>62</td>
<td>68</td>
<td>60</td>
<td>91</td>
<td>51</td>
<td>84</td>
</tr>
</tbody>
</table>

b) The coefficient of correlation between two variables X and Y is 0.48. The covariance is 36. The variance of X is 16. Find the standard deviation of Y.

c) Calculate rank correlation for the given data:

<table>
<thead>
<tr>
<th>X:</th>
<th>80</th>
<th>91</th>
<th>99</th>
<th>71</th>
<th>61</th>
<th>81</th>
<th>70</th>
<th>59</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y:</td>
<td>123</td>
<td>135</td>
<td>154</td>
<td>110</td>
<td>105</td>
<td>134</td>
<td>121</td>
<td>106</td>
</tr>
</tbody>
</table>

Q.6  
a) Following are the marks obtained by 8 students in mathematics and statistics. Find the regression line of marks in statistics on marks in mathematics.

<table>
<thead>
<tr>
<th>Marks in Maths:</th>
<th>50</th>
<th>40</th>
<th>60</th>
<th>46</th>
<th>50</th>
<th>48</th>
<th>59</th>
<th>47</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marks in statistics:</td>
<td>30</td>
<td>37</td>
<td>42</td>
<td>32</td>
<td>35</td>
<td>45</td>
<td>40</td>
<td>35</td>
</tr>
</tbody>
</table>

b) Define regression. What are the properties of regression coefficient?

c) Calculate rank correlation for the given data:

<table>
<thead>
<tr>
<th>X:</th>
<th>80</th>
<th>91</th>
<th>99</th>
<th>71</th>
<th>61</th>
<th>81</th>
<th>70</th>
<th>59</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y:</td>
<td>123</td>
<td>135</td>
<td>154</td>
<td>110</td>
<td>105</td>
<td>134</td>
<td>121</td>
<td>106</td>
</tr>
</tbody>
</table>

Q.7  
a) What do you mean by index number? What are the uses of index numbers?

b) Fit a straight line trend by using the method of least squares for the following data:

<table>
<thead>
<tr>
<th>Year:</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales:</td>
<td>125</td>
<td>128</td>
<td>133</td>
<td>135</td>
<td>140</td>
<td>141</td>
<td>143</td>
<td>148</td>
</tr>
</tbody>
</table>

10

<table>
<thead>
<tr>
<th>X:</th>
<th>80</th>
<th>91</th>
<th>99</th>
<th>71</th>
<th>61</th>
<th>81</th>
<th>70</th>
<th>59</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y:</td>
<td>123</td>
<td>135</td>
<td>154</td>
<td>110</td>
<td>105</td>
<td>134</td>
<td>121</td>
<td>106</td>
</tr>
</tbody>
</table>

15

c) Explain the difference between correlation and regression analysis.
Q.1 State whether the following statements are TRUE or FALSE:
   a) Wants are desires for specific satisfiers of the deeper needs.
   b) The production concept holds that consumer will favour those products that are widely available and low in cost.
   c) Consumer buying behavior refers to dividing the market on the basis of common needs and wants.
   d) In demographic segmentation, buyers are divided into different groups on the basis of lifestyle and personality.
   e) Price is one of the most significant factor in achieving marketing success.

Answer is short:
   f) Give full form of STP.
   g) List the steps of new product development process.
   h) What is product width?
   i) List the objectives of promotion.
   j) Name any three patterns of target marketing.

Define the following (in one sentence):
   k) Marketing.
   l) Branch.
   m) Positioning.
   n) Social marketing.
   o) Product line.

PART-A

Q.2 a) What is marketing mix? Explain in brief the components of marketing mix.
   b) Explain any two factors that affecting consumer behaviours in brief. Also explain the consumer buying decision process with the help of an example.

Q.3 a) What is market segmentation? Explain the bases of market segmentation with the help of an example.
   b) Draw a neatly labelled diagram of product life cycle and explain the various stages of it in detail.

Q.4 What factors are taken into account while?
   a) Determining the price of a consumer product.
   b) Choice of an appropriate promotion mix.

PART-B

Q.5 a) While deciding intensity of distribution the manufacturer have three choices namely, intensive, selective and exclusive distribution. Explain them in detail.
   b) Explain briefly vertical marketing system.

Q.6 Differentiate between ‘rural’ and ‘urban’ markets. Also discuss the marketing mix for rural markets.

Q.7 Write short notes on:
a) Service marketing.
b) Sustainable relationship marketing.
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Third Semester
CAPITAL MARKET (BCH-305)

Time: 2 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer in short:
a) What is transmutation effect?
b) Give any one difference between primary market and secondary market.
c) What is round lot?
d) What is trigger price?
e) Name two foreign stock indices.
f) Name two methods for developing an index.
g) Write the full form of SPAN®.
h) What are circuit breakers?
i) What are bulls?
j) What is insider trading?

PART-A

Q.2 Write a detailed note on ‘listing of securities’.

10

Q.3 Explain clearing and settlement process of NSE in detail.

10

Q.4 “Stock market indexes are useful in a number of ways to investors”. Justify the statement.

10

PART-B

Q.5 “A sound risk management system in NSE is integral to an efficient clearing and settlement system”. Explain.

10

Q.6 Explain regulations of business in the stock exchanges in detail.

10

Q.7 Explain the term “depository”. What type of services are provided by depositories?

10

B. Com. (Hons.) Industry Integrated—Third Semester
FINANCIAL ACCOUNTING-III (BCH-307K)

Time: 3 hrs. Max Marks: 100
No. of pages: 3

Note: Attempt FIVE questions in all; Part-A is compulsory. Attempt any FOUR questions from Part-B. Each question carries equal marks.

PART-A

Q.1 Multiple choice questions:
a) Which of the following is not a “non-current liability”?
   i) Long-term borrowings.
   ii) Trade payables.
   iii) Deferred tax liability.
   iv) Long term provisions.
b) Which of the following is not a capital expenditure?
   i) Cost of building.
   ii) Expenditure incurred on formal opening of factory.
   iii) Installation costs.
   iv) Initial (first time) Insurance Premium.

c) Which of the following is not an item of Reserve and Surplus (i.e. P & L appropriation)?
   i) Premium on redemption of preference shares.
   ii) Bonus to debenture holders.
   iii) Bonus to equity share holders.
   iv) Bonus to preference shareholders.

d) Which of the following item shall be recognized as revenue on accrual basis as per AS-9?
   i) Interest.
   ii) Royalty.
   iii) Dividend.
   iv) Profit on sale of investment.

State whether the following statements are TRUE or FALSE:

   e) An entity should recognize a contingent asset in financial statements?
   f) Under Indian GAAPs change in method of depreciation means change in accounting estimate.
   g) During revaluation of fixed assets, increase in the value of fixed asset shall be transferred to Profit and loss account?
   h) Asset – expense = Liability + Capital + Income.
   i) If an asset requires frequent repairs, in such case SLM method of depreciation should be used.
   j) Recoverable amount is the higher of an asset’s “NSP” or it’s “Value in use”.
   k) Dividend is to be recognized as revenue when it is proposed by the board.
   l) Amount due from debtors and bills receivables is jointly called as Account receivable or Receivables.
   m) Source document is an evidence of transaction.
   n) There is no difference between rent and lease.
   o) If there are certain machinery spares that can be used only in connection with an item of fixed asset and their use is expected to be regular, it may be appropriate to capitalize such spares as fixed asset.
   p) To make a reserve means charge against profit.

Fill in the blanks:

   q) Indian GAAPs are issued by __________.
   r) Accounting standard_________ deals with fixed assets.
   s) If market interest rates/ other market rate of returns have been decreased, will _________ the assets recoverable amount.
   t) _________ Accounting is used for calculation of wages, salaries, bonus, etc.1×20

**PART-B**

Q.2  
a) Give accounting treatment of revaluation of fixed asset in following cases, by passing journal entries.
   i) Fixed assets are revalued for the first time. (Pass journal entry for upward and downward revaluation)
   ii) Fixed asset was increased in previous revaluation, but in subsequent revaluation value decreased.(Pass journal entry for only subsequent revaluation)

b) Balance sheet of ABC Ltd as on 31st March had fixed assets totaling to ₹37, 00,000/-. Out of the total fixed assets, furniture and fixtures have a carrying value of ₹3, 00,000/-. There is a fire in the offices of ABC Ltd. On 31st March, 2012 & the furniture fixtures are damaged. The recoverable amount for furniture & fixture has been estimated to be ₹1, 80,000/-. Are furniture & fixtures impaired?

c) ABC Ltd. Had purchased a machine X to produce product P on 1st June 2009.
On 1st April 2011, ABC Ltd. replaced a major part of machinery X by part A, so as to increase its existing production capacity.

Determine whether the expenditure incurred on part A will be added to the gross block of the asset or shown as a separate asset.

d) ABC Limited has three restaurants P, Q and R. The restaurants are located in Mumbai, Delhi and Chennai, respectively. ABC Limited has a common purchasing centre and corporate office in Delhi. Purchases for all three restaurants are completed through ABC Limited’s purchasing centre. In addition, all the major policies for the three restaurants (pricing, marketing, and human resource) are prepared at the corporate office.

What is the cash generating unit for ABC Limited?

Q.3 a) ABC Ltd. bought a new machine on 1st Sep 2013. The company incurred following expenditures in connection with purchase:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase cost</td>
<td>6,00,000/-</td>
</tr>
<tr>
<td>Freight</td>
<td>20,000/-</td>
</tr>
<tr>
<td>Transit insurance</td>
<td>8,000/-</td>
</tr>
<tr>
<td>VAT</td>
<td>50,000/-</td>
</tr>
<tr>
<td>Import duty (Non-refundable)</td>
<td>45,000/-</td>
</tr>
<tr>
<td>Special packing for transit</td>
<td>15,000/-</td>
</tr>
</tbody>
</table>

Calculate the cost of acquisition of asset.

b) Explain trade discount and cash discount with their accounting treatment.

c) Explain the concept of capital and revenue expenditure.

d) What is contract accounting?

Q.4 a) Defines Leases. What is the criteria of recognizing finance lease?

b) ABC Limited has entered into lease agreement to lease equipment from a third party for 4 years. Annual payments amount to ₹20,000/-. The fair value at the inception of lease is ₹1,00,000/-. At the end of the lease term, the equipment has to be returned to the third party, unless ABC Limited pays ₹10,000/-, in which case ownership will be transferred to ABC Limited. The useful life of the equipment is 8 years. Classify the lease into finance lease or operating lease.

Q.5 a) What are the external indicators of impairment?

b) Balance sheet of ABC Limited as on 31st Mar 2012 had Fixed Assets totaling to ₹37,00,000/-. Out of the total Fixed Assets, Furniture and fixtures have a carrying value of ₹3,00,000/-. There is a fire in the offices of ABC Limited on 31st Mar 2012 and the Furniture and fixtures are damaged. The recoverable amount for Furniture and fixtures has been estimated to be ₹1,80,000/-. Are Furniture and fixtures impaired?

Q.6 ABC Limited imported a new machinery on 1st Jan 2012 for ₹10,00,000/-. ABC Limited incurred the following expenditure in connection with purchase:

<table>
<thead>
<tr>
<th>Purchase Cost</th>
<th>₹10,00,000/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transportation Cost</td>
<td>₹50,000/-</td>
</tr>
<tr>
<td>Import Duty (non-refundable)</td>
<td>₹10,000/-</td>
</tr>
</tbody>
</table>

ABC Limited had taken a loan of $15,000 from USA at 10% rate of interest.

Exchange rate on 1st Jan 2012 was ₹50.50
Exchange rate on 31st Mar 2012 is ₹55.50

Calculate the cost of acquisition & pass the necessary journal entries.
B. Com. (Hons.) Industry Integrated—First Semester
BUSINESS COMMUNICATION-I (BCH-GE-01)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) Fill in the blanks:
   i) The sender has to be clear about the __________ communication.
   ii) Downward communication moves from _________ to _________.
   iii) The first item in minutes is _________.
   iv) Post script is indicated by writing _________.
1×4

b) State whether the following statement are TRUE or FALSE:
   i) Communication does not move upward easily.
   ii) Continuous effort is needed to ensure that communication is successful.
   iii) Body language is entirely involuntary.
   iv) External barriers can be overcome by individual efforts.
   v) You can make a speaker feel good by listening attentively.
   vi) A business report can be in letter format also.
1×6

PART-A

Q.2 What are barriers of communication? How and why do they occur? 10

Q.3 Explain in brief the techniques of reading. 10

Q.4 Explain the 7 C’s of effective communication in detail. 10

PART-B

Q.5 Explain in brief the types of intra-office communication methods in detail. 10

Q.6 Write short notes on:
   a) Structure of a business letter.
   b) Sales letter. 10

Q.7 Explain different types of business reports in detail. 10
B.Com. (Hons) and (Industry Integrated)-SecondSemester
BUSINESS COMMUNICATION-II (BCH-GE-03)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Do as directed:
   Convert the following sentences from direct to indirect speech:
   a) The teacher said, "The sun rises in the east."
   b) He said, "I can do it."
   c) We said, "They have done their job".
   1x3

   Convert the following sentences from active to passive voice:
   d) Who taught you to dance?
   e) The director will give you instructions.
   f) The team will celebrate their victory tomorrow.
   1x3

   Define:
   g) Body language. 1
   h) Report. 1
   i) Pitch variation. 2

   PART-A

Q.2 a) What is the role of body language in making a presentation effective? 4
   b) Explain voice modulation. 6

Q.3 Discuss the factors to be considered for making an effective presentation. Also discuss the different types of presentation.
   10

Q.4 Write a sales letter for promotion of tablets for working females using AIDA.
   10
PART-B

BBA (G)IB- First Semester
ENGLISH FOR ACADEMIC PURPOSES (BIB -101)

Time: 3 hrs  Max Marks: 50
No. of pages: 4

Instructions to candidates regarding number of questions to be answered etc., should be indicated in space provided below:

Note: All questions are compulsory.

Q.1 Read the passage and answer the following questions:

Some Places to visit

A. Beautiful Kingsley house was built in the 18\textsuperscript{th} century and all the rooms are decorated and furnished in the style of the time. They include the dining room, study and dressing room, which contain a display of the 18\textsuperscript{th} century ladies' clothing. Our volunteer guides in each room bring the house to life with stories of the past.

B. The African Museum was founded 50 years ago, and to commemorate the event, we have chosen 50 treasures from the permanent collection and put them together to the fascinating story of that continent. This exhibition continues until the end of the year. The Folk Art Gallery opens to the public next month, exhibiting traditional paintings and other objects from all over Africa.

C. From the outside, 17 Mansfield Street may not look particularly exciting, but come inside and you will find yourself in a historic building that started life as a theatre, before becoming a bank and then a restaurant, which is still in operation. On Sundays and Mondays, when restaurant is closed, a guide is available to show you round the building and its fascinating architectural features.

D. The industrial heritage center tells the fascinating story of a local family firm; Mr. John Carroll started his engineering business in this building exactly 150 years ago. The firm closed in 1969, but the factory has been re-created, with machines like those that Mr. Carroll was familiar with. See what working life could be like in the 19\textsuperscript{th} Century, a life far removed from the elegance of the wealthy.

E. The Fashion Museum has only just opened. It is home to an outstanding collection of more than 30000 objects worn by men, women and children, dating from the 17\textsuperscript{th} century to the present day. You will see how people used to dress! As well as the permanent exhibits, you can currently see Dressing the Stars, which displays original costumes worn by the stars of many popular films.

F. Having spent the best part of two years being refurbished, the Mason Museum has recently opened its doors again. It provides a magnificent setting for its arts collection and for the beautiful 18\textsuperscript{th} century furniture for which the Mason is famous. Open Mondays to Fridays 10-4, and weekends 10-6.

**Question 1-5:**
The text above has six descriptions of places to visit in the same city, A-F.

Which description mentions the following information?

Write the correct letter, A-F, in boxes 1-5 on your answer sheet.

NB: You may use any letter more than once.

1) Clothes that well-known people have worn.

2) A display that cannot be seen yet.

3) People who talk in an entertaining way.

4) The museum having just reopened.

5) A building that has changed its function several times.

Q.2 Read the passage and answer the following questions:

Discovered in the early 1800s and named ‘nicotianine’, the oily essence now called nicotine is the main active ingredient of tobacco. Nicotine, however, is only a small component of cigarette smoke, which contains more than 4,700 chemical compounds, including 43 cancer-causing substances. In recent times, scientific research has been providing evidence that years of cigarette smoking vastly increases the risk of developing fatal medical conditions.

Greenhouse gases arise from a wide range of sources and their increasing concentration is largely related to the compound effects of increased population, improved living standards and changes in lifestyle. From a current base of 5 billion, the United Nations predicts that the global population may stabilize in the twenty-first century between 8 and 14 billion, with more than 90 per cent of the projected increase taking place in the world’s developing nations. The associated activities to support that growth, particularly to produce the required energy and food, will cause further increases in greenhouse gas emissions. The challenge, therefore, is to attain a sustainable balance between population, economic growth and the environment.

The major greenhouse gas emissions from human activities are carbon dioxide (CO2), methane and nitrous oxide. Chlorofluorocarbons (CFCs) are the only major contributor to the greenhouse effect that does not occur naturally, coming from such sources as refrigeration, plastics and manufacture. Coal’s total contribution to greenhouse gas emissions is thought to be about 18 per cent, with about half of this coming from electricity generation.

The worldwide coal industry allocates extensive resources to researching and developing new technologies and ways of capturing greenhouse gases. Efficiencies are likely to be improved dramatically, and hence CO2 emissions reduced, through combustion and gasification techniques which are now at pilot and demonstration stages.
Clean coal is another avenue for improving fuel conversion efficiency. Investigations are under way into super-clean coal (35 per cent ash) and ultraclean coal (less than 1 per cent ash). Super-clean coal has the potential to enhance the combustion efficiency of conventional pulverized fuel power plants. Ultraclean coal will enable coal to be used in advanced power systems such as coal-fired gas turbines which, when operated in combined cycle, have the potential to achieve much greater efficiencies.

Defendants of mining point out that, environmentally, coal mining has two important factors in its favour. It makes only temporary use of the land and produces no toxic chemical wastes. By carefully preplanning projects, implementing pollution control measures, monitoring the effects of mining and rehabilitating mined areas, the coal industry minimizes the impact on the neighboring community, the immediate environment and long-term land capability.

Dust levels are controlled by spraying roads and stockpiles, and water pollution is controlled by carefully separating clean water runoff from runoff which contains sediments or salt from mine workings. The latter is treated and reused for dust suppression. Noise is controlled by modifying equipment and by using insulation and sound enclosures around machinery.

Since mining activities represent only a temporary use of the land, extensive. Rehabilitation measures are adopted to ensure that land capability after mining meets agreed and appropriate standards which, in some cases, are superior to the land’s pre-mining condition. Where the mining is underground, the surface area can be simultaneously used for forests, cattle grazing and crop raising, or even reservoirs and urban development, with little or no disruption to the existing land use. In all cases, mining is subject to stringent controls and approvals processes.

Choose the right answer:

1) The global increase in greenhouse gases has been attributed to:
   A Industrial pollution in developing countries.
   B Coal mining and electricity generation.
   C Reduced rainfall in many parts of the world.
   D Trends in population and lifestyle.

2) The proportion of all greenhouse gases created by coal is approximately.
   A 14 per cent.
   B 18 per cent.
   C 27 per cent.
   D 90 per cent.

3) Current research aims to increase the energy-producing efficiency of coal by:
   A Burning it at a lower temperature.
   B Developing new gasification techniques.
   C Extracting CO2 from it.
   D Recycling greenhouse gases.

4) Compared with ordinary coal, new, ‘clean’ coals may generate power.
   A More cleanly and more efficiently.
   B More cleanly but less efficiently.
   C More cleanly but at higher cost.
   D More cleanly but much more slowly.

5) To control dust at mine sites, mining companies often use:
   A Chemicals which may be toxic.
Q.3 Writing Task 1

Write about the following topic:

It is said that "Not everything that is learned is contained in books". Compare and contrast knowledge gained from experience with knowledge gained from books. In your opinion, which source is more important? Why?

To what extent do you agree or disagree with this opinion?

Write at least 150 words.

Q.4 Writing Task 2

You have seen an advertisement in an English newspaper for a job working in the City Museum shop during the holidays. You decide to apply for the job. Write a letter to the director of the Museum. In your letter:

- Introduce yourself.
- Explain what experience and special skills you have.
- Explain why you are interested in the job.

Q.5 Writing Task 3

You have seen an advertisement in an English newspaper for a job working in the City Museum shop during the holidays. You decide to apply for the job. Write a letter to the director of the Museum. In your letter:

- Introduce yourself.
- Explain what experience and special skills you have.

Explain why you are interested in the job.
BBA (G)IB- Second Semester
ENGLISH FOR ACADEMIC PURPOSES-II B(BIB - 203)

Time: 3 hrs                                     Max Marks: 50
No. of pages: 2

Instructions to candidates regarding number of questions to be answered etc., should be indicated in space provided below:

Note: All questions are compulsory.

Q.1 Read the passage and answer the questions:

**Learn English courses**

‘Learn English’ courses are a great way to learn, because they’re so flexible. All our courses are taken online using a computer, so you can work through the course at your own speed, and go back to any session whenever you want to. For some courses there are workbooks, in addition to the computer course, to provide extra written practice.

We offer hundreds of courses in a whole range of subjects from reading, writing and maths to business and management. Many of these are specially designed for people whose first language isn’t English.

Step one: have a chat with a friendly member of staff in one of our 1,500 ‘LearnEnglish’ centres around the country. They can advise you on the most suitable course. They’ll also work out whether you qualify for funding, so that you won’t have to pay the full fee for the course.

You might want to try a taster lesson first. This is a single computer session in any subject of your choice, and it will show you what learning with LearnEnglish is like.

When you’ve made your final decision, step two is to register on your course. Once you’ve done this, a staff member will show you how to get started, whether you’re using a computer at home, at work or at a LearnEnglish centre.

That’s all you need to do! When you start your course, you can contact your LearnEnglish centre by phone (we’re open during normal office hours) or email if you need help.

Do the following statements agree with the information given in the passage?

Write:

**TRUE** if the statement is true according to the passage

**FALSE** if the statement is false according to the passage
NOT GIVEN if the information is not given in the passage

1) You can work through parts of a course more than once.

2) The number of courses offered by Learn English has increased enormously.

3) Many staff members have worked through a Learn English course themselves.

4) You may have to pay to take a Learn English course.

5) Everybody takes the same taster lesson.

Q.2 Match the following words with their antonyms.

<table>
<thead>
<tr>
<th>Contraction</th>
<th>detached</th>
<th>Join</th>
<th>ambitious</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alive</td>
<td></td>
<td>Quarrelsome</td>
<td>endless</td>
</tr>
<tr>
<td>Traditional</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. to separate, not to take part in
2. boring
3. long form, expansion
4. innovative
5. connected
6. dead
7. finite
8. not be able to take decisions
9. unmotivated
10. amiable

Q.3 Writing Task 1

Write about the following topic:

Recent figures show an increase in violent crime among youngsters under the age of 18. Some psychologists claim that the basic reason for this is that children these days are not getting the social and emotional learning they need from parents and teachers.

To what extent do you agree or disagree with this opinion?

Write at least 150 words.

Q.4 Writing Task 2

You have a full time job and are also doing a part time evening course. You now find that you cannot continue the course.

Write a letter to your tutor. In your letter
- Describe the situation.
- Explain why you cannot continue at this time.
- Say what action you would like to take.

Write at least 150 words.
BBA (G) IB - Fifth Semester
INTERNATIONAL ECONOMICS (BI B-301)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt Five questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks:

Q.1 Write short notes on (any four):
   a) Internal and international trade.
   b) Role of multinational enterprises.
   c) Fixed exchange rate system.
   d) Financial globalization.
   e) EXIM policy.

   PART-A

Q.2 Critically examine the comparative cost advantage theory of international trade. 20
Q.3 Define ‘international economics’. Also discuss its nature and scope in detail. 20
Q.4 Discuss the role of MNC’s and the problems created by MNC’s for the host country. 20

   PART-B

Q.5 What are the main instruments of ‘Trade Policy’? Explain its restrictions and controversies in detail. 20
Q.6 Compare fixed and flexible exchange rate systems in detail. 20
Q.7 Examine the nature, scope and importance of globalization in detail. 20
BBA (G) International Business—Third Semester
INTERNATIONAL MARKETING (BIB-302)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on:
   a) Driving and restraining forces of a global integration.
   b) ERPG framework.
   c) Steps of research process.
   d) Product standardization V/s adaptation.
   e) Concept of Cartel in administered pricing. 4×5

PART-A

Q.2 Write down the scope, benefits and challenges in international marketing in detail. 20

Q.3 Describe the significance of global marketing research and information system. What are the 4Ps various aspects which are researched while you are going to establish your company globally? 20

Q.4 What are the various issues of branding, packaging, quality and after sales service in international marketing? 20

PART-B

Q.5 Describe pricing process and its methods in detail. Explain what do you understand by transfer pricing and counter trade. 20

Q.6 What types of hindrances any international marketer faces in cross cultural communication and how to overcome these issues? 20

Q.7 What is EXIM policy? Explain its objectives, main provisions and how it transformed Indian export business in detail. 20
BBA (G) IB- Second Semester  
PERSONALITY DEVELOPMENT (BI B-GE-01)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short notes on (any four):  
   a) Persona.  
   b) Importance of communication.  
   c) Effective reading.  
   d) Intensive Vs Extensive listening.  
   e) Impact of external factors on personality.  

   PART-A

Q.2 Explain in detail some personality habits of a highly effective people.  

Q.3 What do you understand by competency mapping? Also explain 360º assessment in brief.  

Q.4 Mention the difference between the personas-extrovert, introvert and ambient. Also explain which is best suited for today's times and why?  

   PART-B

Q.5 Discuss what is the “art of effective reading”. Also explain in detail types of reading along with suitable examples.  

Q.6 Elucidate the importance of listening and explain the difference between hearing and listening. What are the factors that impact listening? Explain them in detail.  

Q.7 What do you understand by ‘audience analysis’? Why is it essential to do audience analysis before any public speaking activity? Explain various factors to be kept in mind while conducting audience analysis.  

20  
20  
20  
20  
20  
20  
20
BBA (G) IB– Third Semester  
LEADERSHIP AND TEAM BUILDING SKILLS (BI B-GE-03)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from Part A and **TWO** questions from Part B. Each question carries equal marks.

Q.1 Answer the following in brief:
   a) Define ‘team’.
   b) State any two functions of team.
   c) Diagrammatically represent Maslow’s need hierarchy theory.
   d) Define ‘leadership’.
   e) Write any two advantages of a team.
   f) Define ‘synergy’.
   g) Write the name any two influencing skills.
   h) Differentiate between ‘feedback’ and ‘coaching’.
   i) Define ‘communication’.
   j) Write two factors of building powerful groups.  

   **PART-A**

Q.2 Define ‘teamwork’. Discuss the functions of a successful team in detail.  

Q.3 Write notes on the following:
   a) Interpersonal communication.
   b) Building credibility.  

Q.4 Define ‘skills’. Discuss in detail the various skills required in a successful team.  

   **PART-B**

Q.5 Write notes on the following:
   a) Advantage of behaviours of high trust leaders.  
   b) Factors influencing group dynamics.  

Q.6 Explain the term ‘leader’. Discuss in detail various types of leadership styles.  

Q.7 Write notes on the following:
   a) Group decision making v/s Individual decision making.  
   b) Advantage of setting goals in effective team.
BCA – Second Semester
BUSINESS COMMUNICATION-I (CA-GE-02)

Time: 3 hrs

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

**Q.1 Fill in the blanks:**

a) Communication can be at two levels _________ and _________.

b) The process by which the receiver confirms the message and comprehends the intent of the sender is called ___________.

c) Honesty and ___________ in communication will enhance the credibility of the sender.

d) Encoding is the process in which:
   i) the sender writes down the message in Morse code.
   ii) the sender converts the idea into a message.
   iii) the receiver writes the message in brief.

e) In empathetic communication, we can:
   i) Proble.
   ii) Respond to the feelings.
   iii) Interpret.
   iv) Advise.

**State whether the following statements are TRUE or FALSE:**

f) Anyone who talks communicates a message.

g) Psychological noise refers to mental disturbances.

h) Distractions are only mental.

i) Interpretation of the phonetic sounds is one of the phases of the listening process.

j) As a presenter build on audience expectations.

**1×10**

**PART-A**

Q.2 “Without feedback communication is incomplete”. Discuss. 10

Q.3 What is conciseness of a message? Outline the ways to make a communication more concise. 10

Q.4 “Good listening results in development of a comprehensive approach and opens vistas to new ideas and newer avenues.” Elaborate. 10

**PART-B**

Q.5 What do you mean by interview? What are its different techniques? Explain them in detail. 10

Q.6 Write an application letter for the post of “software developer” in a well reputed organization with your complete detail like qualification, experience etc. 10

Q.7 Write short notes on:
   a) Stress management.
   b) Work performace. 5×2

B. Com. (Hons) and B. Com. (Hons) - Industry Integrated – First Semester
BUSINESS ORGANIZATION AND MANAGEMENT (CH-1.1)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Define ‘planning’.
   b) Write any two characteristics of Joint Stock Company.
   c) What are macro factors that affect business?
   d) Write the full form of SWOT.
   e) State any two barriers of communication.
   f) Give any two differences in private and public limited Company.
   g) Draw leadership continuum.
   h) List the steps of control process.
   i) Define ‘communication’.
   j) What is co-operative society?

   Answer briefly:
   k) Discuss the two factor theory given by Herzberg.
   l) Distinguish between industry, trade and commerce.
   m) Enumerate the features of sole proprietorship.
   n) Explain the formal channel of communication.

UNIT-I

Q.2 a) Explain the concept, nature and objectives of business. 7
   b) Explain partnership firm along with its merit and demerits. 8

Q.3 a) Discuss in brief the business and environment interface. 7
   b) What do you mean by multinational corporations? 8

UNIT-II

Q.4 a) Explain entrepreneurial process in detail. 8
   b) Explain the objectives of CII. 7

Q.5 What is business combination? Explain the causes of business combination in detail. 15

UNIT-III

Q.6 a) Explain the formulation of strategic plan process in detail. 8
   b) Discuss any two types of growth strategies in detail. 7

Q.7 Write short notes on:
   a) Project organizational format. 8
   b) Decision making process. 7

UNIT-IV

Q.8 a) Explain Maslow theory of motivation with diagram. 7½ ×2
   b) Discuss managerial grid.
Q.9  What is controlling? Explain the process and any two techniques of controlling in detail.
B. Com. (Hons) & (Industry Integrated) – First Semester
FINANCIAL ACCOUNTING (CH-1.2)

Time: 3 hrs.  Max Marks: 100
Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statement are True or False:
a) Accounting is a + an art and science both.
b) Fall-in in the value of goodwill is known as depreciation.
c) Accounting used for decision making is known as management accounting.
d) Accrued income is also known as outstanding income.
e) Cash discount is related with only cash transactions.

2×5

Fill in the blanks:
f) In hire purchase system, the purchaser is called _________ and seller is called the _________.

4
g) Balance sheet is prepared to know the __________ of the business.
h) Recording of business transactions are known as __________.
i) Classification of transactions into separate accounts is known as __________.

Q.2 Write short notes on:
j) Dissolution of partnership.
k) Differentiate between Journal and Ledgers.
l) Differentiate between financial and management accounting.
m) Treatment of outstanding expenses and bad debts in profit and loss account.

5×4

UNIT-I

Q.2 What is accounting information? Explain the various users of financial accounting information.

15

Q.3 Define accounting concepts and conventions. Explain any three accounting concepts with examples.

15

UNIT-II

Q.4 What is depreciation? Why is it calculated? Explain various methods of depreciation in detail.

15

Q.5 Journalize the following transactions and post them into ledger.

Jan., 2015

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Amount (`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Ram started business with cash</td>
<td>1,00,000</td>
</tr>
<tr>
<td>4.</td>
<td>Goods purchased from Shyam</td>
<td>20,000</td>
</tr>
<tr>
<td>5.</td>
<td>Goods sold in cash</td>
<td>10,000</td>
</tr>
<tr>
<td>10.</td>
<td>Rent paid</td>
<td>2,000</td>
</tr>
<tr>
<td>12.</td>
<td>Cash deposited into bank</td>
<td>5,000</td>
</tr>
<tr>
<td>15.</td>
<td>Purchased machinery and spend</td>
<td>10,000</td>
</tr>
<tr>
<td></td>
<td>`2,000 on installation</td>
<td></td>
</tr>
<tr>
<td>18.</td>
<td>Salary and wages paid by cheque</td>
<td>5,000</td>
</tr>
</tbody>
</table>
20. Goods purchased by cash
   2,000
25. Paid premium for life insurance
   1,000
30. Goods sold to Karan
   4,000

**UNIT-III**

Q.6 What is financial statement? Explain the objectives of a financial statement. Give a specimen of balance sheet with imaginary figures. 

Q.7 Differentiate between hire purchase and installment purchase systems. Also discuss the benefits of hire purchase system in detail.

**UNIT-IV**

Q.8 Write short notes on:
   a) Partnership deed.
   b) Characteristics of partnership firm.

Q.9 What do you understand by realization account? How and when is it prepared? How does it differ from a revaluation account?
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated - First Semester
MICRO ECONOMICS I (CH-1.3)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Distinguish between ‘want’ and ‘demand’.
   b) What is a homogeneous product?
   c) Define ‘market demand’.
   d) Define ‘derived demand’.
   e) What is excess supply?
   f) Explain MRS_{X,Y}.
   g) Draw an indifference curve showing that good X and good Y are perfect substitutes of each other.
   h) Define ‘price elasticity of demand’.
   i) What is marginal revenue product of an input?
   j) What is producer surplus?

   Answer the following in brief:
   k) Explain the relationship between MC and AC in the short run.
   l) Explain the relationship between ‘total revenue (TR)’ and ‘marginal revenue (MR)’ under perfect competition.
   m) Write a note on ‘exploitation of labour’.
   n) List any two features of an Iso-quant.

   2x10 x 5

UNIT-I

Q.2 a) What is economics? Discuss the nature and scope of the subject matter of economics.
   b) ‘Scarcity is the mother of all problems’. Justify.

   10 x 5

Q.3 What are economic systems? Contrast a free market economy with a mixed economy, using examples.

   15

UNIT-II

Q.4 Distinguish between change in demand and change in quantity demanded.

   15

Q.5 a) When the price of a good rises from ‘100/- per unit to ‘150/- per unit, its quantity demanded falls from 10 units to 5 units. Calculate its price elasticity of demand.
   b) What is an indifference curve? Explain properties of indifference curve.

   5 x 10

UNIT-III

Q.6 a) Explain how a firm under perfect competition maximizes its profit using the total revenue-total cost approach.
   b) Draw isoquants, when the two inputs labour and capital are:
      i) Perfect substitutes of each other.
      ii) Perfect complements of each other.

   10 x 5

168/5
Q.7 “The long run average cost (LAC) curve envelopes the short run average cost (SAC) curves”. Explain.

Q.8 Explain the characteristics of the following market structure:
   i) Perfect competition.
   ii) Monopoly.

Q.9 What do you understand by competitive input markets? Explain how equilibrium wage rate is determined when the labour market is perfectly competitive.
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—First Semester
BUSINESS LAW (CH-1.4)

Time: 3 hrs.                                      Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q. 1 is compulsory. Marks are indicated against each question.

Q. 1  a) **State whether the following statements are TRUE or FALSE:**
   i) A void agreement does not create any legal obligations.
   ii) The communication of an offer is complete when the letter of offer is posted.
   iii) Property in goods means the custody or control of goods.
   iv) Packing of goods is not an important consideration in judging their “merchantability”.
   v) Past consideration is no consideration.
   
   **1×5**

   b) **Fill in the blanks:**
   i) An agreement with or by a minor is __________.
   ii) A person who is not a party to a contract __________, __________ to either of the parties.
   iii) When two parties make identical offers to each other in ignorance of each other’s offer, the offers are known as __________ offer.
   iv) __________ __________ means the key of a key pair used to create a digital signature.
   v) A __________ agent is one who is appointed to perform a particular act or to represent his principal in some particular transactions for example auctioner, property dealer.
   
   **1×5**

   c) **Answer in brief (ANY FOUR):**
   i) Discuss in brief the types of termination of an agency.
   ii) What are the various exception to the rule of “stranger to a contract cannot sue”?
   iii) What is coercion? Differentiate between coercion and undue influence.
   iv) What are the salient feature of LLP (Limited Liability Partnership Act, 2008)?
   v) What are the duties of subscribers under the Information Technology Act, 2000.
   
   **4×5**

   d) Describe the essentials of communication of offers and acceptance.
   
   **10**

   **UNIT-I**

Q. 2  Write short notes on the following:
   a) Mistake.
   b) Breach of contract.
   c) Void agreements.
   
   **15**

Q. 3  What is contract of agency? What are the duties and rights of an agent? Discuss how the contract of agency can be terminated.
   
   **15**

   **UNIT-II**

Q. 4  Does the Sale of Goods Act provide for any rules as to delivery of goods? If so, what are they? Discuss.
   
   **15**
Q.5  a) State the rules regarding 'sale by auction'.  
     b) State the doctrine of “Caveat emptor” and exceptions to it.  

UNIT-III

Q.6  Who can be a designated partner under the Limited Liability Partnership Act 2008? 
     Discuss his role, responsibilities and liabilities in detail.  

Q.7  a) Differentiate between LLP and Partnership with suitable examples. Also discuss in 
     detail the provisions regarding incorporation of LLP and matters incidental thereto.  
     b) Describe in brief the extent and limitation of liability of limited liability partnership and 
     partners.  

UNIT-IV

Q.8  Write short notes on the following: 
     a) Electronic signatures. 
     b) Punishment of cyber terrorism. 
     c) Attribution, acknowledgment and dispatch of electronic records.  

Q.9  Discuss “The Cyber Appellate Tribunal”in detail  

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B. Com. (Hons) and (Industry Integrated) – Second Semester
BUSINESS STATISTICS (CH-2.1)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) The higher the degree of correlation between the two variables, the greater is the indication for a cause and effect relation between them.
   b) The trend line Y=a+bX obtained by the least square method is known as the line of best fit.
   c) Fisher’s ideal index can be obtained by taking the geometric mean of Laspeyre’s and Paasche’s index.

Fill in the blanks:
   d) For a moderately skewed distribution:
      Mean - mode = ______________.
   e) The geometric mean of 2, 9 and 12 is ____________.
   f) A bag contains 3 white, 5 red and 8 blue balls. If three balls are drawn at random, ____________ is the probability that each ball is of different colour.

Short answer questions:
   g) Explain maximin criteria for decision making.
   h) State the addition theory of probability.
   i) Define moments about the mean for ungrouped data.
   j) Define standard error of estimate.

Answer the following:
   k) Find median and coefficient of skewness from the following information: difference of two quartiles = 8, Mode = 11 Sum of two quartiles = 22, mean = 8.
   l) Rohit speaks truth 4 out of 5 times. One die is tossed. Rohit reports that there is a six. What is the chance that actually there was a six?
   m) If the sum of squares of the rank differences of 9 pairs of values is 80, find the rank correlation coefficient between them.
   n) Explain the methods for the fitting of trend line.

UNIT-I

Q.2 a) What is skewness? How does it differ from Kurtosis? Describe the various measures of skewness.
   b) The mean and coefficient of standard deviation of 100 items are found to be 50 and 0.1 respectively. If at the time of calculations two items are wrongly taken as 40 and 50 instead of 60 and 30, find the correct mean and correct standard deviation.
Q.3 a) What is meant by central tendency? Explain important measures of central tendency?
   b) During a period of decline in the stock market price, a stock sold at Rs. 50/- per share on one day, Rs. 40/- on the next day and Rs. 25/- on the third.
      i) If an investor bought 100, 120 and 180 shares on the respective 3 days, find the average price paid per share.
      ii) If an investor bought Rs. 1000/- worth of shares on each of 3 days, find the average price paid per share.

UNIT-II

Q.4 a) What is binomial distribution? How it is different from Poisson distribution?
   b) A graduate applied for a job in 2 firms X and Y. He estimated that the probability of his selection in firm X is 7/10, probability of rejection in firm Y is 5/10 and of selection in both the firm is 4/10. What is the probability that he will be selected in one of the firm?

Q.5 a) A manufacturer of pins knows that on an average 5% of his product is defective. He sells pins in a packet of 100 and guarantees that not more than 4 pins will be defective. What is the probability that a packet will meet the guaranteed quality?
   (Given that \( e^{-x} = 0.0067 \))
   b) A bag contains 30 pens numbered from 1 to 30. One pen is drawn at random. Find the probability that the serial number of the pen is a multiple of 5 or 6.

UNIT-III

Q.6 a) What is regression analysis? State its importance in business decision making.
   b) Calculate the two regression equations form the following data:
      \[
      \begin{align*}
      \sum X &= 30, \quad \sum Y = 23, \quad \sum XY = 168, \quad \sum X^2 = 224, \quad \sum Y^2 = 175, N = 7
      \end{align*}
      \]
      Also find Karl-Pearsons coefficient of correlation.

Q.7 a) Differentiate between correlation and regression.
   b) Given \( N = 8 \), \( \sum X = 21 \), \( \sum X^2 = 99 \), \( \sum Y = 4 \), \( \sum Y^2 = 68 \), \( \sum XY = 36 \)
      Using the values find regression equation of Y on X.

UNIT-IV

Q.8 What are index numbers? Distinguish between ‘fixed’ and ‘chain’ base indices. Explain the problems to be considered in constructing index numbers.

Q.9 a) Discuss briefly the various components of time series.
   b) From the following data, calculate the trend values using the 3-yearly moving averages:
      \[
      \begin{array}{|c|c|c|c|c|c|}
      \hline
      \hline
      \text{Value}  & 20 & 24 & 22 & 32 & 27 & 31 \\
      \hline
      \end{array}
      \]
B.Com. (Hons.) and B.Com.(Hons.) - Industry Integrated- Second Semester
FUNDAMENTALS OF COMPUTER AND INFORMATION SYSTEM (CH-2.2)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each
UNIT. Q.1 is compulsory. Each question carries equal marks.

Q.1 Answer the following questions:
a) Write down the abbreviation of HTTP.
b) How many numbers are three in binary number system?
c) What is a closed network?
d) Which number represents decimal number system?
e) What is information?
f) What is the extension of an excel file?
g) Name any two information systems.
h) Yahoo is a search engine. (True/False)
i) Define internet.
j) How many sheets are there in a worksheet in excel by default? 1×10

UNIT-I

Q.2 a) Write down the functions of operating systems. 5
b) Explain the applications of computers in any two business areas. 5

Q.3 Convert the following:
a) (75)₈ = ( ? )₂
b) Add 110011 and 011001.
c) Convert (11001.001)₂ into octal.
d) (79.18)₁₀ = ( ? )₂ 2½×2

UNIT-II

Q.4 What is an information? Explain any two information systems in detail. 10

Q.5 Write notes on:
a) Network topologies.
b) Internet, Intranet and Extranet. 5×2

UNIT-III

Q.6 What is mail-marge? Explain step by step process of mail-marge. 10

Q.7 Create a letter in MS-Word and format it in all aspects. 10

UNIT-IV

Q.8 Write down any five formula in Excel in proper format with their results. 10

Q.9 Explain the use of Excel in the business areas:
a) Medical field.
b) Education field.
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated— Second Semester
MICRO ECONOMICS-II (CH-2.3)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; taking at least **ONE** question from each Unit. **Q.1 is compulsory.** Marks are indicated against each question.

Q.1 a) Answer the following questions:
   i) Define peak - load pricing.
   ii) Write any two differences in monopoly and perfect competition.
   iii) What is price rigidity?
   iv) Write two conditions necessary for cartel success.
   v) What is price leadership?
   vi) Write any two differences in stock and flow.
   vii) What is a public good?
   viii) What is asymmetric information?
   ix) What is market signaling?
   x) What is uncertainty?

   b) Write short notes on:
      i) Rule of thumb for pricing under monopoly.
      ii) Kinked demand model.
      iii) Reasons for backward bending supply curve of labour.

   c) Differentiate between nominal rate of interest and the real rate of interest.

   **2×10**

Q.2 What is price discrimination? How will a discriminating monopolist allocate his output in two markets to maximize his profits? 15

Q.3 Discuss the determination of price and output under the condition of monopoly firm in the market with the help of suitable diagrams. 15

**UNIT-I**

Q.4 What is oligopoly? Explain the price leadership by a dominant firm under oligopoly. 15

Q.5 How equilibrium in the short run is attained in case of a monopolistically competitive market? Explain. 15

**UNIT-II**

Q.6 Explain the concepts of marginal physical product, value of the marginal products and marginal revenue product with examples. 15

Q.7 What is monopolistic exploitation of labour? How can collective bargaining by trade unions help in increasing wages? 15

**UNIT-III**

Q.8 Explain general equilibrium and the condition of economic efficiency in the competitive market. 15

Q.9 What are external costs and benefits? How can the presence of such externalities lead to failure of competitive market? 15
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated— Second Semester
CORPORATE LAWS (CH-2.4)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) State whether the following statements are TRUE or FALSE:
   i) Bonus shares must be fully paid-up.
   ii) It is not mandatory for every private company to use the word ‘Pvt. Limited’ as the last word.
   iii) A share certificate is not a documentary evidence of the ownership of shares.
   iv) A bearer of share warrant is a shareholder.
   v) No educational qualification is fixed to become a director of a company. 2×5

b) Fill in the blanks:
   i) There are two depositories in India ____________ and ____________.
   ii) Only ____________ Company can issue share warrants.
   iii) Modes of winding up of a company are ____________ and ____________.
   iv) CIN stands for ____________.
   v) The prospectus most disclose all ____________ truly, honestly and accurately. 2×5

c) Distinguish between the following:
   i) MOA and AOA.
   ii) DIN and CIN.
   iii) Equity share and preference share.
   iv) Participants issuers and beneficial owners. 2×4

d) Write short notes on the following:
   i) Doctrine of indoor management.
   ii) Illegal association.
   iii) Interim dividend. 4×3

UNIT-I

Q.2 Explain the following:
   a) Lifting of corporate veil. 8
   b) Kinds of companies. 7

Q.3 What do you mean by promoters? What are his functions and duties? Discuss his legal status also. 15

UNIT-II

Q.4 Explain the following:
   a) Doctrine of constructive notice. 8
   b) Mis-statement in prospectus. 7

Q.5 What are the requisites of a valid general meeting? Also explain various kinds of meeting as per Companies Act, 2013. 15

UNIT-III

Q.6 Write down the provisions related to appointment, removal and duties of directors. 15
Q.7 Discuss the rights and duties of a liquidator. Also explain the consequences of winding up of a firm.  

UNIT-IV

Q.8 Explain the following:
   a) Dividend provisions.  
   b) Board meeting.  

Q.9 Write short notes on the following:
   a) Working of a depository.
   b) Online registration of company.
   c) Managerial remuneration.
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Second Semester
BUSINESS COMMUNICATION-II (CH-2.5)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1  a) Fill in the blanks with appropriate words:
   i) The word communication is derived from the Latin word ____________.
   ii) The network of informal communication is known as ____________.
   iii) The channel of communication from superior to subordinate is ____________ communication.
   iv) ____________ cannot be maintained in written communication.
   v) He is ____________ in time for meals.
   vi) He arrived by ____________.
   vii) There was nobody ____________ the room.
   viii) Two months ____________, he resigned his job.
   ix) It is difficult to climb ____________ the hill.
   x) I was the ____________ person wearing a coat.
   xi) The train was fast five minutes ____________.
   xii) He speaks very ____________.
   xiii) Come as ____________ as possible.
   xiv) He ____________ invited me to visit him.
   xv) I ____________ know the answer.
   xvi) That is not good ____________.
   xvii) Come ____________, please.
   xviii) You must not ____________ a lie.
   xix) I have put the key ____________ the bed.
   xx) It took me ____________ ten minutes to do it.

b) Make sentences with the following words:
   i) Truth.    ii) Team.    iii) Pleasure.
   iv) Eternal. v) Ridiculous.
   1×5

c) Write short notes on the following:
   i) Citing references. ii) Minutes. iii) Bibliography.
   5×3

UNIT-I

Q.2  What are the different barriers in communication? How can they be overcome?  15

Q.3  a) Explain the process of communication.  7
    b) What factors would you keep in mind for an effective business communication?  8

UNIT-II

Q.4  Draft an agenda for the meeting of board of directors of a company. And also prepare minutes for the same meeting.  15
Q.5 Explain the advantages and disadvantages of email. Also discuss the guidelines for writing an email.  

UNIT-III

Q.6 What is business report? Explain in brief the structure of a business report.  

Q.7 Write short notes on:
   a) Business negotiations.
   b) Summarizing annual report of companies.  

UNIT-IV

Q.8 Write a report about a flood in your city describing the damages and losses caused in it.  

Q.9 Write a business report about the launch of a new economy car, highlighting the features and responses of the customers.
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated- Third Semester
BUSINESS MATHEMATICS(CH-3.1)

Time: 3 hrs Max Marks: 100
No. of pages: 2

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each Unit. **Q.1 is compulsory.** All questions carry equal marks.

Q.1  
**a)** Answer the following:

i) What do you mean by singular matrix?

ii) Differentiate \( x^a \) w.r.t. \( x \).

iii) Integrate \( (x^3 + 9x + 5) \) w.r.t. \( x \).

iv) Construct a \( 3 \times 3 \) matrix whose elements are given by \( a_{ij} = i - j \).

v) Solve: \( \lim_{x \to 2} (x^3 + 8x - 5) \).

vi) What do you mean by lower triangular matrix?

vii) Find \( \frac{\partial z}{\partial y} \); if \( z = x^2y + yx^2 \).

viii) Define homogeneity of a function.

ix) What do you mean by square matrix?

x) Find roots of the equation: \( x^2 - 5x + 4 = 0 \).

2x10

**b)**

i) Find \( AB \); if
\[
A = \begin{bmatrix} 2 & 3 & 1 \\ 4 & 2 & 3 \\ 1 & 2 & 5 \end{bmatrix} \quad \text{and} \quad B = \begin{bmatrix} -1 & 0 & 2 \\ 1 & 2 & 3 \\ 0 & 1 & 2 \end{bmatrix}.
\]

ii) What do you mean by L.P.P? What are the limitations and requirement of a L.P.P?

iii) Evaluate: \( \lim_{x \to 5} \frac{2x^2 - 9x - 5}{x - 5} \).

iv) Evaluate: \( \int \frac{(1 + \log x)^2}{x} \, dx \).

5x4

UNIT-1

Q.2  
**a)** Solve the following system of linear equations by using Cramer’s rule:

\[
\begin{align*}
4x + 2y + 3z &= 2 \\
x + y + z &= 1 \\
3x + y - 2z &= 5 \\
\end{align*}
\]

b) If \( A = \begin{bmatrix} 2 & -3 \\ 3 & 4 \end{bmatrix} \); show that \( A^2 - 6A + 17I = 0 \). Hence find \( A^{-1} \).

9

6

Q.3  
**a)** If \( A = \begin{bmatrix} 1 & -1 \\ 0 & 3 \end{bmatrix} \) and \( B = \begin{bmatrix} 2 & 4 \\ -3 & 0 \end{bmatrix} \); verify that \( \text{adj}(AB) = (\text{adj} B)(\text{adj} A) \).

8

**b)** Solve the following system of linear equation by using matrix method:

\[
\begin{align*}
3x + 4y &= 7 \\
6x + 8y &= 14 \\
\end{align*}
\]

7
UNIT-II

Q.4 a) If \( y = \sqrt{x^2 + a^2} \); prove that \( \frac{dy}{dx} - x = 0 \)

b) Evaluate: \( \lim_{x \to 0} \frac{\sqrt{a^2 + x^2} - \sqrt{a^2 - x^2}}{x^2} \)

Q.5 a) Find the points and values of local maximum and local minimum:
\[ f(x) = x^3 - 6x^3 + 9x + 7. \]

b) Differentiate w.r.t. \( x : \frac{\sqrt{x+1} + \sqrt{x-1}}{\sqrt{x+1} - \sqrt{x-1}} \)

UNIT-III

Q.6 a) If \( x^2(y-z) + y^2(z-x) + z^2(x-y) \); then show that \( \frac{\partial u}{\partial x} + \frac{\partial u}{\partial y} + \frac{\partial u}{\partial z} = 0 \).

b) Evaluate: \( \int \frac{\log(x+1)}{(x+1)^2} \) dx.

Q.7 a) Evaluate: \( \int \frac{3x+5}{x^3-x^2-x+1} \) dx

b) State and prove Euler’s theorem.

UNIT-IV

Q.8 a) The difference between S.I. and C.I. for a certain sum of money is Rs. 62 at 10% p.a. for 2 years. Find the principal.

b) What do you mean by L.P.P.? Write the steps used in solving the L.P.P. by using graphical method with an example.

Q.9 a) Find the difference between S.I. and C.I. for Rs. 8000/- at 10% p.a. for 2 years.

b) Solve the following L.P.P., using simplex method:
\[ \text{Max} \cdot z = 30x_1 + 20x_2 \]
Subject to
\[ 40x_1 + 10x_2 \leq 4000 \]
\[ 2x_1 + 3x_2 \leq 2000 \]
\[ 3x_1 + 2x_2 \leq 1400 \]
and \( x_1, x_2 \leq 0 \)
Q.1 a) **State whether the following statement are TRUE or FALSE:**
   i) Interest on post office saving bank account is exempted to the maximum extent of ₹ 3500/- in case of individual account and ₹ 7,000/- in case of joint account.
   ii) House rent allowance is a partly taxable allowance.
   iii) A person who occupies two house properties and both are self-occupied the annual value of both houses shall be nil.
   iv) An award of ₹ 100,000/- was announced for tracing a missing person. Mohan traced the person and received the award amount. Such receipt is fully exempted to him from tax point of view.
   v) Total taxable income of a person is determined on the basis of his citizenship in India.

   b) **Fill in the blanks:**
      i) If the marriage of the parents does not subsists, the income of the minor child shall be clubbed in the income of that parents whose income is __________.
      ii) An income which does not fall under the first four heads of income is __________ under the head of __________.
      iii) Loss under the head of house property can be carried forward for __________ assessment years.
      iv) Long term capital gain can be set off in the same assessment year only from __________.
      v) Salary, bonus, commission or remuneration due to or received by a working partner from the firm taxable under the head of __________.
      vi) Meal provided to employee in the office by employer shall be exempted up to maximum of __________ per meal.
      vii) R. Ltd. is a foreign company whose part of control and management of affair situated outside India. R. Ltd. shall be __________.

   c) **Answer the following in brief:**
      i) Short term capital gain.
      ii) Maximum marginal rate of tax.
      iii) Winnings of lotteries etc. as an element of income from other sources.
      iv) Provision and procedure of TDS with respect to salary.

   d) **Write short notes on:**
      i) Assessment year, normal rate of tax for assessment year 2015-16.
ii) Residential status of an individual.
iii) Any three incomes which can be clubbed in the income of individual’s total income.
v) Calculate the amount of final tax liability from the particular given below for the assessment year 2015-16.
Total income (inclusive of share from HUF ₹ 65,000/- and interest on Govt. securities ₹ 25,000/-) is ₹ 36,000/-. 3×5

UNIT-I

Q.2 Define “previous year”. Under what circumstance the income of a previous year is taxable in previous year itself? 15

Q.3 “Incidence of income tax depends upon the residential status of an assessee”. Discuss the statement. 15

UNIT-II

Q.4 a) Mr. Yogesh is employed at Amritsar on salary of ₹ 24,000/- p.m. The employer is paying H.R.A of ₹ 2,800/- p.m. but the actual rent paid by him is ₹ 4,000/- p.m. He is also getting 2% commission on turnover achieved by him and turnover is ₹ 12,00,000/-. Compute his gross salary. 5

b) What is meant by annual value of the house property? How is it determined? What deduction is allowed from annual value in computing taxable income from house property? 10

Q.5 Following income is received by Mr. Mohan during the financial year 2015-16.
a) Director’s fees. ₹ 2,000/-
b) Income from agricultural land in Pakistan. ₹ 5,000/-
c) Ground rent for land in Pathankot. ₹ 10,000/-
d) Interest on postal saving bank A/c. ₹ 100/-
e) Interest on deposit with IFC of India. ₹ 500/-
f) Dividend from a foreign company. ₹ 700/-
g) Rent from sub-letting a house. ₹ 26,250/-
h) Rent paid by Mr. Mohan for the sublet house. ₹ 12,000/-
i) Other expense on sublet house. ₹ 1,000/-
j) Winning from horse race (Gross). ₹ 12,300/-
k) Interest on securities (Gross). ₹ 4,000/-
You are required to calculate income from other sources of Mr. Mohan for A.Y. 2016-17. 15

UNIT-III

Q.6 What are the provisions related to income of other persons that can be included in the total income of an individual? 15

Q.7 The following are the particular furnished by Shri. R.K. Yadav for the assessment year 2016-17. Determine his taxable income.
a) One third share from firm. ₹ 1,50,000/-
b) Income from house property. ₹ 1,20,000/-
c) Long term capital gain. ₹ 16,000/-
d) Lottery winnings from Sikkim State lottery (Gross) ₹ 45,000/-
e) Life insurance premium paid on policy of ₹1,00,000/- taken on 01-04-2014. ₹ 12,000/-
Q.8 What do you understand by permanent account number? Discuss the procedure of allotment of this account number and its uses in detail.

Q.9 Write short notes on:
   a) Deduction of tax at source on salary.
   b) Deduction of tax at source on national saving scheme under section 194(EE).
   c) Deduction of tax at source on the fees for professional or technical services or royalty or non-compete fee or remuneration other than salary to director.
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated- Third Semester
MACRO ECONOMICS(CH-3.3)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) The modern developments in macroeconomics are most closely associated with the work of __________.
   b) Give two limitations of macroeconomics.
   c) IS-LM model has developed by _________ in __________.
   d) SLR = ____________.
   e) What are the kinds of fiscal policy?
   f) Unemployment = ___________ - ___________.
   g) Net present value (NPV) = ___________ - ___________.
   h) Multiplier (K) = ___________ / ___________.

2x10

Answer the following questions in brief:
   i) Explain the concept of economic static analysis.
   j) Explain how inflation affects economic development.
   k) What are the various kinds of foreign exchange market?
   l) Suppose an investment project costs Rs. 5000/- and yield an annual income of Rs. 2500/- for a period of 3 years. Find the marginal efficiency of capital.

UNIT-I

Q.2 Write a note on origin and growth of macro-economics, highlighting the conditions and the factor that led to emergence of new macro-economic theory. 15

Q.3 What are the main components of expenditure? Explain the two main flows in an economy. 15

UNIT-II

Q.4 Define IS curves. Derive it graphically. Explain the relationship between the interest rate and income. 15

Q.5 Explain aggregate demand-supply model with schedule and graph. 15

UNIT-III

Q.6 Define inflation. Discuss the main causes of raising and falling inflation? What is the acceptable limit of inflation? 15

Q.7 Distinguish between MEC and MEI. Illustrate graphically the relationship between MEC and MEI. 15

UNIT-IV
Q.8  How is the fixed exchange rate fixed or pegged? How does a government manage to prevent the fluctuation in the flexible rate.

Q.9  According to Baumol-Tobin theory demand for money, \( M_t / 2 = \sqrt{\frac{by}{2i}} \). Show the derivation of this formula.
B.Com. (Hons) and B.Com. (Hons)-Industry Integrated-Third Semester
FUNDAMENTALS OF MARKETING (CH-3.4)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1  a) Which of the following statements is correct?
   i) Marketing is the term used to refer only to the sales function within a firm.
   ii) Marketing managers don’t usually get involved in production or distribution decisions.
   iii) Marketing is an activity that considers only the needs of an organization; not the needs of society as a whole.
   iv) Marketing is the activity, set of institutions, and processes for creating, communicating, delivering and exchanging offerings that have value for customers, clients, partners and society at large.

b) In the history of marketing, when did the production period end?
   i) In the late 1800’s.
   ii) In the early 1900’s.
   iii) In the 1920’s.
   iv) After the end of the Second World War.

c) Marketing managers cannot control ____________ but they can at times influence it.
   i) Where advertising is placed?
   ii) How products or services are delivered?
   iii) The external environment.
   iv) How products are priced?

d) _______________ can be defined as the manner in which the individual copes and deals with his/her psychological and physical environment on a day-to-day basis.
   i) Perception
   ii) Lifestyle
   iii) Learning
   iv) Memory

e) Sellers that handle their own exports are engaged in:
   i) Direct exporting
   ii) Indirect exporting
   iii) Licensing
   iv) Contract manufacturing

f) The typical method of retail operation used by supermarkets and catalog showrooms is called:
   i) Self-service retailing.
   ii) Limited-service retailing.
   iii) Full-service retailing.
   iv) Service-merchandiser.

g) _______________ is the practice of adopting policies and developing strategies that both sustain the environment and produce profits for the company.
i) Environmentalism.
ii) Environmental sustainability.
iii) Consumerism.
iv) Consumer accountability.

h) Which of the following is not a brand's function?
   i) Creating identification
   ii) Guaranteeing quality level
   iii) Helping with promotion
   iv) Lowering production cost

j) __________ is the amount of money charged for a product or service.
   j) ______________ costs do not vary with production levels or sales levels.

Answer in brief:

k) Significance of marketing.
l) What is test marketing?
m) Type of buyers.
n) Functions of packaging.
o) Specialty stores.

UNIT-I

Q.2 What is meant by marketing mix? Explain the elements and scope of marketing mix.

Q.3 What are the major stages in the consumer buying decision process? Are all these stages used in all consumer purchase decision?

UNIT-II

Q.4 What is segmentation? Explain the bases of segmentating the market. Also discuss the criteria for effective segmentation.

Q.5 What are the advantages of branding? What value does the organization and customers get out of the branding process?

UNIT-III

Q.6 Explain the major pricing strategies used by the marketers.

Q.7 What is promotion? Explain the ingredients of promotion mix in detail.

UNIT-IV

Q.8 Write short notes on:
   a) Wholesaling.
   b) Types of retailing.
   c) Specialty stores.

Q.9 Why the rural marketing is becoming so important? What are constraints in rural marketing?
B.Com. (Hons) and (Industry Integrated) - Fourth Semester
DIRECT TAXES (CH-4.1)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1  a) Fill in the blanks:
   i) Service tax in India is governed and administered by __________.
   ii) Return of service tax is to be filed in form _________.
   iii) The amount of service tax payment is rounded off to _________.
   iv) Input tax credit under VAT laws is available only to _________ dealers.
   v) A dealer is entitled to opt for composition scheme under VAT if his turnover is upto `_________ during the last financial year.
   vi) Small-scale industries scheme is _________ scheme (optional/mandatory)
   vii) Excise duty on goods removed by the SSI unit should be deposited _________. (monthly/quarterly)
   viii) Special CVD levied under section 3(5) cannot exceed ___________%.
   ix) The rates of custom duty are given in the _________.
   x) When the goods are assessed on ad valorem basis it is necessary to find out _________. of goods.

b) State whether the following statements are TRUE or FALSE:
   i) Service tax is applicable to whole of India.
   ii) The relevant form for payment of service tax is GAR-7.
   iii) Tax payers’ identification number (TIN) is a registration number of a VAT dealer.
   iv) VAT is levied only on intra-state sale of goods.
   v) Composition scheme under VAT Laws is an optional scheme.
   vi) VAT payment must be deposited by proprietors, LLPs partnership firms quarterly.
   vii) Central Excise Tariff Act 1985 contains the rate of duty of excisable goods.
   viii) Duty of central excise is collected at the time of production of goods.
   ix) Rate of basic export duty of customs are given in schedule I of Custom Tariff Act.

1×10

Q.2  a) What are the provisions of service tax registration?  8
b) Write down the provisions regarding filing of service tax returns.  7

Q.3  List the services that have been specified in the negative list and explain them briefly. 15
UNIT-II

Q.4 Discuss concept of VAT. Point out reasons for adoption of VAT and discuss its merits and demerits in detail. 15

Q.5 a) Briefly explain the provisions for registration under the State VAT Laws. 7
b) R a manufacture sells the manufactured goods in Delhi to ‘S’ distributor for ₹ 1,00,000/-. ‘R’ was not entitled to VAT credit on the purchases of raw materials as the raw material was not liable for VAT. ‘S’ the distributor sells the same goods to whole sale dealer ‘T’ for ₹ 1,20,000/- (which includes freight and other expenses ₹ 15,000/- and his profit ₹ 5,000/-). ‘T’ sells the same goods to dealer ‘U’ for ₹ 1,30,000/- and ‘U’ sold the same goods to consumer ‘V’ for ₹ 1,50,000. Compute VAT payable at each stage assuming rate of VAT at each stage is 12.5%. 8

UNIT-III

Q.6 Write short notes on the following:
a) Compounded levy scheme. 5x3
b) Exemption available to SSIs.
c) Maximum Retail Sale Price Valuation Method of excise duty.

Q.7 a) Explain various types of excise duties in brief. 8
b) Give rules relating to removal of excisable goods under Central Excise Act. 7

UNIT-IV

Q.8 What is taxable events under customs? Give various types of duties under customs on imported goods. 15

Q.9 a) From the following particulars calculate the Customs Duty Payable:
i) Assessable value of imported goods ₹ 5,00,000/-. 7
ii) Basic Customs Duty Payable @10%.
iii) The imported goods are also produced in India on such goods excise duty is leviable @12.5%.
v) SAD @ 4% and education less @ 3% is leviable.
b) What are the formalities under Custom Act for warehousing of goods? State the documents to be executed for clearance of warehouse goods for home consumption. 8
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated - Fourth Semester
COST ACCOUNTING (CH-4.2)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q. 1 is compulsory. All questions carry equal marks.

Q. 1 State whether the following statements are TRUE or FALSE:
   a) Prime Cost + Overheads = Total Cost.
   b) Fixed costs are not affected by production.
   c) Cost accounting helps in fixation of selling prices.
   d) In process costing costs are calculated for each process.
   e) Wastage which can be controlled is known as abnormal loss.

2×5

Fill in the blanks:
   f) Cost accounting is the part of _________ accounting.
   g) In Job Costing system a separate _________ is prepared for each _________.
   h) In contract costing payment to the contractor is made on the basis of _________.
   d) The main objectives of cost accounting are _________ and _________.
   e) The cost of one process may be transferred to the _________ process.

2×5

Answer the following questions in brief:
   a) What is labour turnover?
   b) Explain batch costing.
   c) Differentiate between joint product and by product.
   d) Differentiate between cost accounting and financial accounting.

5×4

UNIT-I

Q. 2 The cost accountant of a manufacturing company gives the following information:
   Closing stock of raw material and finished goods are ₹ 20000/- and ₹ 5000/-,
   Work in progress opening and closing are ₹ 4000/- and ₹ 2000/-,
   Opening stock of raw material and finished goods are ₹ 30000/- and ₹ 10000/-,
   Purchase of raw material ₹ 100000/-,
   Office expenses ₹ 20000/-,
   Direct labour ₹ 52000/-,
   Sale of finished goods ₹ 220000/-,
   Selling expenses ₹ 8000/- Work overheads ₹ 12000/-
   Output: Unit produce 1000 units.
   Prepare a statement of Cost Sheet.

15

UNIT-II

Q. 3 a) Differentiate between time keeping and time booking.
   b) Explain various types of cost with example.

7 8

Q. 4 a) Calculate Machine Hour Rate from following:
   i) Cost of Machine ₹ 100000/-, Installation Charges ₹ 10000/- and Estimated scrap value ₹ 50000/-, Estimated Life of the Machine 10 years,
ii) Estimated working hours per year 2200 hrs, Rent and Rates ₹ 250/- per month,
iii) Supervisory salary ₹ 700/- per month, General Lighting ₹ 300/- per month,
iv) Rate of power per 100 units ₹ 50/- per unit, Power consumption 10 units per hour,
v) The machine occupies 25% of the total area of the shop; the supervisor isspending 20% of his time for this particular machine.

b) What is idle time and how should it be treated in Cost Accounts?

Q.5 The following transactions took place in respect of material item:

<table>
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<tr>
<th>Date (July 2014)</th>
<th>Receipts (Kg)</th>
<th>Rate (₹)</th>
<th>Issue (Kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>500</td>
<td>5.00/</td>
<td>_____</td>
</tr>
<tr>
<td>10</td>
<td>_____</td>
<td>_____</td>
<td>200</td>
</tr>
<tr>
<td>15</td>
<td>_____</td>
<td>_____</td>
<td>250</td>
</tr>
<tr>
<td>18</td>
<td>400</td>
<td>4.00/</td>
<td>_____</td>
</tr>
<tr>
<td>20</td>
<td>_____</td>
<td>_____</td>
<td>200</td>
</tr>
<tr>
<td>25</td>
<td>_____</td>
<td>_____</td>
<td>100</td>
</tr>
</tbody>
</table>

Prepare stores Ledger Account Applying:
a) FIFO.
b) Weighted Average Method.

UNIT-III

Q.6 On 1\textsuperscript{st} July 2014 X Ltd. started to construct a warehouse, the contract price being ₹ 400000/-. The accounts are closed on 31\textsuperscript{st} Dec. and following information are available:

- Material ₹ 80000/-
- Wages ₹ 54000/-
- Plant ₹ 25000/-
- Direct Expenses ₹ 6000/-

Overheads 10% of wages.

Work certified ₹ 170000/- and cash received 80% of work certified.

Work not certified ₹ 20000/-.  

Material at site ₹ 16000/- and plant is to be depreciated @ 20% p.a.

Prepare Contract Account in the book of X Ltd.

b) Write a note on work certified and work uncertified.

UNIT-IV

Q.8 A product passes through two processes A and B. The normal wastage of each process is as follows: Process A - 3% and Process B - 5%. Wastage of Process A was sold at 25 paisa per unit and Process B at 50 paisa per unit. 10000 units were issued to Process A in the beginning at a cost of ₹ 1.00 per unit. The other expenses are as follows:

<table>
<thead>
<tr>
<th>Information</th>
<th>A</th>
<th>B</th>
<th>Information</th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material(₹)</td>
<td>1000</td>
<td>1500</td>
<td>Direct Expenses (₹)</td>
<td>1050</td>
<td>1188</td>
</tr>
<tr>
<td>Labour (₹)</td>
<td>5000</td>
<td>8000</td>
<td>Actual Output</td>
<td>9500 units’</td>
<td>9100 units</td>
</tr>
</tbody>
</table>

Prepare the Process Accounts, Normal Wastage, Abnormal Wastage and Abnormal Gain Accounts.

Q.9 a) Differentiate between joint product and byproduct.
b) The information given below has been taken from the costing records of an Engineering works in respect of Job No. 103:

Material: ₹ 4010

Wages:
- Deptt. A - 60 hours @ ₹ 3 per hrs
- Deptt. B - 40 hours @ ₹ 2 per hrs
- Deptt. C - 20 hours @ ₹ 5 per hrs

Overhead Expenses:

Variable Overheads:
- Deptt. A - ₹ 5000 for 5000 labour hours
- Deptt. B - ₹ 3000 for 1500 labour hours
- Deptt. C - ₹ 2000 for 500 labour hours

Fixed Overheads: Estimated at ₹ 20000 for 10000 normal working hours.

You are required to calculate the cost of Job No. 103 and calculate the price to give profit of 25% on selling price.
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated - Fourth Semester
HUMAN RESOURCE MANAGEMENT (CH-4.3)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
a) Human resource planning serves as guide to the management of human resources.
b) Recruitment is not the process of searching the prospective candidates.

Q.1 Answer in brief:
c) In on-the-job training, workers learn in the actual work environment.
d) Counseling is an integral part of HRM.
e) Demotion is reverse of promotion.
f) The full Form of ASTD is American Standard Training Design.
g) ATD are broad guidelines as to how the objectives of a business are to be achieved.
h) Job specification serve as a support the recruitment and selection processes.
i) Induction is the process of selecting individuals who have required qualification and experience.
j) The process of increasing knowledge and skills for a specific job is job analysis. 2×10

UNIT-I
Q.2 Define HRM and discuss its nature and scope. Why is it considered as one of the most significant business functions of an organization? 15

Q.3 a) Explain the process of formulation of HR policy in an organization.
b) State the competencies required by HR manager to perform his function successfully. 7

UNIT-II
Q.4 “Job description and job specification are the two by-products of job analysis”. Discuss this statement. 15

Q.5 Write short notes on:
a) Types of employment test.
b) Types of interview. 7½×2

UNIT-III
Q.6 What is the purpose of training? Explain the various methods of training in detail. 15
Q.7 What is performance appraisal? Explain the different methods of performance appraisal in detail.  

UNIT IV

Q.8 a) What is job evaluation? Discuss various techniques of job evaluation in detail.  
b) Explain performance linked compensation in brief.

Q.9 Write short notes on:  
a) Grievance handling and redressal.  
b) VRS.  

7½ × 2
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated- Fourth Semester
INDIAN ECONOMIC POLICIES (CH-4.4)

Time: 3 hrs. 
Max Marks: 100
No. of pages: 1

Note: Attempt five questions in all; taking at least one question from each unit. Q. 1 is compulsory. Each question carries equal marks.

Q. 1 Answer in brief:
   a) What are the features of underdeveloped countries?
   b) What are the indicators of HDI values?
   c) What do you mean by occupational structure?
   d) Explain the concept of foreign investment.
   e) Write two main objectives of WTO.

State whether the following statements are true/false:
   f) Disinvestment is a variant of underdevelopment.
   g) Technical progress is the result of inventions and innovations.
   h) Composition to trade refers to the types of goods in which a country trades.
   i) Control of Faminies increase death rate.
   j) Expected years of schooling is an indicator of IHDI.

Q. 2 Answer in brief:
   k) Distinguish between ‘economic growth’ and ‘economic development’.
   m) What are the components of food security system in India?
   n) Explain the need for foreign capital.

UNIT-I

Q. 2 Write notes on the following:
   a) Physical Quality of Life Index.
   b) Amartya Sen’s Capability Approach.
   c) Human Development Index.

Q. 3 Explain the state of agriculture, industry and demographic profile of Indian economy on the eve of independence.

UNIT-II

Q. 4 a) What was the situation of Indian economy before economic reforms taken up?
   b) Explain the changes in sectoral composition of GDP.

Q. 5 a) Discuss the reason for slow progress of land reforms.
   b) What is meant by liberalization of the economy? Give its main measures.

UNIT-III

Q. 6 Discuss the nature, extent and causes of poverty and unemployment in India. Briefly review the policy of the government to solve this problem.

Q. 7 What is the effect of population growth on economic development? Discuss the main causes of rapid growth of population in India. Suggest measures of control the rapid growth of population.
UNIT-IV

Q.8 What do you understand by “Green Revolution”? How did it try to overcome the slow progress of land reforms in India? 15

Q.9 Describe Foreign Direct investment (FDI) in India after 1991. 15
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Fourth Semester
ENVIRONMENTAL STUDIES (CH-4.5)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) Answer briefly:
   i)  Who coined the term ‘ecology’ and when?
   ii) Name two basic components of environment.
   iii) What is meant by habitat?
   iv) The earth planet is also called as __________.
   v)  The chipko movement was initiated by __________.
   vi) The organisms that feed on the dead are called __________.
   vii) Define the term ‘poaching’.
   viii) What is the chemical formula of ozone?
   ix)  What is meant by population explosion?
   x) Expand the term ‘AIDS’. 2×10

b) Write short notes on the following:
   i)  India as mega diversity nation.
   ii) Marine ecosystem.
   iii) Global warming.
   iv) Sustainable development. 4×5

UNIT-I

Q.2 Enumerate the various objectives of environmental studies being included in formal education.15

Q.3 How mineral resources are an asset to a nation and also can lead to its destruction? Comment.15

UNIT-II

Q.4 Define Ecosystem. Describe the structural and functional features of an ecosystem. 15

Q.5 What are the consumptive and productive uses of biodiversity? How does it hold social andaesthetic values? 15

UNIT-III

Q.6 Discuss the role of an individual in prevention of pollution citing examples with respect to air, water, soil and noise pollution. 15

Q.7 What are the problems and concerns associated with resettlement and rehabilitation of people?15

UNIT-IV

Q.8 What is the role of women welfare and empowerment in population control? 15
Q.9 Discuss the population growth features and the variation in these features among different nations.
Q.1 **State whether the following statements are TRUE or FALSE:**

a) An intangible asset is an identifiable non-monetary asset lacking physical substance.

b) Internally generated goodwill shall not be recorded in books of accounts.

c) Provisions should be assessed & reassessed on each balance sheet date to reflect the current best estimate.

d) As per AS-2 comparison of cost & NRV is made on item by item basis.

e) As per AS-2 Specific Identification Method should be used when inventories are of unique nature.

f) As per AS-26, expenditure incurred during research phase shall be expensed off as incurred.

g) Deferred Tax is created on domestic income tax & foreign taxes which are based on taxable income.

h) Inventories are valued at higher of Cost & NRV.

i) Contingent asset are neither recognized nor disclosed in the financial statement.

j) Deferred Tax is created due to the timing difference of an entity.

k) Temporary differences are the differences which originate in one period & are capable of reversal in one or more subsequent period.

l) As per AS-11, the financial statements of Non-integral foreign operation should be translated as if all the transactions of the foreign operation has been entered by the reporting entity itself.

m) There is no difference between provision & other liabilities such as trade payables & accruals.

n) If an asset is acquired by way of a government grant, it shall not be recognized in books of accounts.

o) Valuation of investments is done as per AS-11

p) If the useful life cannot be determined reliably, the intangible asset shall be amortized for a period of 15 years.

q) Fixed assets, inventories & investments in equity shares are of monetary nature.

r) INDAS are prepared in parity with US-GAAP.

s) As per AS-26, expenditure previously recognized as an expense in annual or internal financial statements can be reinstated in books as an asset at a later date.

t) Value of the goodwill is done as per AS-21.

1x20
Q.2  
a) Tara Ltd has goods worth Rs. 200,000 at the end of the year. The estimated selling price of the goods is Rs. 175,000. At what value the goods should be recorded in the balance sheet?  
What is the amount to be credited/charged to Profit & loss a/c on account of valuation of inventories?  
b) Jacqueline supplies cheese to a local restaurant. In August 2014 she supplied the restaurant with some cheese, and now she has heard that some of the restaurant’s customers have suffered attack of food-poisoning. The restaurant has claimed that this is because of Jacqueline’s cheese and has commenced a legal action against her. Alibaba, a local lawyer who specialize in food-poisoning cases, has advised Jacqueline that she has a 42% chance of losing the case, and that, if she does lose, she will probably have to pay Rs.300,000 to settle the liability.  
What is the nature of Jacqueline’s liability, if any, how should it be treated in her financial statements for the year ended 31 August, 2014?  
c) An entity is involved in telecommunications and has a distribution network that requires maintenance. The maps are maintained in a CD ROM that enables maintenance crews to identify and locate the assets that form the system. A substantial cost has been incurred in developing these maps. These maps cannot be sold and transferred, as these are only of value to the entity. Is it possible for the entity to recognize these as an intangible asset?  
d) An entity is involved in banking sector. Management plans to establish a consumer finance division. The bank intends to hire high profile employees in order to attract new business quickly. The bank made an offer to employment to 15 employees and the offer was duly accepted. The contract is for a period of 5 years and includes sign on bonus, without any claw back if the employee leaves during the term of the contract. The bank wants to recognize an intangible asset in respect of sign on payments.  

Q.3  
a) What is the meaning of Provisions? What is the objective of recognizing provisions in the financial statements?  
b) Explain contingent assets and contingent liabilities with an example.  
c) ABC Limited has sold 10,000 mobile phones during the month of March 2012, with the condition to make good by repair/replacement of any manufacturing defects reported within one year from the date of sale. Past experience in this is regard showed that there were no replacements carried out, but minor/major repairs were required to the extent of 5% on the units sold. The costs of such repairs would amount to Rs. 500 per handset.  
Whether an entity should recognize provision in the financial statement at year end?  
d) XYZ Ltd. acquired an intangible asset amounting to Rs. 50,00,000 in exchange of some other asset given up by XYZ Ltd, the cost of which is Rs. 45,00,000. What should be the cost of the intangible asset purchased?  

Q.4  
a) Sara Ltd values its inventory using the FIFO method. At 1 April 2015 the company had 700 shirts in inventory, valued at Rs. 190 each. During the year ended 31 March 2016 the following transactions took place:  
2015  
1July Purchased 500 shirts at Rs. 220 each
1 November Sold 400 shirts for Rs. 160,000

2016
1 February Purchased 300 shirts at Rs. 230 each
15 March Sold 250 shirts for Rs. 125,000

What is the value of the company’s closing inventory of shirts at 31 March 2016?

b) A company purchased machinery for Rs 300,000 with an estimated useful life of 3 years.
The tax authorities allow depreciation over a period of 5 years. For accounting purpose, the company has been using straight line method to charge depreciation. The profit before depreciation for each of the 5 years is Rs. 150,000. The rate of tax is 30%.

Required
i) What is the amount of depreciation as per tax books for Year 1?
ii) What is the amount for depreciation as per accounting books for Year 1?
iii) What is the deferred tax balance at the end of year 1?

Q.5 ABC Limited borrowed US $ 2,50,000 on 31 Dec 2011 which will be repaid (settled) on 30 June 2012. ABC Limited prepares financial statement ending 31 March 2012. Rate of exchange between reporting currency (Rupee) and foreign currency (US$) on different dates are as under:
31 Dec 2011: 1 US $=Rs. 44.00
31 Mar 2012: 1 US $=Rs. 44.50
30 Jun 2012: 1 US $=Rs. 44.75
Pass necessary journal entries as on 31 Dec 2011, 31 March 2012 and 30 Jun 2012 to record the above transaction.

Q.6 Following are the particulars of ABC Limited as on 31-March-2011:
Deferred tax liability Rs. 10,00,000
Deferred tax asset Rs. 5,00,000

The following transactions were reported during the year 2011-12

i) Tax rate 50%
ii) Depreciation as per books Rs.
25,00,000 Depreciation as per IT Act Rs.
15,00,000 No additions to fixed assets during the year
iii) Items disallowed in 2010-11 and allowed for tax propose in 2011-12 Rs. 5,00,000
iv) Interest to Financial Institutions in books on accrual basis but actual payment on 30-septmber-2012 Rs.
10,00,000
v) Donations in 2011-12 Rs. 5,00,000
vi) Share issue expense allowed u/s 35D in IT Act for 2011-12 Rs. 2,50,000
(1/10 of Rs. 25,00,000 incurred) whereas as per books full expense allowed
vii) Repairs of Plant & Machinery Rs. 50,00,000 was spread over the period 2011-12 and 2012-13 in books. However the entire expense was allowed under IT Act

Compute the amount of deferred tax asset/liability for 2011-12.
B.Com. (Hons) and B.Com (Hons) - Industry Integrated -Fifth Semester  
MANAGEMENT ACCOUNTING (CH-5.1)

Time: 3 hrs     Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:  
(a) Management accounting is a means not an end.  
(b) Budget is a blueprint of the projected plan of action.  
(c) Flexible budget is give the budgeted cost at any level of activities.  
(d) Standard costing cannot exist without budgets.  
(e) Only variable costs are charged to production in marginal costing.

Fill in the blanks:  
(f) Flexible budget recognises the difference between ________ and ______ costs.  
(g) Labour cost variances = __________ + ___________.  
(h) Idle time variance is always ___________.  

Answer the following questions (any four):  
(i) Differentiate between marginal and absorption costing.  
(j) Write any four functions of management accountant.  
(k) Calculate profit volume ratio:  
Sales Rs. 2,00,000/-variable cost Rs. 1,20,000/- and fixed cost Rs. 40,000/-.  
(l) Differentiate between management accounting and financial accounting.  
(m) Differentiate between fixed and flexible budget.

UNIT-I

Q.2 Explain in detail the techniques of management accounting and discuss the advantages of management accounting in detail.  

Q.3 With the following data for a 60% activity, prepare a flexible budget at 80% and 100% activity level:  

| Production | 600 units |
| Material | Rs100/- per unit |
| Labour | Rs.40/- per unit |
| Expenses | Rs.10/- per unit |
| Factory expenses | Rs. 40,000/- (40% fixed) |
| Administration expenses | Rs. 30,000/- (60% fixed) |

UNIT-II

Q.4 Explain the term ‘budgetary control’. How is it different from standard costing? Discuss the process of preparing a budget in the organization.  

Q.5 For following particulars, compute labour variances:

<table>
<thead>
<tr>
<th>Labour</th>
<th>Standard (output: 200)</th>
<th>Actual (output: 190)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No. of Persons</td>
<td>Rate (Rs.)</td>
</tr>
<tr>
<td>Grade I</td>
<td>50</td>
<td>6</td>
</tr>
<tr>
<td>Grade II</td>
<td>25</td>
<td>10</td>
</tr>
<tr>
<td>Grade III</td>
<td>20</td>
<td>20</td>
</tr>
</tbody>
</table>
Idle time was 2 hours.

UNIT-III

Q.6 What is break evenpoint? How is it determined? Discuss the assumptions and limitations of the break even analysis technique in detail.

Q.7 The total cost and profit during two periods are as follows:

<table>
<thead>
<tr>
<th></th>
<th>I (Rs.)</th>
<th>II (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total cost</td>
<td>4,50,000/-</td>
<td>6,50,000/-</td>
</tr>
<tr>
<td>Profit</td>
<td>50,000/-</td>
<td>1,00,000/-</td>
</tr>
</tbody>
</table>

Calculate:

a) P/V ratio.
b) Break even sales.
c) Sales required to earn a profit of Rs. 1,25,000/-.d) Profit earned when sales is Rs. 3,50,000/-. 

UNIT-IV

Q.8 a) Differentiate between marginal and absorption costing.
b) Write a note on 'limitations of marginal costing'.

Q.9 Define responsibility accounting. What are the pre-requisites in its implementation in an industrial organization?
B.Com. (Hons.) and B.Com.(Hons.) - Industry Integrated - Fifth Semester
BANKING(CH-5.2)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) __________ is medium of exchange.
   b) __________ provide short periods loan frame 1 to 14 days.
   c) In __________ market fresh capital is raised by companies.
   d) __________ T-bills are issued in favour of RBI.
   e) __________ implies conversion of share certificate from physical to electronic form.

Answer the following questions:
   f) What do you mean by flow of fund?
   g) What is gilt edge market?
   h) Discuss various participants in Indian money market.
   i) What is IPO?
   j) Discuss unorganized sector of financial market.

Write short notes on:
   k) Primary market.
   l) Role of banks in exchange of securities.
   m) Life and non-life insurance.
   n) NABARD.

UNIT-I
Q.2 Define financial system and discuss the important functions performed by it in detail.

Q.3 Discuss the role of financial system in the development of an economy.

UNIT-II
Q.4 Discuss the role of stock exchange in India and procedure for dealing at stock exchange in detail.

Q.5. Explain capital market and its instruments in detail.

UNIT-III
Q.6 Write a note on: 'role of mutual fund in India'.

Q.7 Discuss various role of commercial banks in working capital finance sector.

UNIT-IV
Q.8 Explain the role of merchant bankers in the capital market.

Q.9 What is underwriting? Explain the role of various parties in underwriting.
B.Com. (Hons.) and B.Com.(Hons.) - Industry Integrated- Fifth Semester
INTERNATIONAL FINANCE AND TRADE(CH-5.3)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each
UNIT. Q.1 is compulsory. Each question carries equal marks.

Q.1 Answer the following questions:
a) Define ‘polycentrism’.
b) What do you understand by international operations management?
c) Define ‘cultural trait’.
d) Explain non-tariff barriers.
e) What are TRIMs?
f) What is Euro?
g) Explain soft loan.
h) What do you mean by ‘globalization of business’?
i) Explain market profile.
j) Explain the role of MNCs in society.

Answer in brief:
k) Write a note on the ‘complexity of language in international business’.
l) What is meant by ‘BOP deficit’? What are the methods of financing BOP deficit?
m) Differentiate between ‘forward contract’ and ‘future contract’.
n) Write a note on ‘evolution of export promotion measures’.

UNIT-I

Q.2 “Firms need global orientation even to survive in the domestic market”. Elucidate. Also explain the complexities of international business.

Q.3 Explain the global demographic trends and their implications for business in detail.

UNIT-II

Q.4 Explain the following:
a) Theory of absolute cost advantage.
b) Theory of comparative cost advantage.

Q.5 Examine the functions and role of World Bank.

UNIT-III

Q.6 What are the different regional economic integration in Asia? How is it helpful in trade expansion?

Q.7 Explain the different types of foreign investments in India. What are the factors affecting foreign investment in India?

UNIT-IV

Q.8 Explain the role of IT in international business. Explain the key issues involved in making international production and human resource.

Q.9 Write short notes on:
a) Measures for promoting foreign investment in India.
b) Special economic zone.
Q.1 State whether the following statements are TRUE or FALSE:

a) A domestic company who declared the dividend in previous year is liable to pay DDT @ 17.039%.

b) The undertaking can claim 100% deduction of such profit and gain from gross income in their chain of hospital in excluded areas.

c) Under Income-Tax Act “demerger” requires that all assets should be transferred at market value.

d) Tax on salary is the example of Indirect Taxes.

e) HRA is a fully taxable allowance.

Answer the following:

f) Write a short note on: ‘deferred tax assets’.

g) Discuss any three points of tax planning with respect to employee’s remuneration from employer point of view.

h) Explain tax planning provisions in respect of hotel and hospital industry.

i) Write a short note on: ‘slump sale’.

j) Payment of dividend or issue of share. Which one is more preferred by a company in normal situation and why?

UNIT-I

Q.2 Discuss the provisions relating to tax on distributed profits of domestic companies under section 115-0(I), 115 QA to 115 QC.

Q.3 Define tax planning and distinguish it from tax evasion. Discuss Mc-Dowell’s case in detail.

UNIT-II

Q.4 From the following information determine whether the assessee should purchase an asset or take on lease:

<table>
<thead>
<tr>
<th>Description</th>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Cost of asset</td>
<td>Rs. 1,00,000/-</td>
</tr>
<tr>
<td>b) Rate of depreciation</td>
<td>15%</td>
</tr>
<tr>
<td>c) Rate of interest</td>
<td>10%</td>
</tr>
<tr>
<td>d) Re-payment of loan by assessee</td>
<td>Rs. 20,000/- P.A.</td>
</tr>
<tr>
<td>e) Rate of tax</td>
<td>30.9%</td>
</tr>
<tr>
<td>f) Residual value</td>
<td>Rs. 20,000 after 5 yrs.</td>
</tr>
<tr>
<td>g) Profit of the assessee before depreciation, interest and tax.</td>
<td>Rs. 100,000/</td>
</tr>
<tr>
<td>h) Lease rent</td>
<td>Rs. 30,000/- P.A.</td>
</tr>
</tbody>
</table>

Q.5. Discuss the main points of tax planning in respect of employee’s remuneration from the employee’s point of view.

UNIT-III

Q.6 What are the special provisions relating to certain incomes of Non-Resident Indian (NRI) as per chapter XIIA of Income Tax Act?
Q.7 What do you understand ‘by advance ruling’ and ‘applicant’ as per section 245 N (advance ruling). Discuss about the authority for advance ruling and the steps that should be followed by applicant of obtaining an advance ruling as well as for withdraw of application.

UNIT-IV

Q.8 Discuss the provisions of Income Tax Act relating to amalgamation of companies in detail.

Q.9 What do you understand by de-merger? Discuss the tax incentives available to shareholders of a demerged company and resulting company in case of demerges.
B. Com. (Hons.) - Industry Integrated—Fifth Semester
FINANCIAL ACCOUNTING-V (KCAP-V) (CH-5.5K)

Time: 3 hrs. Max Marks: 100
No. of pages: 3

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYFOUR questions from the remaining. Each question carries equal marks.

Q.1 Multiple choice questions:
   a) Which of the following is not a “non- current liability”?
      i) Long-term borrowings.
      ii) Trade payables.
      iii) Deferred tax liability.
      iv) Long term provisions.
   b) The term imprest system is used in relation to:
      i) Purchase book.
      ii) Sales book.
      iii) Cash book.
   c) Which of the following is not covered under the classification of “cash and cash equivalents”?
      i) Bank balance.
      ii) Debtors.
      iii) Cheques, drafts on hand.
      iv) Cash on hand.
   d) Which of the following is not a capital expenditure?
      i) Cost of building.
      ii) Expenditure incurred on formal opening of factory.
      iii) Installation costs.
      iv) Initial (first time) insurance premium.
   e) Which of the following is not cash flow from operating activities?
      i) Cash receipts from sale of goods.
      ii) Cash payment to supplier of goods.
      iii) Cash repayment of amount borrowed.
      iv) Employee salaries paid in cash.

State whether the following statements are TRUE or FALSE:
   f) Decline in the market value of investment is a non-adjustingevents.
   g) Accounting standard deals with events occurring after balance sheet date.
   h) Internally generated goodwill shall not be recorded in books of accounts.
   i) Dividend received is cash flow from financing activities.
   j) Under Indian GAAPs change in method of depreciation means change in accounting estimate.
   k) If there is no unconditional right to defer settlement for at least 12 months from reporting date, then such obligation shall be treated as Non- current liability as per Schedule-III of Companies act 2013.
   l) Capitalization of borrowing asset should be suspended when the activities of development of qualifying asset is interrupted due to abnormal circumstances.
   m) “Share Application money pending allotment” is part of shareholder’s funds.
   n) Deferred tax liability is non-current liability.
   o) If the asset to be realized/sold/consumed in normal operating cycle will be treated as current asset even if operating cycle is more than 12 months.
p) Refundable share application money shall be disclosed in balance sheet under the head “Current liabilities”.
q) Reversal of provision means change in accounting estimate as per AS-5.

**Fill in the blanks:**
r) Cash Flow arising from interest paid should be classified as cash flow from __________ Activities.
s) Prior period items are income and expense which arise in current period as a result of __________ and __________ in the preparations of financial statements of one or more prior periods.
t) Format of Balance sheet for companies is given under __________ of __________.

Q.2 a) Define ‘adjusting’ and ‘non adjusting events’.
b) Differentiate between an accounting policy and an accounting estimate.
c) When can an entity change the accounting policy? How are the changes in accounting policy and accounting estimate treated in books of accounts?
d) Define ‘prior period items’ in brief.

Q.3 a) A company holds raw materials on an average for 60 days, production process needs 15 days, finished goods are held for 30 days and 30 days credit is extended to customers. What will be the operating cycle?
b) When asset will be classified as current asset?
c) Define current liabilities as per schedule-III of the Companies Act 2013 with two examples.
d) ABC limited manufactures and sells luxury vehicles. All vehicles are guaranteed for 12 months. It recognizes a provision for warranty costs based on the claim history of its luxury vehicles. In 2011, ABC limited has become aware that there was a fault in the vehicles sold in 2010 due to certain faulty parts used. Therefore, it expects more claims in respect of those vehicles in 2011. ABC limited wants to recognize this expected increase in claims as a change in accounting policy. Is ABC Ltd. right in its approach? Discuss.

Q.4 a) Classify the following items as current or non-current with reasons:
i) Employees’ salary.
ii) Service tax liability of previous month.
iii) Electricity deposit given.
iv) Lease payments under finance lease.
b) What is the difference between a revenue and an income? Explain with examples.
c) ABC Ltd. as a policy followed straight line method for calculating depreciation on its machinery. However, on an analysis of its peers it observed that the written down value method was predominantly used in its industry. So the management of ABC Ltd. decided that they would also start using the written down value method for calculating depreciation. They contend that the change in method is a change in estimate. Is their contention correct?
d) On 31st Mar 2012, ABC Ltd. finds that it did not account for stock worth ₹10,00,000/- pertaining to the period 1st Apr 2009 to 31st Mar 2010. How ABC Ltd. needs to account for it in the books of accounts?

Q.5 Explain the difference between IGAAAP and IFRS on following topics:
a) Inventory.
b) Revenue.

Q.6 Explain the difference between IGAAAP and IFRS on any one of the following topics:
a) Presentation of financial statements.
b) Fixed assets.
B.Com. (Hons) and B.Com (Hons.) - Industry Integrated-Sixth Semester
CORPORATE SOCIAL RESPONSIBILITY (CH-6.1)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Define ethics.
   b) Give one objective of ethics.
   c) Discuss Marxist view on justice.
   d) Define ethical relativism.
   e) Define Liberty.
   f) Define situational ethics.
   g) Explain insider trading.
   h) Discuss virtue.
   i) What is utilitarianism?
   j) What is discrimination?

   Answer in brief:
   k) What is the importance of corporate governance?
   l) What is the impact of globalization on business ethics?
   m) Explain the Maxwell Scandal.
   n) What is the Combined Code of Best Practices (London Stock Exchange), 1988 Committee report on Corporate Governance?

UNIT-I

Q.2 Explain the role of justice, equality and welfare state in ethics.
15

Q.3 Explain in detail the Deontological and Teleological theory of ethics.
15

UNIT-II

Q.4 a) What are the principles of business ethics?
8
   b) What are the characteristics of an ethical organization?
7

Q.5 a) What is code of ethics? Explain its types in detail.
8
   b) ‘Ethical behavior and environment concern is closely related’. Comment.
7

UNIT-III

Q.6 a) Explain Clause-49 in corporate governance in detail.
7
b) **Illustrate the current scenario of corporate governance in India highlighting the recent initiatives.**

Q.7 **What is the role of rating agencies and whistle blowing in corporate governance?** 15

**UNIT-IV**

Q.8 **State the common governance problems noticed in various corporate failures highlighting the Satyam corporate scandal.**

15

Q.9 **Write short notes on:**

a) **Sir Adrian Cadbury Committee(UK) code on corporate governance.** 7

b) **OECD principles of corporate governance.** 8

B. Com. (Hons.) Industry Integrated—Sixth Semester
E-COMMERCE (CH-6.2 E)

Time: 3 hrs. Max Marks: 100

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. **Q.1 is compulsory.** Marks are indicated against each question.

Q.1 **a) Answer the following questions:**

i) What do you mean by B2G e-commerce?

ii) Name any two types of credit cards.

iii) What is virus?

iv) What is a smart card?

v) Name any four payment gateways.

vi) What is internet?

vii) Write down all the categories of e-commerce.

viii) Write down the types of networks.

ix) What is a transaction in e-commerce?

x) What is one to one enterprise? 2×10

b) **Answer in brief:**

i) Differentiate between debit card and credit card.

ii) What is data encryption? Explain.

iii) Write a short note on brick and click business.

iv) What is staff less organization? Explain. 4×5

**UNIT-I**

Q.2 **What is e-commerce? Explain the concept, advantages and disadvantages of e-commerce.**

15

Q.3 **Write short notes on:**

a) Pure online business v/s brick and click business. 8

b) Advantages and disadvantages of online transactions. 7

**UNIT-II**

Q.4 **Explain the categories of e-commerce with suitable examples.** 15
Q.5 Write short notes on:
a) Electronic payment mechanism. 8
b) Plastic money. 7

UNIT-III
Q.6 Explain the applications of e-commerce in manufacturing, retail, wholesale and service sector. 15

UNIT-IV
Q.7 Write short notes on:
a) Digital signatures. 6
b) Network security issues and their solution. 9

Q.8 What is virtual organization? Explain its working, advantages and disadvantages. 15

Q.9 Write short notes on:
a) Model of an organization. 9
b) Infrastructure for staff less organization. 6
B.Com. (Hons) and B. Com (H) - Industry Integrated-Sixth Semester  
RISK MANAGEMENT (CH-6.2)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1 Define the following terms:  
  a) Risk.  
  b) Risk register.  
  c) Risk timescale.  
  d) Risk drivers.  
  e) Opportunity risk.  
  f) Risk maturity.  
  g) Corporate governance.  
  h) Risk sophistication.  
  i) Risk magnitude.  
  j) Strategic risk.  

Answer in brief:  
  k) Explain the relationship between risk and reward.  
  l) Discuss the different ways in which organizations can respond to risk.  
  m) Describe the Director’s responsibilities in the risk management process.  
  n) Explain the purpose of the risk manual.

UNIT-I

Q.2 Explain the nature of risk with corporate examples in detail.  
   15

Q.3 Classify the different types of business risks in detail.  
   15

UNIT-II

Q.4 Explain the risk management process in detail. Also mention the importance of the risk management process in brief.  
   15

Q.5 Explain the importance and elements of corporate governance in risk management.  
   15

UNIT-III

Q.6 Explain the organizational strategy with respect to risk management.  
   15

Q.7 What are the key risk drivers? Explain their internal and external influences on an organization.  
   15

UNIT-IV
Q.8  a) What are the characteristics of risk policy statements?  
7 
b) State the important elements of risk documentation in detail.  
8 

Q.9  Write short notes on the following:  
a) Risk reduction.  
b) Transfer and sharing of risk.  

7½x2
B. Com. (Hons.) and B. Com. (Hons.)- Industry Integrated— Sixth Semester
FOREIGN LANGUAGE, FRENCH (CH-6.3)

Time: 3 hrs.  Max Marks: 100
No. of pages: 3

Note: Attempt all questions.

Q.1 Mettez au negatif:
a) Vous mangez du pain.
b) J'aime la langue francais.
c) Nous allons au cinema.
d) Tu es indien.
e) Ce sont des crayons.
1×5

Q.2 Quelle heure est-il?
a) 11:00 __________________________________________
b) 4:30 __________________________________________
c) 12:00 __________________________________________
d) 3:45 __________________________________________
e) 7:15 __________________________________________ 1×5

Q.3 Ecrivez les nombres suivants dans la forme cardinaux et ordinaux:
Nombres Cardinaux Ordinaux
a) 4 ___________________ ___________________
b) 30 ___________________ ___________________
c) 8 ___________________ ___________________
d) 15 ___________________ ___________________
e) 62 ___________________ ___________________ 2×5

Q.4 Completez avec les prepositions donnees :
a) Nous marchons __________ l'ecole.(Towards)
b) Il y a un jardin __________ ma maison. (Around)
c) Vous allez __________ vos parents? (At somebody's place)
d) Je veut le cafe __________ sucre. (Without)
e) __________ l'hopital, il ya ma maison. (Next to)
f) Nous allons au cinema __________ nos amis. (With)
g) L'oiseau est __________ l'arbre (Above)
h) Au mois __________ Janvier, il fait froid. (Of)
i) J'achete des bonbons __________ mes enfants. (For)
j) __________ mes vacances, je suis alle en France. (During) 1×10

Q.5 Ecrivez les salutations suivantes en frangais:
(Write these sentences into French)
a) Good night, madam.
b) What is your name?
c) His name is marc.
d) I am fine, thank you.
e) How are you? 1×5
Q.6 Mettez au feminin:
   a) Mon grand-père est intelligent.
   b) Le frère de Clara est beau.
   c) Mon grand-père est professeur.
   d) Les enfants sont petits.
   e) Le garçon aime le lait.

Q.7 Conjuguez les verbes donnés:
   a) Vous ____________ italien? (être)
   b) Marie ____________ la chanson, (chanter)
   c) Nous ____________ du pain, (manger)
   d) Il ____________ la fille(aimer)
   e) Tu ____________ dans la chambre, (danser)
   f) Elles ____________ la télé (regarder).
   g) Laurent et Clara ____________ la musique. (écouter)
   h) Les enfants ____________ dans l'école. (onder)
   i) ____________ -vous la porte? (fermer)
   j) Je ____________ chez mes amis, (aller)

Q.8 Mettez au pluriel:
   a) Il mange de la glace.
   b) Il a une jolie chemise.
   c) Tu as un ami méchant.
   d) C'est une belle fille.
   e) Il y a un stylo.

Q.9 Traduisez les phrases suivantes en anglais:
   a) Ma sceur est belle.
   b) Les enfants sont intelligents.
   c) Tu es espagnol.
   d) Nous allons au cinéma.
   e) Il est un professeur.

Q.10 Mettez au singulier:
   a) Ce sont des tables.
   b) Nous sommes indiens.
   c) Elles sont étudiantes.
   d) Il y a des fruits.
   e) Nous ne aimons pas les gateaux.

Q.11 Remplissez les blancs:
   a) ____________ est le premier jour de la semaine.
   b) Après jeudi, c'est ____________.
   c) Le deuxième jour de la semaine est ____________.
   d) Le mois avant octobre est ____________.
   e) ____________ est le dernier mois de l'année.
   f) Le weekend est ____________ et ____________.
   g) Ton anniversaire est dans le mois de ____________.
   h) Il fait beau dans le mois de ____________ et ____________.

Q.12 Completez avec l'article défini ou l'article partitif:
   a) Je veut ____________ chocolat, j'aime ____________ chocolat.
   b) Nous détestons ____________ viande, nous ne voulons pas ____________ viande.
c) Tu manges ___________ poulet?
d) Elle aime ___________ salade, elle prépare ___________ salade.
e) Nous voulons ___________ eau.
f) Je veux ___________ lait.
g) Vous n'aimez pas ___________ vin rouge?

Q.13 Completez avec l'article défini ou indéfini:
   a) Il y a des arbres dans ___________ parc.
   b) Nous avons ___________ petite chambre.
   c) J'aime ___________ musique.
   d) ___________ gâteaux sont délicieux.
   e) C'est ___________ belle fille.

Q.14 Presentez-vous
Q.1 Answer briefly:
   a) Define ‘ecosystem’.
   b) Name any two non-renewable sources of energy.
   c) What is a trophic level?
   d) What are the processes involved in water cycle?
   e) Define ‘biodiversity’.
   f) Name two major dams of India.
   g) Which is the national agency that deals with the assessment of mineral resources of country?
   h) Expand HIV.
   i) Define ‘mortality rate’.
   j) The heat energy released from earth's surface is called as __________. 2x10

PART-A

Q.2 Elaborate on different energy flow models that exist in various ecosystems. 20

Q.3 What are natural resources? Give a detailed account of land resources. 20

Q.4 What are the major threats to biodiversity? What is the role of an individual in its conservation? 20

PART-B

Q.5 Give a detailed account of causes, effects and control measures of noise pollution. 20

Q.6 Enumerate the effects of various climatic changes with special emphasis on global warming and ozone layer depletion. 20

Q.7 Discuss the steps need to be taken towards water conservation. Highlight the importance of watershed management and rainwater harvesting. 20
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated-Second Semester
ENVIRONMENTAL STUDIES (CH-202)

Time: 3 hrs.  
Max Marks: 100

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer briefly:
a) Define ‘environment’.
b) What is meant by ‘natural resources’?
c) What are the structural features of an ecosystem?
d) Water cycle is also known as __________.
e) Flora and fauna words depict __________ and __________.
f) What is meant by genetic diversity?
g) The core cause for depletion of natural resources is __________.
h) Define ‘ecological succession’.
i) What is meant by ‘rehabilitation’?
j) Differentiate between ‘immigration’ and ‘emigration’.  2×10

PART-A

Q.2 Discuss the scope and importance of environmental studies as part of formal education.  20

Q.3 Explain the role of an individual in conversation of natural resources citing examples for forest, mineral, energy and land resources.  20

Q.4 Give a detailed note on in-situ methods of biodiversity conservation.  20

PART-B

Q.5 What is the difference between sound and noise? Explain briefly the effects of noise on human health.  20

Q.6 Discuss the various strategies that can be adopted by competent authorities for women and child welfare.  20

Q.7 What are the different methods to propogate environmental consciousness in younger generation?  20
B.Com. (Hons) and B.Com. (Hons)- Industry Integrated- First Semester
INDIAN ECONOMIC AND SOCIAL ENVIRONMENT(CHE-1.1)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following in brief:
   a) Write any two elements of culture.
   b) What are the objectives of business according to the modern concept?
   c) Define ‘business’.
   d) What is mixed economy?
   e) Define ‘structural transformation’.
   f) State any two objectives of EXIM policy 2015-2020.
   g) Define ‘small scale industry’.
   h) What is BIFR?
   i) State two advantages of liberalization to India.
   j) Define ‘balance of trade’.

   2x10

Write Short notes on:
   k) Changing role of government.
   l) Reasons for poor performance of public sector enterprises in India.
   m) Need of EXIM policy.
   n) Requirement of LPG policy in India.

   5x4

UNIT-I

Q.2 What is business environment? Explain the importance of analyzing the components of business environment.
   15

Q.3 How does economics growth differ from economic development? Explain the difference with suitable examples.
   15

UNIT-II

Q.4 What are the objectives of privatization? Justify the need for slow pace of privatization.
   15

Q.5 What are the objectives of five year plans in India? Explain the need of twelth five year plan in India.
   15

UNIT-III

Q.6 What are the principal items of balance of payments? What methods are used by India to correct adverse balance of payments?
   15

Q.7 What are external commercial borrowings? What are the advantage and disadvantages of external commercial borrowing?
   15

UNIT-IV

Q.8 Discuss the advantages and positive implications of globalization in the Indian economy. What were the negative implications associated with it?
   15
Q.9 Discuss in detail fiscal sector reforms. Why are they required?
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Fourth Semester
MONEY AND CAPITAL MARKET (CHE-4.1)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1  a) **Fill in the blanks:**
   i) In call money duration of lending is ___________.
   ii) Indian capital market comprises of __________ and __________ market.
   iii) __________ is a financial service.
   iv) KYC means ___________.
   v) Meaning of symbol AAA in credit rating is ___________.
   vi) The full form of SEBI is ___________.
   vii) SHCIL stands for ___________.
   viii) Types of mutual funds are __________ and ___________.
   ix) Full form of E-IPO is ___________.
   x) __________ is an electronic form of share. 2×10

b) **Answer the following question in brief:**
   i) Define ‘treasury bills’.
   ii) What is transfer process?
   iii) Explain the meaning of the term ‘derivatives’.
   iv) Define ‘venture capital’.
   v) What is red-herring prospectus? 4×5

**UNIT-I**

Q.2 Describe the regulatory framework for financial services in India. 15

Q.3 Explain the meaning, nature and role of money market in India. 15

**UNIT-II**

Q.4 State in brief various methods of issue of securities in primary market. 15

Q.5 Who are underwriters of securities? What are the advantages of getting securities from an underwriter? 15

**UNIT-III**

Q.6 Write short notes on:
   a) Dematerialization.
   b) SHCIL. 7½×2

Q.7 Who are the participants in debt market? Discuss the importance of debt market in capital market. 15

**UNIT-IV**
Q.8 Write short notes on:
   a) Venture capital financing.
   b) Merchant banking.
   c) Credit rating.  

Q.9 Define ‘mutual funds’. What are the benefits of mutual funds? State the guidelines by SEBI as regards to mutual funds.
B.Com. (Hons) and B.Com. (Hons) - Industry Integrated - Fifth Semester
FINANCIAL MANAGEMENT (CHE-5.1)

Time: 3 hrs  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) Basic objective of financial management is ____________.
   b) ____________ and ____________ are modern techniques of capital budgeting.
   c) Degree of operating leverage = ____________ / ____________.
   d) Cost of retained earning is equal to the cost of ____________.
   e) If the production cycle is longer then the working capital requirement will be ____________.
   f) Two techniques of inventory management are ____________ and ____________.
   g) Net working capital = ____________.

State whether the following statements are TRUE or FALSE:
   h) Dividend decision is one of the major functions of finance manager.
   i) ARR and IRR give same results in almost all situations.
   j) The capital structure is ideal when the cost of capital is maximum.
   k) Combined leverage = financial leverage + operating leverage
   l) NOI is a theory of dividend.

Write short notes on:
   m) Cash budget.
   n) Operating leverage.
   o) Capital rationing.
   p) Weighted average cost of capital.

UNIT-I

Q.2 “Wealth maximization is superior criteria than profit maximization”. Do you agree? Give reasons. 15

Q.3 “The prominent area of financial decision making today are considerably different from what they were few years ago”. Discuss. 15

UNIT-II

Q.4 A Ltd. Company is considering investment in a project requiring a capital out lay of ` 5,00,000/-. Forecast for annual income after depreciation but before tax is as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>`</td>
<td>2,50,000/-</td>
<td>2,50,000/-</td>
<td>2,00,000/-</td>
<td>2,00,000/-</td>
<td>1,00,000/-</td>
</tr>
</tbody>
</table>

Depreciation may be taken as 20% on original cost and taxation at 50% of net income. Evaluate the project according to:
   a) Payback period method.
   b) Rate of return on average investment.
   c) NPV taking cost of capital at 10%.
Discount factors of ` 1 at 10% are 0.909, 0.826, 0.751, 0.683 and 0.621 for year 1, 2, 3, 4 and 5 respectively.

Q.5 What is significance of cost of capital? How do you calculate cost of debt, preference share capital and retained earning?

UNIT-III

Q.6 What is net operating income approach of capital structure? Explain it fully with a diagram and example.

Q.7 From the following information find out:
   a) Financial, operating and combined leverage.
      EBIT = `11,20,000/-
      EBT = `3,20,000/-
      Fixed Cost = `7,00,000/-

   b) Capital structure of XYZ Ltd. includes following:

      | Description                  | Amount     |
      |------------------------------|------------|
      | 6% Debenture                 | 7,00,000/- |
      | 7% Preference shares         | 7,00,000/- |
      | (Rs.100 each)                |            |
      | 9500 equity shares           | 9,50,000/- |
      | (Rs.100 each)                |            |
      | Retained earnings            | 6,50,000/- |
      |                              | 30,00,000/-|

The present EBIT is `4,50,000/-. The company is considering to raise `6,00,000/- more from 8% - debentures. The new EBIT will be `5,40,000/-. Calculate EPS in current and future situations.

UNIT-IV

Q.8 Compute working capital requirement from following details:

Budgeted sales : 20,000 unit per annum

<table>
<thead>
<tr>
<th>Description</th>
<th>Per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw material</td>
<td>8</td>
</tr>
<tr>
<td>Direct labour</td>
<td>8</td>
</tr>
<tr>
<td>Overheads</td>
<td>2</td>
</tr>
<tr>
<td>Total</td>
<td>18</td>
</tr>
<tr>
<td>Profit</td>
<td>2</td>
</tr>
<tr>
<td>Selling price</td>
<td>20</td>
</tr>
</tbody>
</table>

a) Raw material will be carried in stock for 4 weeks and finished stock for 2 weeks.
b) Processing will take 3 weeks on average.
c) Suppliers provide 6 weeks credit.
d) Debtors are allowed 8 weeks credit.
   Assume that labour and overheads are accrue evenly throughout the production cycle.
Q.9  a) What are the objectives of holding inventory? Explain its techniques in brief.  
    b) What are the factors affecting the cash needs of a firm?
B. Com. (Hons.) and Industry Integrated—Sixth Semester
ENTREPRENEURSHIP AND SMALL BUSINESS (CHE-6.1)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) Answer the following:
   i) Entrepreneurship mainly depends on values and norms. (TRUE / FALSE)
   ii) _________ are also reflective of culture.
   iii) Education and training can encourage entrepreneurship. (TRUE / FALSE)
   iv) A _________ is a word, mark or symbol used to identify the goods or services.
   v) Quality refers to the intended use and the price. (TRUE / FALSE)
   vi) _________ props up the latest buzz – “the consumer is king”.
   vii) Entrepreneur changing the career. (TRUE / FALSE)
   viii) What do you mean by malls?
   ix) Entrepreneurship development process is meant for _________.
   x) Mention two types of skills of entrepreneurs. 1×10

b) Explain the following terms:
   i) NGO’s. ii) Quality certificate.
   iii) SIDBI. iv) Power subsidy.
   v) Family. vi) Allowances.
   vii) Woman entrepreneur. viii) Creativity.
   ix) Brain storming. x) Opportunity analysis. 1×10

c) Answer the following:
   i) Distinguish between creativity and innovation.
   ii) Name four types of entrepreneur.
   iii) Define ‘ecopreneurship’.
   iv) Name the sources of business ideas.
   v) Write down the steps of preparation of a budget.
   vi) “HR issues in small business”. Explain.
   vii) Discuss the role of business houses in India.
   viii) What is mean by creative behavior?
   ix) Define ‘integrated ratio analysis’.
   x) Distinguish between planning and control. 2×10

UNIT-I

Q.2 Define entrepreneur. Discuss in detail the determinants and importance of entrepreneurship in India. 15

Q.3 Write notes on the following:
   a) Contemporary role models in Indian business.
   b) Conflict in family business and its resolution. 7½×2

UNIT-II

Q.4 Define entrepreneurship. Elaborate the support and sustainability of entrepreneurship. 15
Q.5 Define business plan. Discuss in detail the designing of business layout.

UNIT-III

Q.6 a) Differentiate between ‘accommodation’ and ‘utilities’.
b) Differentiate between ‘vendors’ and ‘suppliers’.

Q.7 Explain the concept of small business management. Also discuss the organizational structures suitable for small business.

UNIT-IV

Q.8 Write notes on:
a) Relationship between leverage and risk.
b) Role of HRD for a new entrepreneur.

Q.9 What is meant by the term ‘business excellence’? How is it helpful for managing a business growth?

Q.5 Write short notes on:
a) Memo.
b) Notice and circular.

Q.6 Write a framework of business report, outlining its each element in detail.

Q.7 You have to apply for the post of accountant in a textile industry. Write an application letter and also prepare a resume for the same.
Q. 1 Read the Passage and answer the following questions:

1. Imagine going for a walk and spotting a wild flower. Its beauty and fragrance delight you, but the name eludes you. No problem. You whip out a hand-held scanner, about the size of a mobile phone, and pop a fragment of a leaf into the device. A few seconds, and the read-out tells you that you’re looking at a pyramidal orchid. Satisfied, you continue on your way.

2. Sound far-fetched? Not at all. Scientists are currently creating a DNA barcode for every species of plant and animal on the planet. It won’t be long before everyone, from experts to amateurs, will be able to scan the world’s flora and fauna as if they were checking out groceries at a supermarket, to look up or confirm their identities.

3. There are numerous practical uses too. Such a device would let you scan fish at the fishmonger’s to check if it’s been labelled properly, work out exactly what is in your mixed vegetable soup, and confirm whether a piece of furniture really has come from a renewable forest, as the retailer claims. It would also assist forensic science teams, who could quickly identify the pollen on a suspect, to link him to a particular location; customs officials, in their efforts to prevent disease-carrying pests being taken across national borders; and environmental inspectors assessing water quality, who need to work out what microbes are lurking in a particular sample.

4. It was Professor Paul Hebert, a biologist from the University of Guelph in Canada, who came up with the idea of DNA barcoding the natural world. The inspiration came while he was walking up and down the aisles of a supermarket, marveling at the ability of the store to keep track of all the lines stocked and sold using the thick and thin lines that make up a barcode. Could scientists, he wondered, exploit a barcode system to record the millions of species on earth via their DNA?

5. The compilation of a planetary inventory began more than 250 years ago, with the Swedish life classifier Carl Linnaeus. In 1758, he founded the science of taxonomy - a method of classifying living things - based on physical and behavioural characteristics. To date, scientists have classified about 1.7 million organisms, a small fraction of the total number of species, which has been estimated at anywhere between 5 and 30 million. But taxonomy is difficult and time-consuming. Many species, such as the different kinds of flies, look remarkably similar. Only an expert who has spent years examining a particular group can distinguish one from another. Even the experts may be stumped,
however, when presented with an egg, an embryo, a seedling or a root. The next problem is that we are running out of time in which to complete the inventory. The International Union for the Conservation of Nature estimates that a quarter of the world’s population of mammals are threatened with extinction.

6. So, Hebert's idea centred on finding a fragment of DNA that would disclose the identity of a species without having to decode its entire genetic code. He envisaged a 'DNA barcode reader', similar to the scanners at retail checkouts. Outlining his idea in Scientific American, Hebert writes: 'An inspector at a busy seaport, a hiker on a mountain trail, or a scientist in a lab could insert a sample containing DNA – a snippet of whisker, say, or the leg of an insect – into the device, which would detect the sequence of nucleic acids in the barcode segment. This information would be instantly relayed to a reference database, a public library of DNA barcodes. Anyone, anywhere, could identify species.'

7. To create the barcode, Hebert proposed the use of a section of DNA, from the energy-producing units found in all cells. He selected a gene that gives rise to an enzyme known as CO1. This gene is small enough to be quickly and easily deciphered, but has sufficient variation for us to be able to tell most animal species apart. You and I, for instance, will have different versions of CO1, but they will be similar enough to show that we're both humans and not chimpanzees.

8. In 2003, Hebert and his team published their first results. They showed that the barcode system could identify the group an animal came from (for example, whether it was a vertebrate, a worm or an insect) and even the species when it was stored in the barcode library. After five more years of work, results indicate that animals can now be identified by their barcodes in 98 per cent of cases. Early results have confirmed the additional benefits of the new system: for example, caterpillars of the tropical butterfly Astraptesfulgerator, which was first recognized as a species in 1775, all look very similar, and were assumed to belong to a single species. Barcoding has shown there are 10 different kinds.

9. Of course, the value of the system depends on a comprehensive reference library of the DNA (CO1) barcodes of established species. The Barcode of Life Data (Bold) systems is an enormous international collaboration supported by 150 institutions in 45 countries. To date, it has compiled more than 500,000 records from 50,000 species. The consortium is hoping that the world's birds will be barcoded by 2011. 'People have watched birds for so long that they might think every different tweet has been heard, every different colour observed, but barcoding may prove otherwise,' says Professor Mark Stoeckle, professor of the human environment at Rockefeller University, New York, who works with Hebert. He estimates that out of the world's 10,000 bird species, DNA barcoding will distinguish at least 1,000 new ones.

Choose **NO MORE THAN ONE WORD AND/OR A NUMBER** from the passage for each answer.

Problems with taxonomy:
- only _______ species have been classified so far
- difficult to distinguish between species of certain creatures, for example _______
- possibility of a large number of species of _______ dying out soon

Complete the flow-chart below.

Choose **NO MORE THAN THREE WORDS AND/OR A NUMBER** from the passage for each answer. Write your answers in boxes 4-8 on your answer sheet.

Hebert’s system
decided to create a device called a _______, like ones used in shops
chose a _______ that produces a substance called CO1
samples of CO1 read by the device and matched with those kept in the _______
current results show that _______ of animal species can be identified in this way
results show different species being identified, eg of _______

Do the following statements agree with the information given in Reading Passage 1?
TRUE - if the statement agrees with the information
FALSE - if the statement contradicts the information
NOT GIVEN - if there is no information on this

a) The writer believes that the barcode system will be widely used by the general public.
b) It is likely that the barcode device will show that many foods and goods have not been correctly described.

Q.2 Read the Passage and answer the following questions:

Introduction
The London underground is the most convenient way to travel in London. The 275 stations are dispersed throughout the entire city, 63 of which are in the centre. Therefore, it's not surprising that the majority of Londoners and tourists use the underground.

The size of the network
London currently has 12 tube lines which spread across the whole city and into its outskirts and suburbs. In total there are 402 kilometres of track. This means that you can get around quite easily using the underground. The network itself is the second largest in the world.

Rush hour
Peak times are in the early morning and evening between 7-9 and 5-7. Over a billion passengers per year makes the London underground the third busiest system in Europe, while the daily ridership is averaged at 2.93 million in the week, rising to 3.5 at weekends.

Service times
Most lines offer services every few minutes from the hours of 5:30 to 12:30. However, Sundays offer a slightly reduced service with trains only running between 7:30 and 23:30. Public holidays also affect service times as too do severe weather conditions such as floods and snow.

Ticket options
A valid ticket or travel card is necessary to travel on the network. This must be purchased before starting your journey. The cheapest option is a single ticket and the most expensive a yearly pass. There are also daily, weekly or monthly passes but the majority of regular travellers choose to have an electronic rechargeable pass called an ‘Oyster card’ or a ‘pay as you go’ card.

Ticket Pricing
The price of a ticket varies per zone and travel time. For example, a single ticket for zone 1 at ‘off-peak’ is currently £4.00 while a day travel card is £6.60. A single ticket for zones 1-9 in comparison is £5.90 and a day pay stands at £14.50.

**Reductions**
Cheaper fares are available for young people, university students, unemployed and groups. Disabled and retired people can also apply in writing for a ‘freedom pass’ to gain free unlimited travel across the network at any time.

**Fines**
Travel without a valid ticket will result in a fine of £50 leading to £1,000 and the possibility of 3 months imprisonment for refusal to pay. For these reasons it is highly recommended that you purchase a ticket and also validate it using the machines at the entrance of the underground station.

Look at the extract from a leaflet about London Underground.

Using **NO MORE THAN THREE WORDS** for each, answer the following questions.

a) Give an appropriate title to the passage?

b) How many tube lines reach the suburbs?

c) Why a valid ticket or a travel card is necessary?

d) How many people travel on the London underground in one year?

e) What kind of service is offered on Sundays?

f) Which TWO environmental conditions affect the trains?

g) Which ticket has the lowest cost?

h) How much do disabled people pay to use the underground?

i) What facility is available for the disabled and retired people to gain free unlimited travel?

j) What is the worst punishment for not buying a ticket?

Q.3 **Writing Task 1:**
You are going on a short course to a training college abroad. It is a college that you have not been to before. Write a letter to the accommodation officer. In your letter.
- give details of your course and your arrival/departure date.
- explain your accommodation needs.
- ask for information about getting to and from the college.
Write at least 150 words.

Q.4 **Writing Task 2:**
Many people believe that women make better parents than men and that is why they have the greater role in raising children in most societies. Others claim that men are just as good as women at parenting. Write an essay expressing your point of view.
Give reasons for your answers and provide relevant example and experience you might have.
Write at least 150 words.

Q.5 **Writing Task 3:**
The bar chart below shows the results of a survey conducted by a personnel department at a major company. The survey was carried out on two groups of workers: those aged from 18-30 and those aged 45-60, and shows factors affecting their work performance. Write a report for a university lecturer describing the information shown below. You should write at least 150 words.
Q.1 Write your views on the following:
   a) Confessing to his father after having stolen gold.
   b) Refusal to cheat in a school test inspite of the prompting of his class teacher.
   c) First they ignore you, then they laugh at you, then they resist you and finally you are winner.
   d) Your views about Mahatma Gandhi.

Q.2 Freudian’s theory tends to emphasize the fundamental role of social relationships. Discuss id, ego and super ego with suitable examples.

Q.3 Mahatma Gandhi identified seven sins which give direction to corporate sector and humanity. Discuss all of them with appropriate examples.

Q.4 Most of the business schools in the world are teaching Mahatma Gandhi along with management. Write about the kind of influence Mahatma Gandhi’s teachings on you.

Q.5 Analyse the following statement given by Mahatma Gandhi and relate it with business ethics being practiced by corporate sector in India.
   “I had always heard the merchants say the truth was not possible in business. I did not think so then, nor do I now. Even today there are merchant friends who contend that truth is inconsistent with business. Business, they say, is a very practical affair, and truth a matter of religion; and they argue that practical affairs are one thing, while religion is quite another. Pure truth, they hold, is out of question in business, one can speak it only so far as is suitable. I strongly contested the position in my speech and awakened the merchants to a sense of their duty, which was two-fold. Their responsibility to be truthful was all the greater in a foreign land, because the conduct of a few Indians was the measure of that of the millions of their fellow-country men.”

Q.6 ‘People become unethical when they don’t have resources’. Criticize the statement by analyzing Maslow’s theory.

Q.7 Write short notes on any two of the following:
   a) Respect women.
   b) Non-violence.
   c) Help others.
BBA (G) IB – Second Semester
QUANTITATIVE ANALYSIS (IB-202)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt Five questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks:

Q.1 Write short notes on:
   a) What is the difference between variable and frequency?
   b) Write an example of discrete and continuous series.
   c) Write formula of Karl-Pearson’s coefficient of correlation.
   d) What do you mean by value index number?

PART-A

Q.2 Calculate mean, median, Q₃ and D₉ for the given data:

<table>
<thead>
<tr>
<th>C.I.:</th>
<th>0-4</th>
<th>4-8</th>
<th>8-12</th>
<th>12-16</th>
<th>16-20</th>
<th>20-24</th>
<th>24-28</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>2</td>
<td>5</td>
<td>7</td>
<td>11</td>
<td>6</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

10

Q.3 Calculate mode and standard deviation for the data given below:

<table>
<thead>
<tr>
<th>Marks:</th>
<th>0-8</th>
<th>8-16</th>
<th>16-24</th>
<th>24-32</th>
<th>32-40</th>
<th>40-48</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of students:</td>
<td>2</td>
<td>6</td>
<td>11</td>
<td>8</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

10

Q.4 A man covered a journey of 200 kms. He divide it into two parts. The first 120 kms he covered with a speed of 58 km/hr and the last 80 kms covered with a speed of 40 km/hr. Find the average speed of the entire journey.

10

PART-B

Q.5 Calculate rank correlation for marks in economics and statistics:

<table>
<thead>
<tr>
<th>Economics:</th>
<th>35</th>
<th>39</th>
<th>18</th>
<th>21</th>
<th>35</th>
<th>40</th>
<th>21</th>
<th>39</th>
<th>42</th>
<th>46</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statics:</td>
<td>41</td>
<td>44</td>
<td>38</td>
<td>36</td>
<td>38</td>
<td>41</td>
<td>29</td>
<td>18</td>
<td>30</td>
<td>29</td>
</tr>
</tbody>
</table>

10

Q.6 a) What do you mean by regression? Write the properties of regression coefficients.
   b) Define index number. What are the limitations and uses of index number?

5 5

Q.7 Compute Laspeyre’s, Paasche’s and Fisher’s index number for the given data:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2009 Price</th>
<th>2009 Quantity</th>
<th>2013 Price</th>
<th>2013 Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2</td>
<td>8</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>B</td>
<td>5</td>
<td>10</td>
<td>6</td>
<td>5</td>
</tr>
<tr>
<td>C</td>
<td>4</td>
<td>14</td>
<td>5</td>
<td>10</td>
</tr>
<tr>
<td>D</td>
<td>2</td>
<td>19</td>
<td>2</td>
<td>13</td>
</tr>
</tbody>
</table>

10
BBA (G) IB – Second Semester
BUSINESS ORGANIZATION (IB-203)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt Five questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks:

Q.1 Write short notes on any two of the following:
   a) Business environment.
   b) Advantages of partnership.
   c) Corporate Social Responsibility.  5x2

   PART-A

Q.2 What is cooperative form of organization? Enumerate the merits and demerits of a cooperative form of organization.  10

Q.3 There are numerous factors which influence the decision of an entrepreneur for selecting the particular type of organizations for carrying its business activities. Discuss with examples.  10

Q.4 ‘The role of an entrepreneur is different from the role of a manager’. Discuss the difference between ‘entrepreneur’ and ‘manager’.  10

   PART-B

Q.5 Discuss the role of NSIC towards upliftment of Small Scale Industries in India.  10

Q.6 Satish is going to start a factory in a rural area for manufacturing belts for the students of primary classes. He has plans to invest Rs. 2 lacs of his own and looking for a loan of Rs. 10 lacs for his venture. Name the institution he should approach for help. Also suggest him the benefits from government institutions available for establishing a small scale unit.  10

Q.7 Write short notes on the following:
   a) Difference between ‘business’ and ‘trade’.
   b) NIESBUD.  5x2
BBA (G)International Business—Third Semester
CROSS CULTURAL COMMUNICATION (IB-301)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANY TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on: (ANY TWO)
   a) Ethnocentrism.
   b) Non-verbal communication.
   c) Anthropology. 2×5

PART-A

Q.2 Explain in detail the various elements of intercultural communication process. 10

Q.3 Differentiate between the following:
   a) Micro culture and Macro culture.
   b) Cultural baggage and Cultural relativism. 2×5

Q.4 What is “Conflict management”? Discuss some of the techniques used to manage conflicts. 10

PART-B

Q.5 What is “Cultural shock”? Discuss its various stages. 10

Q.6 Answer the following: (ANY TWO)
   a) Highlight the significance of language in cross-cultural communication.
   b) Discuss the importance of “Feedback” in intercultural communication process.
   c) What are the attributes and abilities that a global manager must have? 5×2

Q.7 Discuss briefly Hofstede’s five dimensions of cultural analysis. 10
BBA (G) IB- Third Semester
PERSONALITY DEVELOPMENT (IB-303)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** All questions carry equal marks.

Q.1 Define **any five** of the following:
   a) Do’s and don’ts in a small talk.
   b) Various methods of speech delivery.
   c) Common challenges in effective reading.
   d) Lexical reading.
   e) Parts of a paragraph.
   f) Signposting.

**PART A**

Q.2 Answer the following questions:
   a) Explain the process of effective listening.
   b) Explain the barriers of effective listening.

Q.3 You are the country head of XYZ Ltd. The company has an annual meet on 30 Dec, 2015, and you have been requested to make a presentation on ‘Impact of cross cultural communication on business”. Prepare a draft of the presentation which should include the following points:
   i) Cultural diversity of XYZ Ltd.
   ii) Points of agenda
   iii) Importance of verbal and non-verbal communication in diversified environment. 10

Q.4 a) Describe the principles of an effective listening.
   b) Write a short note on: “Analysis of audience”.

**PART B**

Q.5 Write a descriptive essay on **any one** of the following in minimum 300 words:
   a) Should crackers be banned?
   b) Patriotism.
   c) World peace if just a fantasy.

Q.6 a) Explain the various types of effective reading strategies that readers adopt. Also explain various tips for effective reading.
   b) Explain the structures of a formal e-mail.

Q.7 Explain the importance of introduction and conclusion of an essay. Also what do you understand by ‘unity and coherence’ in essay? Enumerate with the help of an example.

239/5
BBA (G) IB- Fourth Semester
FINANCE FOR MANAGERS (IB-401)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART A and TWO questions from PART B. Each question carries equal marks.

Q.1 Write short notes on (any two):
a) Return on investment.
b) Working capital.
c) Forms of dividend.
d) Net present value.  

PART-A

Q.2 What is financial management? “Investment financing and dividend decisions are all inter-related”. Comment.  

Q.3 Explain ‘risk and return’. How return and rate of return is calculated? Distinguish between systematic risk and unsystematic risk in brief.  

Q.4 a) Calculate the compound value of ₹ 20,000/- at the end of 3 years @12% rate of interest when interest is calculated on yearly and quarterly basis.  
b) An investor has to receive ₹ 2000/- per year for 5 years. Calculate the present value of the annuity assuming that he can earn interest on his investment @10% p.a.  

PART-B

Q.5 a) The current price of a company’s share is ₹ 75/- and dividend per share is ₹ 5. Calculate the dividend growth rate, if its capitalization rate is 12%.  
b) A project cost ₹ 5,00,000/- and yields annually a profit of ₹ 80,000/- after depreciation @12% p.a. but before tax of 50%. Calculate the payback period.  

Q.6 Explain the various classification of cost and also discuss the concept of WACC with an example.  

Q.7 What do you mean by bonus issue? Explain briefly various determinants of dividend policy.  


BBA (G) IB- Fourth Semester
BUSINESS LEGALITIES AND ISSUES (IB-402)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on (any two):
   a) Digital signature.
   b) Quasi contracts.
   c) Discharge of contracts.
   d) Negotiable instruments.

PART-A

Q.2 a) When is a contract said to be induced by “under influence”? What is the effect of undue influence on a contract?  
   b) Explain essential elements of bailment in detail.

Q.3 Explain all essential elements of a valid contract with examples to support your answer.

Q.4 If S₁, S₂ and S₃ are sureties to C for a sum of ₹ 4,000/- lent to P. P makes a default to the extent of ₹ 3,000/-. Discuss the liability of sureties in each of the following alternatives:
   Case a) If there is no contract between sureties.
   Case b) If there is a contract between sureties that S₁ to be responsible to the extent of one quarter, S₂ to be responsible to the extent of one quarter and S₃ to be responsible for two quarters.

PART-B

Q.5 a) How can you control a private key? Explain in detail.
   b) Write the importance of electronic governance in brief.

Q.6 a) Who are the parties in a negotiable instruments?
   b) What are the essential elements of a promissory note?

Q.7 What rights and liabilities flow in case of part delivery and wrong delivery of goods?
BBA (G) 1B- Fourth Semester
PERSONALITY DEVELOPMENT-II (1B-404)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Give one word for the following:
   a) A special ability to do something better than others __________.
   b) Informal communication __________.
   c) Sending messages through electronic media __________.
   d) Sharing your thoughts and news with others in an enclosed room through pictures, graphs etc. __________.
   e) Group of people working together for a special purpose __________.
   f) A positive type of stress __________.
   g) The decision to choose which work is more important and should be done before other work __________.
   h) An account of a persons’ qualifications and experience __________.
   i) Reflecting upon your positives and shortcomings so that you can improve yourself __________.
   j) A set of morals and values which have to be observed in a corporate professional scenario __________.

   1×10

PART-A

Q.2 What points should be kept in mind before planning a presentation? How can a presentation be made effective?  

   10

Q.3 What steps should be kept in mind before planning a career?  

   10

Q.4 Write short notes on:
   a) SWOT analysis.
   b) Team building.  

   5×2

PART-B

Q.5 Discuss the different types of stress in today’s world. Give suggestions for reducing stress.  

   10

Q.6 Discuss with examples the “Time Management Matrix. As a student, prepare a schedule of a day in your life, so that you have enough time for everything.  

   10

Q.7 Read the case-study given below and answer the questions:
Jack is an overseas student who is friendly with everyone in class. Peter and Jack have spoken together about their home situation. He did well in the first year but recently his personal appearance has changed, deteriorated and he has become increasingly withdrawn. Other students have also discussed that Jack has not been attending lectures, which seems out of character as Jack is known as a serious responsible boy.
a) What do you think is the reason behind the change in Jack?
b) How can Peter help Jack?
BBA (G) IB – Sixth Semester
ENVIRONMENTAL SCIENCE (IB-601)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Define any five of the following:
   a) Solar energy.
   b) Soil pollution.
   c) Biodiversity.
   d) Human Rights.
   e) Sustainability.
   f) Waste Management.

   2×5

PART-A

Q.2 Explain renewable and nonrenewable resources. Give examples to support your answer.
   10

Q.3 What do you mean by eco-system? Explain different components of an eco-system in detail.
   10

Q.4 Discuss any two of the following:
   a) World food problems.
   b) Over exploitation of forest resources.
   c) Various threats to biodiversity.

   5×2

PART-B

Q.5 Discuss how human population is negatively affecting the environment. Give your suggestions to control population.
   10

Q.6 Explain solid waste management. Write various causes and control measures of urban wastes.
   10

Q.7 Attempt any two of the following:
   a) Write a note on ‘disaster management’.
   b) Explain value education with the help of examples.
   c) Explain marine pollution with the help of examples.

   5×2
M. Com.—First Semester  
CORPORATE COMMUNICATION (MC-GE-01)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answers of the following in brief:  
a) What do you understand by the term “communication”?  
b) Draft your introduction.  
c) Enlist barriers to communication.  
d) What are the various types of interviews?  
e) What is grapevine?  
2×5

PART-A

Q.2 What are the characteristics and importance of communications skills? Write a detailed note on “Types of communication skills”.  
10

Q.3 Discuss the communication process with the help of diagrammatic representation and quote a suitable example. Describe in brief the grapevine system in an organization.  
10

Q.4 Global Electronics, Haryana has recently launched a new film projector. Assuming yourself to be the sales manager of this company, write a sales letter to the principals of all the colleges in your town to promote the new product. Point out its features and facilities.  
10

PART-B

Q.5 Imagine that you are working in a construction company and have been assigned to look after the construction of a five storied apartment which is a three year project. Since the second year is over, prepare the progress report for this purpose to be submitted to the managing director of the company.  
10

Q.6 What are negotiable skills? Write a detailed note on the “Development of positive personal attitudes”.  
10

Q.7 Discuss the interview etiquette (Do’s and Don’ts) in detail. Also elaborate the tips of preparation for interview.  
10
M. Com —First Semester
MANAGEMENT FUNCTIONS AND APPROACHES(MC-101)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Discuss the following in short (ANY FOUR):
   a) Scientific management school. (Frederick W. Taylor).
   b) Importance of planning.
   c) MBO.
   d) Designing effective control system.
   e) Departmentation.
   5×4

PART-A

Q.2 Managing people at work is a real challenge for today's management. Modern CEO's and managers have to perform multiple roles to manage business operations effectively. Discuss relevant functions of management at all the three stages in corporate section.
   20

Q.3 Many management experts have mentioned different functions of management by studying organizations with different perspectives. Henri Fayol, Koontz and O'Donell are some of the names who generally classified managerial functions into five groups. Explain the function of management with examples.
   20

Q.4 Management process start with planning and ends with controlling. Planning is a process and plan is the end result of the process. Describe the complete planning process along with a diagram.
   20

PART-B

Q.5 Select any leader of your choice from a corporate sector and write about his/her leadership traits with suitable examples.
   20

Q.6 Explain the Maslow’s Hierarchy of needs with appropriate examples at all stages.
   20

Q.7 Write notes on the following (ANY TWO):
   a) Span of management.
   b) Delegation of authority.
   c) X and Y theories.
   10×2
M. Com.– First Semester
ECONOMICS FOR BUSINESS DECISIONS (MC-102)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) What is meant by cost in economics?
   b) What happens to equilibrium price of a commodity if there is an ‘increase’ in its demand and ‘decrease’ in its supply?
   c) What is indifference curve?
   d) What is production function?
   e) What is meant by term: ‘demand forecasting’?
   f) What are the features of perfect competition?
   g) What is meant by discriminating monopoly?
   h) How does the government control monopoly?
   i) What are selling cost?
   j) Explain how market determine incomes.

   2×10

PART-A

Q.2 a) Explain the concept of average fixed cost, average variable cost, average cost and marginal cost and show their interrelationship in shortrun. 10
b) Why is long run average cost curve u-shape? 10

Q.3 Investigating the demand for textile in a country X, a researcher observed that the demand for textiles tends to rise by 1.5 percent with one percent decrease in the prices of textiles; with the rise in one percent of per capital GDP, the demand for textiles rises by 0.45 percent and when food prices increases by one percent the demand for textiles contract increase by 0.93 percent.
   a) Identify the types of demand elasticity in this case and define them.
   b) Which types of elasticity the textile mills should consider significant for the business development? 20

Q.4 a) Explain the concept of average product and marginal product of a variable factor. Demonstrate their behavioural relationship. 10
b) From the following data:
   Indicate the three stages of production and also determine the point at which diminishing returns occur.

<table>
<thead>
<tr>
<th>Labour</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Product</td>
<td>20</td>
<td>50</td>
<td>90</td>
<td>120</td>
<td>135</td>
<td>144</td>
<td>147</td>
<td>148</td>
<td>148</td>
<td>145</td>
</tr>
</tbody>
</table>

   10

PART-B

Q.5 What is monopoly? How does a monopoly firm attain equilibrium under different cost conditions? 20
Q.6 Explain the kinked demand hypothesis of oligopoly market. What is its impact on oligopoly pricing? 

Q.7 Why is firm's demand for labour curve more inelastic when the firm has monopoly power in the output market than when the firm is producing competitively?
M. Com.– First Semester
MARKETING MANAGEMENT (MC-103)

Time: 3 hrs.                               Max Marks: 100

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Do as directed:
a) Name the various elements of micro-environment.
b) List out the various stages in marketing research process.
c) What is questionnaire?
d) Name and draw any two patterns of target marketing.
e) Draw a neatly labelled diagram of the composition of product. 1×5

Answer the following:
f) What channel of distribution would you choose for marketing the following products?
   i) Soft drinks
   ii) Computer softwares

g) Which pricing strategy penetration or skimming—would you recommend in case of the following products and why?
   i) A new safety lock.
   ii) An automatic dishwasher.

h) Explain with the help of suitable examples width, length, depth and consistency of product mix. 5×3

PART-A

Q.2  a) “Marketing begins and ends with the consumer”. Discuss the statement in the light of the difference between concept of marketing and selling with example. 10
     b) What is marketing mix? Explain the components of marketing mix with example. 10

Q.3  Explain the various stages in which a consumer has to pass through before making a buying decision. Do they pass through all the stages when it comes to buying toothpaste or a laptop? 20

Q.4  Write short notes on:
     a) Market segmentation. 10×2
     b) Product life cycle.

PART-B

Q.5  a) What do you understand by psychological pricing and premium pricing? Explain your personal experience on this with example. 10
     b) Describe the different channel of distribution of consumer products. Explain with examples. 10

Q.6  Explain the unique characteristics of all promotional tools. Why is it important for marketers to understand these characteristics in selecting these tools? 20
Q. 7 Write short notes on:
   a) Rural Marketing.
   b) Social Marketing.
Q.1 a) **State whether the following statements are True or False:**
   i) AS-6 is related to depreciation policy.
   ii) The system of recording transactions based on dual aspect concept is called double entry system.
   iii) Journal is more reliable as compared to the ledger.
   iv) Purchase journal record only cash purchase of goods.
   v) Interest on drawing is the expenditure for the business.
   
   b) **Fill in the blanks:**
   i) Cash discount allowed on __________ of money.
   ii) __________ is a statement of financial position of an organization as at a given period.
   iii) In foreign branch fixed assets should be converted into at __________ rate.
   iv) Income and expenditure account is __________ account.
   v) __________ is the external user of financial information.

   PART-A

Q.2 a) Discuss the basic accounting concepts and conventions of financial accounting in detail.  
   b) Describe the role of accountant as an auditor.


Q.4 a) The following is the trial balance and additional information of ABC Ltd. You are required to prepare final account.

<table>
<thead>
<tr>
<th>Dr. Account (₹)</th>
<th>Cr. Account (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debtors</td>
<td>5,400/-</td>
</tr>
<tr>
<td>Drawings</td>
<td>1,800/-</td>
</tr>
<tr>
<td>Machinery</td>
<td>7,000/-</td>
</tr>
<tr>
<td>Wages</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Purchases</td>
<td>19,000/-</td>
</tr>
<tr>
<td>Opening stock</td>
<td>4,000/-</td>
</tr>
<tr>
<td>Bank balance</td>
<td>3,000/-</td>
</tr>
<tr>
<td>Carriage charges</td>
<td>300/-</td>
</tr>
<tr>
<td>Salaries and rent</td>
<td>1,300/-</td>
</tr>
<tr>
<td></td>
<td>51,800/-</td>
</tr>
</tbody>
</table>
Additional Information:
1. Closing stock ₹ 1,200/-.  
2. Outstanding rent and taxes ₹ 100/-.  
3. Charge depreciation on machinery at 10%.  
4. Wages prepaid ₹ 400/-.  

b) State the difference between:  
1. Capital and revenue expenditure.  
2. Profit and non-profit organization.  

PART-B

Q.5 The following is the trial balance of Kolkata branch as at 31st March 2016.

<table>
<thead>
<tr>
<th></th>
<th>Dr. (₹)</th>
<th>Cr. (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mumbai head office</td>
<td>32,400/-</td>
<td>—</td>
</tr>
<tr>
<td>Stock on 01/04/2015</td>
<td>60,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Purchases</td>
<td>1,78,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Goods received from H.O.</td>
<td>90,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Sales</td>
<td>—</td>
<td>3,80,000/-</td>
</tr>
<tr>
<td>Goods supplied to H.O.</td>
<td>—</td>
<td>60,000/-</td>
</tr>
<tr>
<td>Salaries</td>
<td>15,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Debtors</td>
<td>37,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Creditors</td>
<td>—</td>
<td>18,500/-</td>
</tr>
<tr>
<td>Rent</td>
<td>9,600/-</td>
<td>—</td>
</tr>
<tr>
<td>Office expenses</td>
<td>4,700/-</td>
<td>—</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>17,800/-</td>
<td>—</td>
</tr>
<tr>
<td>Furniture</td>
<td>14,000/-</td>
<td>—</td>
</tr>
<tr>
<td></td>
<td>4,58,500/-</td>
<td>4,58,500/-</td>
</tr>
</tbody>
</table>

Closing stock was valued at ₹ 27,000/-. The branch A/C in the book of head office stood at ₹ 4,600/- (Dr.) on 31/03/2016. On 28th March 2016 the head office forwarded goods to branch at ₹ 25,000/- but they were received on 3rd April 2016. Prepare the following in the book of H.O.

a) Branch trading and profit and loss A/C.  
b) Journal entries to incorporate the above trial balance.  
c) Kolkata branch A/C.  

Q.6 Write short notes on:

a) Benefits of financial reporting.  
b) Social reporting.  

c) Segment report.  

Q.7 What do you understand by “segment report”? What are the essential characteristics of a good report for management?
M. Com. - First Semester
CORPORATE GOVERNANCE, ETHICS AND SOCIAL RESPONSIBILITY OF BUSINESS (MC - 105)

Time: 3 hrs
Max Marks: 100
Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) A ethical consumer is someone who __________?
   b) “Shareholder wealth” in a firm is represented by ________.
   c) A (n) ________ would be an example of a principal, while a(n) ________ would be an example of an agent.
   d) A company’s board of directors are potentially the most effect instrument of good corporate governance. (True/False)
   e) Write two functions of a Board Committee.
   f) Write a short note on Ad-hoc committee of Board Committee.
   g) What do you know about corporate philanthropy?
   h) Write two duties of Standing Committee.
   i) Write two CSR initiatives in India by government.

PART-A

Q.2 Write notes on the following:
   a) Green governance.
   b) Corporate governance.
   c) Regulatory frame work of corporate governance.

Q.3 What do you mean by business ethics? Describe the importance of business values and business ethics. Write some examples of ethics program.

Q.4 Distinguish between management and governance. Also explain constituents of the corporate governance in detail.

PART-B

Q.5 The Board of Directors of JJJ Company has decided to increase the basic salary of its Chief Executive Officer by 20% in order to bring her pay into live with those occupying similar positions in the industry.
This action will achieve which of the following purpose:
   a) Improve the prospect of retaining the Chief Executive Officer.
   b) Increase the productivity of Chief Executive Officer by at least 20%.
   c) Create great job satisfaction for the Chief Executive Office.

Q.6 Write short notes on:
   a) Drivers of CSR.
   b) Major codes on CSR.
   c) CSR and corporate governance.

Q.7 Discuss in detail, the various CSR initiatives taken by Coca-Cola Company.