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 in brief:
   a) Diagrammatically represent business as a system. 3
   b) Give any three points of difference between business, commerce and trade. 3
   c) State any two merits of joint stock company. 2
   d) State any three objectives of FICCI. 3
   e) Write down any two merits of cooperative societies. 2
   f) State any two points of difference between sole proprietorship and partnership. 2
   g) Write down the steps of setting of a business enterprise. 3
   h) Write full form of CII. 2

PART-A

Q.2 Define business. Also discuss its nature and scope in detail. 20

Q.3 Discuss sole proprietorship form of business organization. Give its merits and demerits. 20

Q.4 Discuss the merits and demerits of MNC’s. Also name few MNC’s. 20

PART-B

Q.5 What is entrepreneurship? Discuss its nature. 20

Q.6 Write notes on:
   a) Stock exchange in India. 10
   b) Causes of business combinations. 10

Q.7 Discuss the objectives of CII association in detail. 20
Q.1 Short answer questions:
   a) Write in set builder form: \(\{2,3,5,7,11\}\).
   b) Give one example of equal and equivalent set.
   c) If \(n_{c_2} = n_{c_1}\); then find the value of \(31\).
   d) Construct a \(3 \times 3\) matrix whose elements are given by \(a_{ij} = \frac{i}{j}\).
   e) Differentiate \(e^x\) w.r.t. \(x\).
   f) What do you mean by upper-triangular matrix?
   g) If \(a = 5\) and \(r = 3\), then find \(T_6\).
   h) If \(A \times B = \{(4,1),(4,2),(4,3),(5,1),(5,2),(5,3)\}\) then find the set \(B\).
   i) How many arrangements can be made by letters of the word 'ARJUN'?
   j) Find the value of \(\log_{10}(\log_2 + \log_5)\). 2x10

PART-A

Q.2 a) If \(A = \{1,2,3\}, B = \{2,3,4\}, C = \{1,3,4\}\) and \(D = \{2,4,5\}\), then verify that
   i) \((A \times B) \cap (C \times D) = (A \cap C) \times (B \cap D)\)
   ii) \(A \times (B - C) = (A \times B) - (A \times C)\) 5
   b) In a survey of 60 people, it was found that 25 people read newspaper \(H\), 26 read newspaper \(T\), 26 read newspaper \(I\), 9 read both \(H\) and \(I\), 11 read both \(H\) and \(T\), 8 read both \(T\) and \(I\), 3 read all three newspapers. Find the number of people who read:
      i) \(H\) or \(I\) but not \(T\)
      ii) None of three newspapers.
      iii) \(T\) but not \(H\). 9
   c) If \(A = \{1,2,3,4\}, B = \{3,4,5,6\}\) and \(U = \{0,1,2,3,4,5,6,7,8,9\}\), verify that
      i) \(A - (B - C) = (A - B) \cup (A \cap C)\)
      ii) \((A \cup B)^C = A^C \cap B^C\)
      iii) \(A - B = A \cap B^C = B^C - A^C\) 6

Q.3 a) If \(3^x = 4^y = 12^z\); prove that \(Z = \frac{xy}{x + y}\). 6
   b) If \(\log_2 x + \log_4 x + \log_{16} x = \frac{21}{4}\); find \(x\). 8
   c) If \(\frac{\log x + y}{7} = \frac{1}{2} (\log x + \log y)\) \(\frac{x + y}{y} = 47\) \(\frac{y}{x} = \frac{47}{y}\). 6

Q.4 a) If one A.M, \(A\) and two G.M's \(g_1\) and \(g_2\) be inserted between two numbers; prove that \(g_1^2 + g_2^2 = 2A\). 7
b) Sum the series: \( \cdot 7 + \cdot 77 + \cdot 777 \ldots \) first 10 terms.

c) There are \( n \) A.M's between 5 and 35 such that 2nd mean: last mean = 1:4; find \( n \).

PART-B

Q.5 a) How many four letter words can be formed by using the letters of word 'RAJNIGANDHA'?

b) An examination paper consists of 11 questions divided into parts A and B. Part A contains 6 questions and part B contains 5 questions. A candidate is required to attempt 8 questions, selecting at least 3 from each part. In how many ways can the student select the questions?

c) How many number of six digits can be formed from the digits 3, 5, 6, 7, 8, 9; no digit being repeated? How many of these divisible by 5?

\[ A = \begin{bmatrix} 3 & 2 & 0 \\ 1 & 4 & 0 \\ 0 & 0 & 5 \end{bmatrix} \]

Q.6 a) If \( A^2 - 7A + 10I = 0 \); show that \( A^2 = 7A + 10I \).

b) Solve the following system of linear equations by matrix method:
\[
\begin{align*}
\quad x + y + z &= 2 \\
\quad 2x - y &= 3 \\
\quad 2y + z &= 0
\end{align*}
\]

\[ A = \begin{bmatrix} 1 & 2 & 3 \\ 0 & 5 & 0 \\ 2 & 4 & 3 \end{bmatrix} \]

c) Find the adjoint of \( A \), where verify that \( A \cdot (adj \cdot A) = |A| \cdot I_3 \).

Q.7 a) If \( y = \sqrt{x^2 + y^2} \); prove that \( y \frac{dy}{dx} - x = 0 \).

b) Differentiate w.r.t. \( x \):
\[
\sqrt{x + \sqrt{x + \sqrt{x + \ldots \infty}}}
\]

c) Find \( \frac{dy}{dx} \) if \( y = \left( \frac{3 + 4x}{2 - x} \right)^2 \).
Q.1  a) The second generation computers was based on __________.
b) Ram stands for ________.
c) What do you mean by ‘cache memory’?
d) Which of the following is not a micro computer?
   i) Laptop  
   ii) Tablet  
   iii) Desktop  
   iv) None of the above  
e) Decimal number system has 10 digits 0-9, the maximum digit being is ______._
f) Define operating system.
g) What is a plotter?
h) What is the conversion digit for a hexadecimal number to octal number?
i) Name any four secondary memory devices.
j) What is the abbreviation of ASCII?

PART-A

Q.2  What do you mean by ‘generations’ in computer terminology? List and explain various computer generations till date.

Q.3  Explain the block diagram for a digital computer.

Q.4  Solve the following:
   i)  \((52.625)_{10} = ?_{2}\)
   ii)  \((AC.BD)_{16} = ?_{8}\)
   iii)  \(1111.011 + 1010.101\)
   iv)  \(111.10 + 101.11 = ?\)

PART-B

Q.5  Explain the following:
   i)  Functions of operating systems.
   ii)  Main and virtual memory.

Q.6  Explain the use of computer application in offices and book publication.

Q.7  Explain the applications of computers for the following:
   i)  Data analysis
   ii)  Banks and commodities.
Q.1 Fill in the blanks:
   a) Goods given as ‘samples’ should be credited to _________ account.
   c) _________ expenditure is paid in the current year, but the benefit of it is likely to be derived over 
      a number of years.
   d) At the time of charging depreciation, asset account is ________ and depreciation is ________.

   State whether the following statements are TRUE or FALSE:
   e) Stock at the end if appears in Trial Balance, is taken only to the Balance Sheet.
   f) Premium paid on the life policy of the proprietor is debited to Profit and Loss Account.
   g) Depreciation is charged on the book value of the asset each year in case of diminishing balance 
      method.
   h) Direct collections received by the bank on behalf of its customers will increase the balance as per the 
      Bank Pass Book as compared to the balance as per the Cash Book.
   i) The Receipts and Payments Account records receipts and payments of revenue nature only.

   Briefly distinguish between:
   k) Outstanding Expenses and Prepaid Expenses.

   Briefly explain the following:
   l) Objectives of Bank Reconciliation Statement.
   m) Treatment of interest on capital in final accounts.

PART-A

Q.2 a) "Accounting is the art of recording, classifying and summarizing in a significant manner and in terms 
   of money, transactions and events which are, in part at least, of a financial character and interpreting 
   the results thereof." Elucidate the statement and also discuss the need and branches of accounting.

   b) What do you mean by the term 'Accounting Concepts and Conventions'? Explain any three concepts 
   with suitable examples

Q.3 a) Journalized the following transactions:
   i) Ajay started business with a cash Rs. 100000/- and immediately paid into bank Rs. 50000/-.
   ii) Ajay purchased goods from Abhay for Rs. 20000/- and returned goods to Abhay Rs. 10000/- 
      and paid cash to Abhay in full settlement Rs. 9800/-.
   iii) Paid for stationery Rs. 500/-, rent Rs. 1000/- and salaries to staff Rs. 5000/-.
   iv) Purchased old machinery for Rs. 10000/- and spent Rs. 500/- on its carriage and Rs. 2000/- on 
      its immediate repairs.
   v) Goods worth Rs. 20000/- got destroyed by fire. Insurance Co. admitted claim for 60% amount.
   vi) Mr. R whom owned from Ajay Rs 5000/- becomes insolvent and a final dividend 
       of 60 paise in a rupee is received from his estate.
   vii) Paid landlord Rs. 12000/- for rent. One third of the building is occupied by the 
       proprietor for residential use.

b) Of Journal and Ledger, which took is more important and why?

Q.4 a) Rectify the following errors assuming that a suspense account was opened:
   i) Credit purchases from Brij Rs. 9,000/- were posted to the credit of his account 
      as Rs. 6,000/-. 
   ii) Rs. 700/- paid for carriage on sale of goods was credited to carriage inward 
      account when posted from cash book.
iii) A cheque for Rs. 5,000/- received from Mohan was dishonored and has been posted to the debit of Sales Return a/c.
iv) An amount of Rs. 750/- spent on the repair of old machinery has been debited to Repair a/c.
v) Wages paid for construction of office, debited to wages account Rs. 15,000/-. 
vi) Goods sold to X and Y for Rs. 1,200/- and 1,600/- respectively, but were recorded in the sales book as to X Rs. 1,600/- and Y as Rs. 1,200/-. 10
vii) Rs.1,000/- paid for proprietor's bill were debited to Sundry Expenses Account.

b) Describe the errors that are not disclosed by Trial Balance. 10

PART-B

Q.5  a) From the following particulars, prepare a Bank Reconciliation Statement showing the balance as per cash book as on 31st December, 2005:
i) The bank balance as per my pass book showed an overdraft of Rs. 19,000/-.
ii) Out of cheques of Rs. 9,000/- paid on 29th December, Rs. 4,000/- has been credited in the pass book on 2nd January, 2006.
iii) I had issued cheques in December, 2005 amounting to Rs. 16,000/- out of which cheques for Rs. 7,000/- have been cashed in the same month; a cheque of Rs. 5,000/- cashed on January 3, 2006 and the rest have not been presented at all.
iv) My bankers have not given me a credit in my account in respect of a cheque of Rs. 2,000/- paid into my account.
v) Rs. 1,000/- for interest on overdraft charged in the pass book on 31st December has been entered in my cash book on 4th January, 2006. 10

b) What is Depreciation? Explain the need and significance of depreciation. Also discuss the merits and demerits of diminishing balance method of providing depreciation. 10


<table>
<thead>
<tr>
<th>Receipt and Payment Account for the year ended on 31.03.2007.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Receipts</strong></td>
</tr>
<tr>
<td>--------------------------------------------------------------</td>
</tr>
<tr>
<td>To Balance b/d</td>
</tr>
<tr>
<td>Cash</td>
</tr>
<tr>
<td>Bank</td>
</tr>
<tr>
<td>To Tournament Fund</td>
</tr>
<tr>
<td>To Entrance Fees</td>
</tr>
<tr>
<td>To Subscriptions</td>
</tr>
<tr>
<td>2005-2006 Rs.500</td>
</tr>
<tr>
<td>2006-2007 Rs.40,000</td>
</tr>
<tr>
<td>2008-2009 Rs.600</td>
</tr>
<tr>
<td>To Miscellaneous receipts</td>
</tr>
<tr>
<td>To Donation for building fund</td>
</tr>
<tr>
<td>To Proceeds from charity shows</td>
</tr>
</tbody>
</table>
1. Balances are

2. Depreciate furniture @15%.
3. There are 420 members paying annual subscription of Rs. 100 each.
4. Entrance fees is to be capitalized.
5. 10% of surplus will be transferred to reserve fund.

Q.7  a) Prepare a Trading and Profit and Loss Account and a Balance Sheet with imaginary figures. Assume five adjustments.  
     b) What is an adjustment entry?
End Semester Examination, May 2016  
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) Draw a demand schedule and a demand curve.
 b) Differentiate between micro and macro economics.
 c) Write any four factors influencing supply.
 d) How is equilibrium price determined?
 e) What is a price line?
 f) Define marginal rate of technical substitution.
 g) Draw a envelope cost curve.
 h) What do you understand by average revenue and marginal revenue?
 i) Explain any two features of perfect competition.
 j) Define marginal physical productivity.  

**PART-A**

Q.2 Explain the concept of price elasticity of demand and various methods of measuring price elasticity of demand. What is its importance?  

Q.3 a) What is indifference curve? Discuss its properties.  
b) Define producer equilibrium. Show producer’s equilibrium using isocost line and isoquant curve.
Q.4 State and explain the law of variable proportions. Also describe the various stages of this law with help of a schedule and diagram.

PART-B

Q.5  
  a) Explain short run cost curves.  
  b) Discuss the nature of AR and MR curve under perfect competition.

Q.6 Define monopolistic competition. What are the characteristics of monopolistic competition? Explain the determination of price and equilibrium under monopolistic competition.

Q.7 Discuss the marginal productivity theory of distribution. How factor price is determined under imperfect competition?
**PART-B**

Q.5 a) State the differences between Bitmap and JPEG images.  
    b) Explain the concept and types of still images with diagrams.  

Q.6 a) Explain the concept “Patience factor”.  
    b) Explain principle behind data compression brief.  
    c) Describe lossless and lossy compression in detail.  

Q.7 a) Define animation.  
    b) State principle behind animation in brief.  
    c) Describe types of computer animation in detail.  

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**End Semester Examination, May 2016**  
BBA (GEN) / BBA (BANKING) – Second Semester  
BUSINESS STATISTICS (BBA-204)

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) The geometric mean of 2, 4 and 6 is __________.  
  b) The best average is __________.  
  c) Factor reversal test means $P_{01} \times Q_{01} =$ __________.  
  d) The arithmetic mean of 3, 5, 11, 18 and 21 is __________.  
  e) An observation repeated a number of times is called its __________.  
  f) Highest value of correlation is __________.  

**Short answer questions:**
  g) Find median of the given data:  
     17, 21, 18, 15, 11, 16.  
  h) Write down the formula of regression coefficient of $y$ on $x$.  
  i) Give an example of individual and discrete series.  
  j) Find the value of $D_5$; if $P_{50} = 28.3$.  

---

**PART-A**

Q.2 a) Define tabulation. Explain different parts of a table by giving an example.  
    b) What do you mean by statistics? What are the functions and scopes of statistics?  

Q.3 a) Draw ‘less than’ and ‘more than’ Ogive curves for the data given below:

<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>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>8</td>
<td>12</td>
<td>20</td>
<td>24</td>
<td>25</td>
<td>10</td>
<td>1</td>
</tr>
</tbody>
</table>
b) A man travels first 900 kms. of his journey by train at an average speed of 80 km/hr, next 2000 kms by plane at an average speed of 300 km/hr. and finally 20 kms by taxi at an average speed of 30 km/hr. What is his average speed for the entire journey?

Q.4 a) Calculate median, mode, \( Q_3, D_5 \) and \( P_{60} \) for the following data:

<table>
<thead>
<tr>
<th>C.I.</th>
<th>0-2</th>
<th>2-4</th>
<th>4-6</th>
<th>6-8</th>
<th>8-10</th>
<th>10-12</th>
<th>12-14</th>
<th>14-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>f</td>
<td>2</td>
<td>6</td>
<td>11</td>
<td>18</td>
<td>9</td>
<td>4</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

b) The runs scored by two batsmen A and B in 9 consecutive matches are given below:

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Runs</td>
<td>85</td>
<td>20</td>
<td>62</td>
<td>28</td>
<td>74</td>
<td>5</td>
<td>69</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<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>
</tr>
</tbody>
</table>

Find: i) Which one is better batsman?  
ii) Which one is more consistent?

PART-B

Q.5 a) Find the regression equation of \( x \) on \( y \) and \( y \) on \( x \) for the following data:

<table>
<thead>
<tr>
<th></th>
<th>x</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>20</td>
<td>60</td>
<td>55</td>
<td>45</td>
<td>75</td>
</tr>
<tr>
<td>y</td>
<td>30</td>
<td>42</td>
<td>63</td>
<td>41</td>
<td>52</td>
</tr>
</tbody>
</table>

b) Calculate Karl Pearson’s coefficient of correlation for the following data:

<table>
<thead>
<tr>
<th>x</th>
<th>63</th>
<th>52</th>
<th>59</th>
<th>57</th>
<th>64</th>
<th>65</th>
<th>55</th>
<th>56</th>
<th>59</th>
</tr>
</thead>
<tbody>
<tr>
<td>y</td>
<td>126</td>
<td>125</td>
<td>117</td>
<td>113</td>
<td>130</td>
<td>129</td>
<td>118</td>
<td>111</td>
<td>113</td>
</tr>
</tbody>
</table>

Q.6 a) What is an index number? Write down the uses and problem arises in the construction of an index number?  
b) Calculate fisher’s Ideal Index from the following data:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Base Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</td>
</tr>
<tr>
<td>A</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>B</td>
<td>12</td>
<td>15</td>
</tr>
<tr>
<td>C</td>
<td>6</td>
<td>8</td>
</tr>
<tr>
<td>D</td>
<td>4</td>
<td>6</td>
</tr>
</tbody>
</table>

Show that it satisfies time reversal test.

Q.7 a) What do you mean by Time Series? Explain the components of Time Series. Also point out the uses of Time Series.  
b) Fit a straight line trend by using least square method and estimate the trend values:
Also estimate trend value for year 2012.
k) Debentures are owner of the company.
l) Goodwill is an intangible asset.
m) A new company cannot issue shares at discount.
n) Equity share is having preferential rights.
o) Debentures are shown in the balance sheet under the heading secured loans.

**PART-A**

Q.2 The Calcutta Sugar Mills Limited invited applications for 10,000 shares of Rs. 100/- each at a premium of Rs. 10/- each payable as follows:

- Rs. 50/- on application.
- Rs. 35/- on allotment (including premium)
- Rs. 25/- on final call

Application for 15000 shares were received. Applicants for 5000 shares did not get any allotment and their money returned. Allotment was made to the remaining applicants. Mr. A was allotted 400 shares. He failed to pay the amount due on allotment and call money. The company forfeited his shares and reissued at Rs. 105/- per share.

Show the journal entries in the book of company.

Q.3 a) What are the different types of debentures? Explain in detail.

b) Write a detailed note on “Sinking fund”.

Q.4 The following underwriting takes place:

- A - 5000 shares;
- B - 3000 shares;
- C - 2000 shares.

In addition there is firm underwriting:

- A - 1000 shares,
- B - 500 shares,
- C - 2000 shares.

The share issue is 10,000 shares. Total subscription including firm underwriting was 8,500 shares and the forms included the following market forms:

- A - 2000 shares;
- B - 1000 shares;
- C - 1000 shares.

Show the allocation of liability of the underwritings.

**PART-B**

Q.5 Taking imaging figures, prepare in a summarized form of final accounts of a company as per Companies Act, 2013.

Q.6 What is liquidator’s final statement of accounts? Give a specimen of liquidator final statement of accounts with imaginary figures.

Q.7 Explain the various methods of valuation of share. Also discuss the various factors which affect the valuation of share.
End Semester Examination, May 2016  
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 any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) Macro economics is the study of individual demand.  
   b) GDP_{MP} is the value of all find goods and services.  
   c) Real flow of income is the flow of all the money value of goods and services.  
   d) Fall in prices of goods and services are known as inflation.  
   e) Investment in the function of saving.  

   Fill in the blanks:
   f) MPC = _________.  
   g) Consumption is the function of _________.  
   h) Multiplier (k) = _________.  
   i) ________ is the Central Bank of India.  
   j) MEC is stand for _________.  

      2×5

PART-A

Q.2 a) Differentiate between stock and flow variable with examples.  
   b) Describe the nature and scope of Macro Economics.
Q.3  a) Discuss critically GDP as a measure of economic welfare.  
     b) Discuss the various methods of measurement of national income.

Q.4  Explain the concept of Keynes’ psychological law of consumption with help of a diagram 
     and an illustration. Also discuss the effect of a rise in desire to save on saving and 
     income in the Keynes’ model.

PART-B

Q.5  Explain the concept of multiplier. How do we calculate it? Show its forward and 
     backward movement.

Q.6  a) Explain the causes and effects of inflation.  
     b) Explain briefly the quantitative and qualitative methods of credit creation.

Q.7  a) Write a short note on fiscal policy.  
     b) Discuss the impact of an increase in the money supply in the short run and in the 
        long run in an AD-AS model.

End Semester Examination, May 2016
BBA (Gen) / BBA (Banking) - First Semester
BUSINESS ORGANISATION (bba-1001)

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 in brief:
     a) Define profession.  
     b) Define employment.  
     c) What is unlimited liability in relation to a business?  
     d) Discuss the qualities of an entrepreneur.  
     e) What are the social responsibilities of a business?  
     f) What is a cooperative society?  
     g) Discuss the role of stock exchange.  
     h) What does CII stands for?

UNIT-I

Q.2  What is a business? Discuss the objectives and features of a business.

Q.3  What do you understand by business environment? Explain the various environmental 
     factors which affect the functioning of a business.

UNIT-II
Q.4 Define role proprietorship. Also discuss the objectives and importance of role proprietorship.  

Q.5 a) Differentiate between private company and public company.  
b) Write a note on multinational companies (MNC’s)  

UNIT-III

Q.6 What is entrepreneurship and discuss its objectives? Also define the process of setting up a business organization.  

Q.7 Write short notes on:
   a) Reasons for choice of a suitable form of business organization.  
b) Entrepreneurial opportunities in contemporary business environment.  

UNIT-IV

Q.8 Discuss the role and functions of FICCI in detail.  

Q.9 Explain the term “Business interface”. Also explain the relationship between government and business interface.  

End Semester Examination, May 2016
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 a) What do you mean by singleton set?  
b) Find simple interest on Rs. 4,000/- at 10% for 3 years.  
c) If \[
\begin{bmatrix}
x \\ 3x - y
\end{bmatrix}
= \begin{bmatrix}
3 \\ 2
\end{bmatrix}
\]  ; find W and Z.  
d) What do you mean by upper triangular matrix?  
e) Differentiate w.r.t. \( x \): \( x^2 + 8x + 9 \).  
f) Write the formula of amount for compound interest.  
g) Write in set builder form: \{14, 21, 28, 35, 42, ..., 98\}.  
h) If \[
A = \begin{bmatrix}
9 & 3 \\ 2 & 4
\end{bmatrix} \quad B = \begin{bmatrix}
1 & 4 \\ 3 & 3
\end{bmatrix}
\]; find \( AB \).  
i) Evaluate: \( \int (x^3 + 3x^2 + 8)dx \).  
j) What do you mean by singular matrix?  

UNIT-I

Q.2 a) Prove that: \( A \Delta B = (A \cup B) - (A \cap B) \).
b) If \(A = \{1, 2, 3, 4\}; \quad B = \{4, 5, 6, 7\}; \quad C = \{1, 2, 3, 4, 5, 6\}\) and \(U = \{1, 2, 3, 4, 5, 6, 7\}\); then verify that:

i) \((A \cup B)^c = A^c \cap B^c\)

ii) \(A - (B - C) = (A - B) \cup (A \cap C)\)

Q.3 a) Out of 40 students in a class, 16 study English, 22 Accounts and 26 Economics. 5 study English and Economics, 14 Accounts and Economics and 2 study all the three subjects. If each student studies at least one of three subjects, find the number of students who study:

i) English and Accounts.

ii) English and Accounts but not Economics.

iii) English but not Economics.

b) What do you mean by power of a set? Prove that there are \(2^n\) elements in the class of all subsets of a set of \(n\) elements.

UNIT-II

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

b) If \(n\) A.M.'s are inserted between 5 and 35, such that 2nd mean: last mean=1:4; find \(n\).

Q.5 a) If \(a^2 + b^2 = 7ab\), show that: \(2 \log(a - b) = 2 \log 3 + \log a + \log b\).

b) The A.M. between ‘b’ and ‘c’ is ‘a’ and two G.M.'s between them are \(g_1\) and \(g_2\). Prove that \(g_1^3 + g_2^3 = 2abc\).

UNIT-III

Q.6 a) Find the difference between simple interest and compound interest on Rs. 52300/- at 10% for 3 years.

b) How many arrangements can be made out by using the letters of the word 'EXAMINATION'? In how many of these?

i) Vowels are together.

ii) Vowels are not together.

Q.7 a) An examination consists of 3 sections: 10 English questions, 15 general knowledge questions and 10 maths questions. A candidate has to answer a total of 10 questions selecting at least 3 questions from each section. In how many ways can he select his 10 questions?

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

UNIT-IV

Q.8 a) Solve the following system of linear equations by using matrix method:

\[
\begin{align*}
2x + y + z &= 1 \\
x - 2y - z &= 1.5 \\
3y - 5z &= 9
\end{align*}
\]

b) If \(y = \sqrt{x} - \frac{1}{\sqrt{x}}\); show that \(2x \frac{dy}{dx} + y = 2\sqrt{x}\)
Q.9  a) Differentiate \( \left( \frac{3+4x}{2-x} \right)^2 \) w.r.t. \( x \).  

\[
A = \begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix}
\]

b) If \( A \), then prove that \( A^2 - 4A = 5I_3 \) and hence find \( A^{-1} \).  

End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – First Semester  
FINANCIAL ACCOUNTING (bba-1003)

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:  
a) Goodwill is an ________ asset.  
b) Accounting starts where ________ ends.  
c) Journal is ________ record of business transactions.  
d) Cash book is a ________ as well as ________.

State whether the following statements are TRUE or FALSE:  
f) Fixed assets are stated in the balance sheet.  
g) The process of recording entries in the ledger is called posting.  
h) In accounting only financial transactions are recorded.  
i) Rise in the value of assets is known as depreciation.  
j) Last step of accounting process is recording transactions in the books.

UNIT-I

Q.2 Define accounting. Discuss the nature and scope of accounting.

Q.3 Explain the following with the help of examples:  
a) Accounting period concept.
UNIT-II

Q.4 Explain the various types of error that arise in the preparation of financial accounts. How are they rectified? Explain with examples.  

Q.5 a) Differentiate between cash discount and trade discount.  
b) Out of journal and ledger, which is more important and why?  

UNIT-III

Q.6 What do you mean by bank reconciliation statement? Explain the procedure for preparing the bank reconciliation statement.  

Q.7 On 01/04/2010, Sun Ltd. purchased a plant for `80,000/- and spent `20,000/- on its repair. On 01/10/2010, an additional plant was purchased costing `50,000/-. On 01/10/2011, plant purchased on 01/04/2010 was sold off for `40,000/- . On 01/06/2012, the plant purchased on 01/10/2010 was sold for `42,000/-. Depreciation is to be provided at 10% p.a. on the written down value on 31st March every year. Prepare the plant and depreciation accounts for three years.  

UNIT-IV

Q.8 Explain the meaning and accounting treatment of the following items of a non-profit organization:  
i) Subscription  
ii) Donation  
iii) Life membership fee  

Q.9 a) Give a specimen of final account with imaginary figures.  
b) What are the objectives of preparing a balance sheet?  

End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – 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. All questions carry equal marks.  

Q.1 a) What is the responsibility of the logical unit in the CPU of a computer?  
i) To produce results.  
ii) To compare numbers.  
iii) To control flow of information.  
iv) None of the above.  
b) A hybrid computer:  
i) Resembles digital computer.  
ii) Resembles analog computer.  
iii) Resembles both digital and analog computer.  
v) None of the above.  
c) The computer memory holds data and __________.  
i) Bytes  
ii) Program  
iii) Registers  
v) Bit  
d) Which of the following is internal memory?  
i) Disks  
ii) Pen Drive  
iii) RAM  
v) CD's  
e) The word length of a computer is measured in:  
i) Bytes  
ii) Millimeters  
iii) Meters  
v) Bits  
f) The output quality of a printer in measured by
i) Dot per inch.  
ii) Dot per square inch.  
iii) Dots printed per unit time.  
iv) All of the above.

g) The binary system uses the power of __________.
   i)  2  
   ii)  10  
   iii)  8  
   iv)  16

h) All of the following are examples of input devices except __________.
   i) Scanner  
   ii) Mouse  
   iii) Printer  
   iv) None of the above

i) Which type of system puts the user into direct conversation with computer through a Keyboard?
   i) Real time processing.  
   ii) Interactive computer.  
   iii) Batch Processing.  
   iv) None of the above.

j) The set of instructions that tells the computer what to do is:
   i) Softcopy  
   ii) Software  
   iii) Hardcopy  
   iv) Hardware

**UNIT-I**

Q.2 What is computer? Discuss the advantages and disadvantages of computer. Also give the difference between digital computer and analog computer.  

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

**UNIT-II**

Q.4 Write short notes on:
   a) Binary subtraction.  
   b) EBCDIC.  

Q.5 Convert:
   a) \((?_{10} = (101101.10)_2 = (?)_{16}\)
   b) \((743.25)_8 = (?)_2\)

**UNIT-III**

Q.6 What is operating system? Discuss the various functions of operating system. Explain any one type of operating system in brief.

Q.7 Write short notes on:
   a) Plotters  
   b) Printers  
   c) Joystick

**UNIT-IV**

Q.8 Discuss the applications of computer in offices and in education sector.

Q.9 Write a note on Desktop Publishing System.
Q.1 Fill in the blanks:
   a) Good communication skills are essential for _________ solving and _________ making.
   b) In inter office communication, a _________ goes to people and people come to a _________.
   c) The slowest type of reading is _________.
   d) A _________ is attached to a circular to tell employees about the points to be discussed in the meeting.
   e) AIDA approach in a sales letter means _________, _________, _________ and _________.

   **UNIT-I**

   Q.2 "Communication is sometimes incomplete due to certain barriers”. Explain the above statement by writing in details the type of barriers which make communication incomplete.

   Q.3 What are the different roles played by communication skills in a corporate professional scenario? What do you understand by ‘grapevine’? Explain its advantages and disadvantages.
Q.4 “Good knowledge of public speaking is essential to be competent professional”. Elaborate on voice modulation and body language to make one an effective speaker.  15

Q.5 Write short notes on:
   a) Reading Skills.       b) Oral Presentation.   c) Listening Skills. 5×3

UNIT-III

Q.6 Write short notes on:
   a) Memo.          b) Notice.          c) Agenda. 5×3

Q.7 Suppose you have ordered some shirts from flipcart.com. But the consignment which you have received is not of the colour, size and design you wanted write a claim letter to flipcart.com and specify clearly what you want from them. 15

UNIT-IV

Q.8 Write a report about on incident of fighting between two colleagues over parking of their individual cars in the office parking area. Mention in detail the case, people involved and the result of the fight. 15

Q.9 Write short notes on:
   a) Brochures.         b) Minutes of the meeting.  c) Framework of a business report. 5×3

End Semester Examination, May 2016
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 utility.
   b) Explain the term: ‘wants’.
   c) Define market.
   d) What is Isoquant curve?
   e) Differentiate between micro and macroeconomics.
   f) Explain the concept of opportunity cost.
   g) Write any two features of monopoly.
   h) Differentiate between returns to a factor and returns to a scale.
   i) What is theory of factor pricing?
   j) Mention any two determinations of quantity supplied. 2×10

UNIT-I

Q.2 Explain the concept of price elasticity of demand. Explain the various factors affecting elasticity of demand. 15

Q.3 Explain the law of demand and supply. Why does it is sloping downward? Explain the factors responsible for shifts in demand curve. 15

UNIT-II

Q.4 Explain the consumer’s equilibrium with the help of indifference curve. Also, discuss the properties of indifference curve. 15
Q.5 State and explain the law of diminishing marginal utility. Explain consumer’s equilibrium with the help of law of diminishing marginal utility.  

UNIT-III

Q.6 Write short notes on:  
a) Economics of scale.  
b) Law of variable proportions.  

UNIT-III

Q.7 a) Distinguish between short run and long run cost curves with diagram.  
b) Explain the relationship between average revenue, marginal revenue and total revenue curves with schedule and diagram.  

UNIT-IV

Q.8 What do you understand by price discrimination? Explain price and output determination under discriminating monopoly.  

Q.9 Write short notes on:  
a) Modern theory of distribution.  
b) Monopolistic competition.  

End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – Second Semester  
PRINCIPLES OF MANAGEMENT (bba-2001)

Q.1 Define the following:  
a) Any two managerial role.  
b) Skills of a manager.  
c) MBO.  
d) Two objectives of planning.  
e) Delegation of authority.  
f) Performance appraisal.  
g) Ethical behavior in management.  
h) Social audit.  

UNIT-I

Q.2 What do you understand by management? Discuss in detail the principles of management.  

Q.3 Discuss in detail the classical and human relations approaches in the field of management.  

UNIT-II

Q.4 Discuss the process of planning along with the various types of plan, which can be used by a company to achieve its objectives.  

Q.5 What is decision making? Also explain nature and process of decision making.  

UNIT-III

Q.6 Write short notes on:
a) Division of work.
b) Organisation structure and design.  

Q.7 Discuss in detail the behavioural and situational approaches to leadership.  

UNIT-IV

Q.8 What do you mean by management control? What are the objectives of controlling? Also explain the process of controlling.  

Q.9 Write short notes on:
a) Pre-requisites of an effective control system.  
b) Controlling techniques.  

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End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Second Semester
MACROECONOMIC ANALYSIS AND POLICY (bba-2002)

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 Fill in the blanks:
i) _________ in prices is known as inflation.
j) Macro economic equilibrium is happen when _________ is equal to ________.
k) Multiplier is ____________.
l) Macroeconomic is the study of individual variables [True/False] 
m) SBI is the Central Bank of India. [True/False] 
n) Consumption is the function of income. 
o) Define national income.  
p) Define trade cycle.  

UNIT-I


Q.3 a) Explain the nature and scope of macro economics in detail.  
b) Differentiate between macro and micro economics.  

UNIT-II

Q.4 What is the equilibrium level of output? How is it determine?  

Q.5 a) Derive the investment multiplier. What are its determinants? Discuss.  
b) Differentiate between cyclical and secular consumption function in brief.  

UNIT-III

Q.6 a) Describe the objectives of fiscal policy in a developing economy.  

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Q.7 a) Differentiate between direct and indirect taxes.  
    b) Explain the various instruments of fiscal policy.  

UNIT-IV

Q.8 Define the term monetary policy. What are the objectives of monetary policy? How monetary policy is used to achieve an economic growth?  

Q.9 Write notes on:  
    a) Inflation causes and effects.  
    b) Credit creation.  

End Semester Examination, May 2016  
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) A new company cannot issue its shares on _______________.  
    b) Debentures issued at premium can redeem only at ___________.  
    c) Maximum rate of commission allowed by law i.e. _________ on underwriting of shares and _________ on underwriting of debentures.  
    d) Redeemable preference shares cannot be redeemed by issuing ___________.  
    e) _____________ is paid to debenture holders.  
    f) Goodwill is an _____________ assets.  

**State which of the following statements are TRUE or FALSE:**  
    g) There are no restrictions on the issue of debentures at discount.  
    h) A company is created by special act of parliament.  
    i) Underwriter charge an agreed commission is known as underwriting commission.  
    j) Valuation of shares is required for the assessment of wealth tax.  
    k) Goodwill is the extra earning capacity of a firm.  

**Answer the following questions in brief:**  
    l) Explain preferential creditor.  
    m) Write the methods of valuation of Goodwill.  

UNIT-I

Q.2 The Delhi Cloth Mills 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 2500 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 What are the various methods of Redemption of Debentures? Give journal entries in detail with suitable illustrations.  

15

Q.5 A company made a public issue of 5,00,000 equity shares of 100 each, Rs 50/- payable on application. A, B, C and D in the ratio of 30%, 25%, 25% and 20%, underwrite the entire issue respectively. Under the term agreed upon, a commission of 2.5 % was payable on the amount underwritten. They also agreed on firms underwriting 16000, 24000, NIL and 60000 shares respectively. Total subscriptions (excluding firm underwriting but including marked applications) were 3,60,000 shares. Marked applications were received as:
   A: 96,000,   B: 80,000,   C: 48,000,   D: 96,000
Ascertain the liability of the individual underwriter and show the journal entries that you would make in the books of the company. All working notes should be a part of your answer.  

15

UNIT-III

Q.6 a) Explain the following accounting standards: (a) AS-5; (b) AS-17
   b) Prepare in a summarized form the balance sheet of a company as per Companies Act, 1956, taking imaginary figures.  

15

Q.7 Explain the various methods of liquidation of a company. Discuss the specimen of liquidator final statement accounts with imaginary figures.  

15

UNIT-IV

Q.8 From the following figures you are required to calculate value of goodwill on the basis of 3 years purchase of super profit:
   a) Average capital employed Rs 50000/-
   b) Trading results of last four years were: 2001 Profit Rs 12200/-; 2002 profit Rs 15000/-; 2003 loss Rs 2000/-; 2004 profit Rs 21000/-,
   c) Normal rate of return is 10%.
   d) Remuneration from alternative employment of the proprietor Rs 3600/- p.a. (If not engaged in business).  

15

Q.9 Explain the need and methods of valuation of shares. Also explain the factors that influence the valuation of shares.  

15
Q.1 Multiple choice questions:
a) The file type that indicates the file is a word document is:
   i) .msw
   ii) .wor
   iii) .wrd
   iv) .doc
b) .xls is an extension of:
   i) MS-Word
   ii) MS-Excel
   iii) PowerPoint
   iv) None of the above
c) Word includes a series of predefined graphics called _________ that can be inserted into a word document.
   i) Clipart
   ii) Hyperlinks
   iii) Captions
   iv) Bookmarks
d) In Microsoft PowerPoint good design determines:
   i) Credibility
   ii) First Impression
   iii) Readability
   iv) All of the above
e) How many characters can be typed in single cell in Excel?
   i) 256
   ii) 1024
   iii) 32000
   iv) 65,535
f) One of disadvantage of multimedia is:
   i) Cost
   ii) Adaptability
   iii) Usability
   iv) Relativity
g) Which of the following is not a font style?
   i) Bold
   ii) Italic
   iii) Regular
   iv) Superscript
h) Data can be arranged in a worksheet in an easy to understand manner using:
   i) Auto-formatting
   ii) Applying styles
   iii) Changing fonts
   iv) All of the above
i) Which of the following is not a valid data type in excel:
   i) Number
   ii) Character
   iii) Label
   iv) Date/Time
j) Excel uniquely identifies cells within a worksheet with a cell name.
   i) Cell names  
   ii) Column numbers and row letters  
   iii) Column letters and row numbers  
   iv) Cell locator coordinators \( 1 \times 10 \)

**UNIT-I**

Q.2  
(a) Describe the features and advantages of a word processor.  \( 5 \)
(b) Write steps in MS-Word to perform the following:
   i) Formatting a selected text and paragraph in a document.
   ii) Insert a break in a document and number it.  \( 2 \frac{1}{2} \times 2 \)

Q.3  
What is mail-merge? Create a document and send it to 10 people using mail-merge formality.  \( 10 \)

**UNIT-II**

Q.4  
Explain MS-PowerPoint with its significance in the various levels of knowledge.  \( 10 \)

Q.5  
Write a step by step procedure to create a simple presentation using the PowerPoint package that slides include a little page (slide), a figure, bulleted text, a bar graph and an organization chart.  \( 10 \)

**UNIT-III**

Q.6  
How are charts helpful in Excel? Compare any three chart types in Excel.  \( 10 \)

Q.7  
What is cell referencing? Differentiate between absolute and relative cell referencing with help of an example.  \( 10 \)

**UNIT-IV**

Q.8  
Define multimedia. Explain the authoring tools used in multimedia.  \( 10 \)

Q.9  
Explain multimedia applications in the following areas:
   a) Education.
   b) Medical.
   c) Business.
   d) Manufacturing.  \( 2 \frac{1}{2} \times 4 \)
Q.1 Multiple choice questions:

a) ________ is known as “the father of scientific management”.
   i) Fredrick W. Taylor ii) Henry Fayol
   iii) Robert Owen iv) None of the above

b) Forces affecting organizational behaviour are:
   i) People ii) Technology
   iii) Environment iv) All of the above

c) "Leadership motivates the people to work and not the power of money”. This concept is related to:
   i) Autocratic Model ii) Custodial Model
   iii) Supportive Model iv) Collegial Model

d) What is the key word in understanding organization structure?
   i) Control ii) Process
   iii) Change iv) Delegation

e) The job satisfaction of an employee depends on:
   i) Behaviour ii) Personality
   iii) Attitude iv) Employer

f) Belief, opinion, knowledge, emotions, feelings, intentions are the components of:
   i) Organizational behaviour ii) Attitude
   iii) Job satisfaction iv) Personality

g) Which of the following is not a step in perceptual process?
   i) Object ii) Perception
   iii) Selection iv) Response

h) The combination of characteristics or qualities that form an individual’s distinct character is the definition of:
   i) Personality ii) Attitude
   iii) Motivation iv) Behaviour

State whether the following statements are True or False:

i) Motivation is the process of stimulating people to actions to accomplish the goal.

j) Communication begins with idea origination.

k) Robert Owen was one of the first to emphasis the human needs of employee.
l) Neo classical theory of organization consist decentralization.  
m) Reward power is based on the leader’s ability to provide rewards to those who governs.  
n) Perception is the means by which stimuli affects an organism or individual.  
o) Expectancy theory was developed by Vroom Victor.

UNIT-I

Q.2 “Organizational behaviour represents interaction among individual groups and the organization”. Elucidate the statement.  

Q.3 Discuss the conceptual foundation of organizational behaviour. Explain the Indian contribution in the field of organizational behaviour.

UNIT-II

Q.4 “Learning leads to change in human behaviour”. Comment.

Q.5 Write short notes on:  
a) Importance of values in organizational behaviour.  
b) Factors influencing perception.

UNIT-III

Q.6 Outline the conflict process. Identify the sources of organizational conflict.

Q.7 Discuss interpersonal communication. Identify barriers to effective communication.

UNIT-IV

Q.8 Define organization culture. How do organizations go about maintaining their cultures? Identify the strategies.

Q.9 Discuss the influences of organizational size, technology and strategy on organizational structure.
End Semester Examination, May 2016
BBA (GEN) / BBA (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. All questions carry equal marks.

Q.1 State whether TRUE or FALSE:
a) The two regression coefficients are 1.38 and 0.29.
b) Geometric mean is the best average.
c) Paasche’s index number satisfies both time reversal and factor reversal test.
d) Correlation is used for future predictions.

Answer in brief:
e) Find median of the given data:
   19, 28, 24, 36, 45, 54, 15, 16.
f) Give an example of individual and discrete series.
g) What do you mean by frequency?

Fill in the blanks:
h) Arithmetic mean is always _________ then harmonic mean.
i) If \( P_{20} = 32 \), then \( D_2 = \) _________.
j) Highest value of correlation is _________.

UNIT-I

Q.2 a) Draw a pie-chart how one can spent his or her 24 hours in a day by taking the factors: sleeping, studies, playing and others.
b) What do you mean by tabulation? Explain different parts of a table by giving an example.

Q.3 a) Draw a less than and more than Ogives curve for the data given below:

<table>
<thead>
<tr>
<th>C. I</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>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency</td>
<td>8</td>
<td>12</td>
<td>30</td>
<td>25</td>
<td>18</td>
<td>17</td>
</tr>
</tbody>
</table>

b) Define statistics. What are the functions and uses of statistics?

UNIT-II

Q.4 Calculate mean, median, mode, \( Q_3 \), \( D_6 \) and \( P_{72} \) for the following data:
Q.5  a) What do you mean by variation/dispersion? Explain the different measures of variation.  

b) The score of two batsmen $x$ and $y$ in ten innings is given below:

<table>
<thead>
<tr>
<th>$x$</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>
<th>49</th>
</tr>
</thead>
<tbody>
<tr>
<td>$y$</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>7</td>
<td>42</td>
</tr>
</tbody>
</table>

Find which of the batsmen is more consistent?

UNIT-III

Q.6  a) Define regression. What are the properties of regression coefficients?  

b) Calculate Karl Pearson’s coefficient of correlation for the data given below:

<table>
<thead>
<tr>
<th>$x$</th>
<th>40</th>
<th>70</th>
<th>50</th>
<th>60</th>
<th>80</th>
<th>50</th>
<th>90</th>
<th>40</th>
<th>60</th>
<th>70</th>
</tr>
</thead>
<tbody>
<tr>
<td>$y$</td>
<td>35</td>
<td>60</td>
<td>45</td>
<td>55</td>
<td>75</td>
<td>65</td>
<td>25</td>
<td>30</td>
<td>45</td>
<td>30</td>
</tr>
</tbody>
</table>

UNIT-IV

Q.7  a) What do you mean by correlation? Explain by giving an example. Why correlation is said to be nonsense?  

b) Ten competitors in a beauty contest are ranked by three Judges in the following orders:

<table>
<thead>
<tr>
<th>Judge 1</th>
<th>1</th>
<th>6</th>
<th>5</th>
<th>10</th>
<th>3</th>
<th>2</th>
<th>4</th>
<th>9</th>
<th>7</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Judge 2</td>
<td>3</td>
<td>5</td>
<td>8</td>
<td>4</td>
<td>7</td>
<td>10</td>
<td>2</td>
<td>1</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td>Judge 3</td>
<td>6</td>
<td>4</td>
<td>9</td>
<td>8</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>10</td>
<td>5</td>
<td>7</td>
</tr>
</tbody>
</table>

Use rank correlation coefficient to determine which pair of Judges gave the nearest approach.

Q.8  a) Discuss the application of time series in making business decisions.  

b) Calculate Fisher’s index number for the given data and show that it satisfies both time reversal and factor reversal test:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$p_0$</td>
<td>$q_0$</td>
</tr>
<tr>
<td>A</td>
<td>15</td>
<td>4</td>
</tr>
<tr>
<td>B</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>C</td>
<td>23</td>
<td>6</td>
</tr>
<tr>
<td>D</td>
<td>19</td>
<td>8</td>
</tr>
<tr>
<td>E</td>
<td>26</td>
<td>4</td>
</tr>
</tbody>
</table>
Q.9  
a) What do you mean by index number? Write the problem arises in the construction of a index number.  
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>

End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – Third Semester  
COST AND MANAGEMENT ACCOUNTING (bba-3001)  

Q.1 Fill in the blanks:  
a) Aggregate of all direct costs is known as _________.  
b) The cost unit for a hotel is _________.  
c) Cost of abnormal idle time is charged to _________.  
d) _________ is the allotment of whole items of overheads to cost units or cost centres.  
e) Machine hour rate is a method of overhead _________.  
f) Break-even sales are 1000 units; fixed cost ‘2000/-, contribution per unit is _________.  
g) The difference between actual sales and break-even sales is _________.  
h) _________ is a summary of all functional budgets.  
i) When standard cost is more than actual cost, it is called ________ variance?  
j) The difference between the standard cost and actual cost is known as _________.  

State whether the following statements are TRUE or FALSE:  
k) Material Usage Variance = Actual Price × (Standard Quantity – Actual Quantity).  
l) P/V ratio does not change with charge in sales volume.  
m) Total variable cost remains the same with increase in output level.  
n) Direct wages is a fixed cost.  
o) Cost accounting is a branch of financial accounting.  

UNIT-I  

Q.2 The costs can be classified in different ways like – variable and fixed, direct and indirect, controllable and uncontrollable, relevant and irrelevant etc. Explain the various terms and bring out the significance of each of these classifications.
Q.3 A factory produces a standard product. The following information is given to you from which you are required to prepare a ‘Cost Sheet’ for the period ended 31st December 2014:

<table>
<thead>
<tr>
<th>Consumable Materials</th>
<th>`</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stock</td>
<td>10,000</td>
</tr>
<tr>
<td>Purchases</td>
<td>85,000</td>
</tr>
<tr>
<td>Closing stock</td>
<td>4,000</td>
</tr>
<tr>
<td>Direct wages</td>
<td>20,000</td>
</tr>
<tr>
<td>Other direct expenses</td>
<td>10,000</td>
</tr>
<tr>
<td>Factory overheads</td>
<td>100% of direct labour</td>
</tr>
<tr>
<td>Office overheads</td>
<td>10% of works cost</td>
</tr>
<tr>
<td>Selling and distribution expenses</td>
<td>`2/- per unit sold</td>
</tr>
<tr>
<td>Units of finished product:</td>
<td></td>
</tr>
<tr>
<td>1. In hand at the beginning of the period</td>
<td>1000 units (value `16000/-)</td>
</tr>
<tr>
<td>2. Produced during the period</td>
<td>10,000 units</td>
</tr>
<tr>
<td>3. In hand at the end of period</td>
<td>2,000 units</td>
</tr>
</tbody>
</table>

Also find out the selling price per unit on the basis that profit markup is uniformly made to yield a profit of 20% of selling price. There are no work in progress either at the beginning on at the end of the period.

UNIT-II

Q.4 X Ltd. is having 15 different types of automatic machines, furnishes the following information for the year:

a) Overhead expenses: Factory rent `96,000/- (Floor area 80,000 sq.ft). Heat and gas `45,000 and supervision `1,20,000/-.  
b) Wages of the operator are `48/- per day of 8 hours. He attends to one machine when it is under setup and two machines while they are under operation.  
In respect of machine (B) one of the above machines, the following particulars are furnished:
   i) Cost of machine `45,000/- life of machine is 10 years and scrap value at the end of its life `5,000/-.  
      ii) Annual expenses on special equipments attached to it are `3,000/-.  
      iii) Estimated operation time of machine is 3600 hours while setup time is 400 hours per annum.  
      iv) The machine occupies 5000 sq.ft. of floor area.  
      v) Power costs `2/- per hour while machine is in operation.  

Find out the machine hour rate for machine B for set up and operation.

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 From the following data calculates breakeven point:
Also determine the net profits, if sales are 10% above the breakeven point.

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

UNIT-IV

Q.8 a) Distinguish between ‘fixed budget’ and ‘flexible budget’. 
   b) Write a note on: ‘zero base budgeting’.

Q.9 The standard cost of a chemical mixture is as follows:
   40% material A at `20/- per kg.
   60% material B at `30/- per kg.
A standard loss of 10% of input is expected in production. The cost records for a period showed the following usage:
   90 kg. material A at a cost of `18/- per kg.
   110 kg. material B at a cost of `34/- per kg.
The quantity produced was 182 kg. of goods produced. Calculate all material variances.

End Semester Examination, May 2016
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. All questions carry equal marks.

Q.1 Explain the following:
   a) HR information system.
   b) Golden handshake in HR.
   c) Fringe benefits.
   d) Division of work.
   e) Incentives.

UNIT-I

Q.2 Define Human Resource Management. What is the importance of HRM in the present global scenario?

Q.3 What are the various sources of recruitment? Discuss their relative merits and demerits.

UNIT-II
Q.4 The selection process involves steps such as preliminary interview, selection tests, selection interview, reference checks, physical examination and final selection. Explain all of them with appropriate examples.

Q.5 Write short notes on (any two):
   a) Job analysis.
   b) Human resources planning.
   c) Responsibilities of HR manager.

UNIT-III

Q.6 “Training is an act of improving one’s knowledge and skills to improve his/her job performance”. Discuss the importance of training to employees.

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

UNIT-IV

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

Q.9 Write short notes on (any two):
   a) Career development.
   b) Factories Act 1948 for health.
   c) Safety of employees.

End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Third Semester
PRODUCTION MANAGEMENT (bba-3003)

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) What is inventory management?
   b) Define carrying cost.
   c) What is safety stock?
   d) What is an attribute?
   State whether the following statements are TRUE/FALSE.
   e) Group layout is a type of plant layout.
   f) Work study has two broad areas: method study and time study.
   g) ABC analysis is not used to classify the items in store-based on the demand of the stock.
   h) Demand for product is not constant in an assumption of EOQ.

UNIT-I

Q.2 Define production management. Differentiate between products and services with suitable examples.
Q.3 Discuss different strategies. Also discuss the link of production strategies with other strategies.  

**UNIT-II**

Q.4 What is a plant layout? Explain its various types with examples.  
Q.5 Discuss the principles of material handling. Explain the classification of material handling equipments.  

**UNIT-III**

Q.6 List and discuss different phases of production planning and control.  
Q.7 Distinguish between method study and time study. Discuss the steps in method study.  

**UNIT-IV**

Q.8 Discuss the need for controlling quality of goods and services.  
Q.9 What is ABC analysis? How is the concept behind ABC classification useful for managing a manager’s time? Explain.  

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**End Semester Examination, May 2016**  
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) Name the statements comes under DDL.  
b) Define a virus.  
c) What is data independence?  
d) A constraint which does not allow duplicate values is:  
   i) Primary key.  
   ii) Foreign key.  
   iii) Not Null.  
   iv) Name of the above.  
e) How can one see all the tables of database?  
f) A transaction could not be undo after the following commands:  
   i) Roll back.  
   ii) Commit.  
   iii) Truncate.  
   iv) All of the above.  
g) Name any two types of firewalls.  
h) Draw the symbols for entity and attribute in an E-R diagram.  
i) Write down the command for selecting all the values from a table.  
j) Commit is used to save the current data. (True/False)  

1×10
UNIT-I
Q.2 Write syntax for the following commands:
a) Create a table named employee with at least 6 attributes and having two primary keys.
b) Delete a row from employee table having emp_no = ‘E003’.
c) Retrieve the deleted row.
d) Add one constraint ‘NOT NULL’ to any of the attribute of employee table.
e) Add one column to the employer table.

Q.3
a) Differentiate between data and information.
b) What is an operator? Explain with examples.

UNIT-II
Q.4 ‘Normalization of relations in a database reduces redundancy’. Justify the statement. Also explain normal forms in detail.

Q.5 ‘Data Models are the perfect picture of a database’. Justify the statement.

UNIT-III
Q.6 What is a distributed database? Explain backup and recovery techniques in detail.

Q.7 What do you mean by a threat to database? Explain security issues in database.

UNIT-IV
Q.8 Explain the following:
a) Mobile database.
b) Data Dictionary.

Q.9 ‘Data Mining in an important tool of a database system’. Explain the statement with proper justification.
Q.1 Fill in the blanks:
   a) Soil erosion can be prevented by _______.
   b) Every food chain start with a _______.
   c) Dead plant parts and animal remains are called _______.
   d) Between-community diversity is called _______.
   e) Automobiles are largest source of _______ pollution in cities.
   f) Cancer of skin and burns are due to _______.
   g) Herbivores are _______ consumers.
   h) The primary source of air pollution is _______.
   i) Greenhouse effect is _______.
   j) The difference between the number of births and that of deaths is rate of _______.

UNIT-I
Q.2 Define afforestation. What are the major advantages of forests? Explain their ecological uses in brief. 10

Q.3 What do you understand by ecological succession? Explain by giving an example of the process of succession. 10

UNIT-II

Q.4 What do you mean by biodiversity? Discuss the major threats of biodiversity. 10

Q.5 Differentiate between sustainable and unsustainable development. Mention the urban sector problems related to energy. 10

UNIT-III

Q.6 What is population explosion? Discuss the preventive measures of population explosion. 10

Q.7 Discuss the major issues and problems related to rehabilitation of the displaced people. 10

UNIT-IV

Q.8 ‘In terms of continents and countries, the world’s population is very ill-balanced’. Justify the statement. 10

Q.9 Mention various environmental laws and their impacts on environment management. 10

End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Third Semester
WORKSHOP ON PRESENTATION SKILLS (bba-3006)

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 Explain the meaning of each of the following terms in one or two sentences only:
   a) Research.
   b) Planned presentation.
   c) Public speaking.
   d) Close ended questions.
   e) Objective of a presentation.
   f) Group discussion.
   g) Presentation which evokes emotional appeal.
   h) Humorous presentation.
   i) Persuasive presentation.
   j) Workshop. 1×10

UNIT-I

Q.2 Design a presentation on the topic “Health is Wealth”. Make the slides and explain each one in brief. 10

Q.3 Your company xyz enterprises has launched a new car with many attractive features. Give a presentation in front of your customers to motivate them to buy the car at the earliest. Suggest some attractive schemes to attract the customers. 10
UNIT-II

Q.4 Write short notes on (any two):
   a) Role-plays.
   b) Fish-bowl method of presentation.
   c) Brain storming.  \[5 \times 2\]

Q.5 Write short notes on (any two):
   a) Motivation.
   b) Seminars.
   c) Simulations.  \[5 \times 2\]

UNIT-III

Q.6 Bring out the difference between a planned and an unplanned presentations. \[10\]

Q.7 What factors should be kept in mind while deciding the location of a presentation? \[10\]

UNIT-IV

Q.8 You have joined as the CEO of Universe Enterprises and the staff members are not very happy with this change. Make a presentation that would build trust in the staff and they start loving and respecting you. \[10\]

Q.9 Give an inspiring presentation to your staff members highlighting the merits of “Time Management”, so that it can increase efficiency. \[10\]

End Semester Examination, May 2016
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 Define the followings:
   a) Two components of Indian Business Environment. 2
   b) Mixed economy. 2
   c) Liberalization . 2
   d) Problems of SMEs. 2
   e) Functions of stock exchange. 2
   f) Two functions of public sector banks. 2
   g) Trading blocks. 2
   h) IMF 1

UNIT-I

Q.2 What do you understand by business environment? Discuss the environmental factors which affect the functioning of a business. \[15\]

Q.3 Write notes on followings:
   a) Public and private sector enterprises. 8
   b) Social responsibilities of business. 7

UNIT-II

Q.4 What do you understand by industrial sickness? What remedial measures are taken to strengthen such sick units? \[15\]
Q.5 Write notes on followings:
   a) Provisions of industrial policy, 1991. 8
   b) Privatization. 7

   **UNIT-III**

Q.6 Discuss in detail the objectives and features of New Foreign Trade Policy of India. 15

Q.7 Write notes on followings:
   a) Challenges faced by public sector bank. 8
   b) Role of SEBI. 7

   **UNIT-IV**

Q.8 Discuss the role of globalization in the growth of Indian economy in detail. 15

Q.9 Write notes on followings:
   a) Functions of WTO. 8
   b) Export processing zones (E.P.Zs). 7

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**End Semester Examination, May 2016**

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.**

**Q.1 Fill in the blanks:**
   a) EPS at financial break even level of EBIT would be ______________.
   b) Negative net working capital means the value of ___________ is less than the value of ____________.
   c) An optimal capital structure is one at which overall cost of capital is ____________.
   d) If a company has liquidity problem than the dividends declared would be ____________.

   **1x5**

**Answer the following questions in brief:**
   e) Define cost of capital.
   f) What is capital budgeting?
   g) What are the two approaches to scope of financial management?
   h) Explain any two disadvantages of average rate of return method of capital budgeting.
   i) What is the decision rule under Net Present Value Method? **5x2**

   **UNIT-I**

Q.2 Explain the functions of financial management in any business organization. **15**

Q.3 How wealth maximization is a better objective of financial management as compared to profit maximization? **15**
UNIT-II

Q.4 The finance manager of a company has to advise the Board of Directors on choosing between two competing project proposals which require an equal investment of `50,000 and are expected to generate net cash flows as under: (cost of capital 10%)

<table>
<thead>
<tr>
<th>Year</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project I:</td>
<td>25000</td>
<td>15000</td>
<td>10000</td>
<td>Nil</td>
<td>12000</td>
<td>6000</td>
</tr>
<tr>
<td>Project II:</td>
<td>10000</td>
<td>12000</td>
<td>18000</td>
<td>25000</td>
<td>8000</td>
<td>4000</td>
</tr>
</tbody>
</table>

Which project should be chosen using?

a) Profitability Index
   
P/V factor @10% rate is as

b) Net Present Value
   
Years | 1  | 2  | 3  | 4  | 5  | 6  |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>P/V Factor</td>
<td>0.909</td>
<td>0.826</td>
<td>0.751</td>
<td>0.683</td>
<td>0.621</td>
<td>0.564</td>
</tr>
</tbody>
</table>

Q.5 Discuss the concept of cost of Capital. How is weighted average cost and cost of debt capital calculated?

UNIT-III

Q.6 What do you meant by capital structure? When should it be called optimum? Explain Net Income and Net Operating Income approach to capital structure.

Q.7 Calculate operating leverage and financial leverage under situations A, B and C and financial plans I, II and III respectively from the following information relating to the operating and capital structure of XYZ Co. How are these calculations useful for the financial manager in a company?

Installed Capacity | 1200 units
Actual Production and Sales | 800 units
Selling price per unit | `15
Variable cost per unit | `10
Fixed Cost: Situation A | `1,000
Situation B | `2,000
Situation C | `3,000

Capital Structure: Financial Plan

<table>
<thead>
<tr>
<th>I</th>
<th>II</th>
<th>III</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>`5,000</td>
<td>`7,500</td>
</tr>
<tr>
<td>Debt</td>
<td>`5,000</td>
<td>`2,500</td>
</tr>
<tr>
<td>Cost of Debt</td>
<td></td>
<td>12%</td>
</tr>
</tbody>
</table>
UNIT-IV

Q.8  a) From the following information, extracted from the books of manufacturing company, compute amount of working capital required:

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Period covered</td>
<td>365 days</td>
</tr>
<tr>
<td>Average period of credit allowed by suppliers</td>
<td>16 days (Rs. In 000)</td>
</tr>
<tr>
<td>Average total of debtors outstanding</td>
<td>480</td>
</tr>
<tr>
<td>Raw Material Consumption</td>
<td>4,400</td>
</tr>
<tr>
<td>Total Production Cost</td>
<td>10,000</td>
</tr>
<tr>
<td>Total Cost of Sales</td>
<td>10,500</td>
</tr>
<tr>
<td>Sales for the year</td>
<td>16,000</td>
</tr>
<tr>
<td>Value of Average Stock maintained:</td>
<td></td>
</tr>
<tr>
<td>Raw material</td>
<td>320</td>
</tr>
<tr>
<td>Work-in-progress</td>
<td>350</td>
</tr>
</tbody>
</table>

b) Write a short note on techniques of inventory management.  

Q.9  a) What are the determinants of dividend policy of a firm?  
b) Write a note on Walter’s Dividend Model.

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End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – Fourth Semester  
MARKETING MANAGEMENT (bba-4003)

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:  
a) Discuss types of targeting strategies.  
b) "Brand can be defined as..."  
c) Functions of wholesaler.  
d) Enlist the components of promotion mix.  
e) What are the steps in setting up price of a product?  
f) Why is packaging considered as 5th P of marketing mix?  
g) Define consumer behavior.
UNIT-I
Q.2 a) What is modern marketing concept? Explain in detail.  
   b) Differentiate between marketing and selling.  

Q.3 a) What are the various components of marketing mix?  
   b) What are the components of marketing environment that influence decision of 
      marketer?

UNIT-II
Q.4 a) Enumerate the steps in consumer decision making.  
   b) Define segmentation. What are variables of segmentation?

Q.5 a) Explain the steps of a market research process in detail.  
   b) “Distinct positioning can be created with the help of brand elements”. Justify the 
      statement with examples.

UNIT-III
Q.6 a) What are the strategies used in the maturity stage of PLC?  
   b) What are the steps involved in developing a new product offering?

Q.7 a) Define product mix. What are the types of product line decisions taken by a 
      manager?  
   b) What are the various pricing methods?

UNIT-IV
Q.8 a) Define advertising. What are the new media that can be explored for advertising 
      today?  
   b) Discuss the importance of personal selling. What qualities a good salesman should 
      possess?

Q.9 a) What are the various tools of sales promotion? Explain with examples.  
   b) What are the latest trends of retailing in India? How have they changed the way 
      consumers shop?

End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Fourth Semester
BUSINESS RESEARCH METHODS (bba-4004)

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 

FIVE compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Give two qualities of a good research.  
   b) Give two principles of completely randomized design.  
   c) Define sampling unit.  
   d) Define nominal scale.  
   e) What is depth interview?  
   f) Define null hypothesis.  
   g) Two types of report are ___________ and ___________.  
   h) Bibliography is the ______________ of research.  
   i) ___________ and ___________ are the two ways of collection of the data.
UNIT-I
Q.2 What do you mean by research? Explain its process and significance in modern times. 15

Q.3 Write short notes on:
   a) Research proposal and its types. 7½x2
   b) Deductive and inductive theory.

UNIT-II
Q.4 “Research design in exploratory studies must be flexible but in descriptive studies, it must minimize bias and maximize reliability”. Discuss. 15

Q.5 What is the meaning of measurement in research? What difference does it make whether we measure in terms of a nominal, ordinal, interval or ratio scale? Explain with examples. 15

UNIT-III
Q.6 Discuss the advantages and limitations of primary data. Discuss in detail the interview method. 15

Q.7 What do you mean by “Sample Design”? What points should be taken into consideration by a research in developing a sample design for probability and non-probability sampling? 15

UNIT-IV
Q.8 What should be the substance in research based reports? What should be the guidelines for these reports? 15

Q.9 Write short notes on:
   a) Oral presentation. 7½x2
   b) Footnotes.

End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Fourth Semester
BUSINESS LAW (bba-4005)

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 a) Fill in the blanks:
   i) “A contract of ________ is a contract to perform the promise, or discharge the liability of a third party in case of his default”.
   ii) In contract of indemnity, there are two parties ________ and __________.
   iii) An agreement not enforceable by law is said to be ________.
   iv) Delivery of goods means ________.
   v) IT Act, 2000, is mainly based on the __________ model law. 1x5

b) Answer in brief:
   i) What do you mean by “fraund”?
   ii) What do you mean by 'sub-agency'?  
   iii) Define ‘contract’.
   iv) Define voidable ‘contract’.
v) What do you mean by ‘power of attorney’?

**UNIT-I**

Q.2 What do you mean by contract? What are the essential elements of a valid contract?  

Q.3 Explain the constituents of free consent in detail.

**UNIT-II**

Q.4 What do you mean by negotiable instruments? What are the essentials of negotiable instruments?

Q.5 Write short notes on:
   a) Types of negotiable instruments.  
   b) Dishonour of negotiable instruments.

**UNIT-III**

Q.6 a) How is an agency created and how is it terminated?  
   b) Explain essential elements of valid ratification in brief.

Q.7 What do you mean by condition and warranties? Explain in brief the implied condition and warranties in a contract of sale.

**UNIT-IV**

Q.8 Explain the types of guarantees. Is minor competent to be a surety of a contract of guarantee?


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End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – Fourth Semester  
INFORMATION SYSTEM IN MANAGEMENT (bba-4006)

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 a) System is an important factor of MIS. There are various types of systems. Which one of the following is not a system?  
   i) Physical system        ii) Integrated system  
   iii) Open system         iv) Probabilistic system  

b) Which one of the following is not an approach for development of MIS?  
   i) Hierarchical        ii) Integrative  
   iii) Modular          iv) Elective  

c) _________ is an important factor of MIS.  
   i) System          ii) Data  
   iii) Process        iv) All  

d) _________ includes review of the existing procedures and information flow.  
   i) Feasibility study ii) Feasibility report  
   iii) System design iv) System analysis  

e) The characteristics of well designed system are
Q.2 What is information system? Discuss the characteristics and components of information system.

Q.3 What is data? How it is different from information? Explain, how information is important is any activity.

UNIT-II

Q.4 Discuss various types of systems.

Q.5 What is MIS? How it is associated with management? Explain with suitable example. Discuss various advantages of MIS.

UNIT-III

Q.6 a) Discuss the various principles of planning. 
   b) Write short note on implementation of information system.
   
Q.7 a) Write short note on quality controls.
   b) Write short note on process of planning.
   
UNIT-IV

Q.8 Write short note:
   a) E-commerce
   b) E-communication

Q.9 Define security. Discuss the various threats and preventive measures.
Q.1 Answer the following in briefly:

a) Explain any three functions of purchasing.

b) What is vendor rating?

c) Define negotiation.

d) Define material management.

e) What is variety reduction?

f) List out any two functions of stores management.

g) List any two principles of classification.

h) What is the importance of material handling?

i) Name any two factors that are important for the selection of transport mode.

j) What do you mean by scrap?

Q.2 Discuss in detail the 5 R’s of purchasing.
Q.3 Write short notes on:
   a) Centralized purchasing.
   b) Role of purchasing.
   c) Purchasing cycle.  

   UNIT-II

Q.4 Explain quality awareness. How quality can be measured? Can you define the quality of material by specification?  

Q.5 What are the benefits of good vendor’s relationship? How is a vendor’s efficiency evaluated?  

   UNIT-III

Q.6 Discuss the nature of materials management. Explain the scope and functions of materials management.  

Q.7 What is value engineering? Mention the various value engineering techniques for cost reduction.  

   UNIT-IV

Q.8 What is store-keeping? How is store keeping different from warehousing? Also describe the objectives of warehousing.  

Q.9 Write short notes on:
   a) Stock verifications.
   b) Codification.
   c) Spare parts management.  

   End Semester Examination, May 2016
   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 briefly:
   a) Define money market.
   b) Write any two functions of capital market.
   c) What is call money market?
   d) Mention any two functions of Central Bank.
   e) Explain the meaning of credit rating.
   f) Who can set up a mutual fund in India?
   g) What is demat share?
   h) Explain the role of primary market.
   i) How many shares are included in BSE-Sensex?
   j) What is seed fund?  

   UNIT-I

Q.2 Discuss the role of money market in India. How does it differ from capital market? Also describe the components of Indian money market.  

Q.3 “The financial system of an economy helps in capital formulation in any country”. Justify the above statement elaborating the structure and role of Indian financial system.  

Q.4 Explain quality awareness. How quality can be measured? Can you define the quality of material by specification?  

Q.5 What are the benefits of good vendor’s relationship? How is a vendor’s efficiency evaluated?  

   UNIT-III

Q.6 Discuss the nature of materials management. Explain the scope and functions of materials management.  

Q.7 What is value engineering? Mention the various value engineering techniques for cost reduction.  

   UNIT-IV

Q.8 What is store-keeping? How is store keeping different from warehousing? Also describe the objectives of warehousing.  

Q.9 Write short notes on:
   a) Stock verifications.
   b) Codification.
   c) Spare parts management.  

   End Semester Examination, May 2016
   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 briefly:
   a) Define money market.
   b) Write any two functions of capital market.
   c) What is call money market?
   d) Mention any two functions of Central Bank.
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   UNIT-III

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   UNIT-IV

Q.8 What is store-keeping? How is store keeping different from warehousing? Also describe the objectives of warehousing.  

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   a) Stock verifications.
   b) Codification.
   c) Spare parts management.  

   End Semester Examination, May 2016
   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 briefly:
   a) Define money market.
   b) Write any two functions of capital market.
   c) What is call money market?
   d) Mention any two functions of Central Bank.
   e) Explain the meaning of credit rating.
   f) Who can set up a mutual fund in India?
   g) What is demat share?
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   i) How many shares are included in BSE-Sensex?
   j) What is seed fund?  

   UNIT-I

Q.2 Discuss the role of money market in India. How does it differ from capital market? Also describe the components of Indian money market.  

Q.3 “The financial system of an economy helps in capital formulation in any country”. Justify the above statement elaborating the structure and role of Indian financial system.  
UNIT-II

Q.4 Discuss in detail the procedure of trading and settlement in National Stock Exchange. Also describe the role and functions of SEBI.  

Q.5 Write short notes on:
   a) Treasury bills.  
   b) Secondary market.  

UNIT-III

Q.6 Discuss the role of debt market in Indian financial sector. Explain in detail the structure and participants of debt market in India.  

Q.7 Write short notes on:
   a) Depository system in India.  
   b) Process of converting physical shares into electronic share.  

UNIT-IV

Q.8 Define the term merchant banking. Discuss the various activities to be performed by any merchant banker.  

Q.9 Explain the following:
   a) Mutual fund.  
   b) Credit rating.  

End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – Fifth Semester
COMPANY LAW (bba-5003)

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:
   a) The general principle laid down in Solomon V. Solomon 2 Co. is that company has a  
   b) The contracts entered into by the promoters on behalf of the company are called  
   c) The auditor of a company must be _________ by qualification.  
   d) NCLT stands for _________ .  
   1×4  

State True or False:
   e) As per Companies Act, 2013, new company can be formed by one person also.  
   f) The prescribed minimum capital for public company is ` 5 crore.  
   g) As per Companies Act, 2013, there is no requirement of holding statutory meeting.  
   1×3  

Explain the following in brief:
   h) Holding company.  
   i) Constructive notice of Memorandum and Articles.  
   j) Shelf prospectus.  
   k) DIN  
   2×4  

UNIT-I

Q.2 a) Define ‘company’ and explain the features of a company in detail.  
   b) Write a note on: “Illegal Association”.
Q.3  a) Differentiate between “Memorandum of Association” and “Articles of Association”.
    b) Write a brief note on: “Doctrine of Ultra Vires”.

UNIT-II

Q.4  “A prospectus must state truth and nothing but truth”. Do you agree? Explain

Q.5  a) “In a company all shareholders are members but all members need not be shareholders”. Explain.
    b) Explain the pre-requisites of a valid meeting.

UNIT-III

Q.6  a) Write a note on whole time director of a company.
    b) Discuss the duties and liabilities of directors of a company.

Q.7  a) Explain ‘Managerial Remuneration’.
    b) Who can be appointed as Auditor of the company? Briefly discuss the Rights of Auditors.

UNIT-IV

Q.8  What do you understand by winding up of a company? What are the various modes of winding up?

Q.9  Explain the following:
    a) Contributory.
    b) Declaratory of solvency.
    c) Powers of company liquidator.
    \[5 \times 3\]
Q.1 a) Who provide us internet?
   i) TCP
   ii) ISP
   iii) FTP
   iv) HTTP

b) URL stands for:
   i) Universal Resource Locator
   ii) Uniform Resource Locator
   iii) Uniform Radio Locator
   iv) None of these

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

d) E-mail stands for:
   i) Easy mail
   ii) Electric mail
   iii) Electronic mail
   iv) None of these

e) Which is the advantage of e-business?
   i) Better service
   ii) Reduction of cost
   iii) Reduction of paper work
   iv) All of these

f) What does WAN stands for?

g) Which layer is responsible for setting up network?

h) Name a application layer protocol.
   i) FTP

j) Which is the central device on which star topology is based?
Q.2 Define computer network. Explain various types of networks.

Q.3 Write short notes on the following:
   i) Analog and digital signals.
   ii) HTML tags.

UNIT-II

Q.4 Explain the TCP/IP model in detail.

Q.5 Explain the following:
   a) FTP  
   b) UDP

UNIT-III

Q.6 What is e-mail? Explain the complete process of e-mailing.

Q.7 Explain the various application areas of internet.

UNIT-IV

Q.8 What is intranet? Explain the business uses of intranet.

Q.9 Describe the following:
   a) HTTP  
   b) IP
End Semester Examination, May 2016  
BBA (GEN) / BBA (BANKING) – Fifth Semester  
WORKSHOP ON PERSONALITY AND SOFT SKILLS DEVELOPMENT  
(bba-5005)

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 State whether the following statements are TRUE or FALSE:
   a) Change is the only constant force in life.
   b) Adaptability means to be able to adjust in any situation.
   c) Obstacle + objective= problem.
   d) First impression is created by the appearance of a person.
   e) The uniqueness of each person is called individuality.

   Fill in the blanks:
   f) Personality is taken from the word __________.
   g) People with a health personality always keep a ________ attitude.
   h) In permissive method of child training parents are very ________.
   i) In ________ method of child training, parents are very ________.
   j) ________ arises when someone else known what you want.

UNIT-I

Q.2 What training methods can be used to mould the personality of a child? Which according to you is the best and why?  
   10

Q.3 Write short notes on (any two):
   a) Speech.
   b) Success.
   c) Reputation.  
   5x2

UNIT-II
Q.4 Explain how education plays an important role in determining the personality of an individual.  

Q.5 Highlight how physical determinants and social determinants help in shaping the personality of an individual.  

UNIT-III

Q.6 Write short notes on (any two):  
a) Time management.  
b) Public speaking.  
c) Body language.  

5x2

Q.7 Discuss all the components of a healthy personality with appropriate examples.  

UNIT-IV

Q.8 How can effective teams be made in the organizations?  

Q.9 Highlight the do’s and don’t’s to be followed while preparing for an interview. Also highlight the appropriate appearance of a candidate appearing for an interview.
End Semester Examination, May 2016  
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 was introduced in the year _________.  
b) Return for service tax has to be filled ________ times in a year.  
c) In most of the states, every dealer has to get compulsory VAT registration, if aggregate turnover exceeds `_________.  
d) Municipal tax is deducted from _________.  
e) Long term capital gains are taxable @ of _________.  
f) Unabsorbed depreciation can be carried forward for _________ years.  
g) Deduction under section 80 QQB is in respect of income from _________.  

**Elaborate in brief:**  
h) Salary of Member of Parliament.  
i) Meaning of total income.  
j) House rent allowance.  
k) Assessment year.

**UNIT-I**

**Q.2** Write notes on:  
a) Residential status of company.  
b) Gross total income.  
c) Income exempted from tax.  

**Q.3** “The incidence of income tax depends upon the residential status of an assessee”. Discuss this statement in detail.

**UNIT-II**

**Q.4** The following particulars are submitted by R for the assessment year 2016-17. You are required to compute his gross tax liability:
| Income from house property (computed) | 3,18,000/- |
| Agriculture income | 1,50,000/- |
| Long term capital gains | 50,000/- |
| Lottery winning from M.P.State (Gross) | 50,000/- |
| Life insurance premium paid | 5,000/- |
| Income from betting | 14,000/- |
| Notified bonds of NABARD | 60,000/- |

Q.5 Explain the following:
   a) Deduction U/s 80C
   b) Advance payment of tax.
   c) Clubbing of income of spouse.  

UNIT-III

Q.6 a) What do you mean by input tax credit? Which purchases are eligible and not eligible for input tax credit?  
   b) Explain exempted goods under VAT.  

Q.7 Write notes on:
   a) Tax invoice.
   b) VAT return.
   c) Gross product variant of VAT.  

UNIT-IV

Q.8 a) What are the salient features of small service provider exemption scheme?  
   b) What do you mean by negative list? Discuss any ten services mentioned in negative list.  

Q.9 Write notes on:
   a) Point of taxation.
   b) Mega exemption notification.
   c) Consequences of delayed payment of service tax.
End Semester Examination, May 2016  
BBA (GEN) / BBA Banking – Sixth Semester  
SYSTEM ANALYSIS AND DESIGN (bba-6002)

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**  
A) What do you mean by system analysis?  
B) The make_or_buy decision is associated with the ________ step in SDL.  
C) What do you mean by debugging?  
D) What is system requirement specification?  
E) What is the use of IPO and HIPO charts?  
F) What is the difference between DFD and flowchart?  
G) What is metadata?  
H) What do you mean by testing?  
I) What is a system test plan?  
J) Write any two demerits of ER model. **1½x10**

**UNIT-I**

**Q.2** Describe a system development method of your choice. You should include a description of stages/phases of your method as well as the interim products produced at each stage. A diagram of the method should be produced if appropriate. **15**

**Q.3** ‘Construct an E-R diagram for a hospital with a set of patients and a set of medical doctors. Associate with each patient a log of various tests and examinations conducted. **15**

**UNIT-II**

**Q.4** Write short notes on:  
A) Decision table.  
B) Data dictionary.  
C) DFD. **5x3**
Q.5 What are the different studies done as a part of feasibility study? Explain them.  

UNIT-III

Q.6 a) List and explain basic elements of a flowchart?  
   b) How form, file and database is designed in an I/O design?  

Q.7 How vendor selection, software selection and project management is done in system development?  

UNIT-IV

Q.8 a) Explain various quality assurance factors with example.  
   b) Describe various steps involved in system implementation and software maintenance.  

Q.9 Write notes on:  
   a) System backup and recovery plan.  
   b) Integration testing.
Q.1 Fill in the blanks:
   a) Theory of absolute advantage given by ___________.
   b) Full form of UNCTAD ___________.
   c) Trade documents are _________ and __________.
   d) Tariff barriers are _ _ _ _ _ _ _ _ _ _ and _ _ _ _ _ _ _ _ .
   e) Trade blocks are __________ and ________.

   Answer the following questions in one or two sentences:
   f) State any four methods of international business entry.
   g) Give two functions of IMF.
   h) State major risks attached with international business.
   i) What are the main intermediaries of international trade?
   j) Give two advantages of theory of comparative advantage of trade.

UNIT-I

Q.2 Define international business. What are the reasons for the rapid expansion of international business in the recent years?

Q.3 What is foreign direct investment? Discuss the various factors which induce the companies to invest abroad?

UNIT-II

Q.4 “The existence of the four favorable conditions in porter diamond theory does not guarantee that an industry will develop in a given locale.” Justify the statement.

Q.5 Write short notes on:
   a) Tariff to international trade.
   b) Major trade documents.
UNIT-III

Q.6 What do you mean by balance of payment? Critically discuss the recent trends in world trade. To what extent have the developing countries benefitted by the world trade?  

Q.7 Write short notes on:
   a) WTO
   b) IMF
   c) World Bank

UNIT-IV

Q.8 “Multinational companies are a mixed blessing to the developing economics”. Comment on this statement.  

Q.9 Write short notes on:
   a) Designing products for foreign market.
   b) International logistics decision.
End Semester Examination, May 2016  
BBA (GEN) / BBA (Banking) – Sixth Semester  
E-COMMERCE (bba-6004)

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 the following:
   a) SET stands for __________.
   b) Meaning of data encryptions is __________.
   c) What do you mean by pure online business?
   d) Define a process.
   e) Name any four e-commerce B2C websites.
   f) Name any four payment gateways.
   g) TCP stands for __________.
   h) Name any two types of firewalls.
   i) There may be same IP address for any two computers in a network. *(True/False)*
   j) Name any two websites for C2C business.

   **UNIT-I**

Q.2 Write short notes on:
   a) Pure online v/s brick and click business.  
   b) One to One enterprise. 

Q.3 Define e-commerce. Explain its categories in detail with its advantages and disadvantages. 

   **UNIT-II**

Q.4 What is a transaction? Explain electronic payment mechanism in detail with a suitable example.

Q.5 Write notes on:
   a) Plastic money.
   b) IT infrastructure for online business.

   **UNIT-III**

Q.6 Write short notes on:
   a) Digital signatures.
Q.7 Explain the applications of e-commerce in manufacturing, retail and service sector with suitable examples.  

Q.8 What do you understand by a virtual organization? Explain its existence, advantages and disadvantages in detail.

Q.9 Write short notes on:
   a) Transaction handling.
   b) The model of e-commerce for middle level organization.

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**End Semester Examination, May 2016**

BBA (CAM) – First Semester

FINANCIAL ACCOUNTING (BCAM-104)

Time: 3 hrs  
Max Marks: 70

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) Creditors are external users of accounting information.
   b) Accounting records only those transactions which can be expressed in term of money.
   c) Assets will be equal to capital if there are no liabilities.
   d) As per Income Tax Act, accounting period is from 1st April to 31st March.
   e) As per dual aspect concept assets are equal to capital + liabilities.
   f) Real accounts generally show debit balance.

Fill in the blanks:
   g) Cash book is a journal as well as ________.
   h) Trial balance helps in the preparation of ________.
   i) ________ and ________ are the methods of valuation of depreciation.
   j) Profit and loss account is prepared to know the ________ profit.

---

**UNIT-I**

Q.2 Define financial accounting. What are its main objectives? Mentions the different types of users of financial statement.

Q.3 a) Write a short note on dual aspect and accounting period concept of accounting.
    b) Explain various steps followed in the process of accounting.

---

**UNIT-II**

Q.4 Name the three types of accounts. Give their respective rules of journalizing the transactions with examples.
Q.5 Record the following transactions in the Journal of xyz books and prepare cash account:

<table>
<thead>
<tr>
<th>2013 June</th>
<th>Amount (¢)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. xyz started business with cash</td>
<td>50,000</td>
</tr>
<tr>
<td>2. Purchased goods for cash</td>
<td>20,000</td>
</tr>
<tr>
<td>3. Purchased furniture for cash</td>
<td>6,000</td>
</tr>
<tr>
<td>10. Goods sold to Ram</td>
<td>8,000</td>
</tr>
<tr>
<td>15. Goods sold in cash</td>
<td>12,000</td>
</tr>
<tr>
<td>20. Paid wages and rent</td>
<td>950</td>
</tr>
<tr>
<td>25. Purchased Goods from Mohan</td>
<td>10,000</td>
</tr>
</tbody>
</table>

UNIT-III

Q.6 What is balance sheet? Why is it prepared? Give a specimen of the balance sheet with imaginary figures.

Q.7 a) Explain the objectives of preparing a bank reconciliation statement.

b) Show the treatment of following adjustments in the final accounts:
   i) Rent paid in advance.
   ii) Outstanding salary.

UNIT-IV

Q.8 Define depreciation. Distinguish between straight line and diminishing balance methods of depreciation.

Q.9 Write short notes on:
   a) Various methods of inventory valuation.
   b) Income and Expenditure account.

2013 June

1. XYZ started business with cash 50,000
2. Purchased goods for cash 20,000
3. Purchased furniture for cash 6,000
10. Goods sold to Ram 8,000
15. Goods sold in cash 12,000
20. Paid wages and rent 950
25. Purchased Goods from Mohan 10,000
Q.1 Define the following:
   a) Language memory.
   b) Hexadecimal number.
   c) Magnetic disk storage.
   d) Information system.
   e) Optical scanner.  

Q.2 Explain in detail the concept of computer system.  

Q.3 What do you understand by a number system? Explain the various types of number systems.  

Q.4 Explain the various types of input and output devices.  

Q.5 What do you understand by direct and sequential access? Explain the various types of magnetic disks.  

Q.6 Explain the various activities involved in an information system.  

Q.7 Write short notes on:
   a) Expanding roles of information system.
   b) Information system components.  

Q.8 What is information security? How does it play an important role in our day-to-day life?  

Q.9 Explain the following:
End Semester Examination, May 2016
BBA (CAM) – Second Semester
MATHEMATICS FOR MANAGERS (BCAM-203)

Time: 3 hrs                  Max Marks: 70
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) What do you mean by lower triangular matrix?
b) What do you mean by equal sets?
c) What do you mean by singular matrix?
d) Find the value of \((\log 2 + \log 10 + \log 5)\).
e) Find simple interest on Rs. 1000/- at 5% per annum for 5 years.
f) Find the 15th term of the series 6, 9, 12, 15, .............
g) Differentiate \(a^x\) with respect to \(x\).

UNIT-I

Q.2
a) Compute compound interest on Rs. 25,000/- for 5 years at 10% per annum compounded annually.
b) In how many years will Rs. 4,000/- amount to Rs. 5,324 at 10% per annum compounded annually?

Q.3
a) Find the difference between simple interest and compound interest for Rs. 5,000/- at 10% for 3 years.
b) The difference between simple interest and compound interest for a certain sum of money is Rs. 38/- at 10% per annum for 2 years, find principal.

UNIT-II

Q.4
a) The \(5^{th}\) term of an A.P. is \(\frac{1}{10}\) and \(10^{th}\) term is \(\frac{1}{5}\), show that the sum of 50 term is \(51\) \(\frac{2}{2}\).
b) If \(x = 5^{1/3} + 5^{2/3}\), then find the value of \(x^3 + 15x + 25\).

Q.5
a) Divide 32 into four parts which are in A.P. such that the product of the extremes is to the product of means are 7:15.
b) Find the sum of the series: \(3 + 33 + 333 + \ldots\) to \(n\) terms.

UNIT-III

Q.6
a) Solve the following system of linear equations by using matrix method:
\[ x + 2y + z = 8 \]
\[ 2x + 3y + 2z = 14 \]
\[ 3x + 2y + 2z = 13 \]

b) If \( A = \{1,2,3,4\} \), \( B = \{3,7,10,12\} \) and \( C = \{4,10,13,2\} \) then find the following:

i) \( (A - B) - C \)
ii) \( (B - C) \cap A \).

Q.7  

a) In a survey of 150 persons it was found that 29 speak English, 38 speak Tamil, 57 speak Kannada, 12 speak English and Tamil, 15 speak English and Kannada, 8 speak Tamil and Kannada and 5 speak all the three languages. Find:

i) How many speak none of the three languages?
ii) How many speak only Tamil?

\[ A = \begin{bmatrix} 2 & 0 & 1 \\ 2 & 1 & 3 \\ 1 & -1 & 0 \end{bmatrix} \]

b) Find \( A^2 - 5A + 6I \).

UNIT-IV

Q.8  

a) Examine the continuity of function at \( x = 2 \).

\[ f(x) = \begin{cases} 
2x - 1, & \text{if } x < 2 \\
\frac{3}{2}x, & \text{if } x \geq 2 
\end{cases} \]

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

Q.9  

a) If \( y = (x + \sqrt{x^2 + a^2})^n \), prove that \( \frac{dy}{dx} = \frac{ny}{\sqrt{x^2 + a^2}} \).

b) If \( x(\sqrt{1+y}) + y(\sqrt{1+x}) = 0 \); prove that \( \frac{dy}{dx} = -\frac{1}{(1+x)^2} \).
Q.1 a) Fill in the blanks:
   i) The device, which joins two network protocols together and works on all the seven layers of OSI model is __________.
   ii) A home page is __________.
   iii) Alta vista, Google and Hotbot are examples of __________.
   iv) The technique of __________ is telnet.
   v) URL is _________.

b) Define:
   i) POP
   ii) TCP/IP
   iii) Webpage
   iv) Internet
   v) Email

UNIT-I

Q.2 Differentiate between intranets and extranets by giving suitable example. 10

Q.3 Write notes on:
   a) Internet telephony.
   b) Video conferencing. 5x2

UNIT-II

Q.4 Write an HTML code to insert a hyperlink in a webpage. Also insert an image to use as hyperlink. 10
Q.5 What do you understand by e-wallet? How this e-wallet is used in e-commerce?

UNIT-III

Q.6 What are the various capabilities of office communication system? Discuss in detail.

Q.7 Discuss the applications of intranets in detail with example.

UNIT-IV

Q.8 How will you make the teams and workgroups in enterprise collaboration system? Discuss.

Q.9 What are the various methods of enterprise content management? Discuss by giving suitable examples.
Q.1 Answer the following in one or two sentences only:
   a) Lassey-faire leadership.
   b) Team building.
   c) Motivation.
   d) Quality circle.
   e) Conflict.
   f) Behaviour.
   g) Interpersonal relationships.

UNIT-I

Q.2 What elements play a significant role in the process of perception? Explain with the help of examples.

Q.3 a) Explain the disciplines which form “Organizational Behaviour”.
    b) What are the foundations of organization?

UNIT-II

Q.4 a) Explain in detail the process of group formation.
    b) What are the reasons which give rise to conflicts in groups?

Q.5 What is the need for group cohesiveness in organizations? Highlight how group norms are formed.

UNIT-III

Q.6 Explain the different types of conflicts existing in organizations and ways to overcome these conflicts.

Q.7 What kind of response is given when change is introduced in any organization? As the manager of ABC Ltd. how will you make this process smooth so that there is minimum resistance to this change?
Q.8 “Motivating his employees is the foremost duty of every leader”. Explain the above statement by highlighting the theories of motivation.  

Q.9 “Interpersonal Relationships play a very significant part in the efficiency of an organization”. Do you agree with the above statement? Give reasons.

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**End Semester Examination, May 2016**

BBA (CAM) – Third Semester  
**MIS AND DBMS (BCAM-304)**

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.

**UNIT-I**

Q.1 a) Write down the abbreviation of TPS.  
b) Define second normal form of normalization.  
c) The general transformation cycle for information is:  
i) Information to data to knowledge.  
ii) Knowledge to data to information.  
iii) Data to knowledge to information.  
iv) Data to information to knowledge.  
d) Which one in the heighest level of database architectures?  
i) External  
ii) Internal  
iii) Conceptual  
iv) Physical  
e) How many rules are there for any database gain by Dr. E.F. Codd?  
f) What do you mean by DML?  
g) Write a statement in SQL to select all the tables of a database.  
h) Write any two quality standards used in any general company.  
i) Define firewall.  
j) What is virus?

**UNIT-II**

Q.2 Explain management information system in detail.  

Q.3 Write short notes on:  
a) Office automation system.  
b) Operational information system.  

**UNIT-III**

Q.4 What do you mean by critical success factor in implementing an information system? Explain with a proper example.  

Q.5 What do you mean by security of system? Discuss the techniques used in security of a system.

Q.6 Explain database architecture with all its layers in detail.  

Q.7 Explain E-R diagram for library management system.
Q.8 ‘Normalization of tables and views is mandatory for any database system’. Justify the statement. 10

Q.9 Write short notes on:
   a) Visual foxpro.
   ii) Database languages. 5×2

End Semester Examination, May 2016
BBA (CAM) – Sixth Semester
INTERNATIONAL BUSINESS (BCAM-602)

Time: 3 hrs Max Marks: 70
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) Technological Factor is one of the main factor which facilitate any business organization to look into the avenues of International business.
   b) Political factor of any country effect the Foreign Investment in that particular country.
   c) E.P.Z means Extra Production Zones.
   d) Quantitative restriction is a type of nontariff barriers.
   e) Providing some insurance against foreign exchange is one of the functions of Exchange Rate regime.

   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) Changing the ownership of existing enterprise via __________is one of the types of foreign investment.
   h) IMF means __________.
   i) E.O.U stands for __________.
   j) A forward exchange occurs when two parties agree to exchange currency and execute the deal at some specific __________in the future. 1×10

Answer the following questions in brief:
   k) Describe factors effecting foreign investments.
   l) Define trading blocks. 2×2

UNIT-I

Q.2 What are factors which have impact on International Business Environment? How conducive is Indian environment for any business enterprise to enter into global market? 14

Q.3 Why and when any company should plan to enter into international market? Explain the existing trends of international trade. 14

UNIT-II

Q.4 What do you understand by globalization? How globalization does have an impact on Indian and World economy? 14

Q.5 Whether international investment helps to facilitate better growth of any country’s economy? How many types of foreign investments are prevailing? 14

UNIT-III
Q.6 Describe EXIM, Trade Policy and regulation in India.

Q.7 How does Indian Government promote International Business and which are the institutions involved to facilitate exports and what are their roles?

UNIT-IV

Q.8 Differentiate between Tariff and Non-tariff barriers.

Q.9 What is WTO? How it is established? Explain objective and role of WTO.
End Semester Examination, May 2016
BBA (CAM) – Sixth Semester
ORGANIZATIONAL DEVELOPMENT (BCAM-604)

Time: 3 hrs                   Max Marks: 70
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 organizational culture.
   b) Name any two sources of personal power.
   c) What is innovation?
   d) Define change.
   e) Full form of QWL is __________.
   f) Mirroring is common in __________.
   g) Full form of TQM is __________.  2x7

UNIT-I
Q.2 Define organizational development. What are its techniques? Do they really work? 14
Q.3 Can organizations prevent resistance to change? If so, how? 14

UNIT-II
Q.4 Define intervention. Discuss in detail the nature and types of organizational intervention. 14
Q.5 Write notes on the following:
   a) Organization level.
   b) Inter group level.  7x2

UNIT-III
Q.6 Define L.P.G. Write in detail the policies of liberalization and globalization in context of
   to organizational development. 14
Q.7 a) Write different stages of strategic alliance formation.
    b) Discuss the pros and cons of strategic alliances formation. 7x2

UNIT-IV
Q.8 What is meant by organizations restructuring. Also discuss the various methods of
   organizational restructuring. 14
Q.9 Write notes on the following:
   a) Equity participation.
   b) Reasons and advantages of mergers. 7x2
Q.1 Whether the following statement is **TRUE** or **FALSE**:

a) Provision for discount on debtors will always show a credit balance.

b) Income received in advance is written on the liabilities of balance sheet.

c) Salary outstanding account is a personal account.

d) Closing stock is valued at cost price or market price whichever is lower.

e) Adjusted purchases = Opening Stock + Net Purchase – Closing Stock.

f) P/E ratio = Market price of a share/Earning per share.

g) Return on Equity= Earnings after taxes for equity shareholder/Book value of equity.

h) A fixed asset should be recognized when it is brought to its working condition for its intended use. i.e. ready for commercial production.

i) When there is an increase in value of fixed asset during its initial revaluation, then such increase is credited to 'Revaluation Reserve Account'?

j) Under 'Sum of the Year Digits Method' higher depreciation is charged in the initial years of asset use, because in the initial years the asset is more efficient and is thus capable of giving more benefits.

k) INDAS are prepared in parity with US-GAAPS.

l) Refundable taxes and levies also form part of cost of asset.

m) Change in method of depreciation is called change in accounting estimate, will have prospective impact.

n) Subsequent expenditures which increases future economic benefits will be expensed off in the same year other will be capitalized.

o) Interest coverage ratio = PAT/Interest expense.

p) Capital Gearing ratio = (Equity share capital – Reserves and surplus)/(Preference share capital + Long-term Debt bearing fixed interest).

q) Return on total asset = (Net profit after interest and tax/Total Assets)*100.

r) Internally generated goodwill shall be recorded in books of accounts.

s) Carve outs are not mandatory in nature.

t) Debt to equity ratio of 2:2 is considered as an appropriate ratio.

Q.2 Write short notes on **(any four)**:

a) Subscription received during the current year 2007-08 is as follows:

2006-07 – `800/-

2007-08 – `36,500/-

2008-09 – `2,500/-

There are 400 members of the organization, each paying `100/- per annum. 15 members had paid the subscription of 2007-08 in the year 2006-07. Calculate the amount of subscription to be shown as income for the year 2007-08 and amount of subscription outstanding for the same year.
b) What is the difference between Capital Expenditure and Revenue Expenditure?
c) Explain “Absolute Liquid Ratio” in detail.
d) Explain “Net Worth to Total Asset Ratio” in detail
e) Differentiate between Reserve Capital and Capital Reserve.
f) Write a short note on ‘sum of the year digits method’.
g) Write a short note on the utilization of Securities Premium Reserve.
h) MLP Ltd in the business of manufacturing toys and is presently using a machine which was purchased 5 years ago. The production engineer has approached the management to buy an updated device which will reduce the cost of production by `15 per unit. The cost of new machine is `50,000/- which is to be replaced with the older machine. Pass the journal entry to record the above transaction.

Q.3 a) Current Ratio of XYZ Ltd. is 2.5:1. State, giving reasons, which of the following would improve, decline or not change the ratio:
   i) Repayment of long-term loans,
   ii) Goods purchased on credit of 3 months,
   iii) Purchase of computer on credit of 2 months,
   iv) Purchase of building by issuing of debentures,
   v) Revenue from operations, i.e. sale of goods for `20,000 on credit of 1 month
   (Cost of goods sold `15,000)

b) From the following figures, compile Bad Debts Account and Provision for Doubtful Debts Account as on 31st March, 2014.
   Provisions for doubtful debts as on 1st April, 2013 = 10,000
   Bad Debts written off during the year = 5,000
   Sundry debtors on 31st March, 2014 = 50,000
   Of the sundry debtors, `2000 was bad and the provision for doubtful debts was to be maintained at 5% on sundry debtors.
   Also show how the above figures will appear in the Profit and Loss Account and in the balance sheet in 2013-14.

Q.4 ABC Ltd. invited applications for 2,00,000 Equity shares of `10 each. The amount was payable as follows:
   On application `3, on allotment `5 per share, and on first and final call `2 per share.
   Applications were received for 3,00,000 shares and pro rata allotment was made to all the applicants.
   Bajaj, who was allotted 3,000 shares failed to pay the allotment and call money. His Shares were forfeited. Out of the forfeited shares, 2,500 shares were reissued as fully paid-up @ `8 per share.
   Pass Journal entries to record the above transactions.

Q.5 From the following information calculate:
   a) Total Asset to Debt Ratio.
   b) Prepare balance sheet.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (in `)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Employed</td>
<td>22,20,000</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>1,80,000</td>
</tr>
<tr>
<td>Fixed Assets (Gross)</td>
<td>15,00,000</td>
</tr>
<tr>
<td>Equity Share Capital</td>
<td>10,50,000</td>
</tr>
<tr>
<td>8% Debentures</td>
<td>3,00,000</td>
</tr>
<tr>
<td>Capital Reserve</td>
<td>2,40,000</td>
</tr>
</tbody>
</table>
End Semester Examination, May 2016  
B.Com. (Hons) and (Industry Integrated) – First Semester  
BUSINESS ORGANISATION 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 Fill in the blanks:  
a) _______ implies busyness or the state of being busy.  
b) A joint stock company is an incorporated and _______ of individuals with perpetual succession, with limited liability.  
c) BCG stands for _______ _______ _______.  
   **State whether TRUE or FALSE:**  
d) Profession is an occupation involving in the provision of personal services of a expert nature.  
e) A stock exchange is not highly organized financial market.  
f) Organisation is not a process of creating relationships.  
g) Herberg theory suggest maintenance factors in motivators.  
h) A leader is a person who influences the attitudes and behaviors of others.  

**PART-A**

Q.2 Define business. Discuss the nature, scope and characteristics of business.  

Q.3 Define entrepreneurship. Explain the different types and functions of entrepreneurs.  

Q.4 a) Discuss the role and objectives of FICCI.  
b) What is business combination? What are the causes of business combination?  

**PART-B**

Q.5 a) Explain the process of strategic planning in business.  
b) Write a short note on BCG matrix.  

Q.6 Explain briefly:  
a) Maslow’s theory of motivation.  
b) Situational leadership.  

Q.7 Define controlling. Also discuss the process of controlling.
Q.1 Fill in the blanks
a) Going concern concept assumes that business will be carried on for ________ period. 1
b) Rent receivable account is a _________ account. 1
c) Only _________ transactions are recorded in the cash book. 1
d) A machinery which cost Rs.4,00,000/- is depreciated at 25% per year using the 
   written down value method. At the end of 3 years, it will have a net book value of
   __________. 2
e) _________ and _________ are examples of direct expenses. 2
f) In case of installment system, total interest receivable by the seller is credited to
   __________. 1
g) P, Q and R are sharing profits equally. P retires. The goodwill is appearing in the 
   books at Rs.30,000/-. It is valued at Rs.60,000/-. P will be credited with Rs.
   __________. 2

Answer in brief:
h) Distinguish between a journal and a ledger. 2x5
i) Give an example of capital expenditure treated as revenue expenditure. 5
j) Give any two differences between provisions and reserves. 5
k) What is meant by hire purchase system? 5
l) State the rules regarding payment of firm’s debts and separate debts in the event of 
   dissolution of a partnership firm. 5

PART-A

b) Explain the following accounting concepts:
   i) Money measurement concept. 5
   ii) Going concern concept. 5
   iii) Realisation concept. 5
   12

Q.3 a) ”Is Trial Balance merely a proof of arithmetical accuracy”? Explain the errors which 
   are not disclosed by a Trial Balance. 10
b) Journalise the following transactions and post them in the ledger:
   i) Ram started business with a capital of Rs.1,00,000/-. 5
   ii) Purchased goods for cash Rs.36,000/-. 5
   iii) Machinery purchased for cash Rs.10,000/-. 5
   iv) Purchased goods from Raghu Rs.22,000/-. 5
   v) Returned goods to Raghu Rs.2,000/-. 5
   vi) Sold goods for cash Rs.23,000/-. 5
   10

Q.4 A machine is purchased for Rs. 1,60,000/- on 16-06-2007. The company took delivery 
   on 27-06-2007 incurring Rs.2500/- for its transportation. The machine was installed on 
   15-07-2007 spending Rs.2000/- for wages and Rs.1000/- for consultancy fee. Trial run 
   was conducted on 15-11-2007 spending Rs.2500/-. The machine was put to use on
1-1-2008. Useful life of the machine was expected to be 5 years and scrap value at the end was expected to be Rs.12,000/-. The firm follows written down value method of depreciation. Show machinery account and provision for depreciation account assuming that machine realize Rs.13,000/- at the end of 5 years. The accounts being closed on 31st December each year.

**PART-B**

Q.5 Prepare a trading and profit and loss account and a balance sheet with imaginary figures. Assume at least eight adjustments.

Q.6 Rajesh purchased seven trucks on hire-purchase on 1st July, 2010. The cash purchase price of each truck was Rs.5,00,000/-. He was to pay 20% of the cash purchase price at the time of delivery and the balance in five half-yearly installments starting from 31-12-2010 with interest at 5% per annum on Rajesh’s failure to pay the installment due on 30th June, 2011, it was agreed that Rajesh would return 3 trucks to the vendor and remaining 4 could be retained by him. The returning price for 3 trucks was Rs.8,20,000/-. Rajesh charged depreciation @20% per annum. Vendor after spending Rs.1000 on repairs and sold away all the three trucks for Rs.7,50,000/-. Show trucks account and vendor’s account in the books of Rajesh and Rajesh’s account and goods repossessed account in the books of vendor assuming their books are closed on June 30th every year.

Q.7 a) State the journal entries that are to be passed in the event of amalgamation in the books of (i) the firm to be amalgamated and (ii) New firm.

b) What is ‘Goodwill’? Explain the following methods of calculating ‘Goodwill’ of a partnership firm:
   i) Purchase of a certain number of years average profit method.
   ii) Super-profits method.
B. Com. (Hons.) Industry Integrated – First Semester
FINANCIAL ACCOUNTING-I (BCH-102K/CH-1.2K)

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

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

**PART-A**

**Q.1 Multiple Choice Questions:**
a) What is the amount of Gross Profit when Net Purchase = `50,000/-, Net Sales = `80,000/- and Sales Returns = `10,000/-?
   i) 30,000  ii) 20,000  iii) 70,000  iv) 40,000
b) According to Going Concern, a business is assumed as having:
   i) An indefinite life.  ii) A limited life.  iii) A very long life.
c) The balance of petty cash book is:
   i) An asset  ii) A liability  iii) An expense  iv) A gain
d) The term imprest system is used in relation to:
e) Point out the correct Accounting Equation:
   i) Liabilities = Assets – Capital  ii) Assets = Liabilities – Capital
f) In Book Keeping "debit" means:
   i) An entry on the left hand side of the same account.
   ii) Decrease in asset.
   iii) Increase in liability
g) Liabilities increase by:
   i) All of these.  ii) Purchase of goods on credit.
   iii) Taking loan from bank.  iv) Rent due.
h) Double entry of book-keeping means:
   i) Entry for two aspects of the transaction.
   ii) Entry in two sets of books.
   iii) Entry for two dates.
   iv) Entry for two transaction.
i) A Payment of `2000 to ABC Transporters for bringing a machine to our factory should debited to:
   i) Machine a/c  ii) ABC Transporters
   iii) Carriage inwards a/c  iv) Cash a/c
j) Sale of Goods to X for Cash should be debited to:
   i) Cash  ii) X  iii) Sales.

**Whether the following statements are TRUE or FALSE:**
k) Increase in asset is debited.
l) Narration is essential for each and every journal entry.
m) Credit note is sent to the customer who returned the goods.
n) Double Entry system was invented by Luca Pacioli.

**Fill in the blanks:**
o) The process of transferring debits and credits from journal to the respective account in ledger is known as __________.
p) Writing the difference of totals on the shorter side of the account is known as__________.
q) ________ is just opposite of Accrued income.
r) Ledger is a book of ________ entry.
s) Liquid Assets = Total Current Assets – (_________+_________).
t) Accounting equation is statement of _________ between debits and credits.  

**PART-B**

Q.2  
a) Explain Trade discount and cash discount with their accounting treatment.  
b) Write a short note on GAAP.  
c) What is the difference between Capital Expenditure and Revenue Expenditure?  
d) Following are the accounting transactions relating to Mr. P’s business. Use the accounting equation to show their effect on his assets, liabilities and capital.
  i) Commenced business with a Capital of `50,000/-.
  ii) Bought Machinery for cash `10,000/-.
  iii) Purchased goods for cash `15,000/-.
  iv) Purchased goods from A on credit `5,000/-.
  v) Sold goods for cash `10,000/-.

Q.3  
a) From the following source document, prepare an accounting voucher in the books of M/S Narmada Traders, Chandigarh:

<table>
<thead>
<tr>
<th>Kharidlo Traders, Bihar</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sale bill No.</strong> 1232</td>
</tr>
<tr>
<td><strong>Date:</strong> 28-05-2014</td>
</tr>
<tr>
<td><strong>TO:</strong> M/S Narmada Traders (Credit Sale)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Particulars</th>
<th>Rate (`)</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 Nos.</td>
<td>28” Trousers</td>
<td>2000/-</td>
<td>20,000/-</td>
</tr>
<tr>
<td>10 Nos.</td>
<td>XL” Shirts-full sleeves</td>
<td>1000/-</td>
<td>10,000/-</td>
</tr>
</tbody>
</table>

S/d  
Narmada Traders, Chandigarh

b) Prepare Debit note with the help of given information:

**Invoice No. 1420**  
**Name of the seller:** TFS Pvt. Ltd.  
**Name of the buyer:** M/S Pectech Ltd.  
**Date of Invoice:** 1/07/14
Description of goods: 30 trousers (@ 700 each) and 20 shirts (600 each). On 15/07/14, 20 trousers and 10 shirts were returned back to the seller by the buyer.

Q.4
a) Explain following terms:
   i) Accrual Basis
   ii) “E and OE”
   iii) “True and Fair View”
   iv) Recognition
   v) Going concern

b) Explain any five qualitative characteristics of financial statements.

Q.5
On checking Mohan’s cashbook 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 ` 4,500/-. 
   b) The payment side of the cash book has been undercast by ` 150/-. 
   c) A cheque for ` 750/- drawn on his saving deposit account has been shown as drawn on current account. 
   d) Cheques amounting to ` 7,000/- drawn and entered in the cash book had not been presented. 
   e) Cheques amounting to ` 6,000/- sent to the bank for collection, through entered in the cash book, has not been credited by the bank. 
   f) Bank charges of ` 75/- as per bank statement of account has not been taken in the cash book. 
   g) Dividends of the amount of ` 2,500/- has 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.6
Pass rectification entries for the following, If required:
   a) Goods costing ` 20,000/- were purchased for various members of the staff and the cost was included in "Purchases". A similar amount was deducted from the salaries of the staff members concerned and the net payments to them debited to Salaries account. 
   b) Wages paid to the firm’s workmen for making certain additions to machinery amounting to ` 20,000/- were debited to wages account. 
   c) Purchase of equipment from ABC Ltd worth ` 50,000/-, in cash, was entered through the purchase day book and accordingly credited to supplier account. 
   d) Material from store ` 10,000/- and wages ` 4,000/- has been used in making Tools and Implements for use in own factory, but no adjustments were made in the books. 
   e) A builder’s bill for ` 15,000/- for erection of a shed was debited to Repairs Account. 
   f) Repairs to equipment amounting to ` 3,000/- has been charged to Repairs Account. 
   g) Goods sold to Mr. X for ` 1131/- has been wrongly entered in the Sales Book as ` 1311/-. 
   h) Purchase of bike was debited to conveyance account ` 40,000/-. Firm charges depreciation @ 10% on vehicles 
   i) A cheque of ` 5,000/- received from Mr. A was credited to the account of Mr. X. 
   j) Goods bought by the proprietor worth ` 10,000/-, for his personal use without any payment being made, were wrongly entered in purchase daybook.
Q.1 Answer in brief:
   a) What is capitalist economy?
   b) Write a short note on cultural shock?
   c) What is ethnodomination?
   d) Explain liberal democracy.
   e) Define SSI.
   f) Write full form of SICA.
   g) Name two incentives schemes to increase exports.
   h) Define B.O.T.
   i) Enlist any two hurdles of financial sector reforms.
   j) Enlist any two advantages of MNC’s.

2x10

PART-A

Q.2 a) Differentiate between economic development and economic growth. 10
    b) Explain structure of Indian industry in the context of five year plans. 10

Q.3 What is the need to study cultural environment? Explain various types of culture in
detail. 20

Q.4 Explain objectives and main features of industrial policy, 2011. 20

PART-B

Q.5 Distinguish between balance of payments and balance of trade. How would you remove
deficit in balance of payment? 20

Q.6 What do you understand by liberalization, globalization and privatization? Make a critical
assessment of India’s liberalization experience. 20

Q.7 Critically examine the various financial sector reforms in India. Why are these financial
reforms required in India? Explain. 20
End Semester Examination, May 2016
B. Com (Hons) and (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. All questions carry equal marks.

Q.1  Fill in the blanks:
   a) An agreement which is enforceable at the option of one party is called ________.
   b) Advertisement inviting tender is __________.
   c) Caveat emptor means ________.
   d) Quantum merit literally means ________.
   e) DPIN stands for __________.
   f) LLP can be wound up either by _______ or _______.
   g) A person to whom the electronic signature certificate is issued is called ________.
   h) The supervision over the activities of certifying authorities is exercised by _______.

State whether TRUE or FALSE:
   i) Future goods are not covered under the Sale of Goods Act, 1930.
   j) In a contract of sale of goods, breach of warranty may be treated as breach of condition.
   k) LLP is a body corporate.
   l) The State governments are authorized to make rules under IT Act.

Write 3-4 sentences about:
   m) Agreements expressly declared as void.
   n) Agreement to sell.
   o) Suspension of digital signature certificate.
   p) Annual return of LLP.

PART-A

Q.2  a) Discuss the essential elements of a valid contract. 10
     b) Explain the term ‘consideration’ and state the exception to the rule – “No consideration, no contract”. 10

Q.3  a) Describe the various modes by which the authority of an agent may be terminated. 10
     b) What is a contract of guarantee? Distinguish between contract of indemnity and guarantee. 10

Q.4  a) Who is an unpaid seller? Explain his rights under the Sale of Goods Act, 1930. 15
     b) Explain kinds of delivery of goods. 5

PART-B
Q.5  a) Who can be a partner in an LLP? What are the disqualifications for becoming a partner in an LLP?  
    b) Define a limited liability partnership and bring out clearly its characteristics.  

Q.6  a) Write a note on annual return of LLP.  
    b) State the circumstances under which an LLP can be wound up by the court. What are the consequences of winding up order passed by the court? Discuss.  

Q.7  a) Explain the powers of “Controller of Certifying Authority” under the Information Technology Act, 2000.  
    b) Write notes on: i) E-governance  ii) Digital signature
End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated) – First Semester
MICRO ECONOMICS (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) Average revenue (AR) is ____________.
   b) Price Effect is substitute effect plus income effect. (True/False)
   c) Define elasticity of supply.
   d) If the price of a commodity increase by `10/- then its demand fall from 200 to 160 units then $E_d$ is ____________.
   e) Write any two properties of indifference curve.
   f) Write any two assumptions of demand curve.
   g) Es>1 is known as ____________.
   h) What is opportunity cost?
   i) MRTS is equal to ____________.
   j) IC (Indifference Curve) is always concave to the origin. (True/False) 2x10

PART-A

Q.2 a) Discuss the features of free market economy. 7
   b) How does consumer surplus measure? How does a lower price raise in consumer surplus? 8
   c) Explain the revealed preference theory with a diagram. 5

Q.3 a) Explain law of variable proportions with the help of a schedule and graph. 10
   b) What is producer equilibrium? Explain with the help of Isoquant and Iso cost line curve. 10

Q.4 a) Long run marginal cost curve (LMC) is not an ‘Envelope curve’. Discuss with the help of a diagram. 8
   b) Distinguish between sunk cost and fixed cost. 5
   c) Explain the shapes of short run cost curves. 7

PART-B

Q.5 Write short notes on:
   a) Relationship between AR and MR curve under perfect competition. 10
   b) Equilibrium of a firm in the short run under perfect competition. Explain with the help of a diagram. 10
Q.6  a) Explain the public policies towards monopoly.  
    b) How does price discrimination policy in peak and off peak period ensure efficient 
         distribution of the total output?

Q.7  Write short notes on: 
    a) Kinked demand curve model.  
    b) Comparison of monopolistic with monopoly competition.  
    c) Oligopoly market.
End Semester Examination, May 2016
B.Com. (Hons) and (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 any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  a) What do you mean by equivalent sets?
     b) Construct a 2x2 matrix, A = [aij] whose elements are given by $a_{ij} = \frac{(i + 2j)^2}{2}$.
     c) Define Duality in L.P.P.
     d) Find simple interest on `2,000/- at 5% p.a. for 5 years.
     e) What do you mean by lower triangular matrix?
     f) Differentiate w.r.t. $x : a^x$.
     g) Evaluate: $\int (x^2 + 3x + 8) \, dx$.
     h) Write in roster form: $A = \{x : x \text{ is prime natural no, } 3 \leq x \leq 15\}$
     i) If $\begin{bmatrix} 2x + z & 3y - w \\ 3x - y & 2y + z \end{bmatrix} = \begin{bmatrix} 3 & 2 \\ 4 & 7 \end{bmatrix}$, find $x$ and $y$.
     j) Write the formula of present value of annuity. 2x10

PART-A

Q.2  a) Solve the following system of equations by using matrix method:

\begin{align*}
6x + y - 3z &= 5 \\
x + 3y - 2z &= 5 \\
2x + y + 4z &= 8
\end{align*}

\[ A = \begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix} \]

b) If $A^2 - 4A = 5I_3$, then prove that $A^{-1}$.

Q.3  a) The difference between simple interest and compound interest for a certain sum of money is `52/- for 2 years at the rate of 10%, find the principal.

b) A man borrows `6,000/- at 6% and promises to pay principal amount and the interest both in 20 annual installments at the end of each years. What is the annual payment necessary?

b) Find the compound interest on Rs. 10,000/- for 1 year 7 months if the interest in payable half yearly at the rate of 8% per annum.

Q.4  a) Draw the graph of equation: $y = \log_4 x$. 5
b) If \( y = \log \left( \sqrt{x - 1} - \sqrt{x + 1} \right) \), prove that \( \frac{dy}{dx} = -\frac{1}{2\sqrt{x^2 - 1}} \).

\[ \frac{dy}{dx} = -\frac{1}{2\sqrt{x^2 - 1}}. \]

7

b) If \( y = \log \left( \sqrt{x - 1} - \sqrt{x + 1} \right) \), prove that \( \frac{dy}{dx} = -\frac{1}{2\sqrt{x^2 - 1}} \).

7

c) Find the local maximum and local minimum values of the function and also the point of inflexion if any: \( y = 3x^4 - 2x^3 - 6x^2 + 6x + 1 \).

8

PART-B

Q.5

a) Verify Euler’s theorem for the function:

\[ u = \log \left( \frac{x^4 + y^4}{x + y} \right). \]

7

b) Evaluate: \( \int \log(x + 1)^{(t+e)} dx \).

6

c) Evaluate: \( \int \frac{2x + 1}{(x + 1)(x^2 - 6x + 8)} dx \).

7

Q.6

a) What do you mean by linear programming problem? What are the requirements and objectives of L.P.P.?

5

b) A company manufactures three products and these products are processed on three machines \( M_1, M_2 \) and \( M_3 \). The first product processed for 2 hours on \( M_1 \), 3 hours on \( M_2 \) and 1 hour on \( M_3 \), the second product processed for 1 hour on \( M_1 \), 2 hours on \( M_2 \) and 2 hours on \( M_3 \) and the third product processed for 1 hour on \( M_1 \), 1 hour on \( M_2 \) and 2 hours on \( M_3 \). The machine \( M_1 \) is available for 20 hours, \( M_2 \) for 30 hours and \( M_3 \) for 18 hours. There are three types of \( M_1 \) machines, 2 \( M_2 \) machines and 2 \( M_3 \) machines. The profit on three products is Rs 2, Rs.3 and Rs.5. Formulate the given problem as a L.P.P.

8

c) Use graphical method to solve the following L.P.P.:

\[
\text{Maximum } Z = 50x_1 + 30x_2
\]

Subjected to constraints

\[
2x_1 + x_2 \geq 18
\]

\[
x_1 + x_2 \geq 12
\]

\[
3x_1 + 2x_2 \leq 34
\]

7

Q.7

a) Out of 40 students in a class, 16 study English, 22 accountancy and 26 Economics 5 study English and Economics, 14 accountancy and economics and 2 study all the three subjects, find the number of students who study:

i) English and accountancy.

ii) English or accounts but not economics.

iii) English but not economics.

iv) Accounts only.

10

b) Prove that:

\[ A - (B \cap C) = (A - B) \cup (A - C). \]

5

c) If \( A = \{1, 2, 3, 4\} \), \( B = \{3, 7, 10, 12\} \) and \( C = \{4, 10, 13, 2\} \)

\( U = \{1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13\} \)

than verify that:

i) \( A - B = A \cap B^c \)

ii) \( (A - B) \cup (B - A) = (A \cup B) - (A \cap B). \)

5
End Semester Examination, May 2016  
B.Com. (Hons) and (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 any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) Inflation is a general _________ in prices of all goods.
   b) Tax is the __________ payment to the government.
   c) __________ bank of a country plays an important role in improving the economic conditions.
   d) The real flow of income is the flow of _________ and ___________.

State whether True or False:
   e) Macroeconomics is the study of economic system as a whole.
   f) Today’s all economics are closed economics.
   g) Monetary policy involves changing interest rates.

Answer in brief:
   h) Define GDP.
   i) Write the four phases of trade cycle.
   j) Differentiate between Micro and Macro concept.  

PART-A

Q.2 a) What is the significance of the study of macro-economics?  
   b) Define consumption function. Explain various factors influencing consumption function.

Q.3 a) Differentiate between final and intermediate goods.
   b) Give eight important national accounts aggregates. How are they calculated?

Q.4 What is the equilibrium level of output? How is it determined? Analyze the effects of an increase in government expenditures on the equilibrium level of income.

PART-B

Q.5 a) What is an unemployment? Explain the various types of unemployment.
   b) Write a note on Phillips curve.

Q.6 a) Discuss the effectiveness of monetary policy in the case of:
   i) The liquidity trap.
   ii) The classical situation.
   b) Define fiscal policy. Explain various instruments of fiscal policy.

Q.7 In a 3 sector model suppose:

$$ C = 1000 + 0.80y_d $$  
$$ G = Rs.1000 $$
\[ I = 1500 - 60i \quad \quad L = 0.20\gamma - 20i \]

\[ T = 0.25\gamma \quad \quad M = 1500 \text{ Rs} \]

a) Find the equation of the IS and LM curves.
b) Find the simultaneous equilibrium for the IS and LM curves.

\[ i = \text{Rate of interest} \quad \quad L = \text{Demand for real money balances} \]

\[ Y = \text{Income level} \quad \quad M = \text{Import} \]

\[ C = \text{Consumption} \quad \quad I = \text{Investment} \]

\[ G = \text{Government expenditure} \]
Q.1 Fill in the blanks:
   a) Maximum number of members in case of private company is _________.
   b) Minimum number of members of a public company is _________.
   c) _________ % of shares should be held by a company in another company so as to become subsidiary.
   d) A resolution passed by three fourth votes in favour of resolution is called _________.
   e) DIN is issued by _________.
   f) Validity period for shelf prospectus is _________.
   g) In case of voting by polls the vote of every member is in proportion to _________.
   h) A quorum should be presented within _________ minutes of the time of starting the meeting.
   i) First directors of the company are appointed by _________.
   j) Contracts done under ultra vires transaction becomes _________.

State TRUE or FALSE:
   k) Every listed company shall appoint at least one women director.
   l) A company called small company, when its paid-up share capital does not exceed ` 50 lakh.
   m) Promoters are the trustee of a company.
   n) The doctrine of constructive notice is applies to only of association.
   o) A public company can offer minimum 75% of issue if it is going through book building process.
   p) The time intervals between any two annual general meetings must not be more than a period of 15 months.
   q) A person can be a whole time director of more than one company at a time.
   r) The central government has power to constitute a NCLT.
   s) A public company can become a private company from the date of approval from the tribunal.
   t) Life insurance corporations of India is a statutory company.

PART-A

Q.2 a) What is a corporate veil? When is it pierced by the order of the court? 10
   b) What are the documents to be filed for registration of a company? Write contents of MOA. 10
Q.3  a) “A prospectus must state truth and nothing but truth”. Do you agree? Explain.  
     b) Explain the procedure of book building.  15

Q.4  a) Write short notes on:
     i) Proxy.
     ii) Quorum.  5×2
     b) State the provisions of the Companies Act, 2013 regarding the board meetings.  10

PART-B

Q.5  a) State the provisions of the Companies Act regarding appointment and removal of 
     Director.  15
     b) Distinguish between ‘Managing Director’ and ‘Manager’.  5

Q.6  What do you understand by winding-up of a company? When can a company may be 
     compulsory wound up by the Tribunal? Also explain the consequences of compulsory 
     winding up of a company.  20

Q.7  Write short notes on:
     a) MCA-21.
     b) NCLT.
     c) Insider Trading.  10×2
End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated) – First Semester
BUSINESS COMMUNICATION-I (BCH-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 Answer the following:
   a) List any two advantages of email.
   b) Write the barriers of communication.
   c) Define notice.
   d) Mention the various steps of a business report.
   e) List the types of listening. 2x5

PART-A

Q.2 a) Explain the various factors you will keep in mind to make a communication effective with an example. 6
   b) Explain the process of communication with the help of a diagram. 4

Q.3 a) Write a letter to your bank requesting for a loan facility of `15 lacs. Also give necessary details of your project. 6
   b) Write a short note on bad news message. 4

Q.4 a) Write a memo to an employee calling for explanation for his lower performance. 6
   b) Explain briefly agenda and minutes of a meeting. 4

PART-B

Q.5 Explain the long reports and short reports. Also discuss the types of reports in detail. 10

Q.6 Write short notes on:
   a) Note making. 5x2
   b) Reading skills.

Q.7 Explain the role of body language and gesture in communication. 10
End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated) – Second Semester
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 Fill in the blanks:
   a) Body language is also known as ___________.
   b) Sharing your views with a large number of people in an enclosed room is called a ___________.
   c) Indirect speech is also known as ___________ speech.
   d) AIDA in a sales letter stands for ________, ________, ________ and ________.
   e) In inter-office communication, a ___________ goes to people and people go to a ___________ to get information.
   f) An account of a person’s qualifications and experience is written in a ___________.

1x10

PART-A

Q.2 Highlight each parameter of body language in making communication effective. Give examples of each. 10

Q.3 What points should be kept in mind before making a presentation? Discuss five do’s and five don’ts for making a presentation effective. 10

Q.4 Write a complaint letter to the health officer of your locality telling him about the increasing number of stray dogs in your locality. Inform him about the security and health hazard caused by their existence. 10

PART-B

Q.5 Prepare a brochure for your college festival highlighting the events, date venue, method of registration and the grand finale evening. Also give an attractive name to the festival. 10

Q.6 As the security officer of XYZ Company write a report on the incident of fire in the godown of your factory. Explain how the data was collected, the cause and result of fire and the steps taken. 10

Q.7 What preparation should be done before preparing for an interview? Write your resume assuming you have ten years of experience and you want to apply for the job of Assistant Manager Marketing. 10
End Semester Examination, May 2016
B. Com. (Hons) and (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 shortly:
  a) Define motivation.
  b) State two characteristics of sole proprietorship business.
  c) State two objectives of business.
  d) Explain transformational leadership.
  e) Illustrate the networking organizational format.
  f) State and explain any one growth strategy.
  g) What are the macro factors that affect businesses?
  h) State two qualities of an entrepreneur.
  i) Explain any two barriers of communication.
  j) Write down any two main objectives of the Chambers of Commerce.

Answer briefly:
  k) Discuss the two factor theory given by Herzberg.
  l) Illustrate and explain the leadership continuum.
  m) What are the functions of the stock exchange?
  n) Explain SWOT analysis and its role in strategic management process.

UNIT-I

Q.2 a) What are the different form of business organizations?
    b) What are multi-national co-operations and list out their advantages and disadvantages?

Q.3 a) Distinguish between business commerce and trade.
    b) Explain with examples of business environment.

UNIT-II

Q.4 a) Explain in detail the entrepreneurship process.
    b) State the functions of Federation of Indian Chambers of Commerce and Industry (FICCI).

Q.5 a) Explain the government and industry interface in business organizations.
    b) State and explain the different types of business communications.

UNIT-III

Q.6 a) Illustrate and explain the project and MatrixOrganizational formats.
    b) Explain the decision making process in an organization.

Q.7 a) What are the different types of growth strategies?
    b) Explain the process of formulation of a strategic plan.

UNIT-IV

Q.8 Write short notes on:
   a) McGregor’s Theory X and Theory Y
   b) Managerial Grid.
Q.9  a) Explain modern control techniques in detail.
b) List out the different styles of leadership.
Q.1 **State whether the following statement are TRUE or FALSE:**

a) The basic function of financial accounting is to record all business transactions.

b) Lower the cost or market price is an example of realization concept.

c) Outstanding salary is a nominal account.

d) A ledger is called a book of secondary entry.

e) Interest received on loan is an income for the business.

f) Capital reserves are not freely distributed as profits.

g) Partners are not entitled to any interest on loan, unless specifically provided in the partnership deed.

h) Dissolution of partnership and dissolution of partnership firm are two different things.

i) Under installment payment system, the seller treats the transaction as a credit sale.

j) Lease payments under an operating lease should be recognized as an expense.

Q.1 Fill in the blanks:

a) Goods returned by the customer for Rs.5000 were taken into stock but no entry was passed. It was an error of ________.

b) If the closing stock is not given in the trial balance, it is shown in the ________ and ________.

c) The accounting procedures on death of a partner are very similar to those that covered in case of partner is ________.

d) A financial lease transfers substantially all the risks and rewards incident to _______ of an asset.

e) ________ and ________ are two examples of personal accounts.

Q.1 Answer the following questions:

a) Distinguish between a journal and a ledger.

b) Discuss depreciation policy.

c) Explain deferred revenue expenditure with a suitable example.

d) Explain the different modes of payment to a retired partner.

Q.2 Define accounting. Discuss its functions and types. Also explain process of accounting in brief.

Q.3 What do you mean by accounting principles? Explain the different types of accounting principles.

Q.4 a) Pass journal entries for the following transactions:

i) Mr. A started business with Rs. 1,50,000/- in cash.

ii) Paid rent by cash Rs. 10,000/-.

iii) Bought goods for resale on credit from Mohan Rs. 25,000/-.

iv) Cash sales Rs. 18,000/-.

v) Paid Rohan Rs. 10,000/- by cheque.

vi) Paid salary to staff Rs.12,000/-. 

**UNIT-I**

Q.2 Define accounting. Discuss its functions and types. Also explain process of accounting in brief.

Q.3 What do you mean by accounting principles? Explain the different types of accounting principles.

**UNIT-II**

Q.4 a) Pass journal entries for the following transactions:

i) Mr. A started business with Rs. 1,50,000/- in cash.

ii) Paid rent by cash Rs. 10,000/-.

iii) Bought goods for resale on credit from Mohan Rs. 25,000/-.

iv) Cash sales Rs. 18,000/-.

v) Paid Rohan Rs. 10,000/- by cheque.

vi) Paid salary to staff Rs.12,000/-.
vii) Purchased furniture for Rs.8,500/- in cash.
viii) Sold good to shyam for Rs.5,000/-.
ix) Goods worth Rs.2,000/- were used by (the proprietor) Mr.A
x) Spent Rs.300/- for refreshment of customers.

b) Explain the errors not disclosed by trial balance.

Q.5 On April 1, 2012, X Ltd. purchased a plant for Rs. 5,00,000/-. On 1st October, 2012 additional plant costing Rs. 2,00,000/- was purchased. On 1st October 2013, the plant purchased on 1st April 2012, sold off for Rs.2,65,000/- On 1st July 2014 new plant was purchased for Rs.8,00,000/- and on the same date plant purchased on 1st October 2012 was sold for Rs.1,70,000/-. The firm provides depreciation @10% p.a. on the written down value method. You are required to show:
a) Plant account.  
b) Depreciation account.  
c) Provision for depreciation account for three accounting year ending 31st March 2015.

UNIT-III

Q.6 The profit and loss account summarizes the revenues and expenses of all accounting period. Discuss the statement with at least five adjustment entries.

UNIT-IV

Q.7 What is meant by hire purchase system? Explain the accounting procedures to be adopted in respect of the hire purchase system.

Q.8 The balance sheet of A and B, who share profits and losses in the ratio of 3:2, as on 31-3-2014 appears as below:

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Rs</th>
<th>Assets</th>
<th>Rs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital A</td>
<td>48,000/-</td>
<td>Other Assets</td>
<td>1,20,000/-</td>
</tr>
<tr>
<td>Capital B</td>
<td>32,000/-</td>
<td>Cash</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Reserves</td>
<td>10,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td>40,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1,30,000/-</td>
<td></td>
<td>1,30,000/-</td>
</tr>
</tbody>
</table>

They admit C as a partner on 1-4-2014. You are required to prepare partner’s capital accounts and the balance sheet of the new firm under each of the following cases:
a) C is to contribute to the firm Rs 27,000/- for 1/6th share in the partnership.  
b) C is to purchase 1.6 share in the partnership from the existing partners A and B in the ratio of 3:2, for Rs.27,000/-. 

Q.9 a) State the treatment of goodwill in case of change in the profit sharing ratio of the partners.  
b) What do you understand by dissolution of a firm? What accounting entries have to be passed for closing the books of account of the firm?
Q.1 Answer the following in brief:
   a) What is meant by scarcity?
   b) Explain opportunity sets.
   c) Draw a demand schedule and a demand curve.
   d) Distinguish between direct demand and derived demand.
   e) Give two assumptions of the law of supply.
   f) \( MRS_{XY} = \ldots \ldots \ldots \)
   g) Distinguish between market price and normal price.
   h) Define industry and its equilibrium.
   i) What is product differentiation?
   j) What is excess capacity?

   Answer the following in brief:
   k) Write note on economic systems.
   l) Explain income and substitution effect in brief.
   m) Discuss the relationship between AR, MR and TR under perfect competition.
   n) Write a note on ‘Exploitation of labour’.

UNIT-I

Q.2 a) Explain whether economics is a science or an art or both.  
    b) Consider two points M and N on a linear demand curve. The price and quantity
demanded associated with the two points are given below:

    | Point | Price Rs.) | Quantity demanded |
    |-------|------------|-------------------|
    | M     | 8.50       | 2000              |
    | N     | 10.00      | 1500              |

    Calculate elasticity of demand for an increase in the price from Rs. 8.50 to Rs. 10.00.

Q.3 Explain the law of supply. Distinguish between increase and decrease in supply and expansion and contraction in supply.

UNIT-II

Q.4 Why is an indifference curve convex to the point of origin? What shape will it take if both of the goods are “Economic Bads”?

Q.5 a) Derive Engel curve from income consumption curve for an inferior good.
    b) Define consumer surplus. Explain Hicks concept of consumer surplus.

UNIT-III

Q.6 Draw isoquants, if the two factors of production, namely labour and capital are:
   a) Perfect substitutes of each other.
   b) Perfect complements of each other.
Q.7 How can you derive long-run cost (LAC) from the short-run cost (SAC) under traditional cost theory?

UNIT-IV

Q.8 What is perfect competition? Distinguish between pure and perfect competition.

Q.9 Distinguish between short-run and long-run equilibrium of a firm operating under conditions of perfect competition.
END SEMESTER EXAMINATION, MAY 2016
B.COM. (HONS) AND (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. All questions carry equal marks.

Q.1 a) State whether the following statements are TRUE or FALSE:
   i) All void agreements are illegal.
   ii) A contract of insurance is a wagering agreement.
   iii) A finder of lost goods is a bailee.
   iv) Risk follows ownership whether delivery has been made or not and whether price has been paid or not.

b) Fill in the blanks:
   vi) A contract by an idiot is ________.
   vii) Anticipatory breach of a contract takes place ________.
   viii) A contract of indemnity is a ________ contract.
   ix) The lien of an unpaid seller depends on ________.
   x) ________ is an offence under IT Act, 2000.

1x5

c) Answer in brief (any four):
   i) What is an irrevocable agency?
   ii) What is misrepresentation?
   iv) Who is a designated partner and give meaning of DPIN.
   v) Differentiate sale and agreement to sale.

5x4

d) Describe the essentials of a valid contract. 10

UNIT-I

Q.2 Write short notes on the following:
   a) Quasi contract.
   b) Fraud.
   c) Contract of indemnity.

15

Q.3 What do you mean by breach of contract? What remedies are available to an aggrieved party on the breach of contract? Explain

15

UNIT-II

Q.4 What do you mean by condition? How is it different from warranty? Discuss the implied conditions and warranties in a contract of sale of goods.

15

Q.5 a) Who is an unpaid seller? Explain in brief the rights available to an unpaid seller.

10

b) “Risk prima facie passes with property”. Comment.

5

UNIT-III

Q.6 Give the provisions regarding appointment of a designated partner in an LLP. What are the qualifications of a designated partner? Also explain the provisions regarding ‘Designated partners identification number’ DPIN.

15

Q.7 a) What is the tax treatment being provided for LLPs?

8
b) Explain in brief the provisions in respect of winding-up of LLPs.

UNIT-IV

Q.8 Write short notes on the following:
   a) Digital signature certificate.
   b) Asymmetric crypto system.
   c) Electronic governance. 5x3

Q.9 Discuss various objectives of Information Technology Act. Explain various offences under IT Act, 2000. 15
BUSINESS COMMUNICATION-I (CH-1.5)

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. All questions carry equal marks.

Q.1 Fill in the blanks:
a) The process of translating the symbols into ideas and interpreting the message is called ________.
b) ________ language means the changes that occur in the body position and movements that show what person is feeling.
c) Downward communication moves from ________ to ________.
d) The network of informal communication is known as ________.

State whether the following statements are TRUE or FALSE

e) External barriers can be overcome by individual effort.
f) Listing is a natural skill and cannot be trained.
g) It is not possible to control no-verbal communication.
h) Body language is entirely unconscious.
i) Grapevine can be used productively by management.

Define the following:

j) Upward communication.
k) Agenda.
l) Communication.
m) Long report.
n) Note making.

Write short notes on:

o) Email.
p) Objectives of communication.
q) Bad news message.
r) Listening skills.

UNIT-I

Q.2 What is meant by barriers to communication? How and why do they occur? 15

Q.3 a) Explain the process of communication with the help of a diagram. 7
b) Explain 7Cs of an effective communication in detail. 8

UNIT-II

Q.4 a) Explain the different types of layout of letters with examples. 8
b) Write the minutes of meeting and memo of a business meeting. 7

Q.5 Explain verbal and non-verbal communication in detail. Also differentiate both. 15

UNIT-III

Q.6 Explain the types of reports and discuss the structure of a report in detail. 15

Q.7 Write short notes on:
a) Abstract. b) Proposal. c) Summary. 5x3

UNIT-IV

Q.8 a) Explain the different types of listening skills. 8
b) Discuss how can be improve our listening skills. 7

Q.9 Explain the role of body language in communication with example. 15
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 Fill in the blanks:
   a) Time reversal test means $P_{01} \times P_{10} =$ ____________.
   b) Geometric mean of 2, 4 and 8 is ____________.
   c) Lowest value of correlation is ____________.
   d) If $D_5 = 20$, then median = ____________.
   e) Highest value of probability is ____________.

Short answer questions:
   f) Write down the formula of median for continuous series.
   g) What do you mean by seasonal variations?
   h) Find mode of the given data: 8, 5, 9, 5, 7, 8, 5, 9
   i) What do you mean by exhaustive events?
   j) What do you mean by equally likely events?

Answer the following:
   k) Calculate quartile deviation for 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>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>2</td>
<td>5</td>
<td>8</td>
<td>11</td>
<td>6</td>
<td>3</td>
</tr>
</tbody>
</table>

   l) The odds that A speaks the truth is 3:2 and the odds that B speaks the truth is 5:3. In what percentage of cases are they likely to contradict each other on an identical point?

   m) Calculate rank correlation for the following data:

<table>
<thead>
<tr>
<th>$R_1$</th>
<th>10</th>
<th>9</th>
<th>8</th>
<th>7</th>
<th>6</th>
<th>5</th>
<th>4</th>
<th>3</th>
<th>2</th>
<th>1</th>
</tr>
</thead>
<tbody>
<tr>
<td>$R_2$</td>
<td>9</td>
<td>7</td>
<td>10</td>
<td>5</td>
<td>4</td>
<td>8</td>
<td>2</td>
<td>6</td>
<td>1</td>
<td>3</td>
</tr>
</tbody>
</table>

   n) What do you mean by regression? Write properties of regression coefficients.

   UNIT-I

Q.2 Find the missing frequencies for the data given below:

<table>
<thead>
<tr>
<th>C.I.</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>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency</td>
<td>8</td>
<td>14</td>
<td>$f_1$</td>
<td>42</td>
<td>27</td>
<td>$f_2$</td>
<td>10</td>
</tr>
</tbody>
</table>

Where median = 36.67 and $N = 150$. Also calculate $D_{71}$, mean, mode and $P_{70}$ for the complete data.

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>23</th>
<th>87</th>
<th>15</th>
<th>18</th>
<th>39</th>
<th>46</th>
<th>4</th>
<th>9</th>
<th>54</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>58</td>
<td>15</td>
<td>17</td>
<td>12</td>
<td>11</td>
<td>49</td>
<td>93</td>
<td>4</td>
<td>8</td>
</tr>
</tbody>
</table>

   Find:  i) Which is a better batsman?
   ii) Which is more consistent?

   b) What do you mean by central tendency? Explain the different measures of central tendency with suitable examples.
UNIT-II

Q.4  a) A problem in statistics in given to five students: A, B, C, D and E. Their chances of solving it are \(\frac{1}{2}, \frac{1}{3}, \frac{1}{4}, \frac{1}{5}, \frac{1}{6}\). What is the probability that the problem will be solved?  

b) A candidate is selected for interview of management trainees for 3 companies. For the first company there are 12 candidates for the second there are 15 candidates and for the third there are 10 candidates. What are the chances of his getting job at least one of the company?

Q.5  a) Suppose that a manufacturing product has 4 defects per unit of product inspected. Using Poisson’s distribution, calculate the probability of finding a product without any defect, 2 defects and 4 defects. (Given \(e^{-4} = 0.01832\)).  
b) A manufacturing firm produces steel pipes in three plants with daily production volumes of 500, 1,000 and 2,000 units respectively. According to past experience it is known that the fractions of defective output produced by the three plants are respectively at random 0.005, 0.008 and 0.010. If a pipe is selected from a day’s total production and found to be defective, findout i) from which plant for this defective pipe, the probability is highest ii) what is the probability that is came from the first plant?

UNIT-III

Q.6  a) What do you mean by correlation? Why correlation is said to be non-sense?  
b) The values of x and y are given in the following table:

<table>
<thead>
<tr>
<th>x</th>
<th>20</th>
<th>60</th>
<th>55</th>
<th>45</th>
<th>75</th>
<th>35</th>
<th>25</th>
<th>90</th>
<th>10</th>
<th>50</th>
</tr>
</thead>
<tbody>
<tr>
<td>y</td>
<td>20</td>
<td>45</td>
<td>65</td>
<td>40</td>
<td>55</td>
<td>35</td>
<td>15</td>
<td>80</td>
<td>25</td>
<td>50</td>
</tr>
</tbody>
</table>

Find the regression equation of \(y\) on \(x\) and \(x\) on \(y\). Also find \(y\) if \(x = 72\).

Q.7  a) What do you mean by regression? Write the differences between correlation and regression.  
b) Calculate Karl-Pearsons coefficient of correlation for the given data:

<table>
<thead>
<tr>
<th>x</th>
<th>20</th>
<th>30</th>
<th>32</th>
<th>35</th>
<th>40</th>
<th>46</th>
<th>52</th>
<th>55</th>
<th>58</th>
<th>62</th>
</tr>
</thead>
<tbody>
<tr>
<td>y</td>
<td>11</td>
<td>12</td>
<td>10</td>
<td>13</td>
<td>14</td>
<td>16</td>
<td>15</td>
<td>17</td>
<td>18</td>
<td>19</td>
</tr>
</tbody>
</table>

UNIT-IV

Q.8  a) What do you mean by Irregular variations? How time series is effective for predictions for future business analysis?  
b) Calculate Fisher’s index number and show that it satisfies both time reversal and factor reversal for given data:

<table>
<thead>
<tr>
<th>Commodities</th>
<th>Base Year</th>
<th>Current Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</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>
Q.9  a) Why Fisher index number is said to be ideal? Write the problems arises in the construction of a index number.

b) Fit a straight line trend by using least square method and estimate the trend values.

<table>
<thead>
<tr>
<th>Year</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>58</td>
<td>63</td>
<td>53</td>
<td>72</td>
<td>68</td>
<td>70</td>
<td>73</td>
</tr>
</tbody>
</table>
End Semester Examination, May 2016
B. Com. (Hons) and (Industry Integrated) – Second Semester
FUNDAMENTALS OF COMPUTERS 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. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Name all the logical operators.
   b) Define software.
   c) How many binary numbers are there in computer system?
   d) Which number represents hexadecimal?
   e) Name any four search engines.
   f) What is data?
   g) Define Network.
   h) What is the address of first cell of MS-Excel?
   i) Name three types of networks.
   j) Write any four mathematical functions used in MS-Excel.

Q.2 What is an operating system? Explain in detail.

Q.3 Convert the following:
   a) \((8119)_{10}\) into octal form
   b) Add \(101100\) and \(100111\)
   c) Convert \((110011.010)_{2}\) into hexadecimal.
   d) Convert \((312.10)_{10}\) into binary.

Q.4 What do you understand by ‘Information’? Explain any two types of information systems in detail.

Q.5 Explain the following:
   a) Search engines.
   b) Network and its types.

Q.6 Explain the purpose of mail-merge? Explain the step by step mail-merge process with example.

Q.7 What do you mean word processing? Explain its features.

Q.8 Explain charts in Excel with examples and show the data also.
Q.9 Discuss the use of Excel in the following?
   a) Payroll system.
   b) Statistical parameters.  

**End Semester Examination, May 2016**
B. Com. (Hons) and (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. All questions carry equal marks.

**Q.1** Answer the following questions in short:
   a) Define Quasi Rent.
   b) State the various kinds of monopoly.
   c) Write any two features of monopoly.
   d) Define the concept of price discrimination.
   e) What is monopoly power?
   f) The theory of equilibrium was developed by ________ and ________.
   g) What do you understand by probability distribution?
   h) Write any two examples of public goods.
   i) State any two role of trades unions.
   j) Explain the term firm.  

**Q.2** Answer the following questions in brief:
   k) In monopoly competitive market, proportional demand curve and long run average cost curve are given below:  
      \[ P = 72 - 4Q \]  
      \[ LAC = Q^2 - 9Q + 50 \]  
      What is long run price and quantity?
   l) What do you mean by excess capacity in monopolistic competitions?
   m) What are the factors that affecting consumers decision on buying or leasing a car?
   n) Write a note on government intervention in factor market.  

**UNIT-I**

Q.2 What do you mean by social cost of monopoly? If the gains to producer from monopoly power be redistributed to consumers, would the social cost be eliminated? Explain with the help of diagram.  

Q.3 The demand for electricity rises during the peak load evening hours. Would you suggest a higher peak load price? Give reason.  

**UNIT-II**

Q.4 a) Differentiate between monopolistic and oligopoly market.  
    b) Explain sales maximization and price rigidity as characteristic features of oligopoly.  

Q.5 Why did OPEC cartel succeed whereas CIPEC tailed? Show with diagrams.  

**UNIT-III**

Q.6 Differentiate between monopolistic and monopsomistic exploitation of labour. Can trade unions help in removing these forms of exploitations?  

Q.7 Explain the concept of transfer earnings. How is it related to economic rent? Discuss with help of diagrams.  

**UNIT-IV**
Q.8 What do you understand by market failure? How market power makes efficiency an unattainable goal?

Q.9 Write short notes on:
   a) General Equilibrium.
   b) Externalities likely to lead an inefficient allocation of resources.
Q.1 a) **State whether the following statements are TRUE or FALSE:**

i) Shares of a public company are freely transferable.  

ii) More than 50% of shares of company should be held by another company so as to become its subsidiary.  

iii) An association of 10 members not registered under any act is called illegal association.  

iv) Share warrants and share certificates are the same.  

v) Minimum number of director of public company is two.  

vi) Every company should have one meeting of board of directors every month.  

vii) A company can be wound up by registrar of companies.  

viii) Articles of association is the charter of company.  

b) **Fill in the blanks:**

i) Maximum number of members of a public company is _________.  

ii) Minimum number of directors of a private company is ___________.  

iii) A resolution to be passed by simple majority is called ___________.  

iv) CIN stands for ___________.  

v) Quorum for public company having more than 1000 members is ________ members physically present.  

vi) Dividend declared between two AGM’s is called ________ dividend.  

vii) AGM should be held every _________ year. (Calendar/Financial)  

viii) LLP Act was passed in the year ________.  

ix) The life of shelf prospectus is ___________.  

x) A person having shares in his name in DMAT A/c of a bank is called ___________.  

xi) Promoters stand in _________ relationship with company.  

xii) Doctrine of Indian management is an exception to the doctrine of ___________.

Q.2 What do you mean by a company? Explain characteristics of a company in detail.  

Q.3 What do you mean by corporate veil? Under what circumstances it is lifted?
UNIT-II
Q.4 Write a detailed note on doctrine of ultra vires. 15
Q.5 What is prospectus? Who are liable for mis-statement in prospectus? Explain the remedies available to an aggrieved share holders. 15

UNIT-III
Q.6 a) Explain powers and duties of a director. 10
b) Write a note on managing director of a company. 5
Q.7 Explain in detail the procedure for voluntary winding up of a firm. 15

UNIT-IV
Q.8 Discuss the rights and obligation of depositaries, participant issuer and beneficial owner as laid down by the Depositories Act. 15
Q.9 Write short notes on:
   a) Rating agencies.
   b) One person company.
   c) DIN. 5x3
Q.1 a) **Give one word for the following:**
   i) Inter-office communication sent to an individual person to either inform him or give him a warming ____________.
   ii) Informal communication _____________.
   iii) Body language.
   iv) Recording of all points in a meeting _____________.
   v) Response to communication _____________.
   vi) Something which makes communication incomplete _____________.
   vii) Communication through electronic media _____________.
   viii) A write up about something to inform people _____________.
   ix) Communication from a superior to subordinate _____________.
   x) Communication between people at the same level _____________.
   xi) Across the table bargaining between two parties _____________.

b) **Correct the following sentences:**
   i) I don’t know how many money she has.
   ii) My mother is always spoken fast.
   iii) David winning the race yesterday.
   iv) Friend can helping you to do well.
   v) The customer shorting at the salesgirl.
   vi) The car driver was driven carelessly.
   vii) That boy is cried.
   viii) This ball is my.
   ix) You speak French best than your brother.
   x) She inviting me for her birthday yesterday.

Q.1c) **Write short notes on the following:**
   i) Research tools.
   ii) Memos.
   iii) Bibliography.
   iv) Presentations.

**UNIT-I**

Q.2 ‘Feedback is the most important part of the communication process’. Discuss this statement, highlighting the process and importance of feedback in communication. **15**

Q.3 What different types of communications are followed between superiors and subordinates? Outline the advantages and disadvantages of each. **15**

**UNIT-II**

Q.4 Highlight the importance of e-correspondence in today’s competitive world. Also discuss its pros and cons in detail. **15**

Q.5 Write a circular to your employees regarding the late-coming and casual attitude of people towards work. Attach an agenda of at least 5 points which you want to discuss.
in the meeting to be held in the next week. Mention the date, time and venue of the

UNIT-III

Q.6 Highlight the basic framework of a business report explaining each parameter in detail.

Q.7 Write a report about an incident of fighting between two employees of your department. Mention the date, time, cause of fight and the action taken.

UNIT-IV

Q.8 Write a report about the falling sales of your product, resulting in the deterioration of your image in the market. Mention how the data was collected and the analysis done on the basis of it.

Q.9 Write a report about the proposal of opening a gym in the office premises. Mention the cost, equipments, place, registration charges and the time required to complete the project.
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) If \[
\begin{bmatrix}
    x - y & 2x + z \\
    2x - y & 3z + w
\end{bmatrix} = \begin{bmatrix}
    -1 & 5 \\
    0 & 13
\end{bmatrix}; \text{ find } x \text{ and } z.
\]

ii) What do you mean by upper triangular matrix?

iii) Define continuity of a function.

iv) Write the formula of chain rule in differentiation.

v) Solve: \[\lim_{x \to 1} (x^2 - 4x + 5)\]

vi) Differentiate \((e^x + a^x)\) w.r.t. \(x\).

vii) Find \(\frac{dz}{dx}\); if \(z = xy + x\)

viii) Integrate \((x^2 + 9x + 1)\) w.r.t. \(x\).

ix) Construct a \(4 \times 4\) matrix whose elements are given by \(a_{ij} = i/j\).

x) Give an example of row matrix and column matrix.

2x10

b) i) If \[
A = \begin{bmatrix}
    3 & 1 \\
    -1 & 2
\end{bmatrix}; \text{ show that } A^2 - 5A + 7I = 0.
\]

ii) If \(y = (x^2 + 1)\sqrt{2x - 5}\); find \(\frac{dy}{dx}\).

iii) Evaluate: \[
\int \frac{1}{x \log x} \, dx
\]

iv) What do you mean by L.P.P? Write the steps used in graphical method of L.P.P.

5x4

UNIT-I

Q.2  a) Find \(A^{-1}\), where \[
A = \begin{bmatrix}
    1 & 2 & 5 \\
    1 & -1 & -1 \\
    2 & 3 & -1
\end{bmatrix}
\]
and hence solve that \(A^{-1} \cdot A = I\).

b) If \[
A = \begin{bmatrix}
    2 & -1 \\
    -1 & 2
\end{bmatrix}, \quad B = \begin{bmatrix}
    1 & 4 \\
    -1 & 1
\end{bmatrix}; \text{ prove that } (A + B)^2 = A^2 + B^2 + 2AB.
\]

Q.3  a) Show that the following system of equations is consistent and then solve them:

\[
\begin{align*}
    x - y + z &= 3 \\
    2x + y - z &= 2 \\
    -x - 2y + 2z &= 1
\end{align*}
\]

\[
A = \begin{bmatrix}
    1 & 2 & 3 \\
    0 & 5 & 0 \\
    2 & 4 & 3
\end{bmatrix}
\]

b) If \[A(adj \ A) = |A| \cdot I\]

UNIT-II
Q.4  
(a) If \( x^y = e^{-x-y} \); prove that
\[
\frac{dy}{dx} = \frac{\log x}{(1 + \log x)^2}
\]
(b) Discuss the continuity of the function \( f(x) \) at \( x = 1 \), where:
\[
f(x) = \begin{cases} 
\frac{x^2}{2}, & \text{if } 0 \leq x \leq 1 \\
2x^2 - 3x + \frac{3}{2}, & \text{if } 1 < x \leq 2
\end{cases}
\]

Q.5  
(a) If \( y = \left(1 - \sqrt{1 + x^2} \right)^2 \), prove that:
\[
\left(1 + x^2 \right) \left( \frac{dy}{dx} \right)^2 = y^2
\]
(b) Find maximum and minimum values of the function:
\[
f(x) = x^5 - 5x^4 + 5x^3 - 10
\]
(c) Evaluate:
\[
\lim_{x \to 0} \frac{\sqrt{a^2 + x^2} - \sqrt{a^2 - x^2}}{x^2}
\]

UNIT-III

Q.6  
(a) Evaluate:
\[
\int \frac{5x^2 + 18x + 17}{(x^2 + 1)(2x + 3)} \, dx
\]
(b) If \( x^2(y-z) + y^2(z-x) + z^2(x-y) \); then show that
\[
\frac{\partial u}{\partial x} + \frac{\partial u}{\partial y} + \frac{\partial u}{\partial z} = 0
\]

Q.7  
(a) Evaluate:
\[
\int \frac{(x+1)(x + \log x)^2}{2x} \, dx
\]
(b) Verify Euler’s Theorem for the function:
\[
f(x, y) = x^3 + 5x^2 y + y^3
\]

UNIT-IV

Q.8  
(a) A company has three operational departments (Weaving, Processing and Packing) with capacity to produce three different types of cloths namely suiting, shirting and woolens yielding a profit of Rs 2, Rs.4 and Rs.3 per meter respectively. One meter of suiting requires 3 minutes weaving, 2 minutes in processing and 1 minute in packing. Similarly, one meter of shirting requires 4 minutes in weaving, 1 minute in processing and 3 minutes of packing. One meter of woolen requires 3 minutes in each department. In a week, total run time of each department 60, 40 and 80 hours for weaving, processing and packing respectively. Formulate the LPP to maximize the profit.
(b) The difference between S.I. and C.I. of a certain sum of money is Rs.58 at 20% p.a. for 2 years. Find the principal.

Q.9  
(a) Solve the following LPP, using simplex method:
Max \( z = 20x_1 + 30x_2 \)
Subjected to
\[
10x_1 + 40x_2 \leq 4000
\]
\[
3x_1 + 2x_2 \leq 2000
\]
\[
2x_1 + 3x_2 \leq 1400
\]
and \( x_1, x_2 \leq 0 \)

(b) What sum invested for \( \frac{1}{2} \) years compounded half-yearly at the rate of 4% p.a. amounts to Rs. 1,32,651?
Q.1 State whether the following statements are TRUE or FALSE:
a) A resident in India cannot become resident in any other country for the same assessment year.
b) Income from subletting of house property is taxable under the head income from other sources.
c) Loss can be set off even if the return is filed after the due date.
d) Deduction, under section 80E, is allowed on account if interest on loan taken from certain specified institutions.
e) Interest on capital on loan received by a partner from the firm in which he is a partner shall be fully exempt.  

Fill in the blanks:
f) A firm shall be entitled to deduction on account of remuneration paid to ________.
g) Dividend received by a shareholder from an Indian company the whole of whose income is agricultural income shall be ________ in the hands of shareholders.
h) An income under the head capital gain to a trade union is ________
i) R is entitled to a transport allowance of Rs. 1000 pm for commuting from his residence to office and back. The exemption shall be Rs. ________.
j) A has two house properties and both are self-occupied. The annual value of ________ house shall be nil.
k) Speculation loss can be carried forward for a maximum period of ________ years in an assessment year.
l) Quarterly statement of TDS from salary should be furnished in form no. ________.

Answer in brief:
m) Exemption availed under section 10(22B) on income of specified news agency.
n) Deduction under section 80E.
o) Maximum amount which is not chargeable to income tax in case of an individual, being resident in India during previous year.

Write short notes on:
r) Capital Asset.
s) Carry forward of business losses.
t) Law related to the taxation of dividend income.
u) PAN (Permanent Account Number).

UNIT-I

Q.2 Enumerate any ten items which are exempted from income tax.  

Q.3 a) “Income Tax is charged on income of the previous year”. Do you fully agree with the statement? If not what are the exceptions?  
b) A is resident and ordinarily resident in India for assessment year 2015-16. He gives the following information in respect of his income for the previous year 2014-15:
Q.4 Mrs Anita is a manager in a private company of Delhi. She has submitted the following particulars of her income for the financial year 2014-15:

a) Basic salary is Rs. 1,10,000/-

b) DA Rs. 2000/- p.m. (Rs.500/- p.m. enters into retirement benefits)

c) Education allowance for two children at Rs.130/- p.m. per child

d) 1% commission on sales – Rs. 20,000/-

e) Entertainment allowance Rs. 800/- p.m.

f) She was given cloth as gift worth Rs.12,000/- by her employer.

f) She resides in the bungalow of the company. Its fair rent is Rs. 2000/- p.m. She pays Rs.11,000/- p.a. as rent for the house. A watchman and a cook have been provided by the company who were paid Rs. 800/- p.m. each.

h) She has been provided with a motor car of 1.8 ltr engine capacity power for her official as well as personal use. Running and maintenance expenses are borne by the company.

i) The company has contributed Rs.15,000/- to her RPF. Interest credited to RPF was @13% p.a. amounted to Rs. 16,250/-.

Compute her income from salary for the assessment year 2015-16.

Q.5 Ravi owns a house at Delhi of the fair rent of Rs. 3,600/- p.m. (Municipal value Rs. 30,000/- during the previous year 2014-15, the house is let out for residential purpose on a monthly rent of Rs. 4000 from 1-4-2014 to 30-6-2014 and self occupied for residential purposes for the remaining part of the year. Municipal taxes Rs. 6,000/-; fire insurance premium, Rs. 3,000/-. Land revenue Rs. 2,000/-. Ground rent Rs. 1,000/- and collection charges Rs.600/- were paid during the year. A loan of Rs. 50,000/- was taken on 1-4-2009 @10% p.a. for the construction of the house which was completed on 1-1-2012 Rs.10,000 were paid towards the loan account on 1-4-2011. Find out his taxable income from house property for the assessment year 2015-16.
Q.6  
a) What are the provisions for inclusion of income of a minor child and the wife of an assesssee in his total income?  
b) Which deduction is available under section 80D in respect of medical insurance premium.  

Q.7  
a) How is the total income of an firm computed? Give specimen.  
b) Ravi is a selling agent of G Ltd., a manufacturing company. As per the profit and loss account for the year ending 31-3-2015, the net profits were Rs. 3,50,000/-. His profit and loss account includes the following items.  

**Credit side:**  
i) Winnings from Sikkim State Lottery (Gross) Rs. 50,000/-  
ii) Bad debts (recovered earlier allowed as deduction to the content of Rs. 20,000)  
iii) Refund of Income Tax Rs. 5,000/-  
iv) Interest on Income tax refund Rs. 4,000/-  

**Debit side:**  
v) Donation to local authority to be utilized for family planning. Rs. 11,000/-  
vi) Wealth tax for A.Y. 2014-15 Rs. 5,000/-  
vii) Speculation loss Rs. 16,000/-  

A securitiny of the statement and accounts showed the following:  
i) The assessee purchased a second hand car on 5-11-2014 for a sum of Rs. 4,00,000 but claimed depreciation thereon at 20% in the profit and loss account Rs. 80,000/-  
ii) The assessee is a shareholder with substantial interest in a private Ltd. company. The assessing officer assessing the company has reported that it had given a loan of Rs. 60,000/- to the assessee on 7-6-2014 which he repaid on 12-11-2014. The company had accumulated profits of Rs. 70,000/- on 31-3-14.  

Compute total income of ravi for the assessment year 2015-16.  

UNIT-IV  

Q.8  
Can a return of income be filed after the due date? If so, what is the time limit allowed under the Income Tax Act?  

Q.9  
Write short notes on:  
a) Deduction of tax at source from salary.  
b) Deduction of tax at source from winnings of lotteries or crossword puzzles.
End Semester Examination, May 2016  
B.Com. (Hons) and (Industry Integrated) – Third Semester  
MACRO ECONOMICS (CH-3.3)

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) Write any two working areas of macro economics.
   b) ________ is a compulsory payment to the government.
   c) ________ in price of a goods is known as inflation.
   d) Macro economics is the study of economic problems as a whole. (True/False)
   e) Define real flow of income.
   f) Direct taxes are imposed on goods and services. (True/False)
   g) Multiplier (K) = _ _ _ _ _ _ / _ _ _ _ _ _
   h) Write any two causes of inflation.
   i) Define effective demand.

Answer the following questions in brief:
   j) Differentiate between micro and macro economics.
   k) Derive \( \frac{\Delta M}{\Delta Y} \) functions from the following money sector model:
      \[ M_1 = 0.8Y \quad M_{sp} = 50 - 750i \quad M_s = 100 \]
      Give economic interpretation of \( \frac{\Delta M}{\Delta Y} \) curves.
   l) Explain how inflation affects economic development.
   m) Describe the instruments of monetary policy.

UNIT-I

Q.2 Define stock and flow variable used in macroeconomics. State whether the following are flow or stock variable (with example):
   a) GNP   b) Capital   c) Employment

Q.3 What are the determinants of aggregate demand and supply? Explain with the help of a diagram.

UNIT-II

Q.4 Suppose following functions are given:
   \[ C = 100 + 0.8Y \]
   \[ S = 100 + 0.2Y \]
   \[ I = 120 - 5i \] (where \( I \) is percentage interest)
   \[ M_s = 120 \]
   \[ M_d = 0.2Y - 5i \]

Find:
   a) The IS curve equation.
   b) The \( \frac{\Delta M}{\Delta Y} \) curve equation.
   c) Income and interest rate at general equilibrium level.

Q.5 What is meant by monetary policy? Explain the objective and role of monetary policy in India. How far has RBI achieved these objectives?
**UNIT-III**

Q.6 Define inflation. Explain the effects of inflation on wage-earners, debtors and creditors, producer and the government.  

Q.7 Discuss the economic and human costs of unemployment and inflation. Why is a low rate of employment associated with the high rate of inflation preferable to a low rate of inflation associated with high rate of unemployment?  

**UNIT-IV**

Q.8 Explain Mundell-Fleming model with fixed and flexible prices in open economy with fixed and flexible exchange rates.  

Q.9 What is the basic postulate of the portfolio theories of money demand? Explain the portfolio theories of demand for money in the Keynesian theory.
End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated)-Third Semester
FUNDAMENTALS OF MARKETING (CH-3.4)

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. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Full form of AIDA.
   b) Define marketing.
   c) List the elements of promotion mix.
   d) List 3 extended P’s of marketing mix
   e) Diagrammatically represent the PLC (Product Life Cycle).
   f) List the different types of consumer products.
   g) Name the bases of positioning.
   h) List the characteristics of service marketing.
   i) Define social marketing.
   j) List any two characteristics of rural marketing.

Answer in brief:
   k) Discuss the concept of product mix.
   l) What are the major factors influencing buyer behavior?
   m) What is promotion mix? Mention its component.
   n) What is relationship marketing?

UNIT-I

Q.2 a) What is marketing mix? Explain the elements of marketing mix. 7
   b) Analyse the external uncontrolled factors which affect marketing environment with example. 8

Q.3 a) Explain the consumer buying behavior process with example of mobile phones. 10
   b) Differentiate between marketing and selling. 5

UNIT-II

Q.4 What do you mean by new products? What are the reasons of new product failure? Also explain the stages in new product development. 15

Q.5 a) What is segmentation? Also explain bases of segmenting the market. 10
   b) Explain how will you segment the following product market:
      i) Car    ii) Cosmetic 5

UNIT-III

Q.6 Discuss the various factors affecting the price of a product. Also discuss the various pricing strategies with example. 15

Q.7 What is the promotion mix? Explain the various types of promotion with this distinctive characteristics. 15

UNIT-IV

Q.8 Briefly explain the types of retailing with examples. 15

Q.9 Write short notes on:
   a) Direct marketing  b) Green marketing 7½x2
Q.1 a) Correct the following sentences:
   i) I do my homework now.
   ii) I had playing football in the evening.
   iii) She argues with me always.
   iv) I have live here for 10 years.
   v) He meets me tonight.

   2x5

b) Convert the sentences from Active to Passive voice.
   i) He has sent me a present.
   ii) He reads a book.
   iii) She enjoys good health.
   iv) I have done my work.
   v) The boys have learnt their lessons.

   1x5

c) Fill in the correct form of the verb given in the brackets.
   i) He is _____________ chocolates. (Eat)
   ii) He has _____________ home. (Go)
   iii) I had _____________ you of the danger. (Warn)
   iv) The girl is _____________. (Sing)
   v) The boys have _____________ their lessons. (Learn)
   vi) I can _____________ across the river. (Swim)
   vii) In communication two parties are _____________. (Involve)
   viii) Stop _____________ with me. (Argue)
   ix) The NGO _____________ for own rights. (Fight)
   x) The car was in _____________ when it hit a passerby. (Speed)

   1x10

d) Explain briefly the following terms.
   i) Theory Z.
   ii) Equity Theory.
   iii) Attitude.
   iv) Attributional error.
   v) Values.

   3x5

UNIT-I

Q.2 Read the passage and answers the questions given below:

**Troubled times for the Chinese toy Industry**

The history of modern Chinese toy industry dates back to the early 1900s. By the early 1980s, the Chinese toy industry was developed enough to compete in the international market. By 2006, benefiting from economies of scale and cheap labor, the Chinese toy industry had come to dominate the global market for toys, accounting for around 75% of the world's output. However, in 2006-07, the Chinese toy industry faced a series of product recalls, adversely affecting its global image.

Chinese toy companies, like other companies in the manufacturing sector, benefited from the reforms initiated in China in 1979. With the opening up of the Chinese economy, toy makers from Hong Kong, which by then had become a major global center for good quality toys, started setting up production facilities in mainland China in order to take advantage of the lower operational costs. However, most of the value-
added work such as product design, production planning, quality control, management, and marketing continued to be done from Hong Kong.

On October 4, 2007, the Consumer Product Safety Commission (CPSC) in the US recalled more than half a million toys made in China as they contained dangerous levels of lead. “A lot of what is being recalled is because it violates the law, not that there is an imminent health risk,” said CPSC spokeswoman Julie Vallese.

The October 2007 recall was the latest in a series of Chinese toy recalls by toy companies and retailers in developed countries. Among the reasons given for the recalls were excessive levels of lead paint, loose magnets that could be swallowed by children, or other potentially serious problems. The recalls had a limited impact on toy sales in the US and the EU but they severely dented the Chinese toy industry's image in international markets. The possible long-term impact on its reputation, however, was only one of the many issues confronting the toy industry in China.

Though the Chinese toy industry had several strengths, it was also up against several problems that had the potential to significantly impact future growth. To start with, Chinese toy companies were faced with the dual pressures of rising costs and declining prices. With costs of raw materials and labor increasing, the toy companies were seeing erosion in margins. Also, the growing popularity of high-tech electronic toys was a challenge to Chinese toy companies as they were not very strong in this field. Furthermore, even in the traditional toy markets, Vietnam and Thailand were beginning to pose a threat. In an attempt to improve the quality of toys, the Chinese government sponsored a two-day training session on October 11 and 12, 2007, on quality control for more than 1,000 people from the Chinese toy industry. At these sessions, Chinese government officials and executives from multinational companies lectured on European and US quality and safety standards. China's toy licensing system, toy certificate systems, export test regulations, etc. Participants were also taught how to deal with high lead levels or design flaws in their products.

a) What was the cause of the troubled time that the Chinese toy companies were facing?

b) How did the Chinese toy companies become the major global players?

c) What was the cause of the October 2007 recall?

d) What were the challenges faced by the Chinese toy companies?

e) What steps did the Chinese Government take to tackle the challenges?

Q.3 a) Write a precis of 100 words of the above passage.
b) Write a paragraph on the importance of team work.

UNIT-II

Q.4 Define motivation and explain in detail two factor theory given by Herzberg.

Q.5 Explain personality traits through type theory (Type A and B).

UNIT-III

Q.6 Explain the role of effective speech and inter-personal communication in business communication.

Q.7 Explain different leadership styles and their significance with the help of an example.

UNIT-IV

Q.8 Write a sales letter for promotion of Tablets using AIDA model.

Q.9 As the head of hostel student body, write a letter to M/S Raju for supply of grocery items for the college mess.
End Semester Examination, May 2016
B. Com. (Hons.) (Industry Integrated)— Third Semester
FINANCIAL ACCOUNTING-III (CH-3.6K)

Time: 3 hrs  Max Marks: 100
Note: Attempt **FIVE** questions in all; **Q.1 is compulsory** from **Part A** and any **FOUR** questions from **Part B**. Each question carries equal marks.

**PART-A**

**Q.1** Whether the following statements are **TRUE/FALSE**:

a) A fixed asset should be recognized when it is brought to its working condition for its intended use that is ready for commercial production.

b) When there is an increase in value of fixed asset during its initial revaluation, then such increase is credited to 'Revaluation Reserve Account'.

c) Under ‘Sum of the Year Digits Method’ higher depreciation is charged in the initial years of asset use, because in the initial years the asset is more efficient and is thus capable of giving more benefits.

d) Subsequent expenditures which increases future economic benefits will be capitalized in the same year other will be expensed off.

e) Change in method of depreciation is called change in accounting policy, will have retrospective impact.

f) Impairment loss is the amount by which the recoverable amount of the asset exceed its carrying amount.

g) Recoverable amount is the lower of an asset’s “net selling price” and its “value in use”.

h) Refundable taxes & levies also form part of cost of asset.

i) Even if there are no indications of potential impairment, enterprise is required to estimate RA for the respective asset.

j) Capitalization of borrowing asset should not be ceased on substantial completion of qualifying asset.

**2×10**

**PART-A**

**Q.2** a) ABC Ltd. is constructing a cricket stadium costing `5,00,000/- As on 31st Mar 2012 the construction of the stadium is completed to a large extent. The pitch on which match is to be played is the only remaining part to be completed which costs is `2,00,000/- The auditor of ABC Limited insists that capitalization of borrowing cost should be stopped at 31st Mar 2012. As an accountant give your opinion on this issue.  

b) Write a short note on “Commencement of Capitalization” of borrowing cost as per AS-16.

c) Write a short note on ‘Internal and External indicators” of reversal of impairment loss.

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 center and corporate office in Delhi. Purchase for all three restaurants are completed through ABC Limited’s purchasing center. In addition, all the major policies for all three restaurants are prepared at the corporate office. What is the cash generating unit for ABC Limited?

**2×5**

**Q.3** a) 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.

b) ABC Limited a real estate entity has incurred expenses for the acquisition of a permit allowing the construction of a building. It has also acquired equipment that will be used to construct various building. Can borrowing costs on the acquisition of the permit and the equipment be capitalized until the construction of the building is complete?
c) ABC Limited sold goods to Mr. A on 11 Mar 2012 for `10,00,000/- . The terms of sale were not clearly spelt at the time of sale, the confusion lead Mr. A to believe that he owes only `9,00,000/- to ABC Limited therefore there is no settlement of the amount, and Mr. A approaches the tribunal for the same. Can the entity recognize revenue, if yes then at what amount? 5

d) How revenue should be disclosed as per the provisions of Revised Schedule VI? How the amount of turnover should be disclosed on the face of statement of profit and loss? 5

Q.4  a) XYZ ltd. bought a new machine on 1 Sep 2011. The company incurred following expenditures in connection with purchase: Calculate the cost of acquisition of asset.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount(`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase cost</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Freight</td>
<td>25,000/-</td>
</tr>
<tr>
<td>Transit insurance</td>
<td>8,000/-</td>
</tr>
<tr>
<td>VAT</td>
<td>48,000/-</td>
</tr>
<tr>
<td>Import duty (Non-refundable)</td>
<td>44,000/-</td>
</tr>
<tr>
<td>Special packing for transit</td>
<td>15,000/-</td>
</tr>
</tbody>
</table>

b) What should be the recognition criteria for the following items as per AS-7?
   i) Fixed/initial revenue.
   ii) Variation.
   iii) Claims.
   iv) Incentives.
   v) Price escalation.

Q.5 Sigma Ltd. leased a machine to BPL Ltd. on 1st April 2011 under the following terms:
   – Annual lease payment: `10,000/-, Payable at the end of each year.
   – Lease term: 5 years.
   – Useful life: 6 years.
   – Fair value: `40,000/-.
   
   Assuming that the arrangement is classified as a finance lease, show the accounting entry to be passed at the inception of the lease in the books of BPL Ltd. (Assume IRR is 10%) 20

Q.6 Bharti Ltd. has a plant with carrying amount of `1,10,00,000/- on 31st March 2012. There are indications that the plant might be impaired thus the management tries to estimate the recoverable amount. The balance useful life is 4 years and the residual value at the end of 4 years is estimated to be `7,00,000/- . Estimated future cash flows from the plant in the next 4 years are:

<table>
<thead>
<tr>
<th>For the year ended on</th>
<th>Estimated cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>31st March 2013</td>
<td>25,00,000/-</td>
</tr>
<tr>
<td>31st March 2014</td>
<td>21,00,000/-</td>
</tr>
<tr>
<td>31st March 2015</td>
<td>24,00,000/-</td>
</tr>
<tr>
<td>31st March 2016</td>
<td>13,00,000/-</td>
</tr>
</tbody>
</table>

Calculate the following:
   a) Value in use for plant, if the discount rate (already compounded) is 10%.
b) Recoverable amount, if the net selling price of plant is `74,00,000/-.

c) Impairment loss if any.
Q.1 a) Fill in the blanks:
   i) The central excise act extends to __________.
   ii) The importers has to pay the custom duty within ________ days (excluding holidays) of the determination of such duty amount.
   iii) Taxable event of custom duty for exports is complete when goods cross __________.
   iv) TIN consists of ___________ digital numerals.
   v) A small dealer whose turnover does not exceed a specified limit of Rs. __________ can opt for composition scheme under VAT laws.
   vi) The relevant form for payment of service tax is _________.
   vii) Alternative rate of service tax in case of service of booking of tickets for domestic travel by an air travel agent is __________ of basic fair.
   viii) Service by way of renting of hotel room shall be exempt if they declared tariff is below __________ per day.

b) State whether the following statement is TRUE or FALSE:
   i) The taxable event in case of central excise for charge of duty is the production of goods.
   ii) Excise duty on goods removed by the SSI units should be deposited monthly.
   iii) Basic custom duty is levied on the basis of tariff value only.
   iv) Input credit under VAT is available only if the purchases has obtained proper tax invoice.
   v) Service of courier agency falls in the negative list.
   vi) The custom act, 1962 deals with imports and exports by air and water only.
   vii) VAT is calculated by deducting tax credit from tax collected during the payment period.

1x8

c) Answer the following questions:
   i) Define goods and excisable goods under VAT laws.
   ii) Describe the export procedure to be followed by an exporter along with important document needed.
   iii) Who is a small service provider? Give the provisions regarding exemptions available to small service provider.

6x3

d) Manufacturer A sold product X to B of Delhi @ `20,000/- per unit. He has charged CST @ 2% on the said product and paid `1,600/- as freight. B of Delhi sold goods to C of Delhi @ `25,000/- per unit and charged VAT @ 12.5%. C of Delhi sold goods to D, a consumer @ `30,000/- per unit and charged VAT @ 21.5%. Calculate net VAT liability of C.

7

UNIT-I

Q.2 a) Write down the various provisions relating to service tax payment.

8

b) What are the financial services covered in the negative list?

7

Q.3 a) In the area of service tax, what do you mean by point of taxation? How point of taxation is determined.

7

b) Following are the details of income and expenditure of Ram banquet for the quarter ended 30th Oct, 2015.

<table>
<thead>
<tr>
<th>Income</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hire charges for the Banquet</td>
<td>3,36,900/-</td>
</tr>
<tr>
<td>Electricity charges</td>
<td>1,87,300/-</td>
</tr>
<tr>
<td>Charges for vessel, crockery etc.</td>
<td>1,03,700/-</td>
</tr>
<tr>
<td>Charges for manpower engaged</td>
<td>2,95,600/-</td>
</tr>
<tr>
<td>Food and Beverage served</td>
<td>4,44,800/-</td>
</tr>
</tbody>
</table>
Expenditure | Rs.
---|---
 i) Electricity bills paid | 1,27,600/-
 ii) Maintenance charges of the banquet | 87,500/-
 iii) Salary of manpower | 1,15,300/-
 iv) Provision for food and beverages | 2,65,000/-
 v) Renovation of the banquet hall | 8,56,500/-

Calculate the value of taxable service provided by Ram Banquet, assuming the incomes are net of sales tax/expenditure tax and service tax, wherever charged.

UNIT-II

Q.4 What do you mean by value added tax? Describe various methods of calculating of VAT. Also highlight justification of VAT in India.

UNIT-III

Q.6 a) Explain the procedure for obtaining registration under the central excise act, 1944.
b) R Ltd. a manufacturer has agreed to supply a machine on the following terms and conditions:
   i) Price of Machine (Excluding of taxes and duties) `9,00,000/-
   ii) Packing for transportation of machine `40,000/-
   iii) Design and drawing relating to manufacture of machine `80,000/-
   iv) CST 2%
   v) Cash discount of `10,000/- will be offered if full payment is received before delivery of machine. Determine the assessable value and excise duty payable.

UNIT-IV

Q.8 What is transaction value under customs act? How it is determined under different circumstances? Explain with suitable example.

End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated)-Fourth Semester
MONEY AND CAPITAL MARKET (CHE-4.1)

Q.1 Fill in the blanks:
a) SEBI stands for____________.
b) Financial system provides a mechanism that converts __________ into __________.
c) __________ is an instrument whose value depends on the value of some underlying assets.
d) Depository system provides a mechanism that converts __________ into __________.
e) The company/institution which sets up a mutual fund is known as __________.
State whether the following statement is TRUE or FALSE:
f) All the securities traded in stock exchanges were issued in primary market.
g) Merchant banker will act as an advisor, without capital adequacy.
h) NSDL stands for National Security Depository Ltd.
i) Stock market helps a public limited company to raise funds through securities.
j) The debt market in India is amongst the largest in Asia.

2x10

Answer the following questions in brief:
k) Differentiate between demat and physical share.
l) What are the components of a financial system?
m) Describe the functioning of SHCIL.
n) Explain any two instruments traded in Indian Debt Market 5x4

UNIT-I

Q.2
a) Differentiate between money and capital market.

b) Discuss the role of money market in developing countries.

Q.3
Define financial system. Describe the structure and functions of financial system. How does it contribute to economic development? 15

UNIT-II

Q.4
Explain in detail various financial securities/instruments to be used in Indian financial market to raise funds. How does a money market security differ from capital market securities? 15

Q.5
Define the structure of Indian capital market. Explain in detail its functioning and regulatory frame work. 15

UNIT-III

Q.6
Discuss in detail the structure of debt securities market in Indian. Also explain its functioning. 15

Q.7
Discuss the depository system in India. Explain the structure, functions and role of National Securities Depository Limited (NSDL). 15

UNIT-IV

Q.8
Define merchant banking. Discuss in detail various activities to be performed by merchant banker on behalf of its clients. 15

Q.9
Write short notes on (any two):
   a) Advantages of mutual fund.
   b) Scope of factoring in India.
   c) Role of credit rating in financial markets. 7½x2
Q.1 Fill in the blanks:
   a) LIFO method is suitable in times of ____________.
   b) Labour cost is a ______________ major element of cost.
c) Capital losses shown in financial account are _________ while reconciling costing profit with financial profit.
d) When the contract is completed more than ½ then profit to be credited to profit and loss account will be equal to___________.
e) Abnormal loss is written in the___________ ride of process account. 2x5

State whether the following statement are TRUE or FALSE:
f) Cost sheet is the same as statement of cost.
g) Interest received on investment is included in cost accounts.
h) In transport service, cost is calculated on the basis of per passenger kms.
i) Process costing is not applied in sugar industry.
j) Time wage system is suitable where output cannot be measured. 2x5

Answer the following questions in brief:
k) Explain cost plus contract.
l) Describe under and over absorption of over heads.
m) Give the treatment of material losses.
n) Installation of costing system. 5x4

UNIT-I

Q.2 Define cost accounting. How is it different from a financial accounting? Also explain the role of a cost accountant in an organization. 15

Q.3 What do you mean by inventory control? Explain its techniques with examples. 15

UNIT-II

Q.4 Explain the following:
a) Methods of labour turnover.
b) Treatment of idle time.
c) Control of labour cost. 15

Q.5 The following transaction took place in respect of material:

<table>
<thead>
<tr>
<th>Date</th>
<th>Receipts (Units)</th>
<th>Rate (`.)</th>
<th>Issue (Units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>02.03.2015</td>
<td>200</td>
<td>2.00</td>
<td>-</td>
</tr>
<tr>
<td>10.03.2015</td>
<td>300</td>
<td>2.40</td>
<td>-</td>
</tr>
<tr>
<td>15.03.2015</td>
<td>-</td>
<td>2.40</td>
<td>250</td>
</tr>
<tr>
<td>18.03.2015</td>
<td>250</td>
<td>2.60</td>
<td>-</td>
</tr>
<tr>
<td>20.03.2015</td>
<td>-</td>
<td>2.60</td>
<td>200</td>
</tr>
</tbody>
</table>

Prepare store ledger account, pricing the issue at.
i) Simple average method
ii) Weighted average method 15

UNIT-III

Q.6 Explain memorandum reconciliation account. What are the reasons of difference between costing and financial profits? How will you reconcile them? 15

Q.7 Calculate M.H.R. from the following:

Insurance `150/- per year
Lubricating oil `5/- per day of 8 hours consumable stores `10/- per day of 8 hours. Power 5 Units per hour @ `0.25 per unit. Rent of shop is `200/- per month.  

UNIT-IV

Q.8 What is contract account? How is it prepared? How will you calculate profit in case of incomplete contract?

Q.9 A chemical yields 60% of the material introduced as main product A, 15% by product B, 20% by product C and 5% being the wastage. The ratio of absorption of raw materials and labour is as follows:
   a) One unit of product C requires half the raw material required by one unit of B. one unit of A requires 1½ times the raw material required by one unit of B.
   b) Product A required double the time needed for the production of one unit of B and one unit of C.
   c) Product C requires half the time required for the production of one unit of B.
   d) Overheads are to be the apportioned in 6:1:1 ratio.
   e) Cost data: Raw material 100 units of `4,600/-. Labour `4100/-, overheads `6,000/-. Calculate cost of production of A, B and C.
Human resource planning serves as guide to the management of human resources.
Selection is not the positive process.
Job analysis is another name of job evaluation.
Determination of an equitable wage and salary structure is one of the most important phases of employer-employee relations.
Demotion is reverse of promotion.

Fill in the blanks:

f) The ___________ is the first step of selection process.
g) _____________ are broad guidelines as to how the objectives of a business are to be achieved.
h) Formal and detailed study of jobs is known as ___________.
i) Feedback on training effectiveness should be provided to the ____________.
j) _____________ refers to a wide range of financial and non-financial rewards to employees for their services rendered to the organization.

Answer the following questions in brief:

k) Differentiate between recruitment and selection process.
l) What is human resource planning? Why is it necessary?
m) Discuss the various sources of recruitment of employees.
n) What is performance appraisal? What are its objectives?

UNIT-I

Q.2 Define HRM and discuss its objectives and functions in an organization.

Q.3 a) Examine the role of HR manager to play in modern industry to achieve corporate objectives effectively.
b) What are the benefits and limitations of HR policies? Discuss.

UNIT-II

Q.4 “Job description and job specification are the two by-products of job analysis”. Discuss this statement.

Q.5 Briefly explain the selection process. Also discuss the different types of test for selection.

UNIT-III

Q.6 What is the purpose of training? Explain the criteria used for evaluating the effectiveness of training.

Q.7 What is performance appraisal? Explain the different methods of performance appraisal.

UNIT-IV

Q.8 Briefly explain:
a) Methods of wage payment.
b) Job evaluation.

Q.9 Write short notes on:
a) Grievance handling and redressal.
b) Downsizing
Q.1 Answer the following in brief:
   a) State difference between economic growth and economic development.
b) What are the indicators of FDI?
c) Write two objectives of new economic policy.
d) What are the causes of unemployment in India?
e) What do you mean by disinvestment?

**State whether the following statements are TRUE/FALSE:**
f) Foreign capital is needed to raise the investment level.
g) BOP is a systematic record of a country’s external economic transactions over a period of one year.
h) Govt. of India announced a National population policy on February 15, 2005.
i) Capital formation is stock concept.
j) Growth affects environment.

**Answer in brief:**
k) State difference between developed and developing countries.
m) State difference between relative and absolute poverty.
n) Explain short comings of small scale industries.

**UNIT-I**

Q.2 “Growth is necessary but sufficient condition are required for development.” Explain what are the factors affecting economic development of a country. **15**

Q.3 Write a note on changes which have been made in the development strategy in India since independence. **15**

**UNIT-II**

Q.4 Explain development strategy of planning in India:
   a) Pre-liberalisation era.
   b) Post-liberalisation era. **7½x2**

Q.5 a) What was the situation of Indian economy before economic reforms were taken up? **7½**
   b) Outline the various reform measures undertaken in India since the 1990’s. **7½**

**UNIT-III**

Q.6 a) Analyse briefly the changes in the sectoral composition of national income. **7½**
   b) Explain the changes in sectoral composition of GDP. **7½**

Q.7 Explain the causes of poverty in India. What measures have been taken by the government to reduce poverty? **15**

**UNIT-IV**

Q.8 Describe foreign direct investment (FDI) in India after 1991. **15**

Q.9 Write short notes on:
   a) Food security system. **b) India and the WTO. 7½x2**
End Semester Examination, May 2016
B.Com. (Hons) and (Industry Integrated)-Fourth Semester
ENVIRONMENTAL STUDIES (CH-4.5)

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. All questions carry equal marks.

Q.1 Fill in the blanks:
a) _______ resources get replenished easily by natural ecological cycles in short period of time.
b) World environment day is celebrated on ___________.

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b) World environment day is celebrated on ___________.

Q.1 Fill in the blanks:
Q.1 Fill in the blanks:
Q.1 Fill in the blanks:
Q.1 Fill in the blanks:
Q.1 Fill in the blanks:
c) The pyramid of _______ is always upright.
d) The process of using micro-organisms or their enzymes to remove the contaminants from the environment is called _________.
e) The restriction of any species to a small region is known as _________.
f) Different varieties of wheat exemplify ________ diversity.
g) The phenomenon of increasing concentration of non-biodegradable chemicals at each successive trophic level is termed as _________.
h) The flood caused by a dam failure is an example of _________ flood.
i) The protocol designed to phase out the production of ozone depleting substances which came into force on 1 January 1989 is known as _________.
j) Efforts to control the spread of “green house gases” were enshrined in _______ protocol.
k) Land transitional between terrestrial and aquatic ecosystem is known as _________.
l) __________ book published in two volumes lists about 25000 endangered species from worldwide.
m) The fraction of energy transferred from one trophic level to the next trophic level through food chain is __________.

Write short notes on the following:
u) Global warming.
v) Ecological pyramid.
w) Food web.
x) Eutrophication.

UNIT-I

Q.2 What are the scopes of environmental studies? Discuss various methods to make the public aware of environmental issues. 15

Q.3 Define land degradation. Discuss major causes, effects and controlling measures of land degradation. 15

UNIT-II

Q.4 What is ecosystem? Define and describe its types, structure and functions in detail. 15

Q.5 Define “hot spots of biodiversity”. Discuss major threats to biodiversity. How is it conserved? 15

UNIT-III

Q.6 Describe various causes, effects and control measures of solid waste in urban and industrial areas. 15

Q.7 What is ozone layer depletion? Discuss its causes and effects in detail. 15

UNIT-IV
Q.8 What is meant by “population explosion”? Give a detailed account on reasons of excessive population growth and various socio-economic problems caused by it. 15

Q.9 Classify the environmental influences on human health. How does information technology (IT) contribute to improve the environment and human health? 15

End Semester Examination, May 2016
B. Com. (Hons) (Industry Integrated) – Fourth Semester
FINANCIAL ACCOUNTING-IV (CH-4.6K)

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

Note: All questions are compulsory. Each question carries equal marks.

Q.1 Whether the following statement is TRUE or FALSE:
   a) As per AS-2 comparison of cost and NRV is made on item by item basis.
   b) As per AS-2 Specific Identification Method should be used when inventories are of unique nature.
   c) An intangible asset is an identifiable non-monetary asset lacking physical substance.
   d) Internally generated goodwill shall not be recorded in books of accounts.
   e) As per AS-26, expenditure incurred during research phase shall be expensed off as incurred.
   f) Provisions should be assessed and reassessed on each balance sheet date to reflect the current best estimate.
   g) Contingent asset are neither recognized nor disclosed in the financial statement.
h) Deferred Tax is created due to the timing difference of an entity.
i) Deferred Tax is created on domestic income tax and foreign taxes which are based on taxable income.
j) Temporary differences are the differences which originate in one period and are capable of reversal in one or more subsequent period.
k) Inventories are valued at higher of Cost and NRV.
l) Fixed assets, inventories and investments in equity shares are of monetary nature.
m) As per AS-11, the financial statements of non-integral foreign operation should be translated as if all the transactions of the foreign operation have been entered by the reporting entity itself.
n) There is no difference between provision and other liabilities such as trade payables and accruals.
o) If an asset is acquired by way of a government grant, it shall not be recognized in books of accounts.
p) As per AS-26, expenditure previously recognized as an expense in annual or interim financial statements can be reinstated in books as an asset at a later date.
q) If the useful life cannot be determined reliably, the intangible asset shall be amortized for a period of 15 years.
r) Valuation of investments is done as per AS 11.
s) INDAS are prepared in parity with US-GAAPs.
t) Valuation of the goodwill is done as per AS-21.

Q.2 Write short notes on (any four):

a) Define Intangible Asset, when it should be recognized in books of accounts?
b) ABC Ltd purchased the software, fulfilling the intangible asset recognition criteria, worth `20,00,000/- and paid `2,00,000/- as its import duty along with the non-refundable taxes of `50,000/-. The company got a trade discount amounting to `80,000/- and spent `1, 00,000/- on directly attributable expenditure. Determine the total cost at which ABC Ltd can capitalize the asset?
c) Write a short note on “Financial Instrument”
d) ABC Ltd. sold goods to XYZ Ltd. on 1st July, 2011 for `50,00,000/- on credit. The payment will fall due on 31st Dec, 2011. As per the purchase agreement, XYZ Ltd. will issue an adequate number of its own equity shares to settle the obligation. State whether it will be treated as a financial liability or equity in each of the firms.
e) Write a short note on the classification of Financial Assets and Financial Liability,
f) ABC Ltd. purchased various marketable equity securities as on 1st Jan, 2012. Assuming all of the purchased securities qualify as trading securities, what would be the effect of the fair value changes at the end of 2012? The cost and fair value of these securities at the end of 2012 were as follows:

<table>
<thead>
<tr>
<th>Stock Name</th>
<th>Face Value</th>
<th>Cost</th>
<th>Fair Value</th>
<th>Unrealized Gain</th>
<th>Unrealized Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Ltd.</td>
<td>`10</td>
<td>1,000</td>
<td>1,060</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td>B Ltd.</td>
<td>`5</td>
<td>1,500</td>
<td>1,350</td>
<td></td>
<td>150</td>
</tr>
<tr>
<td>C Ltd.</td>
<td>`10</td>
<td>3,000</td>
<td>2,600</td>
<td></td>
<td>400</td>
</tr>
<tr>
<td>D Ltd.</td>
<td>`10</td>
<td>2,000</td>
<td>2,400</td>
<td>400</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>7,500</td>
<td>7,140</td>
<td>460</td>
<td>550</td>
</tr>
</tbody>
</table>

g) Classifying the following as “Timing difference” or “Permanent Difference”:
i) Unabsorbed losses.
ii) Revaluation reserve.
iii) Interest on loans payable to scheduled banks not paid during the current year but accounted as expenditure in the books.
iv) Provision for liabilities made in the books, which actually materializes in subsequent years.
v) Unabsorbed depreciation.

h) Explain Timing Differences with examples, as per AS-22.  

Q.3  
a) PQR Associates operate a readymade garment shop. They enter into the following transactions in the month of March 2012:

01 March 2012  Purchase of 1,200 shirts at `100 each  
13 March 2012  Purchase of 500 shirts at `120 each  
14 March 2012  Sale of 700 shirts at `200 each  

Calculate the value of closing inventory as on 31st March 2012 under FIFO method assuming there was no inventory of shirts as on 01 March 2012.  

b) Classify each of the following assets as either tangible or intangible:

i) The operating system of personal computer  
ii) An off the shelf integrated publishing software package.  
iii) Specialized software embedded in computer controlled machine tools.  
iv) A “firewall” controlling access to restricted section of an internet websites.  
v) Patent and copyright.  

Q.4  

ABC Limited has inventory of finished goods. The cost incurred in producing of one Kg of finished goods is:

<table>
<thead>
<tr>
<th>Material Cost</th>
<th>` 150 Per Kg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Labour Costs</td>
<td>` 20 Per Kg</td>
</tr>
<tr>
<td>Direct Production Overheads</td>
<td>` 15 per Kg</td>
</tr>
</tbody>
</table>

Fixed production overheads for the year on normal capacity of 1,00,000 Kg is `10,00,000/-.
3000 Kg of finished goods are on stock at the year end.

a) What is the cost of finished goods that are on stock at the year end?
b) What will be the cost of finished goods if actual production in the year is 80,000 Kg?  

Q.5  

ABC Ltd. is a manufacturer of edible oil. On 1st November, 2004 in a marriage party 6 people died after consumption of food cooked in oil manufactured by ABC Ltd. Legal suit was filed in court of law for damages of `10 crores against ABC Ltd up to the date of approval of the financial statements for the year ended 31-03-2005 the lawyer advises that it is not probable that the enterprise will found liable. However, at the time of preparation of financial statements for the year ended 31-03-2006, the lawyer of the company advises that owing to developments in case it is probable that the enterprise will be found liable. Advice the company whether the legal suit filed for `10 crores is to be shown as- provision or contingent liability.
Q.1 Answer the following questions:
   a) Margin of Safety = __________ – __________.
   b) Material price variances = __________ – __________.
   c) A budget is to be changed as volume of output changes is known as __________ budget.

State whether True or False:
d) An unfavorable material price variance occurs due to increase in prices of raw material.
e) Standards are arrived at based on past performance.
f) The main objective of management accounting is decision making.
g) Cost variances is calculating to compare the actual cost with the standard cost.
h) Standard costing cannot exist without budgeting.

Answer the following questions in brief:
i) When profit increase from `25,000/- to `45,000/- and sales increase by `10,000/-, then calculate profit volume ratio (P/V).
j) Distinguish between Management and Cost Accounting.
k) Define Master Budget.
l) Mention the important limitations of standard costing.

UNIT-I

Q.2 Discuss the nature, scope and steps required for installing management accounting system.

Q.3 Draw up a flexible budget for overhead expenses on the basis of the following data of 70% and 100% plant capacity level:

<table>
<thead>
<tr>
<th></th>
<th>At 80% capacity (`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Variable overheads:</td>
<td></td>
</tr>
<tr>
<td>Labour</td>
<td>12,000/-</td>
</tr>
<tr>
<td>Material</td>
<td>4,000/-</td>
</tr>
<tr>
<td>2. Semi-variable:</td>
<td></td>
</tr>
<tr>
<td>Power [30% fixed]</td>
<td>20,000/-</td>
</tr>
<tr>
<td>Repair [60% fixed]</td>
<td>2,000/-</td>
</tr>
<tr>
<td>3. Fixed overheads:</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>11,000/-</td>
</tr>
<tr>
<td>Insurance</td>
<td>3,000/-</td>
</tr>
<tr>
<td>Others</td>
<td>10,000/-</td>
</tr>
</tbody>
</table>

UNIT-II

Q.4 Write short notes on:
   a) Material variances.
   b) Importance of standard costing.

Q.5. The standard mix of a product ‘P’ is shown below:
   Raw material X 30 units @ `2 each.
   Raw material Y 70 units @ `3 each.
   Standard loss is 10% of input. Actual mix is 34 units of X and 66 units of Y. Rates are the same. The actual loss is 15% of the input. Calculate the material variances.

UNIT-III

Q.6 How would you advise your management to gain the maximum profit over the production of a certain product? How would marginal costing help you in your task? Explain.

Q.7 a) What is breakeven point? How is it determined?
    b) Write a note on cost volume profit analysis.

UNIT-IV
Q.8  a) Distinguish between cost centres and responsibility centre.  
     b) Write a note on divisional performance evaluation.

Q.9  The profit and loss data of a company X for a particular year are as follows:

Net Sales — `1,00,000/-
Cost of goods sold variable:
Variable — `40,000/-
Fixed — `10,000/-
Gross profit — `50,000/-
Selling cost:
Variable — `10,000/-
Fixed — `50,000/-
Net profit — `35,000/-

From above data to calculate:

a) Breakeven point.
b) P/V Ratio.
c) Forecast the profits for the sale volume of `1,60,000/- and `70,000/-.
d) The sale volume to earn a profit of `55,000/-.

End Semester Examination, May 2016
B.Com. (Hons.) and (Industry Integrated) – Fifth Semester
BANKING (CH-5.2)

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  Fill in the blanks:

a) __________ market is a market in which a new issue of securities is first sold to investors.
b) Merchant banking in India is governed by __________.
c) The validity period of certificate of registration of merchant banker is ________ years from the date of issue.
d) An arrangement in which a bank and an insurance company come into partnership so that the insurance company can sell its products to the bank’s clients is known as ________.
e) The practice of insurers transferring portions of their risks to other insurance companies is called __________.

State whether the following statement are TRUE or FALSE:
f) The maturity period of money market instruments is more than one year.
g) A major role of financial institutions is mobilization of funds between savers and investors.
h) The objective of a stock exchange is to regulate the business of buying and selling or dealing in securities.
i) RBI is the regulator of insurance companies in India.
j) A systematic withdrawal plan is a facility that allows an investor to withdraw money from an existing mutual fund at the predetermined intervals.

Write short notes on:
k) Commercial banks.
l) Indian Equity Market.
m) Inter-relationship between primary and secondary markets.
n) Underwriting as a merchant banking service.

UNIT-I
Q.2 What do you mean by ‘financial system’? Explain the regulatory frame work of Indian financial system.

Q.3 a) How does the economic development of an economy get affected by its financial system?
b) What do you mean by flow of funds?

UNIT-II
Q.4 What are financial markets? Explain the functions and instruments of money market.

Q.5. a) What are the functions of Indian Capital Market? What role is played by SEBI for protecting investors interest?
b) Explain ‘primary market’. Give the procedure of executing an IPO.

UNIT-III
Q.6 What is commercial banking? Explain the services offered by commercial banks.

Q.7 Explain the following:
a) Few life insurance products.
b) Few mutual fund schemes.

UNIT-IV
Q.8 a) What are financial services? Explain it in details.
b) Give any two regulations applicable to merchant banking.

Q.1 Very short answer questions:

a) What are pull factors of internationalization?
b) What is global sourcing?
c) What are cultural stereotypes?
d) What is intellectual property right?
e) Explain forward contract.
f) What to you understand by IMF conditionalities?
g) What is meant by FDI?
h) What is invisibles account of the BOP?
i) What is target plus scheme?

j) Explain the role of MNCs in society.

Answer the following questions:

k) Differentiate between domestic and international business.

l) Write a note on trade barriers.

m) How OPEC plays an important role in the world’s economy?

n) Write a note on evaluation of export promotion measures.

UNIT-I

Q.2 What do you understand by globalization? What are its features? Explain its advantages with reference to India.

Q.3 How will the manager formulate strategy in a democratic country like India before starting the operations?

UNIT-II

Q.4 a) Explain product life cycle theory with an example.

b) Explain static gains and dynamic gain from international market.

Q.5. a) Briefly discuss the role of WTO in international business.

b) What was the motive behind the setting up of UNCTAD?

UNIT-III

Q.6 “ASEAN is an important economic integration after European Union and NAFTA”. Justify the statement.

Q.7 a) Write objectives and role of World Bank.

b) What are the factors affecting foreign investment in India.

UNIT-IV

Q.8 Explain the role of IT in international business. Also explain the key issues involved in making international production and human resource.

Q.9 Write short notes on:

a) Special Economics Zone.

b) Indian Joint Ventures.

End Semester Examination, May 2016
B.Com. (Hons.) and (Industry Integrated) – Fifth Semester
CORPORATE TAX PLANNING (CH-5.4)

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 statements are TRUE or FALSE:

a) Section 80IE is related to the deductions in respect of certain undertakings in North-Eastern states.

b) The company is subject to income tax at a flat rate of 80%.

c) Servant Allowances are fully taxable.

d) Section 92(c) is related to the computation of arm’s length prices.

e) Tax evasion means avoiding of tax liability illegally.

Answer the following:

f) Differentiate between tax management and tax planning.

g) Enumerate special provisions relating to tax on distributed income to unit holders.
h) What are the benefits available to the shareholders while doing tax planning via bonus shares?

i) In case where section 90 (Bilateral relief) does not apply, what conditions should be satisfied to avail unilateral relief?

j) Write a short note on resale price method of transfer pricing.

**UNIT-I**

Q.2 What are the procedures for computation of book profit?

Q.3 Write short notes on:
   a) Make or buy decision.
   b) Lease or buy decision.
   c) Repair or replacement of an asset.

**UNIT-II**

Q.4 What do you mean by tax planning? Discuss the objectives and factors governing tax planning.

Q.5. ‘R’ Ltd. is an Indian company, engaged in a business of manufacturing of paints in India. The Profit and Loss account for the year ending 31/03/2015 is given below:

<table>
<thead>
<tr>
<th></th>
<th>` in lacs</th>
<th>` in lacs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary and Wages</td>
<td>7.50</td>
<td>48.00</td>
</tr>
<tr>
<td>Postage and telegrams</td>
<td>0.40</td>
<td>Amount withdrawn from general reserve 3.00</td>
</tr>
<tr>
<td>Travelling and conveyance</td>
<td>0.50</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>5.00</td>
<td></td>
</tr>
<tr>
<td>Income tax</td>
<td>4.00</td>
<td></td>
</tr>
<tr>
<td>Wealth tax</td>
<td>0.10</td>
<td></td>
</tr>
<tr>
<td>Excise duty due</td>
<td>1.00</td>
<td></td>
</tr>
<tr>
<td>Provisions future losses</td>
<td>0.60</td>
<td></td>
</tr>
<tr>
<td>Proposed dividend</td>
<td>0.80</td>
<td></td>
</tr>
<tr>
<td>Loss of subsidiary company</td>
<td>0.50</td>
<td></td>
</tr>
<tr>
<td>Audit fee</td>
<td>0.25</td>
<td></td>
</tr>
<tr>
<td>Director remuneration</td>
<td>8.00</td>
<td></td>
</tr>
<tr>
<td>Deferred tax liability</td>
<td>1.35</td>
<td></td>
</tr>
<tr>
<td>Net profit</td>
<td>21.00</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>51.00</td>
<td>51.00</td>
</tr>
</tbody>
</table>

**Additional Information:**

a) Depreciation as per Income Tax is `11.43 lacs.

b) The company wants to set off the following losses/allowances:
   - B/F loss of assessment year 2014-15 `12,00,000.00
   - Unabsorbed depreciation `3,00,000.00

Compute book profit and tax liability as per the provisions of MAT.

**UNIT-III**
Q.6 What is the scheme of advance ruling? What is the procedure for application of advance ruling?  

Q.7 What points should be considered while doing tax planning from employer’s point of view?  

UNIT-IV  

Q.8 Explain the various provisions related to de-merger.  

Q.9 ‘R’ Ltd. an Indian company purchase goods from ‘S’ Ltd. of Germany, an associated enterprise, at ` 2970.00 per price. The following arm’s length prices have been determined by the most appropriate method:  
   Situation 1 — `2890.00  
   Situation 2 — `3050.00  
   Situation 3 — `2700.00  
   Situation 4 — `2940.00  

a) Compute the arm’s length price assuming:  
   i) The central government has notified the variation to be 3%.  
   ii) The international transaction has been undertaken before 1/04/2014.  

b) What will be your answer if above goods would have been purchased by ‘R’ Ltd. at `3,000.00 instead of `2970.00.
PART-A

Q.1  
a) Refundable share application money shall be disclosed in balance sheet under the head "Current liabilities".
b) Attachment of property is an extraordinary item as per AS-5.
c) Reversal of provision means change in accounting estimate as per AS-5.
d) Negative minority interest not to be shown in consolidated balance sheet.
e) As per AS-2 Specific Identification Method should be used when inventories are of unique nature.
f) When an enterprise controlled by two enterprises, both the controlling enterprises require to consolidate the subsidiary.
g) Internally generated goodwill shall not be recorded in books of accounts.
h) As per AS-26, expenditure incurred during research phase shall be expensed off as incurred.
i) Under Indian GAAPs change in method of depreciation means change in accounting policy.
j) Contingent asset are neither recognized nor disclosed in the financial statement.
k) Subsequent expenditures which increases future economic benefits will be expensed off in the same year other will be capitalized.
l) 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.
m) Loan where minor default has occurred and can be demanded for repayment in such case, shall be treated as current liability.
n) The Schedule IV of Companies Act 1956 is similar to the Schedule III of Companies Act 2013.
o) Electricity deposit given shall be classified as current.
p) Service tax liability for the previous month shall be classified as non-current.
q) Even if there are no indications of potential impairment, enterprise is required to estimate RA for the respective asset.
r) Capitalization of borrowing asset should not be ceased on substantial completion of qualifying asset.
s) Capitalization of borrowing asset should not be suspended when the activities of development of qualifying asset is interrupted due to abnormal circumstances.
t) Inventories which are routinely manufactured can be regarded as qualifying asset as per AS-16.

PART-B

Q.2  
a) H Ltd. engaged in the business of manufacturing lotus wine. The process of manufacturing this wine takes around 18 months. Due to this reason H Ltd. has prepared its financial statements considering its operating cycle as 18 months and accordingly classified the raw material purchased and held in stock for less than 18 months as current asset. Comment on the accuracy of the decision and the treatment of asset by H Ltd. As per Schedule III. 

b) While preparing the final accounts for the year ended as on 31st March, 2010 a company made a provision for bad debts @5% of its total debtors. In the last week of February, 2010 a debtor for `2 Lakhs had suffered heavy loss due to earthquake; the loss was not covered by any insurance policy. In April 2010 the debtor became a bankrupt. Can the company provide for the full loss arising out of insolvency of the debtor in the final accounts for the year ended as on 31st March, 2010?

c) A company entered into an agreement to sell its immovable property included in the balance sheet at `5 Lakhs to another company for `20 Lakhs. The agreement to sell was concluded on 31-01-2010 and the sale deed was registered on 30-04-2010. How this will be treated in balance sheet as on 31 -03-2010?
d) State how you will deal with the following matter in the accounts of U Ltd. for the year ended 31st March, 2010 with reference to accounting standard.
   “The company finds that the stock sheets of 31-03-2009 did not include two pages containing details of inventory worth ` 14.5 lakh”.

Q.3 a) What is the classification criteria for current verses non-current liability as per Schedule-Ill of the Companies Act 2013?
   b) How to disclose share application money pending allotment as per schedule III of Companies Act 2013.

Q.4 a) Q.1 KAY Ltd. is in the process of finalizing its accounts for year ended 31st March, 2014 and furnishes the following information:
   i) Finished goods normally are held for 30 days before sale.
   ii) Sales realization from debtors usually takes 60 days from date of credit invoice.
   iii) Raw materials are held in stock to cover one month’s production requirements.
   iv) Packing materials, being specifically made for the company and having lead time of 90 days is held in stock for 90 days.
   v) The holding period in respect of unfinished goods is 30 days.
   You are required to compute the operating cycle of KAY Ltd. as per revised Schedule III of Companies Act, 2013.
   b) Mention any five features of Schedule-III (or revised Schedule VI of the Companies Act 1956) of the Companies Act 2013.

Q.5 Prepare the balance sheet as per Schedule III from the following details of ABC Ltd. for 31st March 2012.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount `</th>
<th>Particulars</th>
<th>Amount `</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td>6,80,000/-</td>
<td>Profit and Loss Account</td>
<td>2,60,000/-</td>
</tr>
<tr>
<td>Machinery</td>
<td>8,00,000/-</td>
<td>(opening balance of ` 1,00,000/-)</td>
<td></td>
</tr>
<tr>
<td>Current account balance</td>
<td>35,000/-</td>
<td>Debtors</td>
<td>2,87,000/-</td>
</tr>
<tr>
<td>Cash</td>
<td>18,000/-</td>
<td>Property</td>
<td>7,91,000/-</td>
</tr>
<tr>
<td>Equity shares of ` 10 each</td>
<td>10,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15% Debentures2</td>
<td>4,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loans3</td>
<td>6,20,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bills Payable</td>
<td>1,75,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td>1,56,000/-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

a) Depreciation charged on machinery is ` 80,000/-
b) 15% debentures of `100/- each redeemable at `100/- on 31st March 2012 (Secured by charge on properties).
c) Term Loans- From bank (Secured by first charge on fixed assets) Payable in 45 equal monthly installments.

Q.6 Balance Sheet of ABC Ltd. and PQR Ltd. as on 31st March 2012.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>ABC Ltd. ('')</th>
<th>PQR Ltd. ('')</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machinery</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debentures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bills</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PQR Ltd. acquired equity shares in ABC Ltd for `1,50,000/- on 01 April 2011 and on that day the balance in the reserves and surplus was `1,50,000/-. Prepare consolidated balance sheet of PQR Ltd.

<table>
<thead>
<tr>
<th>Description</th>
<th>PQR Ltd.</th>
<th>ABC Ltd.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share capital</td>
<td>50,000/-</td>
<td>1,25,000/-</td>
</tr>
<tr>
<td>10% preference share capital of `10 each</td>
<td>25,000/-</td>
<td>—</td>
</tr>
<tr>
<td>Reserve and surplus</td>
<td>2,00,000/-</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Loan from PQR Limited</td>
<td>30,000/-</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>3,05,000/-</td>
<td>6,25,000/-</td>
</tr>
<tr>
<td>Investment in ABC Ltd</td>
<td>—</td>
<td>1,50,000/-</td>
</tr>
<tr>
<td>4000 equity shares</td>
<td>—</td>
<td>45,000/-</td>
</tr>
<tr>
<td>1500 preference shares</td>
<td>—</td>
<td>30,000/-</td>
</tr>
<tr>
<td>Loan to ABC Ltd.</td>
<td>—</td>
<td>4,00,000/-</td>
</tr>
<tr>
<td>Net Assets</td>
<td>3,05,000/-</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>3,05,000/-</td>
<td>6,25,000/-</td>
</tr>
</tbody>
</table>
Q.1 Answer the following:
   a) State one objective of ethics.
   b) What is meant by the concept of welfare state?
   c) What is Immanuel Kant's view on good society?
   d) What is negative theory of liberty?
   e) Define ethical relativism.
   f) Define deontological theory.
   g) Define business ethics.
   h) What is insider trading?
   i) Define virtue ethics.
   j) Name the two versions of utilitarianism.

Write short notes on:
   k) Need of corporate governance.
   l) Role of business in environmental protection.
   m) Ethical conduct of multinational corporations.
   n) Stakeholder principles and ethics.

UNIT-I

Q.2 Define ethics. Explain in detail the sources and types of ethics.
   15

Q.3 Critically analyze teleological theory of ethics.
   15

UNIT-II

Q.4 Define corporate code of ethics. Explain code of ethics as regards leadership and discrimination.
   15

Q.5 Write notes on:
   a) Characteristics of ethical organizations.
      8
   b) Principles of business ethics.
      7

UNIT-III

Q.6 What is whistle blowing? Explain its types and moral justification for external blowing, right and wrong whistle blowing.
   15

Q.7 Explain in detail provisions of clause 49 on corporate governance.
   15

UNIT-IV

Q.8 "A lot has changed for Satyam Computer Services Ltd. (India) ever since the founder Chairman Ramalinga Raju confessed the fraud." Comment.
   15
Q.9  Write notes on:
   a) Sir Adrian Cadbury Committee (UK) code on corporate governance.
   b) OECD principles of corporate governance.
Q.1 Indicate whether following statements are True or False:
   a) Risk classification systems are usually based on the division of risks into those related to financial control, operational efficiency, reputational exposure and commercial activities.
   b) One of the methods of risk reduction is outsourcing.
   c) Prioritizing the risk management processes too highly could keep an organization from ever completing a project or even getting started.
   d) Tactical risks are associated with intention of an organization to achieve change.
   e) The core responsibility of Board/CEO of an enterprise is to determine strategic approach to risk and set risk appetite.

Q.1 Fill in the Blanks:
   f) Unique risks are also called as ________ risks. (diversifiable/non-diversifiable).
   g) An act of reducing severity of loss is called risk ________. (avoidance/reduction/sharing/retention).
   h) A successful risk management initiative should be ________ the level of risk in the organization. (less than/more than/proportionate to).
   i) Risk management policy consists of _________. (risk strategies/risk appetite/risk attitude/all).
   j) Hazard and Operability (HAZOP) studies and failure modes effects analysis (FMEA) are ____________ technical failure analysis techniques. (qualitative/quantitative).

Q.1 Write short notes on ANY FOUR of the following:
   k) Constituents of risk management system.
   l) Key risk drivers.
   m) Components of financial risk.
   n) Risk retention.
   o) Contents of risk register.

UNIT-I

Q.2 What do you mean by risk? Give a brief note on nature and sources of risk in a commercial enterprise.

Q.3 Differentiate between risk and uncertainty. Identify and enlist probable physical and financial risks in a large commercial organization.

UNIT-II

Q.4 “Risk management is a process that is underpinned by a set of principles”. Explain and list out core responsibilities of top and middle management in managing risks in an organization.

Q.5 Differentiate between risk reduction and risk sharing techniques of risk management. Also explain their suitability with proper
Q.1 Whether the following statements are TRUE or FALSE:
   a) Refundable share application money shall be disclosed in balance sheet under the
      head “current liabilities”.
   b) Attachment of property is an extraordinary item as per AS-5.
   c) Reversal of provision means change in accounting estimate as per AS-5.
   d) Negative minority interest not to be shown in consolidated balance sheet.
   e) As per AS-2 Specific Identification Method should be used when inventories are of
      unique nature.
   f) When an enterprise controlled by two enterprises, both the controlling enterprises
      require to consolidate the subsidiary?
   g) Internally generated goodwill shall not be recorded in books of accounts.
   h) As per AS-26, expenditure incurred during research phase shall be expensed off as
      incurred.
   i) Under Indian GAAPs change in method of depreciation means change in accounting
      policy.
   j) Contingent assets are neither recognized nor disclosed in the financial statement.
   k) Subsequent expenditures which increase future economic benefits will be expensed
      off in the same year the other will be capitalized.
   l) 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
   m) Loan where minor default has occurred and can be demanded for repayment in
      such case, shall be treated as current liability.
   n) The Schedule IV of Companies Act 1956 is similar to the Schedule III of Companies
      Act 2013.
   o) Electricity deposit given shall be classified as current.
   p) Service tax liability for the previous month shall be classified as non-current.
   q) Even if there are no indications of potential impairment, enterprise is required to
      estimate RA for the respective asset.
   r) Capitalization of borrowing asset should not be ceased on substantial completion of
      qualifying asset.
   s) Capitalization of borrowing asset should not be suspended when the activities of
      development of qualifying asset is interrupted due to abnormal circumstances.
   t) Inventories which are routinely manufactured can be regarded as qualifying asset as
      per AS-16.

Q.2 Write short notes on (any four):
   a) KAY Ltd. is in the process of finalizing its accounts for year ended 31st March, 2014
      and furnishes the following information:
      i) Finished goods normally are held for 30 days before sale.
      ii) Sales realization from Debtors usually takes 60 days from date of credit invoice.
      iii) Raw materials are held in stock to cover one month’s production requirements.
      iv) Packing materials, being specifically made for the company and having lead time
         of 90 days is held in stock for 90 days.
      v) The holding period in respect of unfinished goods is 30 days.
      You are required to compute the operating cycle of KAY Ltd. as per revised
      Schedule III of Companies Act, 2013.
   b) BAC Ltd. Purchase software, fulfilling the intangible asset recognition criteria, worth
      `20,00,000 and paid `2,00,000/- as its import duty along with the non-refundable
      taxes of `50,000/-. The company got a trade discount amounting to `80,000/- and
spent `1, 00,000/- on directly attributable expenditure. Determine the total cost at which ABC Ltd can capitalize the asset?

c) ABC Ltd. is constructing a cricket stadium costing `5, 00,000/-. As on 31st Mar 2012 the construction of the stadium is completed to a large extent. The pitch on which match is to be played is the only remaining part to be completed which costs is `2, 00,000/-. The auditor of ABC Limited insists that capitalization of borrowing cost should be stopped at 31st March 2012.

As an accountant give your opinion on this issue.

d) Write a short note on “Commencement of Capitalization” of borrowing cost as per AS-16.

e) Write a short note on ‘Internal and External indicators” of reversal of impairment loss.

f) ABC Limited has three restaurants P, Q and R. The restaurants are located in Mumbai, Delhi and Chennai, respectively. ABC Ltd. has a common purchasing center and corporate office in Delhi. Purchase for all three restaurants are completed through ABC Ltd. purchasing center. In addition, all the major policies for all three restaurants are prepared at the corporate office. What is the cash generating unit for ABC Limited?

g) 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.

h) Differentiate between AS 10 and IAS 16 (only key points).

Q.3 a) Sun Ltd. is registered with a capital of ` 20,00,000/- Equity Shares of ` 10/- each

1,50,000 Equity shares were offered for subscription to public. Applications were received for 1,50,000 shares. All calls were made and amount was duly received except final call of ` 2/- on 20,000 shares.

Show the share capital in the Balance Sheet of the company.

b) H Ltd. engaged in the business of manufacturing lotus wine. The process of manufacturing this wine takes around 18 months. Due to this reason H Ltd. has prepared its financial statements considering its operating cycle as 18 months and accordingly classified the raw material purchased and held in stock for less than 18 months as current asset. Comment on the accuracy of the decision and the treatment of asset by H Ltd, as per Schedule III of companies Act, 2013.

Q.4 Pass rectification entries for the following (If required):

a) Goods costing ` 20,000/- were purchased for various members of the staff and the cost was included in “Purchases”. A similar amount was deducted from the salaries of the staff members concerned and the net payments to them debited to salaries account.

b) Wages paid to the firm's workmen for making certain additions to machinery amounting to ` 20,000/- were debited to wages account.

c) Purchase of equipment from ABC Ltd worth ` 50,000/-, in cash, was entered through the purchase day book and accordingly credited to supplier account.

d) Material from store `10, 000/- and wages ` 4,000/- had been used in making tools and implements for use in own factory, but no adjustments were made in the books.

e) A builder's bill for ` 15,000/- for erection of a shed was debited to Repairs Account.

f) Repairs to equipment amounting to ` 3,000/- have been charged to Repairs Account.

g) Goods sold to Mr. X for ` 1131/- have been wrongly entered in the Sales Book as ` 1311/-.

h) Purchase of bike was debited to conveyance account `40,000. Firm charges depreciation @ 10% on vehicle.
Q.5 Prepare the Balance Sheet as per Schedule-III of the Companies Act 2013 from the following details of KLG Ltd for 31st March 2016.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount(')</th>
<th>Particulars</th>
<th>Amount(')</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td>6,80,000</td>
<td>Profit and Loss Account</td>
<td>2,60,000</td>
</tr>
<tr>
<td>Machinery</td>
<td>8,00,000</td>
<td>(opening balance of</td>
<td></td>
</tr>
<tr>
<td>Current account balance</td>
<td>35,000</td>
<td>`1,00,000)</td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>18,000</td>
<td>Debtor</td>
<td>2,87,000</td>
</tr>
<tr>
<td>Equity shares of `10 each</td>
<td>10,00,000</td>
<td>Property</td>
<td>7,91,000</td>
</tr>
<tr>
<td>15% Debentures</td>
<td>4,00,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loans</td>
<td>6,20,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bills Payable</td>
<td>1,75,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td>1,56,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

a) Depreciation charged on machinery is \`80,000.
b) 15% debentures of \`100 each redeemable at \`100 on 31st March 2016 (secured by charge on properties).
c) Term Loans from bank (secured by first charge on fixed assets) payable in 45 equal monthly installments.

End Semester Examination, May 2016
B. Tech. – First Semester
INDUSTRIAL CHEMISTRY (CH-101A)

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) What are the two main functions of coagulants?
b) Write any two differences between temporary any permanent hardness.
c) Define phase rule for heterogeneous system.
d) What is metastable curve in water phase diagram?
e) What is the reason behind corrosion? Explain.
f) Write any two application of composites.
g) What are the main constituents of composites?
h) What is the significance of viscosity index?
i) Write any two main differences between dry and wet cells.
j) What are the two advantages of AFM over SEM?

PART-A

Q.2  a) Explain with a diagram reverse osmosis (RO) process for desalination of sea water.
b) What is demineralization? Describe the ION exchange process for softening of water.
c) 1 gm of CaCO\(_3\) was dissolved in dilute HCl and solution diluted to 1 litre. 50 ml of this standard hard water required 20 ml of EDTA solution for end point. 50 ml of water sample required 15 ml of EDTA solution, 50 ml of water sample after boiling required 10 ml of EDTA solution. Calculate total, temporary and permanent hardness of water.

Q.3  a) Discuss following with equation and diagram:
   i) Galvanic corrosion  
   ii) Sacrificial anodic protection (SAP)
   b) How corrosion can be controlled by material selection and proper designing?
   c) What is wet corrosion? Explain the mechanism of wet corrosion in detail.

Q.4  a) Calculate number of phase, component and degree of freedom in following system:
   i) \(2\text{NH}_3(g) \rightleftharpoons N_2(g) + 3\text{H}_2(g)\)
   ii) \(\text{Cu}^{(s)} + \text{H}_2\text{O}_2(g) \rightleftharpoons \text{CuO}^{(s)} + \text{H}_2^{(g)}\)
   b) Explain following with examples:
   i) Triple point  
   ii) Eutectic point
   c) Draw and discuss the labeled phase diagram of Zn-Mg system.

PART-B

Q.5  a) Write short notes on:
   i) Aniline point.  
   ii) Flash and fire points.
   b) What are lubricants? Discuss boundary mechanism of lubrication.
   c) What do you mean by composites? How they are classified on the basis of matrix phases? Explain in detail.

Q.6  a) Write short notes on:
   i) Uses and hazards of batteries.
   ii) Liquid crystal polymers.
   b) What are smart batteries? Write the applications of smart batteries.
   c) Define conducting polymers. How they are classified? Discuss four applications of conducting polymers.

Q.7  a) What is sol-gel process? Discuss the various stages involved in the synthesis of nanomaterials by sol-gel process.
   b) What is nanoscience? Discuss any four potential applications of nanoscience in different fields.
   c) Explain the principle of atomic force microscope (AFM) techniques. Write any two disadvantages of AFM.
End Semester Examination, May 2016
BBA (GEN) / BBA (BANKING) – 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 any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer briefly:
  a) Define ecology.
  b) What are edaphic factors?
  c) Mention four major objectives of environmental education.
  d) What is the chemical formula for natural gas?
  e) What are the three varieties of coal?
  f) Which ecological pyramid is always upright?
  g) What is the species name of human beings?
h) What is meant by endangered animals?
i) Name any two major air pollutants.
j) Describe a Hot Spot.

**PART-A**

Q.2 Explain the importance of introducing environmental studies as a subject in formal education.  

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

Q.4 Define ecosystem. What are the various structural and functional features of an ecosystem?

**PART-B**

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

Q.6 What is meant by sustainable development? Mention the urban problems related to energy.

Q.7 What is meant by population explosion? What is the pattern of population growth in different nations?

---

End Semester Examination, May 2016  
BCA – 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 any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 **Fill in the blanks:**  
a) The living part of ecosystem is referred as __________ component.  
b) The non-living part of ecosystem is referred as __________ component.  
c) Ozone layer is being depleted due to __________ gas.  
d) The overuse of fertilizers resulted into a large number of __________ patients.  
e) Water covers __________ percent of earth’s surface.  
f) __________ is the largest producer of milk in the whole world.  
g) WMD stands for __________.  
h) AIDS stands for __________.
PART-A

Q.2 a) What do you understand by multidisciplinary nature of environmental studies?  
   b) Why there is a need for public awareness related to environmental studies?

Q3 “Forest is a very important part of our environment system”. Keeping in view the statement, answer the following:
   a) Uses of forest.
   b) De-forestation and its reasons.
   c) Damage caused to forest by dams and mining.
   d) Effect of deforestation on lives of tribal.

Q4 a) Define an ecosystem and list the various functions of ecosystem.
   b) Why food chain is important for sustainability of ecological pyramids?

PART-B

Q.5 a) What are the characteristics of a nuclear fuel? Discuss the uses of nuclear fuel for benefit of society.
   b) What are nuclear weapons and what are the hazards of nuclear weapons?

Q.6 a) What is AIDS? What are the symptoms of AIDS and how to prevent AIDS?
   b) What is population explosion? What are the reasons responsible for population explosion?

Q.7 a) Explain the various family welfare schemes started by government and how these schemes can help in controlling the population.
   b) Explain the role of information technology in preventing environment and human health.

End Semester Examination, May 2016  
B.Com. (Hons) and (Industry Integrated) – 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 any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 a) Define heterotrophs.
   b) What are non-renewable resources?
   c) What do you mean by “Kyoto Protocol”?
   d) Differentiate between endemic species and endangered species.
   e) What do you mean by primary pollutants?
   f) Explain the process of bio-magnification.
   g) On which date “International Ozone Day” is celebrated?
   h) What is green house effect?
   i) Name all hot spots of biodiversity present in India.
   j) Define disarmament.

PART-A
Q.2 a) What is deforestation? Discuss its causes and environmental impacts in detail. 10
   b) Explain the multi-disciplinary nature of environmental studies with the help of a diagram. 5
   c) How can you implement the knowledge of environmental studies to your daily life for the conservation of natural resources? 5

Q.3 a) What do you mean by ecological pyramids? Explain all kinds of ecological pyramids for “forest ecosystem” with the help of relevant diagrams. 10
   b) What do you mean by ecological succession? Differentiate between primary and secondary succession with suitable examples. 5
   c) Summarize the possible impacts on human life caused by the destruction of decomposers in an ecosystem. 5

Q.4 a) Define biodiversity along with its types. What are the major threats to biodiversity? 10
   b) Differentiate between “in-site” and “ex-site” conservation of biodiversity mentioning suitable examples of each kind. 5
   c) Which governmental initiatives do you think are necessary to conserve the biodiversity? Give an account of them. 5

PART-B

Q.5 a) What do you mean by disaster management? How can you manage floods and earthquakes? 10
   b) Mention various causes of nuclear hazards. 5
   c) Discuss your role as a responsible citizen of the nation to prevent water pollution. 5

Q.6 a) What is acid rain? Discuss its causes and effects in detail. 10
   b) Discuss salient features of “Wild Life Protection Act”. 5
   c) “Commercialism and consumerism foster a culture of waste”. Justify this sentence giving suitable examples. 5

Q.7 a) Discuss the role of IT in preserving the environment and human health. 10
   b) Explain the dual nature of chemistry with suitable examples. 5
   c) Give an account of impediments caused by the rapid population growth in the development of a developing country. 5

UNIT-III

Q.6 What are risk indicators? Illustrate ad differentiate between key risk indicators (KRIs) and key performance indicators (KPIs). 15

Q.7 Write a lucid note on internal and external risk drivers by giving suitable examples. 15

UNIT-IV

Q.8 What are the essentials of an effective risk manual? Explain contents of a comprehensive risk manual. 15

Q.9 Write a detailed note on evaluation and revision of risk management policy. 15
Écrivez les salutations suivantes en français
(Write these sentences in French)

a) How are you?
b) Good morning, madam.
c) What is your name?
d) Her name is Clara.
e) I am fine, thank you.

Écrivez les nombres suivants dans la forme cardinaux et ordinaux:

<table>
<thead>
<tr>
<th>Nombres</th>
<th>Cardinaux</th>
<th>Ordinaux</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) 5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) 20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) 9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Q.3 Quelle heure est-il?

a) 10:00
b) 9:30
c) 00:00
d) 6:45
e) 5:15

Q.4 Complétez avec les prépositions données:

a) _________mes vacances, je suis allé en France. (During)
b) Nous marchons _________ l’école. (Towards)
c) J’achète des vêtements _________ mes enfants. (For)
d) Il y a un jardin _________ ma maison. (Around)
e) Vous allez _________ vos grand parents? (At somebody’s place)
f) Je veut le thé _________ sucre. (Without)
g) _________ l’hôpital, il ya ma maison. (Next to)
h) Nous allons au cinéma _________ nos amis. (With)
i) L’oiseau est _________ l’arbre. (Above)
j) Au mois _________ janvier, il fait froid. (Of)

Q.5 Mettez au negatif:

a) Ce sont des stylos.
b) J’aime la glace.
c) Nous allons au restaurant.
d) Tu es italien.
e) Vous mangez du pain.

Q.6 Mettez au pluriel:

a) Je parle au professor.
b) Elle a une jolie robe.
c) Tu as un ami indien.
d) C’est un beau garçon.
e) Il y a un stylo.

Q.7 Conjuguez les verbes données:

a) Je _________ chez mes parents. (aller)
b) Vous _________americain? (être)
c) Nous _________ du gâteau. (manger)
d) Il _________ la glace. (aimer)
e) Elles _________ la chanson. (chanter)
f) Tu _________ dans la chambre. (danser)
g) Ils _________ la télé (regarder).
h) Marc et Clara _________ la musique. (écouter)
i) Les enfants _________ dans l’école. (étudier)
j) _________-vous la porte? (fermer)

Q.8 Mettez au feminine:

a) Le garçon aime la glace.
b) Mon père est intelligent.
c) Le frère de Nicole est joli.
d) Mon grand père est serveur.
e) Les enfants sont beaux.
Q.9 Traduisez les phrases suivantes en anglais:
(Write these sentences into english)
a) Il est un professeur.
b) Ma mer est belle.
c) Les enfants sont intelligents.
d) Tu es français.
e) Nous allons à l'école.

1x5

Q.10 Remplissez les blancs:
a) __________ est le premier mois de l'année.
b) Après lundi, c'est ________.
c) Le troisième jour de la semaine est __________.
d) Le mois avant septembre est ___________.
e) __________ est le dernier mois.
f) Le weekend est ___________ et ________.
g) Ton anniversaire est dans le mois de ________.
h) Il fait chaud dans le mois de ________ et ________.

1x10

Q.11 Mettez au singulier:
a) Ce sont des stylos.
b) Nous sommes grands.
c) Ils sont étudiants.
d) Nous ne faisons pas des gateaux.
e) Il y a des fruits.

1x5

Q.12 Complétez avec l'article défini ou indéfini:
a) C'est _____ belle femme.
b) Il y a des fleurs dans ____ jardin.
c) Nous avons ____ petite maison.
d) J'aime _____ musique.
e) _____ gateaux sont délicieux.

1x5

Q.13 Complétez avec l'article défini ou l'article partitif:
(Du, dela, des, del' et Le, La, Les, L')
a) Je veut ______ confiture, j'aime ______ confiture.
b) Nous détestons _______ œufs, nous ne voulons pas ____ œufs.
c) Tu manges ______ chocolats?
d) Elle aime _______ salade, elle mange _____ salade.
e) Je bois _____ jus de fruits.
f) Vous n'aimez pas ____ vin?
g) Nous buvons _____ eau.

1x10

Q.14 Présentez-vous
End Semester Examination, May 2016
BA (Hons.) ENGLISH – First Semester

End Semester Examination, May 2016
BBA (G) IB - First Semester
INTEGRATING MIND, BODY AND HEART (IB-102)

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) My views about Mahatma Gandhi.
  b) Respect women.
  c) Non-cooperation movement.  

PART-A

Q.2 Discuss the ‘seven deadly sins’ as explained by Mahatma Gandhi.  
Q.3 “Business ethics are an indispensable part of any organization”. Elucidate the statement by using references from Mahatma Gandhi’s life.
Q.4 Write an essay on any one of the following:
i) Be the change that you want to see in the world.
ii) Corporate responsibility.

**PART-B**

Q.5 What do you understand by ethical dilemma? How can one deal with it? Also discuss the importance of ethics in our lives. **10**

Q.6 “An eye for an eye will make the whole world blind”. Express your views and explain the importance of this famous quote given by Mahatma Gandhi. **10**

Q.7 Write short notes on any two of the following:
   a) Maslow’s theory.
   b) Non-violence.
   c) Freudian’s theory. **5x2**

End Semester Examination, May 2016
BBA (G) IB – Second Semester
QUANTITATIVE ANALYSIS (IB-202)

Time: 3 hrs
Max Marks: 50

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 census and sample?
   b) What do you mean by frequency?
   c) Why correlation is said to be non-sense?
   d) Write formula of mode for continuous series. **2½x4**

Q.2 Calculate missing frequency for the given data:

<table>
<thead>
<tr>
<th>Variable:</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>Frequency:</td>
<td>12</td>
<td>30</td>
<td>( f_1 )</td>
<td>65</td>
<td>( f_2 )</td>
<td>25</td>
<td>18</td>
</tr>
</tbody>
</table>

Where \( N=229 \) and Median =46. **10**

Q.3 The runs scored by two batsmen in 10 innings is given below:

<table>
<thead>
<tr>
<th>Batsmen A:</th>
<th>28</th>
<th>37</th>
<th>48</th>
<th>15</th>
<th>17</th>
<th>63</th>
<th>0</th>
<th>18</th>
<th>39</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Batsmen B:</td>
<td>77</td>
<td>23</td>
<td>16</td>
<td>26</td>
<td>0</td>
<td>39</td>
<td>8</td>
<td>9</td>
<td>13</td>
<td>17</td>
</tr>
</tbody>
</table>

Find: a) Which is better batsman?
     b) Which is more consistent batsman? **10**

Q.4 Calculate mean by using direct method, short-cut method and step-deviation method for the given data:

<table>
<thead>
<tr>
<th>C.I.:</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>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>2</td>
<td>5</td>
<td>9</td>
<td>11</td>
<td>13</td>
<td>6</td>
<td>1</td>
</tr>
</tbody>
</table>

**PART-B**

Q.5 Calculate Karl-Pearson’s coefficient of correlation for the data given below:
Q.6 Answer the following questions:
   a) What do you mean by correlation? Differentiate between correlation and regression.  
   b) What do you mean by index number? Explain the different types of index numbers.  

Q.7 Compute Fisher’s Ideal index number and show that it satisfies factor reversal test for the data given below:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2010</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</td>
</tr>
<tr>
<td>A</td>
<td>12</td>
<td>8</td>
</tr>
<tr>
<td>B</td>
<td>15</td>
<td>7</td>
</tr>
<tr>
<td>C</td>
<td>11</td>
<td>5</td>
</tr>
<tr>
<td>D</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>E</td>
<td>13</td>
<td>8</td>
</tr>
</tbody>
</table>

End Semester Examination, May 2016
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) SIDBI.
   b) Social responsibility of business.
   c) Distinguish between sole proprietorship and partnership.  

**PART-A**

Q.2 Explain the term: business. Describe the main objectives of a business enterprise.  

Q.3 a) What are the contents of a partnership deed?
   b) Distinguish between a Joint Stock Company and a Partnership firm.  

Q.4 What role has been played by Multinational Corporations (MNCs) in the growth of Indian economy? Also mention some of the advantages and disadvantages of MNCs.  

**PART-B**
Q.5 Rajat wants to start an amusement park near Vellore. The project requires an investment of Rs. 50 lakhs. Name the financial institution which Rajat should approach for financing his venture and mention the objectives of that institution.  

Q.6 Discuss the process of setting up a business enterprise. Also mention the qualities required to be an entrepreneur. 

Q.7 Write short notes on the following: 
   a) Cooperative societies. 
   b) Confederation of Indian Industries (CII). 

**End Semester Examination, May 2016** 
BBA (G) IB – 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 Explain the following: 
   a) Anthropology. 
   b) Elements of intercultural communication process. 
   c) Micro culture and Macro culture. 
   d) Objectives of cross-cultural communication. 
   e) Haptics and proxemics. 

**PART-A**

Q.2 How can management systems and processes in different countries be understood using Hofstedian cultural dimensions? 

Q.3 a) List down some of the barriers to intercultural communication. 
   b) Highlight the importance of ‘feedback’ in intercultural communication process. 

Q.4 Describe how social values interplay with the behavior of people at work place in business organizations. Explain your answer with an illustration from Indian and International business organizations, representing sub cultural and cross cultural influence respectively.

**PART-B**

Q.5 Explain the important concepts of culture that help in better understanding of social experiences of man in a society. 

Q.6 What do you understand by ‘reverse shock’ and ‘transition shock’? Mention the different stages of cultural shock. Discuss some of the measures to be taken to overcome these shocks. 

Q.7 In order to manage multicultural and diverse teams in today’s organizations, what are the attributes and abilities that a global manager must have?

**End Semester Examination, May 2016** 
BBA (G) IB – Third Semester  
**PERSONALITY DEVELOPMENT (IB-303)**

Time: 3 hrs Max Marks: 50
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.

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.

End Semester Examination, May 2016
BBA (G) IB – Fourth Semester
FINANCE FOR MANAGERS (IB-401)
Q.2 What are the major financial decisions which are taken by financial management? Explain.

Q.3 A student is awarded a scholarship and two options are put before him:
a) to receive Rs. 11,000/- now.
b) to receive Rs. 1,000/- per month at the end of each of next 12 months.
Which option should be chosen if the rate of interest is 12% p.a. [PVAF(1%, 12)=11.255]

Q.4 Define working capital. Explain its classification and factors affecting the working capital requirements of a business.

Q.5 Explain briefly the factors which influence the dividend policy of a firm. What are the advantages of stable dividend policy?

Q.6 How will you determine the cost of capital from different sources? Explain with an example.

Q.7 A company requires an initial investment of Rs. 40,000/-. The estimated net cash flow are as follows:

Year: I II III IV V
Net Cash flow in Rs: 8,000 9,000 1,000 15,000 20,000

Using 10% as the cost of capital [rate of discount].
Determine the following:
a) Pay-back period.
b) Net present value.

PVF of Rs. 1. I II III IV V
@10% 0.909 0.826 0.751 0.683 0.621

Q.1 State whether the following statements are TRUE or FALSE:
a) An offer can be revoked at any time before its acceptance is complete as against the offer.
b) A contract induced by fraud is voidable at the option of either party to the contract.
c) The position of a finder of lost goods is that of a bailer.
d) The doctrine of caveat emptor applies in case of implied conditions and warranties.

Answer the following questions:
e) What is meant by dishonor of negotiable instrument?  
f) How is controller of certifying authority is appointed?

1x4

PART-A

Q.2 "All contracts are agreement, but all agreement are not contracts." Discuss the statement explaining the essential elements of a valid contract.  
10

Q.3 Who is a minor? Explain the position of agreements with a minor.  
10

Q.4 Write short notes on the following:  
a) Termination of agency.  
b) Difference between contract of guarantee and contract of indemnity.  
5x2

PART-B

Q.5 Distinguish between a condition and a warranty. Discuss the implied conditions and warranties in a contract of sale of goods.  
10

Q.6 Who is a holder in due course? Explain the privileges provided to holder in due course under negotiable instrument act.  
10

Q.7 a) Explain "digital signature", under IT act.  
b) Discuss the objectives of information technology act.  
5x2

End Semester Examination, May 2016  
BBA (G) IB - Fourth Semester  
PERSONALITY DEVELOPMENT-II (IB-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. All questions carry equal marks.

Q.1 a) What is stress?  
b) What is the biggest threat to time management?  
c) Write down the basic requirement for a presentation.  
d) Define ‘Team’.  
e) What is SWOT?  
f) What are the basic steps of making a ‘Presentation”?  
g) Mention the advantages of ‘Note Taking’.  
h) How important is a ‘cover letter’ in a CV? Mention the points required for its creation.  
i) How important is ‘self assessment’ in career planning?  
j) Define ‘mind mapping’.  
1x10

PART-A

Q.2 What are the advantages of ‘team building”? Mention the characteristics of effective teams.  
10

Q.3 Write short notes on:  
a) Greek style of presentation.
Q.4 What is ‘self awareness’? How does ‘self awareness’ develop in a person?

**PART-B**

Q.5 You are applying for the post of ‘Assistant Manager’ in ICICI Bank. Write your CV along with a cover letter for the same.

Q.6 How does having good and strong problem solving skills make a difference in one’s career?

Q.7 What are the sources of ‘stress’ in your life? Mention some healthy and unhealthy ways of coping with stress.

End Semester Examination, May 2016
BBA (G) IB – Sixth Semester
ENVIRONMENTAL SCIENCES (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. All questions carry equal marks:

Q.1 Define the following (any five):
  a) Deforestation.
  b) Eco-system.
  c) Noise pollution.
  d) Environmental ethics.
  e) Disaster management.
  f) Rehabilitation.

**PART-A**

Q.2 a) Explain biotic and abiotic components of an eco system. 
   b) Mention major impacts of global warming.

Q.3 Discuss the following:
   a) Over exploitation of mineral resources. 
   b) Various threats to biodiversity.

Q.4 Explain role of an individual in conservation of natural resources. How can it be justified to use resources for sustainable life-styles?

**PART-B**

Q.5 Environment education can improve the quality of an environment. Illustrate the fact and give examples to support.

Q.6 Attempt any two of the following:
   a) Explain consumerism.
   b) Define solid waste management.
   c) Explain any three issues related to environmental ethics.

Q.7 a) Explain role of information technology in environment and human health. 
   b) Discuss various control measures for controlling noise pollution.
End Semester Examination, May 2016  
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 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) Managerial job types.  
b) Vision and Mission.  
c) Forecasting and Planning.  
d) Job Enrichment.  

PART-A

Q.2 “Management is the effective utilization of human and managerial resources to achieve the enterprise objectives”. Comment.  
12

Q.3 Explain the concept of organizational structure. What are the basis on which departmentation is done? Explain with suitable examples.  
12

Q.4 What is decision making in management? Explain with suitable examples steps involved in effective decision making.  
12

PART-B

Q.5 “Just as planning, controlling should also be a dominantly forward-looking function”, comment”. Explain deferent types of controls in brief.  
12

Q.6 How do McGregor’s theory X and theory Y of human behaviour help motivation to employees? Do you think integrated and amalgamation of these theories may be more effective in our country? Comment.  
12

Q.7 What is organization conflict? Explain the relationship between change and conflict. How an organizational conflict can be handled, explain with a suitable example?  
12

End Semester Examination, May 2016  
BBA (G) IB – First Semester  
MARKETING PRINCIPLES (2.103/367.103)

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 four):  
a) Product Life Cycle (PLC).  

b) Functions of physical supply.
c) E-marketing.
d) Features of advertising.
e) Differentiated marketing.
f) Importance of MIS.

PART-A

Q.2 Define market segmentation. What are the benefits and limitations of market segmentation? 10

Q.3 You have been engaged by a leading organization to study the various factors influencing the behaviour of its consumers. Give an account of the factors which you would consider for study of consumers behaviour. 10

Q.4 Discuss the benefits which a firm in the mobile phone sector would reap from segmentation of its product or services. 10

PART-B

Q.5 Write a note on marketing objective with suitable example. 10

Q.6 Describe the term: ‘marketing strategy’. Explain any four principle of marketing strategy. 10

Q.7 Differentiate between “Primary Data” and “Secondary Data”. Give suitable examples to support your answers. 10
Q.5  What do you mean by non-verbal communication? What are its different elements? Point out its importance in communication.  

Q.6  Write an essay on any one of the following: 
a)  Time and tide waits for no one! 
b)  Saving our Environment.  

Q.7  Write a letter to a well-known courier company, complaining against the irresponsible handling of some of your goods that you booked with them. Also claim compensation for the same that got damaged in transit. 

End Semester Examination, May 2016  
BBA (G) IB – 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)  Law of supply.  
b)  Marginal cost.  
c)  Kinked demand curve.  
d)  Savings and investment.  

PART-A  

Q.2  Explain the concept of price elasticity of demand and its degrees. Also explain the various methods of measuring price elasticity of demand.  

Q.3  Discuss the various concepts of short run cost curves.  

Q.4  Define market. Explain the various types of markets in brief.  

PART-B  

Q.5  a)  Describe functions and characteristics of money.  

b)  What do you mean by inflationary and recessionary gaps?
Q.6 Explain the relationship between inflation and unemployment. How does cyclic unemployment affect inflation?

Q.7 a) Discuss the goals of monetary policy in detail.
b) Describe the concept of minimum wage legislation with the help of a graph.

End Semester Examination, May 2016
BBA (G) IB – First Semester
ENGLISH FOR ACADEMIC PURPOSES-II A (EAP-II A)

Time: 3 hrs Max Marks: 50
No. of pages: 4

Q.1 READING PASSAGE
DOMESTIC TRAVEL
Have you ever travelled to another part of your country and stayed for a few days? Travel within one's own country is popular throughout the world. And, according to a survey carried out in Australia in 2002, travellers are tending to spend more and more money on their holidays.

The Domestic Tourism Expenditure Survey showed that domestic travellers – those travelling within the country – injected $23 billion into the Australian economy in 2002. As a result, domestic tourism became the mainstay of the industry, accounting for 75 per cent of total tourism expenditure in Australia. International tourism, on the other hand, added $7 billion to the economy. Overall, in present dollar terms, Australians spent $7 billion more on domestic tourism in 2002 than they did when the first survey of tourist spending was completed in 1991.

Thus, tourism has become one of Australia's largest industries. The combined tourist industry now accounts for about 5 per cent of the nation’s gross domestic product, compared with agriculture at 4.3 per cent and manufacturing at 8 per cent. Tourism is therefore an important earner for both companies and individuals in a wide range of industries. For example, the transport industry benefits from the extra money poured into it. Hotels spring up in resort areas to provide accommodation, and the catering industry gains as tourists spend money in restaurants. The retail sector benefits as well, as many tourists use their holidays to shop for clothes, accessories and souvenirs. In most countries, the land is divided into different political areas. Australia is divided into six states and two territories. Since people travel for different reasons, there are significant differences in the length of time people stay in different locations and in the amount they spend while there.

In 2002, Australian residents spent $8.4 billion on day trips and almost twice that amount on trips involving at least one night away from home. In that year, a total of 45 million overnight trips were made in Australia. Of these, 14.9 million were spent in New South Wales, 10.3 million were spent in Queensland, and 9.2 million were spent in Victoria. Fewer nights were spent in the other states, with 3.7 million in South Australia, 1.5 million in Tasmania and 5 million in Western Australia. Despite the popularity of destinations such as Ayers Rock and Kakadu National Park, only 0.4 million overnight stays were recorded in the Northern Territory.

New South Wales, Queensland and Victoria attracted the greatest tourism revenue, with $5.2 billion, $5.1 billion and $3.3 billion spent there respectively. The average
expenditure for trips was $395 per person, with accommodation the biggest expenditure, followed by meals and fuel. The survey also showed that costs were higher for inter-state travellers, who each spent an average of $812 per trip compared with $255 for those who travelled within one state. Trips to the Northern Territory were the most expensive, followed by Queensland, with South Australia and Victoria the least.

Comparing the costs of trips for different purposes, the survey found that business trips were the most expensive because they were more likely to involve stays in commercial accommodation. Trips taken for educational reasons – to visit universities, museums etc. – were also expensive, especially as they usually required inter-state plane tickets. Family holidays lay in the medium range, with transport and fares contributing to the cost, but adventure parks the major expense. But while visits to friends and relatives were the least expensive – due to lower accommodation, food and transport costs – these travellers spent most on shopping.

The survey also estimates that Australians made 253 million day trips in 2002, visiting parks, beaches and city attractions. The largest expenses were petrol costs (averaging $10 per day trip), followed by meals, souvenirs and entry fees. Day trips tended to cost the most in the Northern Territory, while South Australia was the cheapest. Overall, the survey found that men travelling alone spent more than any tourist group. In particular, men spent more on transport and meals. Women travelling alone spent the most on clothes, while souvenirs were bought more often by families than by other tourists.

The challenge for the tourism industry now is to encourage Australians to continue spending money on travel and, if possible, to increase the amount they spend.

Que. 1-4
Complete the sentences below. Choose NOT MORE THAN THREE WORDS from the text for each answer.
1) The state or territory in which the highest number of overnight trips was made was ____________.
2) The state or territory in which the lowest number of overnight trips was made was ____________.
3) People travelling from state to state spent more than those travelling ____________.
4) The TWO cheapest states or territories to travel to were _________ and _________.

Que. 5-8
Complete the table below. Choose NOT MORE THAN THREE WORDS from the text for each answer.

<table>
<thead>
<tr>
<th>Purpose of trip</th>
<th>Major expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>accommodation</td>
</tr>
<tr>
<td>Education</td>
<td>5)_____________</td>
</tr>
<tr>
<td>Family holiday</td>
<td>6)_____________</td>
</tr>
<tr>
<td>Visiting relatives</td>
<td>7)_____________</td>
</tr>
<tr>
<td>Day trips</td>
<td>8)_____________</td>
</tr>
</tbody>
</table>
Complete the sentences below. Choose NOT MORE THAN THREE WORDS from the text for answer.

9) The category of people who spent the most on travel in Australia in 2002 were _________.

10) The category who spent the most on souvenirs were __________.

Q.2 Read the text below and then fill in the spaces choosing the correct word from the vocabulary box below:

Vocabulary: got, such, learned, other, correcting, contained, distances, make/use, been, besides, branches, seems/appears, who, mistakes, capable, number/amount, hear, go, meant, which/that.

Dolphins

Dolphins are not the only animals ________ humans that use sounds in an apparently intelligent manner. Whales also use a complex system of sounds ________ is similar in many ways to a human language. One type of whale even sings, and its songs can ________ on for as long as three or four hours. What is more, they can be heard under water at ________ of more than 300 kilometres. After analysing one of these songs with the aid of a computer, Carl Sagan said it ________ at least a million 'bits' of information. This is approximately the same ________ of 'bits' as in a long poem like the Odyssey. Chimpanzees also use a system of different sounds to communicate with each ________. One type of cry ________ to mean something like 'danger in the air' or 'big bird' and another apparently means 'danger on the ground' or 'snake'. When they ________ the first cry, they hide under trees or in holes and look up at the sky. The second cry causes them to hide in the upper ________ of trees and to stare nervously at the grass. Chimpanzees are also ________ learning sign language. So are gorillas. One chimp called Washoe learned to ________ about 160 separate signs meaning ________ things as 'Give me a drink' and 'banana'. Washoe even ________ to swear. She ________ had a teacher called Jack ________ once refused to give her a drink. Washoe ________ angrier and angrier and used several signs which ________ 'dirty Jack'! A group of chimps at a research institute in Atlanta, Georgia, have recently ________ taught to type sentences, using a kind of computer. The chimps' trainer was called Tim, and he kept correcting the ________ one of the chimps made. The chimp obviously wanted Tim to stop ________ him and typed out the following request: 'Tim, please leave room!'
The Table below shows the results of a survey that asked 6800 Scottish adults (aged 16 years and over) whether they had taken part in different cultural activities in the past 12 months. Summarise the information by selecting and reporting the main features, and make comparisons where relevant.
Write at least 150 words.

<table>
<thead>
<tr>
<th>Participation in cultural activities, by age</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td>16-24</td>
</tr>
<tr>
<td>%</td>
</tr>
<tr>
<td>Any performance*</td>
</tr>
<tr>
<td>Undertaking any crafts</td>
</tr>
<tr>
<td>Cultural purchases</td>
</tr>
<tr>
<td>Any visual arts</td>
</tr>
<tr>
<td>Any writing</td>
</tr>
<tr>
<td>Computer based</td>
</tr>
</tbody>
</table>

* Dancing, singing, playing musical instruments and acting.

Q.4 WRITING TASK 2:
Formal examinations are the only effective way to assess a student's performance. Continual assessment such as course work and projects is not a satisfactory way to do this.
To what extent do you agree or disagree with this statement? Express your views in not less than 250 words.

End Semester Examination, May 2016
BBA (G) IB - Second Semester
ENGLISH FOR ACADEMIC PURPOSES-II B (BIB - 203)

Time: 3 hrs
Max Marks: 50
No. of pages: 4
Q.1 Read the passage and answer the following questions:

**Is Science Dangerous?**

The idea that scientific knowledge is dangerous is deeply embedded in our culture. Adam and Eve were forbidden to eat from the Tree of Knowledge, and in Milton's Paradise Lost the serpent addresses the tree as the 'Mother of Science'. Indeed the whole of western literature has not been kind to scientists and is filled with images of them meddling with nature with disastrous results. Just consider Shelley's Frankenstein, Goethe's Faust and Huxley's Brave New World. One will search with very little success for a novel in which scientists come out well - the persistent image is that of scientists as a soulless group unconcerned with ethical issues. And where is there a film sympathetic to science?

Part of the problem is the conflation of science and technology. The distinction between science and technology, between knowledge and understanding on the one hand and the application of that knowledge to making something, or using it in some practical way, is fundamental.

Science produces ideas about how the world works, whereas the ideas in technology result in usable objects. Technology is much older than anything one could regard as science and unaided by any science. Technology gave rise to the crafts of early humans, like agriculture and metalworking. It is technology that carries with it ethical issues, from motorcar production to cloning a human.

By contrast, reliable scientific knowledge is value-free and has no moral or ethical value. Science merely tells us how the world is. That we are not at the centre of the universe is neither good nor bad, nor is the possibility that genes can influence our intelligence or our behaviour.

The social obligations that scientists have as distinct from those responsibilities they share with all citizens comes from them having access to specialised knowledge of how the world works, not easily accessible to others. Their obligation is to both make public any social implications of their work and its possible applications and to give some assessment of its reliability.

It is not easy to find examples of scientists as a group behaving immorally or in a dangerous manner, the classic paradigm being the eugenics movement. The scientific assumptions behind this proposal are crucial; the assumption is that most desirable and undesirable human attributes are inherited. Not only was talent perceived of as being inherited, but so too were insanity and any kind of so-called feeblemindedness. They completely failed to give an assessment of the reliability of their ideas. Quite the contrary, and even more blameworthy, their conclusions seem to have been driven by what they saw as the desirable social implications. By contrast, in relation to the building of the atomic bomb, scientists behaved morally and fulfilled their social obligations by informing their governments about the implications of atomic theory. It was an enormous engineering feat to build the bomb but the decision to do this was taken by politicians, not scientists.

The moralists have been out in force telling us of the horrors of cloning. Many others, national leaders included, have joined in a chorus of horror. But what horrors? What ethical issues? In all the righteous indignation not a single relevant new ethical issue has been spelled out.
Those who propose to clone a human are medical technologists not scientists. It is not, as the bio-moralists claim, that scientific innovation has outstripped our social and moral codes. Just the opposite is the case. Their obsession with the life of the embryo has deflected our attention away from the real issue, which is how children are raised and nurtured. The ills in our society have nothing to do with assisting or preventing reproduction but are profoundly affected by how children are treated.

So what danger does genetics pose? Gene therapy, introducing genes to cure a genetic disease like cystic fibrosis, carries risks, as do all new medical treatments. There may well be problems with the testing of new treatments, but are these difficulties any different from those related to trying out new drugs for AIDS? Anxieties about creating designer babies are at present premature as it is too risky, and we may have, in the first instance, to accept what has been called procreative autonomy, a couple’s right to control their own role in reproduction unless the state has a compelling reason for denying them that control. Should the ethical issues relating to the applications of genetics, for example, lead to stopping research in this field? The individual scientist cannot decide, for science, like genetics, is a collective activity with no single individual controlling the process of discovery. It is ethically unacceptable and impractical to censor any aspect of trying to understand the nature of our world.

Do the following statements agree with the information given in the passage?

In boxes 1-5 on your answer sheet, write

1) The film industry does not make films about science.  
2) Scientists do not work in unison when deciding what needs to be researched.  
3) Parents want to have cloned children now.  
4) Technology was important before the development of science.  
5) Many people consider cloning to be undesirable.

Q.2 Read the passage and answer the following questions:

Advice for Employees

Most people suffer no ill-effects from using VDUs (Visual Display Units) as they don’t give out harmful levels of radiation and rarely cause any kind of skin complaint. If you do suffer ill-effects, it may be because of the way you’re using the computer and this can be avoided by well-designed workstations. When working at a VDU, make sure you keep a good posture and that your eyes are level with the screen.
Under health and safety regulations your employer should look at VDU workstations, and reduce any risks by supplying any equipment considered necessary (e.g. a wrist rest). They should also provide health and safety training. This also applies if you’re working at home as an employee and using a VDU for a long period of time. There is no legal limit to how long you should work at a VDU, but under health and safety regulations you have the right to breaks from work using a VDU. This doesn’t have to be a rest break, just a different type of work. Guidance from the Health and Safety Executive (HSE) suggests it’s better to take frequent short breaks but if your job means spending long periods at a VDU, for example as in the case of data input, then longer breaks from your workstation should be introduced.

If you’re disabled, your employer’s duty to make reasonable adjustments for you may mean that they will provide you with special computer equipment. You can also get advice and maybe help with paying for equipment from the local job centre. Studies haven’t shown a link between VDU use and damage to eyesight, but if you feel that using a VDU screen is making your eyes tired, tell your employee safety representative. You have the right to a free eyesight test if you use a VDU a lot during work hours. If you’re prescribed glasses your company must pay for them, provided they’re required in your job.

If you have any health problems you think may be caused by your VDU, contact your line manager. He/she has a duty to consult you on health and safety issues that affect you, and should welcome early reporting of any issue.

Complete the sentences below:

Choose **NO MORE THAN THREE WORDS** from the passage for each answer.

Write your answers in boxes 1-5 on your answer sheet.

1) It is unusual to get a ................ as a result of using computers.

2) Employers may be required to provide you with items such as a ................ to use while at work.

3) If your job involves tasks such as ................, the advice from the HSE may not apply.

4) Financial assistance in the case of special requirements may be available from the ..................

5) The company is obliged to cover the cost of ................ if you need them while working.

Q.3  **Writing Task 1**

Write about the following topic:

In some countries young people have little leisure time and are under a lot of pressure to work hard in their studies. What do you think are the causes of this? What solutions can you suggest?

Give reasons for your answer and include any relevant examples from your own knowledge or experience.
Q.4  **Writing Task 2**

You are studying a short course in another country. Your accommodation was arranged by the course provider. There is a major problem with the accommodation. Write a letter to the course provider. In your letter:

- Say what the problem is?
- Describe the accommodation you thought you were getting.
- Ask the provider to solve the problem.

Write at least 150 words.
End Semester Examination, May 2016
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) EPRG framework.
   b) NAFTA.
   c) Expatriates.
   d) Joint venture.

PART-A

Q.2 Do you believe that political stability leads to business development and vice-versa? Explain with a suitable example and state various government systems in brief. 10

Q.3 What is international trade? Explain various international trade theories with suitable examples. 10

Q.4 Explain briefly how international business is different from domestic business. Describe the stages of internationalization with suitable examples. 10

PART-B

Q.5 Discuss the distinct concept of international human resource management. Explain in detail process involved in GHRM. 10

Q.6 Write a note on the foreign investment concept. Explain briefly with an example how foreign investment can be classified. 10

Q.7 Explain in detail dealings in the foreign exchange market and various methods of international payments. 10

End Semester Examination, May 2016
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. All questions carry equal marks:

Q.1 Answer the following in brief (any five):
   a) What do you mean by surplus budget?
   b) Write a short note on unemployment.
   c) Describe characteristics of money.
   d) Define savings and investment.
   e) What do you understand by ‘Net exports’?
   f) Explain importance of macro economics.

PART-A

Q.2 Comment on the following statements:
a) ‘CPI is the best tool and is used as GDP deflator’.  
b) ‘Developing countries face deficit budget of the times’.  

Q.3 Explain circular flow of income in four sector economy with the help of a diagram.  

Q.4 Explain the objectives of monetary policy and explain its effects on aggregate demand.  

**PART-B**  
Q.5 Describe expansionary gap with the help of graph and suggest appropriate measures taken by government to overcome the gap.  

Q.6 What do you mean by exchange rate? Explain various types of exchange rate with the help of suitable examples.  

Q.7 a) Define purchasing power parity with the help of an example.  
b) Explain AD and AS with the help of a graph.
Q.1 Write short notes on (any four):
   a) Personality.
   b) Mind mapping.
   c) Effective reading.
   d) Intensive Vs Extensive listening.
   e) Note taking.

PART-A

Q.2 Elucidate the differences between the persons extrovert, introvert aid ambivert concepts.

Q.3 Explain in detail the factors resulting in the development of a personality.

Q.4 Describe the traits, negative and positive of a personality.

PART-B

Q.5 Elucidate the importance of listening. Also explain the difference between hearing and listening. Explain what are the factors that impact listening.

Q.6 What are the barriers of effective communication? What can we do to overcome these barriers?

Q.7 Explain the dynamics of a professional presentation. Also enumerate the do’s and don’ts of the same.
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 `2,000/- and salary outstanding `1,000/-.  
v) Bought scooter for personal use for cash at `20,000/-.  

b) Journalist the following transactions:  
i) April 1, 2002; Mr. Anil opened a wholesale grain shop with `4,00,000/- cash, `8,00,000/- as bank balance, stock `9,00,000/- and furniture worth `1,00,000/-.  
ii) April 12, 2002; Goods worth `3,00,000/- were purchase in an auction sale from Aggarwal brothers and paid `30,000/- in cash.  
iii) April 23; Cash withdrawn from bank for Anil’s insurance premium `10,900/-.  
iv) April 25; Cash received from Anand `1,200/- in account of `2,500/-.  
v) April 30; Wages paid `300/-; rent paid `4,500/-.

Q.3 The following trial balance is extracted firm the books of Mr. Ankit as at 31st March 2013.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Debit/`</th>
<th>Particulars</th>
<th>Credit/`</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stock</td>
<td>17,000</td>
<td>Capital</td>
<td>95,000</td>
</tr>
<tr>
<td>Purchases</td>
<td>55,000</td>
<td>Creditors</td>
<td>15,000</td>
</tr>
<tr>
<td>Sales returns</td>
<td>5,000</td>
<td>10% Bank loan (taken on Oct 1, 2011)</td>
<td>10,000</td>
</tr>
<tr>
<td>Carriage inward</td>
<td>1,500</td>
<td>Sales</td>
<td>1,10,000</td>
</tr>
<tr>
<td>Carriage outward</td>
<td>2,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wages</td>
<td>10,000</td>
<td>Purchase return</td>
<td>8,000</td>
</tr>
<tr>
<td>Salaries</td>
<td>18,000</td>
<td>Wages outstanding</td>
<td>2,000</td>
</tr>
<tr>
<td>Furniture</td>
<td>20,000</td>
<td>Salaries outstanding</td>
<td>3,000</td>
</tr>
<tr>
<td>Machinery</td>
<td>70,000</td>
<td>Discount received</td>
<td>2,500</td>
</tr>
<tr>
<td>Cash in hand</td>
<td>10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sundry debtors</td>
<td>18,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent, rates &amp; Taxes</td>
<td>3,200</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>2,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bad debts</td>
<td>1,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Drawings</td>
<td>7,800</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sundry expenses</td>
<td>3,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Discount allowed</td>
<td>2,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2,45,500</td>
<td></td>
<td>2,45,500</td>
</tr>
</tbody>
</table>

Additional Information:  
a) Closing stock as at 31st March, 2012 was `11,000/-.  
b) Goods withdrawn by the proprietor `1,000/- not yet adjusted.  
c) Insurance prepaid at the end `500/-.  
d) Sundry expenses outstanding at the end `290/-.  
e) Charge depreciation on furniture and on machinery @10% per annum.  
f) Write off further bad debts `1,000/-.  
g) Create provision for bad and doubtful debts @3% of the debtors.  
Prepare trading and profit and loss account of the year ended 31st March, 2012 and balance sheet as on that date.

Q.4 What is Trial Balance? Explain the various method of preparing Trial Balance with imaging figures.

PART-B

Q.5 On January 1, 2009 a plant was purchased for `1,00,000/- and installation charges were `10,000/-. Payments were made through chqache. 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 every year by straight line method and i) show plant account ii) provision for depreciate account.

Q.6 a) What is cash flow statement? Explain cash from operating activities in detail. b) What is rectification of error? Explain various types of error.

Q.7 What is inventory system? Explain how perpetual inventory system is different from periodic inventory system and explain in detail FIFO and LIFO methods of inventory with suitable examples.

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**End Semester Examination, May 2016**

**BBA (G) IB – Third Semester**

**INFORMATION TECHNOLOGY CONCEPTS (2.112)**

Time: 3 hrs Max Marks: 50

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 Explain the following:
   a) Software. 
   b) Decision support system. 
   c) E-mail. 
   d) Prototype. 
   e) ERP. 

   **2×5**

**PART-A**

Q.2 What is computer memory? Explain different types of memory in detail. 

Q.3 Define ‘Information Systems’. Explain the components of information system in detail.

Q.4 Define ‘Network’. Explain the different network topologies in detail.

Q.5 Describe system development life cycle. Explain the various steps used in the system development.

Q.6 What are the various threats to an information system? Explain in detail.

Q.7 What do you mean by e-commerce? Explain the different types of e-commerce in detail.

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**End Semester Examination, May 2016**

**BBA (G) IB – Third Semester**

**ORGANIZATIONAL BEHAVIOUR (2.218/367.301)**

Time: 3 hrs Max Marks: 50
Q.1 Write short notes on any two of the following:
   a) Motivation.
   b) Stress management.
   c) Organizational culture.
   d) Attitude.  

PART-A

Q.2 Motivation is an important tool to help employees accomplish their goal. Describe intrinsic and extrinsic motivation with the help of suitable examples. Also discuss any one theory of motivation with its drawback.  

Q.3 What is the meaning of learning? Explain in detail the theory of operant conditioning.  

Q.4 What is personality? Enumerate the various tools available to measure personality. Discuss in detail the various types of personalities.  

PART-B

Q.5 Define Groups. Explain the five stage process of team development in detail.  

Q.6 'A leader is to an organization what a captain is to a ship'? Give your views on the aforesaid statement. Also discuss Blake and Manton’s Managerial Grid in detail.  

Q.7 Case study:

When a major corporation like Nynex goes through downsizing thousands of people are affected. But the complete picture includes both the employees who were laid off and those who survived the cutbacks. Both suffer from conflict and stress. Nynex had already been through a series of downsizing efforts when the last big one was instituted (intended to reduce the number of employees by more than 20,000). Thus the morale of survivors was already low. “Two months ago I would have said that morale of survivors was so low that It couldn’t go any lower”, declared one executive. “But I’d have to say it’s even lower today”. When word of the new firings and buyouts was received many reacted with fear and anger. “The officers all have golden parachutes,” says Pat, a middle manager. “They're in charge of their own fates. We’re not involved. We're just affected”.

Although the organization tried to reduce stress by offering accelerated pensions which executive vice president Robert Thrasher claimed, would remove “the anxiety and angst in the work force,” the buyouts simply weren't enough. “Even If people won’t be fired this time they’re still frightened of the future,” observes Pat. “It affects their self-esteem and their pocketbook. And most people aren’t going from something to something. They have no place to go.”

Survivors also had to adjust to a new working environment, one in which there was no security; no matter how hard or long they worked. With a reduced work force they had to put in longer harder hours anyway. “Now we’ll have to learn to work smarter and completely change the way we do things,” explains Nancy P Karen, director of Nynex's personal-computer network. “It’s a different mentally. My weekends and holidays are not reserved.”

Pat believes the cost of this stress to the organization will ultimately be very high - perhaps not on the bottom line right away, but In the long run. If the organization is not committed to its employees, she reasons, how long - and how well - will survive employees be committed to Nynex? She cites an Instance In which she walked for
hours through a blizzard to get to work one day but wonders whether future Nynex employees would be compelled to do that. And she wonders if emergency repair teams will be as quick and as responsive in the future if they know they could lose their jobs at any moment. Downsizing has two sides, but both sides experience conflict and stress. Only time will reveal the true cost to organizations like Nynex.

Read the case study carefully given above and answer the following questions:

a) Do you think employees at organizations like Nynex are likely to be less productive and less committed due to the stress produced by fear of losing their jobs? Why or why not?

b) In addition to buyouts, what steps could Nynex take to reduce the stress on both survivors and laid-off workers?

c) What steps could individuals at Nynex take to reduce the work-related stress in their lives?  

End Semester Examination, May 2016
BBA (G) IB – Fourth Semester
STRATEGIC MANAGEMENT (2.222 / 367.401)

Time: 3 hrs                   Max Marks: 50
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 notes on any two of the following:
   a) Mission of organisation.
   b) BCG matrix.
   c) SWOT analysis. 5x2

PART-A

Q.2 Organisations generally categorize environmental scanning into four areas, economic, political, social and technological. Explain all the areas including two more factors with relevant examples. 10

Q.3 Strategic management is concerned with making decisions about an organization’s future directions and implementing those decisions. Discuss all the elements of strategic management process. 10

Q.4 Define business policy and its features. 10

PART-B

Q.5 Diversification is one of the corporate strategies pursued by firms wishing to grow in newer markets and by launching new products. Explain the concept of diversification along with its goals and types. 10

Q.6 Select an industry of your chair and identify porter’s five forces of competition in that industry. 10

Q.7 Kingfisher Airlines was a gift to Siddartha Mallya (son of Vijay Mallya) by his father on his birthday. Mr. Mallya successful in liquor business was not able to direct his airlines through strategic approach. He added a cricket team Royal challengers to his list of acquisitions. He owns a racing team (force India) which regularly competes in formula one racing events and launched a calendar kingfisher. Answer any two of the following questions:
a) Do you think such a big companies with stake from share holders, loan from public sector banks of around ` 7500/- Cr and with the strength of 8000 employees could be treated as gift items in family functions? Give your views.
b) Which all the factors responsible for the failure of KFA?
c) Do you support any strategic bailout from government to such companies? Put up you views with suitable examples.

End Semester Examination, May 2016
BBA (G) IB – Fourth Semester
OPERATIONS MANAGEMENT (2.225 / 367.402)

Q.1 Write short notes on (any two):
   a) Operations strategy.
   b) Transformation system.
   c) Material handling.

PART-A

Q.2 Explain performance measurement. Explain key steps and critical practices in performance based management.

Q.3 a) Differentiate between “products and services” from operations management point of view.
   b) Define corporate strategy. Explain its core competencies.

Q.4 a) Explain various functions of operations management.
   b) How does technology affects operations? Explain with examples.

PART-B

Q.5 Answer any two of the following:
   a) What is the impact of product innovation on process innovation?
   b) Explain various factors those affecting a plant location.
   c) Explain the concept of work measurement.

Q.6 a) Explain functions of inventory.
   b) A company makes bicycles. It produces 450 bicycles in a month. It buys the tyres for bicycles from a supplier at a cost of ` 20/- per tyre. The company’s inventory carrying cost is estimated to be 15% of cost and the ordering cost is ` 50/- per order. Calculate EOQ.

Q.7 a) Explain facility layout with diagram and example.
   b) Define quality and its various functions.

End Semester Examination, May 2016
BBA (G) IB – Fourth Semester
HUMAN RESOURCE MANAGEMENT (2.226 / 367.403)
Q.1 Write short notes on (any two):
   a) Traditional Vs SHRM.
   b) Training need analysis.
   c) Recruitment process.  

   PART-A

Q.2 Explain in detail the process of human resource planning.  

Q.3 Explain the process of SHRM (Strategic Human Resource Management). Also discuss the outcomes of SHRM.  

Q.4 HRM plays an important role in managing cultural differences and diversity in organizations. Explain the diversity initiatives taken by HR managers to deal with diversity with the help of suitable examples.  

   PART-B

Q.5 Explain the process of employee selection in detail.  

Q.6 Elucidate the process of training in detail.  

Q.7 What do you understand by human resource accounting? What are the different approaches to HRA. Also explain the importance of HRA.  

End Semester Examination, May 2016
BBA (G) IB – Third Semester
RETAIL MANAGEMENT (2.227/367.308)
Q.6 Discuss the importance of pricing in retail marketing mix. Also briefly discuss the various retail pricing approaches available to the retailers.

Q.7 Case Study:

With its foray into organized Retail, Reliance aims to forge strong and enduring bonds with millions of farmers in India and take its relationship with end-consumers to a new level. Reliance Retail will create a virtuous circle of prosperity by creating win-win partnership for farmers, small shopkeepers and consumers. This idea has been evolved based on the new paradigm in the area of the consumption of products and services in India. Reliance will expend over Rs. 25,000 crores (US$ 5.6 billion) over the next few years in building a state-of-the-art retail infrastructure in India. It will follow a multi-format strategy by opening up hypermarkets, supermarkets, seamless malls/department stores, convenience stores and other Specialty stores across India in over 1500 towns and cities.

Through this effort. Reliance Retail will create over 500,000 jobs through direct employment and over a million through indirect employment. We are poised to unfold a new and expansive chapter in India's growth story.

Reliance Retail entered the organized Retail marketing India with the launch of its convenience store format under the brand name of 'Reliance Fresh'. Since the launch of the first Reliance Fresh store in November 2006 in Hyderabad, the network has expanded to 96 stores at the end of FY 2006-07 covering locations like Jaipur, Chennai, NCR, Guntur, Vijayawada and Visakhapatnam. During this year, we also launched our B2B operations called Ranger Farms to cater to small retailers in Hyderabad. We also introduced our private label in the staples category under the 'Reliance Select' brand name. Reliance Retail also started its loyalty programme for customers by introducing the 'RelianceOne' membership card from the first day of operations in Hyderabad. Within five months of operations, the loyalty programme has over one million members enrolled and is growing at a rapid rate. This year also witnessed the launch of our first consumer durables and IT pilot specialty store branded as ‘Reliance Digital’ at the ShipraMall in Faridabad. Reliance Digital aspires to be a one stop solution provider for all technology requirements with a wide array of brands and products covering consumer electronics, home appliances, information technology and telecommunication. Reliance Retail also launched its much awaited and India's largest hypermarket under the brand name of “RelianceMart” at Iskon Mall in Ahmedabad in August 2007. Spread over 165,000 sq. ft. of shopping area, RelianceMart carries a range of over 95,000 products across categories ranging from fresh produce, food and grocery, home care products, apparel and accessories, non-food FMCG products, consumer durables and IT, automotive accessories, lifestyle products, footwear and more. The store also offers some unique services to the shoppers like tailoring, shoe repair, watch repair, a photo shop, gifting services and laundry services all within the store. The store network continues to expand at a rapid pace. Currently, there are over 300 Reliance Fresh Stores covering more than 30 towns and cities in 12 States. Our focus this year will be on the rapid roll-out of Reliance Fresh and hypermarkets in various parts of the country. Apart from these formats, we will also open newer formats in select cities and towns.

Read the case study carefully given above and answer the following questions:

a) ‘Reliance retail is creating a virtuous circle of prosperity in India’. Discuss.
b) Discuss the multi format strategy that Reliance Retail has adopted to quickly attain growth.
Q.1 “Globalization is a necessary evil”. Do you agree with the statement? Explain your answer in view of developing countries. 10

PART-A

Q.2 What is rationale of FDI’s? Explain Government policy’s on FDI’s. 10

Q.3 What have been the major changes in the global economy in the past two decades? What has been the implication of these changes in the world market? 10

Q.4 Write a detailed note on the organizations/institutions set up by various government bodies for the promotion of international business. Discuss their role and importance in brief. 10

PART-B

Q.5 What are the various strategies for entry and operation in international business? Give suitable examples in brief for every strategy. 10

Q.6 ‘WTO is more complex than removing non tariff barriers and reducing tariff barriers’. Discuss the above statement in the context of its various provisions impacting developing countries. 10

Q.7 Describe the political, social, economic and other factors in the international business environment. How do these affect the country selection for few companies planning to enter international markets? 10

End Semester Examination, May 2016
BBA (G) IB - Fifth Semester
INTERNATIONAL TRADE (367.502)
Q.4  a) List down the points of difference between ‘absolute cost theory’ and ‘comparative cost theory’.  
    b) Why is it important to do ‘licensing’ before trading?  

PART-B

Q.5  a) Analyze the reasons for the growing dominance of the MNCs.  
    b) Elaborate the role of MNCs in India.  

Q.6  a) Evaluate ‘Uruguay Round Agreement’ with special reference to India.  
    b) Mention some of the objectives of WTO.  

Q.7  Discuss some of the preliminary steps have to be taken before execution of an export transaction.  

End Semester Examination, May 2016  
BBA (G) IB - Fifth Semester  
RESEARCH METHODS (367.503)  

Time: 3 hrs                   Max Marks: 50  
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) Processing of data.  
    b) Test of reliability.  
    c) Qualitative and quantitative research with an example.  

PART-A

Q.2  Research design is needed because it facilitates the smooth sailing of the various research operations thereby making research as efficient and resulting in yielding maximum information with optimum expenditure. Discuss the meaning, features and need for research design.  

Q.3  Explain the characteristics of a good research. Describe advantages and disadvantages of a primary data.  

Q.4  The technique of developing measurement tools involves a four-stage process. Explain all the stages with suitable examples.  

PART-B

Q.5  Explain the importance of interpretation of data for a research. Discuss various techniques of interpretation of data in research.  

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

Q.7  Write short notes on (any two):  
    a) Probability sampling.  
    b) Preparation of questionnaire.  
    c) Collection of secondary data.
End Semester Examination, May 2016  
BBA (G) IB – Second Semester  
ENGLISH: STUDY WRITING (2.120/367.203)

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. All questions carry equal marks.

Q.1 Write a short note on (any one):
   a) Plagiarism.
   b) Elements of structure of a long technical report.  6

   PART-A

Q.2 What is the use of illustrations in a report? Name a few important means of illustrations of a report.  6

Q.3 What is the importance of a report? How is it different from an essay?  6

Q.4 Write an essay on (any one):
   a) Save water, save life!
   b) Use and misuse of social media.  6

   PART-B

Q.5 What is an essay? Discuss its different types.  6

Q.6 Write down the different process of doing a book review.  6

Q.7 What is referencing? Discuss two referencing styles used frequently in journals and reports.  6
Q.1 Write short notes on (any two):
a) PEST analysis.
b) Corporate social responsibility of business.
c) Merges v/s joint venture.  

PART-A

Q.2 What are the essentials of political-legal environment that affect international business?  

10

Q.3 Discuss the role of international linkages in promoting globalization.  

10

Q.4 Define culture. Explain its characteristics and Hofstede’s cultural model in detail.  

10

PART-B

Q.5 Explain the concept of political risk in international business. How it can be dealt with?  

10

Q.6 “The whole world is a market for our products”. Discuss the various market entry strategies for a product.  

10

Q.7 While going for HR (human resource) selections across the globe, what are the cross cultural issues that should be dealt with?  

10

End Semester Examination, May 2016
BBA (G) IB – Sixth Semester
ADVANCED INFORMATION TECHNOLOGY (367.603)

Q.1 Write short notes on (any two):
a) Wonder wheel.
b) Teleconferencing and broad casting.
c) Write any five benefits of intranet.
d) Write any five multimedia input devices.  

5x2

PART-A

Q.2 Define “animation” used in multimedia. State its principle (use diagram) and discuss various types of animations.  

10

Q.3 Define “search engine”. Explain its purpose and working with a suitable diagram.  

10

Q.4 “Intranet is a business tool”. Explain this concept. Also discuss the applications of intranet in a business environment.  

10

PART-B

Q.5 Explain working of TCP/IP protocol suite using a neat diagram.  

10
Q.6 Explain any four “MS-Office shared tools”.  

Q.7 a) Differentiate between intranet, internet and extranet with diagrams. 
   b) State features of MS-Back office. 

End Semester Examination, May 2016  
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) Ethics is an integral part of business. 
   b) Sources of ethics. 
   c) Work place harassment. 

PART-A

Q.2 What are the various unethical behaviours indulged at work place by managers, the establishment and the individual employees? What steps can be taken to promote greater professional behaviour among all the groups? 

Q.3 What do you understand by the term: ‘corporate governance’? Discuss some of the benefits of corporate governance. 

Q.4 What are the essential elements of CSR in today’s business world? Discuss some of the responsibilities of corporate towards shareholders and employees. 

PART-B

Q.5 Discuss the concept of whistle blower in organization. 

Q.6 Do you think business ethics should be taught in management programmes? Give reasons. 

Q.7 Consider yourself as a CEO of a reputed newspaper in India. A company named ‘Food Ltd.’ gives advertisement of around `1 crore to your organization in one year. Customer of Food Ltd. submit you the reports of (government) labs findings mentioning about the harmful chemicals in their food products. 

Question:  
You have the option to publish the negative reports of the product of Food Ltd. in your newspaper in the interest of public at large or not to publish as you may loose business of `1 crore from the company. What will be your decision and why?
Indian Government and Politics (BAJM-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 any TWO questions from Part B. Each question carries equal marks.

Q.1 Answer in brief:
   a) How is Chief Justice of India appointed in India? 2
   b) Name different forms of Government prevailing in the world. 2
   c) What is the eligibility criterion for being Lokpal in India? 2
   d) Write down Directive Principles of State Policy. 3
   e) What is the primary function of Governor in India? 3
   f) Briefly explain the powers of High Court. 3
   g) What are the main reasons behind Bodo Conflict in India? 5

PART-A

Q.2 "A vote is like a rifle: its usefulness depends upon the character of the user”. Justify the statement. 20

Q.3 Elaborate the functioning, working and composition of panchayat in India. 20

Q.4 Write a detailed note on electoral reforms in India. 20

PART-B

Q.5 “Terrorism in India is a threat to development” Explain. 20

Q.6 Throw a light on the working and composition of investigative agencies of India. 20

Q.7 “NHRC is the guardian of human rights in India”. Justify the statement. 20

Indian Society and Economy (BAJM-102)

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

Note: Q.1 is compulsory. Attempt any FIVE questions from Part A and any TWO questions from Part B.

Q.1 Attempt any ten of the following:
   a) Who is known as the father of Indian Renaissance?
   b) FDI stands for _________.
   c) What is female foeticide?
   d) Which is the holy book of Muslims?
   e) Garba is a popular folk dance of which State.
   f) What is privatization?
g) Name any two government schemes for development.
h) Who is the HRD Minister of India?
i) Ustad Zakir Hussain is associated with which instrument?
j) Name the Chairperson of Niti Aayog?
k) Write down the name of any two Navratna companies in India.
l) What is PDS?
m) Bihu is a folk dance of_________.

PART-A

Q.2 What are the problem in the Agriculture sector in India. 8
Q.3 What do you understand by Indian Renaissance? Discuss in brief. 8
Q.4 What is caste system and casteism? 8
Q.5 Write a note on farmers suicide in India. 8
Q.6 Discuss communalism and its effects on society. 8
Q.7 Write a note on population explosion and its effects on economy of a nation. 8
Q.8 What is the significance of studying economics for media students? 8
Q.9 What is modernization of Indian traditions? How has the traditional values of family changed due to modernization? 8

PART-B

Q.10 Discuss the basic features of Indian society. 20
Q.11 Write short notes on:
   a) Bhakti Movement.
   b) Globalization. 10×2
Q.12 Write a note on ‘Major Religions in India’. 20

End Semester Examination, May 2016
B.A. (Journalism and Mass Communication) – First Semester
INTRODUCTION TO COMMUNICATION AND MEDIA (BAJM-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 any TWO questions from Part B. Each question carries equal marks.

Q.1 Attempt any ten of the following:
   a) What is the basic difference between intra personal communication and interpersonal communication?
   b) What are three limitations of downward communication?
   c) What is oral communication?
   d) What is written communication?
   e) What is traditional media?
   f) Name any three forms of folk media?
   g) What are the full forms of MIB, AIR, PTI, BBC and CNN?
   h) Which was the first newspaper of India?
i) What is the main difference between a group communication and mass communication?

j) The first Indian Talkie was __________.

k) Who was Dada Sahib Phalke?

l) Which was the first film made in Indian cinema?

m) Which part of India has the highest presence of Indian cinema?

2×10

PART-A

Q.2 Explain in detail, the 7C’s of an effective communication.

Q.3 Discuss the importance of communication for the survival of any species.

Q.4 Discuss the history of newspapers and radio in India.

PART-B

Q.5 What is the role of traditional media in spreading awareness among the masses?

Q.6 What are electronic newspapers and how are they different from its print version?

Q.7 Discuss the history of television and cinema in India.

End Semester Examination, May 2016
B.A. (Journalism and Mass Communication) – First Semester
BASIC LANGUAGE SKILLS (BAJM-104)

Q.1 Correct the following (any ten):

a) Ramesh informed that everybody had gone against him.

b) Flour is made of wheat.

c) I think you have not met my father.

d) He is declared to pass in the first division.

e) He pays more attention to films than books.

f) The girl resembles to her father.

g) He doesn’t know to swim.

h) Rajesh is my cousin brother.

i) Anshuman is an competent person.

j) My family went to visit Tajmahal.

k) She speaks well English.

l) If I was a king than I would ride on horses.

m) You have to work hardly to pass the exam.

2x10

PART-A

Q.2 a) Write a descriptive note on soft and hard news.

b) Define editing and discuss its relevance.

Q.3 a) Write a descriptive note on feature.

b) Discuss elements of News in detail.

Q.4 a) Describe the various concepts of News.

b) Describe News values in detail.
PART-B

Q.5  a) Write a note on the basic elements of media writing.  
     b) Write a note on editorial writing.

Q.6  a) How media writing is different from literary writing?  
     b) Prepare a resume as if you are applying for a job of reporter.

Q.7  Discuss in detail the responsibilities of a Journalist in a society.

End Semester Examination, May 2016
B.A. (Journalism and Mass Communication) – Second Semester
INTERNATIONAL RELATIONS (BAJM-201)

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

Note: Q.1 is compulsory. Attempt any FIVE questions from Part A and any TWO questions from Part B.

Q.1  Attempt any ten of the following:
     a) Who is the Secretary General of United Nations?
     b) EU stands for_________.
     c) What do you understand by Brixit?
     d) Name the Prime Minister of Pakistan.
     e) What is WTO and OPEC?
     f) When did Cuban Missile crisis took place?
     g) What do you mean by multipolar world?
     h) Who is the External Affairs Minister of India?
     i) Name any two International news agencies.
     j) In which year Indo China War took place?
     k) What is ASEAN?
     l) In which year USSR disintegrated?
     m) Name the present members of SAARC.

PART-A

Q.2  Define international relations and discuss its scope and concept in detail.

Q.3  Discuss the role of Hitler in World War-II.

Q.4  Write short notes on:
     a) BRICS
     b) Panchsheel

Q.5  What are the main causes and consequences of World War-1?

Q.6  Discuss the state of Germany after World War-II.

Q.7  Discuss India’s relation with Russia.

Q.8  Write a short note on Global Warming and Climate change.

Q.9  Discuss India’s Foreign Policy in brief.

PART-B

Q.10 What do you understand by Cold War and how did it end?
Q.11 Write short notes on:
   a) UN
   b) SAARC

Q.12 Write a note on international terrorism and the role of social media in it.

End Semester Examination, May 2016
B.A. (Journalism and Mass Communication) – Second Semester
IT FOR MEDIA (BAJM-202)

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

Note: Q.1 is compulsory. Attempt any FIVE questions from Part A and any TWO questions from Part B.

Q.1 Attempt any ten questions:
   a) What is data?
   b) What is IP address?
   c) Which is the smallest unit of storage?
   d) Who is CEO of Google?
   e) What is LinkedIn?
   f) HTTP stands for ______.
   g) When a file is denoted with .cdr extension, which kind of file is that?
   h) Name any four email service provider.
   i) What is PPC in web advertising?
   j) Light pen is a ________ device.
   k) Chrome is a ________.
   l) What is router?

2×10

PART-A

Q.2 How web is different from print? Explain it with examples.

Q.3 What is visual design?

Q.4 What are the characteristics of computer?

Q.5 What is operating system? Explain any one OS in detail.

Q.6 Write any four input devices and explain them.

Q.7 What is word processing? Name any two software for it.

Q.8 Write short notes on:
   a) WAN
   b) FTP

4×2

Q.9 What is instant messaging on internet?

PART-B

Q.10 Discuss the generations of computer in detail. What were the major developments during those generations?

Q.11 How computer has changed the present scenario of journalism? Discuss it with examples.
Q.12 What is internet? Explain the impact and need of internet in global world. 20

End Semester Examination, May 2016
B.A. (Journalism & Mass Communication) – Second Semester
FILM STUDIES (BAJM-203)

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

Note: Q.1 is compulsory. Attempt any FIVE questions from Part A and any TWO questions from Part B.

Q.1 Attempt any ten questions:
   a) Who directed “kagazkephool”?
   b) Who was the music director of “dilwaledulhaniya le jayenge”?
   c) Who was the first Indian to win the Oscar award?
   d) The script of ‘Sholay’ was written by________.
   e) Name the movie, for which Amitabh Bachchan won his first national award.
   f) Which was the debut film of Rishi Kapoor?
   g) Name the only Hindi Film directed by Satyajit Ray.
   h) Which film started the 100 crore club in Indian cinema?
   i) Name the first film of AnuragKashyap as director.
   j) Which was the first 3D film in India?
   k) Name the director who is known as “First Showman of Hindi Cinema”.
   l) Who played the role of Emperor Akbar in movie “Mughal-e-Azam”?
   m) Vishal Bhardwaj made a film on Shakespeare’s Macbeth. Name the film.
   n) Who directed the famous satire comedy “Jaanebhi do yaaro”?
   o) Which was the first colour film in India? 2x10

PART-A

Q.2 How a film is promoted and distributed? Write down the process with examples. 8
Q.3 What is ‘idea’? How a film story evolves from it? 8
Q.4 Who is Raj Kapoor? Discuss his cinematic style with the reference of modernism. 8
Q.5 What is studio culture? How it was associated with the history of Indian cinema? 8
Q.6 How theatre is different from film? Justify your answer with examples. 8
Q.7 What is globalization of cinema? 8
Q.8 What is the difference between mystery and thriller? 8
Q.9 Discuss the rise of multiplex and its effects on cinema. 8

PART-B

Q.10 Discuss the stages of film production in detail. What are the significances of them in digital era? 20
Q.11 What is parallel cinema? Discuss it in detail with an example of a film. 20
Q.12 What do you understand by experimental cinema? Justify your answer in reference of today’s cinema. 20