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**B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2023**  
**Principles of Management-I (BBA0101)**

Day & Date: Monday, 17-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions. 08**

- 1) \_\_\_\_\_ is deciding in advance what is to be done.
 

|             |                          |
|-------------|--------------------------|
| a) Planning | b) Organizing            |
| c) Staffing | d) Performance Appraisal |
- 2) Which of the following functions or activities requires recruiting and placing qualified personnel needed for the organization so that it may achieve its Objective?
 

|               |                |
|---------------|----------------|
| a) Planning   | b) Staffing    |
| c) Organizing | d) Controlling |
- 3) Plan that establishes a required method of handling future activities is \_\_\_\_\_.
 

|           |               |
|-----------|---------------|
| a) Rules  | b) Procedures |
| c) Policy | d) Methods    |
- 4) Henry Fayol was a French \_\_\_\_\_.
 

|                  |           |
|------------------|-----------|
| a) Industrialist | b) Writer |
| c) Teacher       | d) Actor  |
- 5) Luther Gullik classifies the function of Management as \_\_\_\_\_.
 

|             |                  |
|-------------|------------------|
| a) POSDCORB | b) POSTCARD      |
| c) POSDORBC | d) None of these |
- 6) Identification of each job in terms of duties and responsibilities is called as \_\_\_\_\_.
 

|                        |                |
|------------------------|----------------|
| a) Job Description     | b) Application |
| c) Medical examination | d) Budget      |
- 7) What is the term used to define the number of subordinates directly controlled by a manager?
 

|                        |                       |
|------------------------|-----------------------|
| a) Division Management | b) Span of Management |
| c) Departmentation     | d) Investment plan    |
- 8) By profession, FW Taylor was a \_\_\_\_\_.
 

|                        |                            |
|------------------------|----------------------------|
| a) Mechanical Engineer | b) Mining engineer         |
| c) Psychologist        | d) Human resource officer. |

**B) Explain the following concepts. 04**

- 1) Define - Management?
- 2) Define - Span of Management

- Q.2 Write short note (any two)** **06**
- a) Level of Management and its functions.
  - b) Difference between Power and Authority?
  - c) Administrative Management.
- Q.3 Long answer?** **10**  
Define Planning? Explain the steps in Planning Process?
- Q.4 Answer any one of the following?** **12**
- a) What do you mean by Departmentations? Explain the types of Departmentations?
  - b) Explain the staffing Process?

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**B.B.A (Semester – I) (New) (CBCS) Examination: March/April-2023  
Business Communication-I (BBA0101)**

Day & Date: Tuesday, 18-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 80

**Instructions:** 1) Question 1 and 2 are compulsory.  
2) Figure to right indicate full marks.

**Q.1 A) Choose the correct alternatives from the given options. 10**

- 1) \_\_\_\_\_ is the exchange of messages in the communication cycle.
  - a) Transmitting
  - b) Listening
  - c) Message
  - d) Feedback
- 2) The \_\_\_\_\_ of business letter is called layout.
  - a) Body
  - b) Content
  - c) Pattern
  - d) All of the above
- 3) \_\_\_\_\_ means the position in which you hold your body when standing or sitting.
  - a) Gestures
  - b) Postures
  - c) Paralanguage
  - d) Proxemics
- 4) Which of the following combination is /are example/s of written communication?
  - a) Letters and voicemail
  - b) Reports and email
  - c) Circulars and voicemail
  - d) All the above
- 5) The response to a sender's message is called \_\_\_\_\_.
  - a) Food bank
  - b) Feedback
  - c) Food
  - d) Back
- 6) The information which is transferred to the receiver has to be interpreted this process is called \_\_\_\_\_.
  - a) Encoding
  - b) Decoding
  - c) Opening
  - d) Closing
- 7) \_\_\_\_\_ is the process of conversion of subject matter into symbols.
  - a) Decoding
  - b) Encoding
  - c) Feedback
  - d) Communication
- 8) The word "communication" is derived from the following Latin word \_\_\_\_\_.
  - a) Communis
  - b) Communicate
  - c) Communicational
  - d) Communize

**b) Explain the following concepts. 04**

- 1) Essentials of good communication.
- 2) Face to Face Communication.

**Q.2 Write short notes. (Any Two) 06**

- a) Barriers to Communication
- b) Merits & Demerits of Written Communication
- c) Need and Functions of Business Letters

**Q.3** Write an application letter to the principle excellent English Medium School New Mumbai for the post of a Computer teacher along with resume. **10**

**Q.4 Answer any one of the following (Long answer/Problem).** **12**

**a)** Write a complaint letter to Samarth Enterprises about the broken part of washing machine that you newly purchased.

**OR**

**b)** What is communication? Explain Process of Communication with diagram?



b) Prepare a Simple cash book from the following:

| Date              | Transaction                | Rs    |
|-------------------|----------------------------|-------|
| <b>March 2019</b> |                            |       |
| 1                 | Cash in hand               | 2,500 |
| 5                 | Cash paid to Suresh        | 1,000 |
| 7                 | Cash purchases             | 500   |
| 14                | Cash received from Prakash | 1,000 |
| 16                | Cash Sales                 | 800   |
| 20                | Paid carriage              | 100   |
| 25                | Paid salary                | 500   |

c) Following are the Ledger balances of Mr. Aditya and you are required to prepare trial balance as on 31st March 2012:

| Particulars      | Rs.      | Particulars      | Rs.      | Particulars             | Rs.    |
|------------------|----------|------------------|----------|-------------------------|--------|
| Capital          | 1,00,000 | Purchases        | 1,90,000 | Wages                   | 24,000 |
| Drawings         | 3,000    | Sales            | 3,02,000 | Insurance               | 1,600  |
| Opening stock    | 44,000   | Purchase return  | 2,000    | Discount received       | 200    |
| Bills receivable | 1,800    | Sales return     | 6,000    | Postage                 | 800    |
| Salaries         | 10,000   | Carriage outward | 1,400    | Cash in hand            | 9,800  |
| Debtors          | 70,400   | Furniture        | 24,000   | Machinery               | 80,000 |
| Creditors        | 64,200   | rent and taxes   | 1,200    | printing and stationery | 400    |

**Q.3 Long answer/Problem.**

10

Journalise the following transactions of in the books of Vishal Electronics:

| Date              | Transactions  |
|-------------------|---|
| <b>April 2018</b> |   |
| 1                 | Vishal commenced business with Cash Rs. 90,000, and Furniture Rs. 60,000 Building Rs. 1,00,000. |
| 4                 | Purchased Motor Car from Honda Company by Cheque Rs. 55,000                                     |
| 5                 | Paid Insurance of the above Car Rs. 3,000 to United India Insurance Company.                    |
| 10                | Paid into State Bank of India Rs. 40,000.   |
| 12                | Paid for Salary Rs. 10,000 and Rent Rs. 3,000   |
| 15                | Bought goods from Rajesh Rs. 80,000 and paid him 1/4 amount in cash immediately.                |
| 18                | Cash sales Rs. 60,000   |
| 20                | Received Rent Rs 1,000 and Commission Rs. 4,000.  |
| 25                | Paid for Telephone Charges Rs. 1,500.   |
| 27                | Invoiced goods to Katrina for cash Rs. 75,000   |
| 29                | Sunita brought goods from us Rs. 45,000   |
| 30                | Paid for Printing Rs. 17,000 by Debit Card of SBI.  |

**Q.4 Answer any one of the following. (Long answer/Problem)**

- a) From the following Trial Balance of Solapur Traders prepare Final accounts for the year ended 31<sup>st</sup> March 2010.

| Dr               |                 | Cr.               |                 |
|------------------|-----------------|-------------------|-----------------|
| Particulars      | Rs.             | Particulars       | Rs.             |
| Cash in Hand     | 6,000           | Capital           | 55,000          |
| Sundry Debtors   | 23,300          | Bank Loan         | 20,000          |
| Bills receivable | 10,000          | Sundry Creditors  | 15,000          |
| Opening Stock    | 16,000          | Sales             | 65,800          |
| Purchases        | 37,900          | Purchase return   | 3,700           |
| Sales return     | 800             | Bills Payable     | 8,000           |
| Salaries         | 11,000          | Discount received | 2,500           |
| Wages            | 2,000           |                   |                 |
| Advertisement    | 3,200           |                   |                 |
| Discount allowed | 1,000           |                   |                 |
| Machinery        | 40,000          |                   |                 |
| Carriage         | 2,500           |                   |                 |
| Insurance        | 1,800           |                   |                 |
| Drawings         | 2,500           |                   |                 |
| Octroi duty      | 800             |                   |                 |
| Furniture        | 8,000           |                   |                 |
| Office rent      | 3,200           |                   |                 |
|                  | <b>1,70,000</b> |                   | <b>1,70,000</b> |

**Adjustment:**

- 1) Closing stock was valued at Rs. 21,000.
  - 2) Prepaid Insurance Rs. 300.
  - 3) Outstanding salary Rs. 1,000.
  - 4) Outstanding wages Rs. 500.
  - 5) Depreciate Furniture by 5% and Machinery by 10%.
- b) On 1<sup>st</sup> Jan 2015, Kolhapur Traders purchased a plant for Rs. 12,000 and paid for installation Rs. 3,000. On 1<sup>st</sup> July 2016, another plant was purchased for Rs. 25,000. On 01<sup>st</sup> April 2017, another plant was purchased for Rs. 27,000 and wages paid for installation amounted to Rs. 2,000. Carriage paid for the plant amounted to Rs. 1,000. Prepare asset account and depreciation account up to 31<sup>st</sup> March 2018 assuming that the rate of depreciation is 10% p.a. under SLM.

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**B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2023**  
**Business Economics - I (BBA0104)**

Day & Date: Thursday, 20-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) Managerial economics is \_\_\_\_\_.
  - a) dealing only micro aspects
  - b) only a normative science
  - c) deals with practical aspects
  - d) all of the above
- 2) In economics, desire backed by purchasing power is known as \_\_\_\_\_.
  - a) utility
  - b) demand
  - c) consumption
  - d) scarcity
- 3) Higher the price of certain luxurious articles, higher will be the demand, this concept is called \_\_\_\_\_.
  - a) giffen effects
  - b) veblen effects
  - c) demonstration effects
  - d) both b and c above
- 4) In the case of perfect elasticity demand curve is \_\_\_\_\_.
  - a) horizontal
  - b) vertical
  - c) downward sloping
  - d) flat
- 5) Demand forecasting is related to business conditions prevailing in the economy as a whole \_\_\_\_\_.
  - a) macro level
  - b) industry
  - c) firm level
  - d) none of the these
- 6) The distinction between variable cost and fixed cost is relevant only in \_\_\_\_\_.
  - a) long run period
  - b) short run period
  - c) medium run period
  - d) medieval period
- 7) Which one is the method for the measurement of elasticity of demand \_\_\_\_\_.
  - a) percentage method
  - b) outlay method
  - c) geometric method
  - d) all of the above
- 8) Car & Petrol are \_\_\_\_\_.
  - a) complementary
  - b) substitute
  - c) reserve
  - d) unrelated

**B) Explain the following concepts 04**

- 1) Macro economics
- 2) Marginal revenue

**Q.2 Write Short Notes. (Any Two) 06**

- a) Dumping
- b) Features of Monopoly market
- c) Cross elasticity of demand



- Q.3** Explain Law of Supply with its schedule and graph. **10**
- Q.4** **Answer any one of the following.** **12**
- a)** Explain Law of Variable proportion with respect to production function.
  - b)** Explain Type of Price elasticity of demand with numerical.

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**B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2023**  
**Business Organisation & Environment-I (BBA0105)**

Day & Date: Friday, 21-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08**

- 1) In India, Liberalization & Privatization began from
 

|         |         |
|---------|---------|
| a) 1991 | b) 1971 |
| c) 1981 | d) 1947 |
- 2) Which of the following statements about co-operative business organization is true
  - a) All co-operatives are only concerned with retailing.
  - b) Profit are shared equally amongst members
  - c) They are owned by shareholders
  - d) Workers have no say in decision making.
- 3) It is characteristics of \_\_\_\_\_ where in one roof goods are sold by making different departments:
 

|                    |                        |
|--------------------|------------------------|
| a) Multiple shops  | b) Departmental stores |
| c) Wholesale trade | d) None of these.      |
- 4) Minimum number of members in case of public company is \_\_\_\_\_.
 

|      |      |
|------|------|
| a) 4 | b) 5 |
| c) 6 | d) 7 |
- 5) Retail seller sold goods to:
 

|                        |                     |
|------------------------|---------------------|
| a) Wholesaler          | b) Consumers        |
| c) Departmental stores | d) All of the above |
- 6) If Company purchases the majority shares of Company B, what combination would this be referred to?
 

|                 |                      |
|-----------------|----------------------|
| a) Amalgamation | b) Takeover          |
| c) Absorption   | d) None of the above |
- 7) \_\_\_\_\_ is an activity involving the physical movement of human beings or goods from one place to another.
 

|              |                  |
|--------------|------------------|
| a) Transport | b) Banking       |
| c) Retailing | d) None of these |
- 8) \_\_\_\_\_ means indemnity or protection against risk of loss.
 

|                  |                  |
|------------------|------------------|
| a) Insurance     | b) Transport     |
| c) Communication | d) None of these |

**B) Explain the following concepts. 04**

- a) Define Business
- b) Define Private Sector.

- Q.2 Write short note (Any two)** **06**
- a) Modes of Transport.
  - b) Characteristics of Business
  - c) Foreign Trade and its Disadvantages
- Q.3 Long answer.** **10**
- What is Partnership firm? Explain its advantages and disadvantages?
- Q.4 Answer any one of the following.** **12**
- a) What is Retail Trade? Explain the different types of Retailers?
- OR**
- b) Define Insurance? Explain different types of Insurance?

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**B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April-2023**  
**Principles of Management – I (19401101)**

Day & Date: Monday, 17-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) Recruitment and Selection of employee is the task included in the function of \_\_\_\_\_.  
 a) Controlling  
 b) Motivating  
 c) Directing  
 d) Staffing
- 2) The obligation of a subordinate to perform his task in the right manner is known as \_\_\_\_\_.  
 a) Authority  
 b) Responsibility  
 c) Power  
 d) Centralisation
- 3) \_\_\_\_\_ is the type of plan which is time-bound and linked with measurable outcome.  
 a) Strategy  
 b) Policy  
 c) Rule  
 d) Budget
- 4) \_\_\_\_\_ is the called as the Father of Administrative management.  
 a) Frederick Taylor  
 b) Henry Fayol  
 c) Elton Mayo  
 d) Peter Drucker
- 5) \_\_\_\_\_ is the systematic evaluation of individual with regard to his/her job performance.  
 a) Training  
 b) Recruitment  
 c) Selection  
 d) Performance Appraisal
- 6) \_\_\_\_\_ organisation structure is also known as Scalar chain.  
 a) Line  
 b) Line and staff  
 c) Function  
 d) Matrix
- 7) Departmentation on the basis of activities grouped according to the type of customer is \_\_\_\_\_.  
 a) Departmentation by Function  
 b) Departmentation by product  
 c) Departmentation by Territory  
 d) Departmentation by Customer
- 8) \_\_\_\_\_ refers to the number of subordinates that can be effectively managed by a superior,  
 a) Organisational structure  
 b) Informal organization  
 c) Span of management  
 d) None of the above

**B) Explain the following Concepts 04**

- 1) Recruitment
- 2) Organising

- Q.2 Write short problem. (Any Two)** **06**
- a) Delegation of Authority
  - b) Span of management
  - c) Training
- Q.3 Define Management. Explain the Levels of Management in detail** **10**
- Q.4 Answer any one of the following.** **12**
- a) What is Departmentation? State and explain the types of Departmentation?
  - b) Define Planning. Explain the Planning process?

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**B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April-2023**  
**Business Communication – I (19401102)**

Day & Date: Tuesday, 18-07-2022  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) chooses the correct alternative from given alternative. 08**

- 1) The main objective of business communication is to \_\_\_\_\_ information with Internal and external parties.
  - a) Transmission
  - b) Exchange
  - c) Sending
  - d) Forwarded
- 2) \_\_\_\_\_ is delivering a message to a recipient.
  - a) Receiver
  - b) Speaker
  - c) Feedback
  - d) Sender
- 3) \_\_\_\_\_ factors are the prime barriers in inter-personal communication.
  - a) Educational
  - b) Physical
  - c) Psychological
  - d) none of these
- 4) A communication between managers to manager is known as \_\_\_\_\_ communication.
  - a) Diagonal
  - b) Horizontal
  - c) Upward
  - d) Downward
- 5) Written communication can be used as \_\_\_\_\_ document.
  - a) Formal
  - b) Permanent
  - c) Legal
  - d) Official
- 6) A \_\_\_\_\_ letter is written by a company for the sales of its products or for the publicity.
  - a) Complaint
  - b) Circular
  - c) Enquiry
  - d) sales
- 7) \_\_\_\_\_ is the types of report.
  - a) Informal report
  - b) formal report
  - c) non-statutory report
  - d) all of the above
- 8) \_\_\_\_\_ are an inexpensive and fast way to distribute information.
  - a) Sales
  - b) Order
  - c) Circular
  - d) Report

**B) Explain the following concepts. 04**

- 1) Verbal communication
- 2) Circulars

**Q.2 Write Short Notes. (Any Two) 06**

- a) Types of Meetings.
- b) Merits of Written Communication.
- c) Processes of Communication.

**Q.3** Define Business letter? Explain types of Business letters in detail. **10**

**Q.4** What is communication? Explain Forms of non-verbal communications. **12**

**OR**

What are the barriers in communications? Explain it.





**Q.3 Long answer/Problem.**

Journalise the following transactions in the books of Mr. Ram:

| April 2019 | Transaction   |
|------------|---|
| 1          | Mr Ram started business with cash Rs 71,000               |
| 2          | Purchased goods from Mahesh Rs 20,000 on credit           |
| 5          | Deposited cash into bank of Maharashtra Rs 30,000         |
| 9          | Sold goods to Dhanraj Rs 25,000 on credit                 |
| 11         | Purchased Furniture of Rs 10,000 for cash                 |
| 14         | Paid to Mahesh by cheque of bank of Maharashtra Rs 10,000 |
| 18         | Received a bearer cheque for Rs 15,000 from Dhanraj       |
| 30         | Paid salary by cheque Rs 4,000                            |

**Q.4 Answer any one of the following (Long answer/Problem).**

12

a) Given below is the trial balance of Ms Vandana as on 31st March 2010:

| Debit Balances   | Rs              | Credit Balances   | Rs              |
|------------------|-----------------|-------------------|-----------------|
| Cash In Hand     | 6000            | Bank Loan         | 20,000          |
| Debtors          | 23,300          | Sundry Creditors  | 15,000          |
| Bills Receivable | 10,000          | Sales             | 65,800          |
| Opening Stock    | 16,000          | Purchase Return   | 3700            |
| Purchases        | 37,900          | Bills Payable     | 8000            |
| Sales Return     | 800             | Discount Received | 2500            |
| Salaries         | 11,000          | Capital           | 55,000          |
| Wages            | 2000            |                   |                 |
| Advertisement    | 3200            |                   |                 |
| Discount Allowed | 1000            |                   |                 |
| Machinery        | 40,000          |                   |                 |
| Carriage         | 2500            |                   |                 |
| Insurance        | 1800            |                   |                 |
| Drawings         | 2500            |                   |                 |
| Octroi Duty      | 800             |                   |                 |
| Furniture        | 8000            |                   |                 |
| Office Rent      | 3200            |                   |                 |
|                  | <b>1,70,000</b> |                   | <b>1,70,000</b> |

Adjustment:

- 1) Closing stock of goods on 31st March 2010 was valued at Rs 21,000.
- 2) Depreciate furniture by 5% and machinery by 10% per annum.
- 3) Outstanding salary Rs 1000 and wages Rs 500.
- 4) Prepaid insurance Rs 300.

Prepare trading and profit and loss account for the year ended 31st March 2010 and also prepare a balance sheet as on that date.

- b) Difference between straight line method and written down value method of depreciation.

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**B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April-2023**  
**Business Economics-I (19401104)**

Day & Date: Thursday, 20-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions. 08**

- 1) The coordination between traditional economics and real business is called as \_\_\_\_\_ Economics.
  - a) Business
  - b) Labour
  - c) Industrial
  - d) Agriculture.
- 2) Micro Economics studies \_\_\_\_\_ Economic unit an economy.
  - a) Aggregate
  - b) Individual
  - c) Regional
  - d) None of these
- 3) Production means creation of \_\_\_\_\_.
  - a) Labour
  - b) Utility
  - c) Rent
  - d) Interest
- 4) The capacity of commodity to satisfy human wants is called as \_\_\_\_\_.
  - a) Satisfaction
  - b) Pleasure
  - c) Utility
  - d) Consumption
- 5) The concept of Elasticity of Demand is written by \_\_\_\_\_.
  - a) Marshall
  - b) Adam Smith
  - c) Ricardo
  - d) Keynes
- 6) The shape of the average cost curve in the short run is \_\_\_\_\_.
  - a) L
  - b) W
  - c) U
  - d) K
- 7) In \_\_\_\_\_ market, seller is price maker.
  - a) Perfect competition
  - b) Monopoly
  - c) Monopolistic competition
  - d) Oligopoly
- 8) Homogenous product is feature of \_\_\_\_\_ market.
  - a) Perfect competition
  - b) Monopoly
  - c) Monopolistic competition
  - d) Oligopoly

**B) Explain the following concepts. 04**

- a) Production function.
- b) Total Revenue

**Q.2 Write Short Note (any two) 06**

- a) Features of Business Economics.
- b) Law of Demand
- c) Average cost and marginal cost

- Q.3** Explain the types of elasticity of Demand. **10**
- Q.4** **Answer any one of the following.** **12**
- a)** Explain the Nature and scope of micro economics.
  - b)** What is Perfect competition? Explain the features of perfect competition.

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**B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April-2023  
Business Organisation & Environment – I (19401105)**

Day & Date: Friday, 21-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) \_\_\_\_\_ is /are important functions of warehousing.
  - a) Risk bearing
  - b) Storing
  - c) Grading
  - d) All of these
- 2) Liability in a joint stock company is \_\_\_\_\_.
  - a) Limited
  - b) Unlimited
  - c) Both of these
  - d) None of these
- 3) A Retailer operating in only Solapur District is \_\_\_\_\_ trader.
  - a) Domestic
  - b) Export
  - c) Import
  - d) Foreign
- 4) Companies get registered under Companies Act \_\_\_\_\_ in India.
  - a) 2011
  - b) 2013
  - c) 1958
  - d) 2015
- 5) Import and Export is called as \_\_\_\_\_ trade.
  - a) Domestic
  - b) Foreign
  - c) National
  - d) Local
- 6) \_\_\_\_\_ is a function of preserving goods for future consumption.
  - a) Banking
  - b) Warehousing
  - c) Transporting
  - d) Insurance
- 7) The role of \_\_\_\_\_ is to provide the facilities of business transactions in an economy.
  - a) Insurance
  - b) Advertising
  - c) Banking
  - d) Transportation
- 8) A public company requires minimum \_\_\_\_\_ members to get formed.
  - a) 1
  - b) 3
  - c) 5
  - d) 7

**B) Explain the Following concepts. 04**

- 1) Insurance
- 2) Foreign Trade

**Q.2 Write short notes (any two) 06**

- a) Merits of Sole Proprietorship
- b) Business objectives
- c) Effects of Industrial Revolution

**Q.3 What is Business? Explain essentials of a successful businessman in detail. 10**

**Q.4 Answer any one of the following.**

**12**

- a)** Define Partnership. Explain any three Features, merits and demerits of Partnership firm.
- b)** What is Wholesaling? Explain various functions of wholesalers in detail.

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**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2023  
Principles of Management - II (BBA0201)**

Day & Date: Wednesday, 12-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

- Q.1 A) Choose the correct alternative from the following options. 08**
- 1) According to Maslow's hierarchy of needs, the biological needs required to preserve human life are called \_\_\_\_\_.
    - a) Physiological needs
    - b) Safety needs
    - c) Social needs
    - d) Hazard Needs
  - 2) \_\_\_\_\_ provides the appropriate linkage between different task units within the organization.
    - a) Cooperation
    - b) Coordination
    - c) Motivation
    - d) Controlling
  - 3) Co-ordination with the customers, Suppliers and Government is known as \_\_\_\_\_.
    - a) Vertical co-ordination
    - b) external co-ordination
    - c) Internal co-ordination
    - d) horizontal co-ordination
  - 4) X theory and Y theory of Motivation was introduced by \_\_\_\_\_.
    - a) Mc Gregor
    - b) Mc Clelland
    - c) Abraham Maslow
    - d) Herzberg
  - 5) Control exercised while the-activity is in progress is \_\_\_\_\_.
    - a) Feedforward Control
    - b) Feedback Control
    - c) Concurrent Control
    - d) Strategic Control
  - 6) Which of the following is not a financial incentive of motivation?
    - a) Incentive
    - b) Bonus
    - c) Salary
    - d) Job Security
  - 7) \_\_\_\_\_ is also called Participative or consultative Leadership style.
    - a) Autocratic style
    - b) Democratic style
    - c) Free-rein style
    - d) Creative style
  - 8) Herzberg's Two Factor Theory is also known as \_\_\_\_\_.
    - a) Motivation - hygiene theory
    - b) Hygiene theory
    - c) Motivation Theory
    - d) Maslow's hierarchy of needs
- B) Explain the following concepts. 04**
- 1) Motivation
  - 2) Concurrent Control
- Q.2 Write Short Notes. (Any Two) 06**
- a) Functions of Leader
  - b) Types of Coordination
  - c) Management Grid

- Q.3** Explain Financial and Non-Financial Incentives of motivation in detail. **10**
- Q.4** **A)** What is Controlling? State and explain the various steps in control process. **12**
- OR**
- B)** What is Leadership? Explain in detail the various Leadership styles. **12**





**Q.3** Explain Principles of effective oral communication.

**10**

**Q.4** Answer any one of the following.

**12**

- 1) Explain in detail Formal Channels of communication.
- 2) Explain in detail Use of Technology in Communication.

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**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2023**  
**Accounting for Business-II (BBA0203)**

Day & Date: Friday, 14-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) \_\_\_\_\_ Level is set below Minimum Level.
  - a) Danger
  - b) Re-Order
  - c) Maximum
  - d) Average
- 2) \_\_\_\_\_ is used interchangeably for overheads.
  - a) Supplementary Cost
  - b) Burden
  - c) Both (a) and (b)
  - d) Direct Cost
- 3) \_\_\_\_\_ = Sales - Variable Cost.
  - a) Profit
  - b) Profit Before Tax
  - c) Profit After Tax
  - d) Contribution
- 4) An expense which is directly identifiable with specific cost center is \_\_\_\_\_.
  - a) Allocation
  - b) Apportionment
  - c) Partly apportionment and partly allocation
  - d) None of these
- 5) If Sales is Rs. 8,00,000, Variable cost is Rs. 4,80,000, P/V Ratio is 40% and fixed cost is Rs. 1,50,000. Then break even sales = Rs. \_\_\_\_\_.
  - a) 7,00,000
  - b) 1,87,500
  - c) 3,75,000
  - d) 7,50,000
- 6) Factory Cost + \_\_\_\_\_ = Cost of Production.
  - a) Selling and Distribution Overheads
  - b) Administration overheads
  - c) Factory overheads
  - d) None of these
- 7) \_\_\_\_\_ Expenses Excluded from Cost sheet.
  - a) Income Tax Paid
  - b) Interest on capital
  - c) Dividend Paid
  - d) All of these
- 8) If annual Requirement is 20,000, No. of orders are 50. Calculate the order size \_\_\_\_\_.
  - a) 200
  - b) 400
  - c) 800
  - d) 1,600

**B) Explain the following concepts. 04**

- 1) Apportionment of Overheads
- 2) Break Even Point

**Q.2 Write short problem. (Any Two)**

- a) Estimated time to produce one article is 10 minutes, wage rate is Rs. 1.2 per hour. Mr. C produced 280 articles and Mr. D produced 300 articles during the week of 48 hours. Calculate the wages as per :-
- 1) Merricks Differential Piece Rate System
  - 2) Gantt Task Bonus Plan.
- 3) To produce 1 unit 2 k.g. of raw material is required. Production varies from 200 units to 400 units averaging 300 units, Reorder Quantity is 5,000 kg. Delivery period is 2 to 4 weeks. Calculate:
- 1) Re-order Level
  - 2) Minimum Level
  - 3) Maximum Level
- 3) **Prepare Stores Ledger using Simple Average Method.**

| Date     | Particulars     | Quantity | Per unit (Rs.) |
|----------|-----------------|----------|----------------|
| 01/04/18 | Opening Balance | 1,000    | 7              |
| 02/04/18 | Purchases       | 800      | 8              |
| 05/04/18 | Purchases       | 600      | 9              |
| 06/04/18 | Issue           | 800      | -              |
| 08/04/18 | Issue           | 600      | -              |
| 10/04/18 | Issue           | 700      | -              |

**Q.3 Long Problem**

The purchase department of your organization has received an offer of quantity discount on its order of material as under:

| Price Per Ton (Rs.) | Tons                              |
|---------------------|-----------------------------------|
| 1,000               | Less than 1000                    |
| 980                 | 1,000 or more but less than 2,000 |
| 960                 | 2,000 or more but less than 3,000 |
| 940                 | 3,000 or more but less than 5,000 |
| 920                 | 5,000 and above                   |

The Annual Requirement for material is 5,000 tons. The delivery cost per order is 1,200 and stock holding is estimated at 20% of material cost per annum.

Order Size are: 800, 1,000, 2,000, 3,000, 5,000.

You are required to advise the purchase department the most economical purchase level.

**Q.4 Answer any one of the following (Long Problem)**

- 1) Sachin Manufacturing Ltd. have three production department P1, P2, P3 and Two Service Department S1 and S2. The details pertaining to which are:

| Particulars         | P1     | P2       | P3     | S1     | S2     |
|---------------------|--------|----------|--------|--------|--------|
| Direct Material     | 20,000 | 10,000   | 19,000 | 6,000  | 5,000  |
| Direct Wages        | 15,000 | 15,000   | 4,000  | 2,000  | 4,000  |
| Value of Machines   | 60,000 | 1,00,000 | 40,000 | 25,000 | 25,000 |
| Floor Area (Sq. ft) | 15,000 | 10,000   | 10,000 | 5,000  | 10,000 |
| H. P. of Machine    | 50     | 60       | 30     | 5      | 5      |
| No. of Light Points | 15     | 10       | 10     | 5      | 10     |
| Labour Hours        | 5,000  | 5,000    | 2,000  | 1,000  | 2,000  |

The following figures extracted from accounting records are relevant

Prepare a statement showing distribution of overheads to various departments.

**OR**

- 2) From the following Information prepare cost sheet for the period ended 31<sup>st</sup> March 2020

| <b>Particulars</b>             | <b>(Rs.)</b> | <b>Particulars</b>                  | <b>(Rs.)</b> |
|--------------------------------|--------------|-------------------------------------|--------------|
| Direct Materials               | 1,57,500     | Office Insurance                    | 4,500        |
| Direct Wages                   | 1,48,500     | Factory Insurance                   | 2,100        |
| Direct Expenses                | 13,500       | Legal Expenses                      | 3,000        |
| Indirect Wages                 | 47,250       | Rent of warehouse                   | 1,800        |
| Factory rent and taxes         | 33,750       | Depreciation of Plant and Machinery | 2,250        |
| Factory Lighting               | 9,900        | Depreciation of Building            | 7,500        |
| Heat, Light and Power          | 45,000       | Advertisement                       | 2,400        |
| Director Fees                  | 22,500       | Sales Department Salaries           | 6,750        |
| Sundry Office Expenses         | 900          | Depreciation of Delivery vans       | 1,350        |
| Industrial Exhibition Expenses | 3,600        | Upkeep of Delivery vans             | 3150         |
| Office Stationery              | 2,700        | Commission on sales                 | 3,600        |
| Loss on sale of Investment     | 15,000       | Discount on Debenture               | 2,100        |
| Dividend Received              | 8,700        | Income Tax                          | 3,750        |
| Sales                          | 7,05,000     | Consumable Stores                   | 5,250        |
| Loose Tools written off        | 1,650        | Postage & Telegram                  | 150          |

Additional Information

- Director gives 1/3rd time to the factory and 2/3rd time to the office.
- Distribute Heat, Light, and power to the Factory, Office and Selling and Distribution in the ratio of 8: 1: 1
- Distribute Depreciation of Building to Factory, Office and Selling and Distribution in the ratio of 8: 1: 1

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**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2023**  
**Business Economics - II (BBA0204)**

Day & Date: Saturday, 15-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple Choose Questions: 08**

- 1) Which the following policy is employ by central bank of the country?
  - a) Fiscal Policy
  - b) Budgetary Policy
  - c) Trade Policy
  - d) Monetary Policy
- 2) Direct tax is known as \_\_\_\_\_ taxes.
  - a) Regressive
  - b) Progressive
  - c) Both a and b
  - d) None of these
- 3) No shifting of taxes is known as \_\_\_\_\_.
  - a) Direct tax
  - b) Indirect tax
  - c) Both a and b
  - d) None of these
- 4) A relationship between value of money and price level is \_\_\_\_\_.
  - a) Direct
  - b) Inverse
  - c) Same
  - d) None of these
- 5) Macro Economics is the study of the \_\_\_\_\_.
  - a) Average
  - b) Aggregate
  - c) Marginal
  - d) Individual
- 6) \_\_\_\_\_ is the primary function of commercial bank.
  - a) Accepting of deposits
  - b) Advancing of loans
  - c) Credit-creation
  - d) All of these
- 7) According to Prof. Crowther \_\_\_\_\_ is state in which value of money is falling and prices are rising.
  - a) Deflation
  - b) Stagflation
  - c) Inflation
  - d) All of these
- 8) The term deficit financing generally implies an \_\_\_\_\_.
  - a) Excess of expenditure
  - b) Excess of income
  - c) Excess of saving
  - d) None of above

**B) Explain the following concepts. 04**

- a) Types of budget
- b) Types of Public Debt

**Q.2 Write short note. (Any Two) 06**

- a) Central Bank
- b) National Income
- c) G.S.T.

**Q.3** Define money, explain the functions of money.

**10**

**Q.4 Long answer (Any one)**

**12**

**a)** Define Macro Economics, Explain the importance & limitation of Macro Economics.

**OR**

**b)** Define Inflation. Explain the causes and measures of inflation.

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**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2023  
Business Organisation & Environment - II (BBA0205)**

Day & Date: Sunday, 16-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the right answer 08**

- 1) \_\_\_\_\_ environment induces factors such as the characteristics and policies of the political parties, nature of the constitution and government system
  - a) Economic
  - b) Cultural
  - c) Political
  - d) Social
- 2) According to SWOT analysis to handshake with the competitor in the market is assumed to be \_\_\_\_\_ in business.
  - a) Opportunity
  - b) Strength
  - c) Weakness
  - d) Threat
- 3) \_\_\_\_\_ is a political arrangement in which supreme power is vested in the people.
  - a) Autocracy
  - b) Democracy
  - c) Totalitarian
  - d) Dictatorship
- 4) The system of \_\_\_\_\_ stresses the philosophy of individualism belonging in private ownership of consumer choice through a free-market place
  - a) Communism
  - b) Unionism
  - c) Capitalism
  - d) Socialism
- 5) \_\_\_\_\_ is sum of all external and internal factors that influence a business.
  - a) Business Environment
  - b) Social environment
  - c) Finance
  - d) Marketing
- 6) Under \_\_\_\_\_, the tools of production are to be organized, managed and owned by the Government, with the benefits accruing to the public
  - a) Socialism
  - b) Communism
  - c) Capitalism
  - d) Mixed Economy
- 7) \_\_\_\_\_ system is an organised way in which a country allocates resources and distributes goods and services across the whole nation.
  - a) Cultural
  - b) Social
  - c) Capital
  - d) Economic
- 8) 'Vision, Mission and Objectives' is \_\_\_\_\_ factor of Business Environment.
  - a) Micro Environmental
  - b) Macro Environmental
  - c) Internal
  - d) External

**B) Explain the following concepts. 04**

- 1) Vision of organisation
- 2) Technology

- Q.2 Write short problem. (Any Two)** **06**
- a) What is Legislature? Comment on it in brief.
  - b) What are the Opportunities and Threats for an Organization?
  - c) Explain various methods of technology transfer.
- Q.3 Explain Micro and Macro Environmental factors affecting the Business.** **10**
- Q.4 Answer any one of the following (Long Problem)** **12**
- a) Define Business Environment. Explain various factors affecting Internal Environment of Business.
  - b) What is Political and Legal Environment? How do the businesses responsible to the government?



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**B.B.A. (Semester - II) (Old) (CBCS) Examination: March/April-2023**  
**Principles of Management - II (19401201)**

Day & Date: Wednesday, 12-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) \_\_\_\_\_ is the highest level need under Need Hierarchy Theory of Motivation.
 

|                        |                             |
|------------------------|-----------------------------|
| a) Physiological needs | b) Social Needs             |
| c) Self-Esteem Needs   | d) Self Actualization Needs |
- 2) All decision-making power is centralized in the leader is under \_\_\_\_\_.
 

|                     |                     |
|---------------------|---------------------|
| a) autocratic style | b) democratic style |
| c) free-rein style  | d) creative style   |
- 3) Co-ordination with the customers, Suppliers and Government is known as \_\_\_\_\_.
 

|                           |                             |
|---------------------------|-----------------------------|
| a) vertical co-ordination | b) external co-ordination   |
| c) internal co-ordination | d) horizontal co-ordination |
- 4) X theory and Y theory was introduced by \_\_\_\_\_.
 

|                   |                |
|-------------------|----------------|
| a) Mc Gregor      | b) Mc Clelland |
| c) Abraham Maslow | d) Herzberg    |
- 5) \_\_\_\_\_ is exercised during the operation of a programme.
 

|                        |                      |
|------------------------|----------------------|
| a) Feedforward Control | b) Feedback Control  |
| c) Concurrent Control  | d) Strategic Control |
- 6) \_\_\_\_\_ is a process of stimulating employees to get desired results.
 

|                |                  |
|----------------|------------------|
| a) Motivation  | b) Communication |
| c) Controlling | d) Planning      |
- 7) \_\_\_\_\_ is a Non-financial incentive.
 

|               |                 |
|---------------|-----------------|
| a) Incentives | b) Appreciation |
| c) Bonus      | d) Stock-option |
- 8) \_\_\_\_\_ is a force that binds all the functions of management.
 

|                |                 |
|----------------|-----------------|
| a) Cooperation | b) Coordination |
| c) Motivation  | d) Controlling  |

**B) Explain the following concepts. 04**

- 1) Leadership
- 2) Coordination

**Q.2 Write Short Notes. (Any Two) 06**

- a) Non-Financial Incentives of Motivation
- b) Management Grid
- c) Types of Controlling

**Q.3** What is controlling? State and explain the various steps in control process. **10**

**Q.4 A)** Explain Maslow's Need Hierarchy Theory of motivation. **12**

**OR**

**B)** What is Leadership? Explain in detail the various Leadership styles.

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**B.B.A. (Semester - II) (Old) (CBCS) Examination March/April-2023  
Business Communication - II (19401202)**

Day & Date: Thursday, 13-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice question. 08**

- 1) In business, the purpose of writing is mainly to \_\_\_\_\_.
  - a) Entertain
  - b) Both Information and persuade
  - c) Persuade
  - d) Inform
- 2) Communication without words is called \_\_\_\_\_.
  - a) Non-verbal Communication
  - b) Verbal
  - c) Oral Communication
  - d) Written Communication
- 3) The evidence of formal communication is \_\_\_\_\_.
  - a) Written documentary
  - b) No evidence
  - c) Face to face meetings
  - d) Telephones
- 4) The type of communication in which information goes from person to person is \_\_\_\_\_.
  - a) Cluster chain
  - b) Probability chain
  - c) Single Strand chain
  - d) Downward communication
- 5) Official communication is another name of \_\_\_\_\_.
  - a) Group communication
  - b) Formal communication
  - c) Non-verbal communication
  - d) Interpersonal communication
- 6) Which of the following is a correct format of Email address?
  - a) name@website@info
  - b) name@website.info
  - c) www.nameofwebsite.com
  - d) name.website.com
- 7) Which of these is not a type of interview?
  - a) Screening interview
  - b) Stress interview
  - c) Music interview
  - d) Lunch interview
- 8) In a group discussion, one must communicate with \_\_\_\_\_.
  - a) Hostility
  - b) Ignorance
  - c) Knowledge
  - d) Long sentences

**B) Explain the following concepts. 04**

- 1) Extempore Speech
- 2) Rumour

**Q.2 Write Short Notes. Short answer/Short problem. (Any Two) 06**

- 1) Media of oral communication
- 2) Downward Communication
- 3) Intranet

**Q.3 Long answer/Problem.**

Your friend wants to visit Rajasthan. Write an e-mail giving your knowledge about Rajasthan.

**Q.4 Answer any one of the following. (Long answer/Problem)**

- 1) Explain in brief 7 C's of Communication.
- 2) Principle of effective oral communication.



**Q.2 Write short note/Short answer/Short problem. (Any Two) 06**

- a) In a company, weekly minimum and maximum consumption of material A are 25 and 75 units respectively. The reorder quantity as fixed by the company is 300 units, the material is received within 4 to 6 weeks from the issue of supply order, calculate minimum and maximum level.
- b) Objectives of cost accounting
- c) Explain Reorder Level

**Q.3 Following other details of the workers in a factory for the month of April 2018: 10**

Number of workers on 1st April 2018 = 2500  
 Number of workers on 30th April 2018 = 1500  
 Number of workers discharged = 80  
 Number of workers left the job = 40  
 Number of workers newly appointed against the vacancies = 60  
 Calculate labour turnover rate using separation method, replacement method and flux method

**Q.4 A) Raj Ltd provides you the following information for the month of June 2021: 12**

|   |                                  |                            |
|---|----------------------------------|----------------------------|
| 01 <sup>st</sup>                        | Opening balance                  | 200 units value Rs 2,000   |
| 04 <sup>th</sup>                        | Receipt from B & Co. GRN No. 11  | 300 units @ Rs 12 per unit |
| 07 <sup>th</sup>                        | Issued MRN No 101                | 400 units                  |
| 10 <sup>th</sup>                        | Receipts from M & Co. GRN No. 12 | 400 units @ Rs 14 per unit |
| 19 <sup>th</sup>                        | Issued MRN No. 102               | 300 units                  |
| 28 <sup>th</sup>                        | Issues MRN No. 103               | 300 units                  |
| 22 <sup>nd</sup>                        | Receipts from N & Co. GRN. No 13 | 200 units @ Rs 16 per unit |
| 30 <sup>th</sup>                        | Shortage in stock                | 20 units                   |
| Prepare Store Ledger account using FIFO |                                  |                            |

**OR**

**B) Difference between Financial Accounting & Cost Accounting.**

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**B.B.A. (Semester - II) (Old) (CBCS) Examination: March/April-2023  
Business Economics - II (19401204)**

Day & Date: Saturday, 15-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple Choose Questions: 08**

- 1) Macro Economics is the study of \_\_\_\_\_ at a large.
  - a) Individual
  - b) Firm
  - c) Economy
  - d) Institution
- 2) \_\_\_\_\_ is objective of the Macro Economics.
  - a) Depreciation
  - b) Demand
  - c) Full employment
  - d) Profit Making
- 3) Credit creation is the function of \_\_\_\_\_ Bank.
  - a) Commercial
  - b) Central
  - c) NABARD
  - d) None of these
- 4) Issues of currency notes is the monopoly of \_\_\_\_\_ Bank.
  - a) Commercial
  - b) Central
  - c) Private
  - d) NABARD
- 5) The study of income and expenditure of the \_\_\_\_\_ called as Public Finance.
  - a) Person
  - b) Businessman
  - c) Government
  - d) Institution
- 6) When impact and incidence of tax falls on the same person, it is called as \_\_\_\_\_.
  - a) Direct tax
  - b) Indirect tax
  - c) GST
  - d) Sales tax
- 7) Which of the following is not a component of the Balance of payment?
  - a) Real account
  - b) Current account
  - c) Capital account
  - d) None of these.
- 8) Which of the following concepts is the opposite of inflation?
  - a) Recession
  - b) Deflation
  - c) Stagflation
  - d) Deviation

**B) Explain the following concepts. 04**

- a) Unemployment
- b) Budget

**Q.2 Write short note. (Any Two) 06**

- a) Objectives of Macro Economics
- b) Causes of Growth in Public Expenditure
- c) Monetary Policy

- Q.3** What is Inflation? Explain the causes of Inflation. **10**
- Q.4** **Answer any one of the following.** **12**
- a)** What is Macro Economics? Explain the scope of Macro Economics.
  - b)** What is Bank? Explain the functions of Commercial Bank.



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**B.B.A. (Semester - II) (Old) (CBCS) Examination: March/April-2023  
Business Organisation & Environment- II (19401205)**

Day & Date: Sunday, 16-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) SWOT analysis is a \_\_\_\_\_ technique planning.
  - a) strategic
  - b) operational
  - c) tactical
  - d) alternative
- 2) The economic factor that affect \_\_\_\_\_ and consumer behavior.
  - a) political
  - b) commercial
  - c) social
  - d) cultural
- 3) The company antiquated machinery had to adapt to the \_\_\_\_\_ environment.
  - a) traditional
  - b) environmental
  - c) social
  - d) technological
- 4) A person with an interest or concern in something especially business is known as \_\_\_\_\_.
  - a) stakeholder
  - b) customer
  - c) businessman
  - d) all the above
- 5) \_\_\_\_\_ responsibility means that business in addition to maximizing shareholders value, should act in a manner that benefits society.
  - a) cultural
  - b) legal
  - c) financial
  - d) social
- 6) Technological environment is a component of \_\_\_\_\_ action environment.
  - a) micro
  - b) macro
  - c) legal
  - d) none of the above
- 7) The government for business operation is called \_\_\_\_\_.
  - a) legal
  - b) industrial
  - c) political
  - d) economic
- 8) The political atmosphere should be \_\_\_\_\_ and very stable for a firm to operate successfully.
  - a) clear
  - b) good
  - c) developed
  - d) fair

**B) Explain the following concepts. 04**

- 1) SWOT analysis.
- 2) Micro environment

**Q.2 Write short problem. (Any Two) 06**

- a) Merits of business environment
- b) Importance of economic policy
- c) Economic environment factor

- Q.3** What is technological environment? Discuss on its features. **10**
- Q.4 a)** Explain cultural environment and explain its impact on business. **12**
- OR**
- b)** What is corporate governance? Write need and importance of it.

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**B.B.A. (Semester - III) (CBCS) Examination: March/April-2023**  
**Research Methodology - I (19401301)**

Day & Date: Thursday, 06-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice question. 08**

- 1) \_\_\_\_\_ is the first hand information collected by researcher.
  - a) Interpretation
  - b) Secondary data
  - c) Sampling
  - d) Primary data
- 2) In \_\_\_\_\_ sampling, sample selection is done in more than one stage.
  - a) Area
  - b) Multiphase
  - c) Multistage
  - d) Cluster
- 3) \_\_\_\_\_ is the part or subset of population drawn for investigation.
  - a) Reporting
  - b) Census Survey
  - c) Classification
  - d) Sample
- 4) \_\_\_\_\_ is the number of units drawn from population.
  - a) Population
  - b) Census
  - c) Sample Size
  - d) Sampling
- 5) \_\_\_\_\_ is the process of assigning numerals or symbols to responses.
  - a) Framing
  - b) Tabulation
  - c) Editing
  - d) coding
- 6) \_\_\_\_\_ is the information collected by someone else for some other purpose used for research.
  - a) Interpretation
  - b) Secondary data
  - c) Sampling
  - d) Primary Data
- 7) In \_\_\_\_\_ sampling maps are used to select the random samples.
  - a) Geographical
  - b) Multiphase
  - c) Quota
  - d) Cluster
- 8) \_\_\_\_\_ procedure or method is used draw sample from population.
  - a) Population
  - b) Sample size
  - c) Census
  - d) Sampling

**B) Explain the following concepts 04**

- 1) Explain concept of research.
- 2) Importance of need of research

**Q.2 Write short note/Short answer/Short problem (any two) 06**

- a) Explain types of research.
- b) Explain marketing research.
- c) Comment on Likert-type scale

- Q.3 Long answer.** **10**  
Explain in detail Designing of questionnaire, Characteristics of good questionnaire.
- Q.4 Answer any one of the following (Long answer/Problem)** **12**
- a)** Explain in detail types of data.
  - d)** Explain in detail steps in report writing.

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**B.B.A. (Semester - III) (CBCS) Examination: March/April-2023**  
**Foundation of Human Skills - I (19401302)**

Day & Date: Friday, 07-07-2023  
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) The model of Johari window was developed by \_\_\_\_\_.
  - a) Joseph Ingham and Harry Luft
  - b) Joseph Luft and Harry Ingham
  - c) John Luft and Koontz
  - d) None of these
- 2) \_\_\_\_\_ is one of the attribute of soft skill.
  - a) Interpersonal Skills
  - b) Critical Thinking
  - c) Etiquettes
  - d) Creative Thinking
- 3) In SMART goal 'M' stands for \_\_\_\_\_.
  - a) Mental
  - b) Measurable
  - c) Maximum
  - d) Memorable
- 4) \_\_\_\_\_ Principle is also known as 80:20 rule.
  - a) Sherman
  - b) Pareto
  - c) Godman
  - d) None of these
- 5) Making the best use of time available is known as \_\_\_\_\_.
  - a) Stress management
  - b) Time management
  - c) Both
  - d) None of these
- 6) SWOT analysis should be \_\_\_\_\_.
  - a) complex
  - b) overanalyzed
  - c) simple
  - d) unrealistic
- 7) \_\_\_\_\_ in intense feeling that are directed at someone or something.
  - a) Moods
  - b) Emotions
  - c) Stress
  - d) Attitude
- 8) \_\_\_\_\_ is the term which refers to personality traits, social, graces, personal habits etc.
  - a) Soft skills
  - b) Goal
  - c) Hard skills
  - d) Etiquette

**B) Explain the following concepts 04**

- 1) SWOT analysis
- 2) Emotional Intelligence

**Q.2 Write Short Notes. (Any Two) 06**

- 1) Johari Window
- 2) SMART Goals
- 3) Time Management

- Q.3 Long Answer** **10**  
Define Soft Skills. Explain Classification of Soft Skills.
- Q.4 Answer the following question. (Any One)** **12**  
1) Define Stress Management. Explain sources of stress and tips to manage stress.
- OR**
- 2) Define Individual Behavior. Explain the factors affecting Individual Behavior.



- Q.3** Define International Business, explain the advantages & disadvantages of International Business. **10**
- Q.4 Long Answer. (Any One)** **12**
- a)** Define globalization, explain the advantages & disadvantages of globalization.
  - b)** Explain Protection Trade Policy, explain its argument & against?





- Q.3** Define term Entrepreneur. Explain various Characteristics of a good Entrepreneur. **10**
- Q.4** **Answer any One of the following.** **12**
- 1) Define SME. Explain what is role of SMEs in Indian Economy in detail.
  - 2) What is Project Report? Write various steps included in preparing a Project Report.

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**B.B.A. (Semester - III) (CBCS) Examination March/April-2023  
IT for Management - I (19401305)**

Day & Date: Tuesday, 11-07-2023  
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

**Instructions:** 1) All questions are compulsory.  
2) Each question carries one mark.

**Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08**

- 1) A device that allows users to feed data into a computer for analysis and storage and to give commands to the computer is called \_\_\_\_\_.
  - a) Output device
  - b) Input device
  - c) Memory
  - d) Both a and b
- 2) Which unit can store instructions, data, and intermediate results?
  - a) Arithmetic Logic Unit
  - b) Control Unit
  - c) Storage Unit
  - d) All of the above
- 3) Function of arithmetic section is to perform arithmetic operations like Addition, subtraction, multiplication, and division.
  - a) True
  - b) False
  - c) Can be true or false
  - d) Cannot say
- 4) Storage which stores or retains data after power off is called \_\_\_\_\_.
  - a) Volatile storage
  - b) Non-volatile storage
  - c) Sequential storage
  - d) Direct storage
- 5) In Operating Systems, \_\_\_\_\_ is/are CPU scheduling algorithms.
  - a) Priority
  - b) Round Robin
  - c) Shortest Job First
  - d) All of the mention
- 6) \_\_\_\_\_ in Excel tells how many numeric entries are there.
  - a) NUM
  - b) COUNT
  - c) SUM
  - d) CHKNUM
- 7) The intersection of a column and a row in MS Excel worksheet is known as \_\_\_\_\_.
  - a) Row
  - b) Cell
  - c) Column
  - d) Tab
- 8) A new presentation can be created from \_\_\_\_\_.
  - a) Blank Presentation
  - b) From Existing Presentation
  - c) From Design Template
  - d) All of the Above

**B) Explain Concept 04**

- 1) Input Devices
- 2) Operating Systems

**Q.2 Write Short Notes. (Any Two) 06**

- 1) Types of External Memory
- 2) Operating Systems functions
- 3) Output Devices of Computer

- Q.3** Briefly explain Computer Languages and its types. **10**
- Q.4** What are the applications of computer in today's arena? Explain it. **12**  
**OR**  
Explain various types of excel data in details.

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**B.B.A. (Semester - IV) (CBCS) Examination: March/April-2023**  
**Research Methodology - II (19401401)**

Day & Date: Monday, 19-06-2023  
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions.**

**08**

- 1) The number of observations in a particular class is called \_\_\_\_\_.  
 a) Class frequency                      b) Class interval  
 c) Class width                            d) Class limit
- 2) In Exclusive method \_\_\_\_\_ is excluded,  
 a) Lower limit                            b) Upper limit  
 c) Both limit                                d) None of these
- 3) The correlation between price and demand is \_\_\_\_\_.  
 a) Zero                                        b) Positive  
 c) Negative                                  d) cannot be determined
- 4) For perfect negative correlation r is equal to \_\_\_\_\_.  
 a) 0    b) +1  
 c) -1    d) +2
- 5) Index number of base Year is \_\_\_\_\_.  
 a) 0    b) 100  
 c) 50    d) None of these
- 6) If instead of studying the entire population, a part of it is studied, then this method is called the \_\_\_\_\_.  
 a) Sampling method                      b) Census method  
 c) Both a and b                            d) Cannot be calculated
- 7) For 1,4,4,4,7 distribution \_\_\_\_\_.  
 a)  $A.M < Me < Mo$                       b)  $A.M > Me > Mo$   
 c)  $A.M = Me = Mo$                       d)  $A.M \neq Me \neq Mo$
- 8) Standard deviation of 5,5,5,5,5 is \_\_\_\_\_.  
 a) 5    b) 25  
 c) 0    d) 1

**B) Attempt the following.**

**04**

- 1) Define SRCC.
- 2) Find range and coefficient of range for  
 4, 18, 8, 6, 4, 8, 10, 12, 8, 15, 9, 5, 17, 16.

**Q.2 Attempt any two.**

**06**

- a) Find r, if  $byx = 0.25$  and  $bxy = 0.20$ .
- b) Write advantages of sampling over census method.
- c) Find Coefficient of variation, for a distribution with SD = 5 and mean = 80.

**Q.3 Attempt the following.**

**10**

Draw histogram and locate mode. Also obtain Mean

|           |      |       |       |       |       |       |       |
|-----------|------|-------|-------|-------|-------|-------|-------|
| Class     | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 | 50-60 | 60-70 |
| Frequency | 9    | 13    | 25    | 30    | 23    | 12    | 8     |

**Q.4 Attempt any one of the following.**

**12**

**A)** From the following data calculate Fisher's price Index number and Quantity Index number.

| Item | Baes year |          | Current year |          |
|------|-----------|----------|--------------|----------|
|      | Price     | Quantity | Price        | Quantity |
| A    | 2         | 40       | 5            | 75       |
| B    | 4         | 16       | 8            | 40       |
| C    | 1         | 10       | 2            | 24       |
| D    | 5         | 25       | 12           | 60       |

**B)** Draw scatter diagram. Calculate Karl Pearson's Coefficient of correlation between X and Y.

|   |   |    |    |    |    |    |    |    |
|---|---|----|----|----|----|----|----|----|
| X | 9 | 11 | 13 | 15 | 17 | 19 | 21 | 23 |
| Y | 6 | 8  | 10 | 12 | 14 | 16 | 18 | 20 |

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**B.B.A. (Semester - IV) (CBCS) Examination March/April-2023  
Foundation of Human Skills - II (19401402)**

Day & Date: Tuesday, 20-06-2023  
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

**Q.1 A) Choose the correct alternative from the following options. 08**

- 1) Not talking ill about others is a part of \_\_\_\_\_.
  - a) Manners
  - b) Body language
  - c) Etiquette
  - d) Gesture
- 2) \_\_\_\_\_ is the code that governs the expectations of social behavior within society.
  - a) Etiquette
  - b) Body Language
  - c) Eye Contact
  - d) Postures
- 3) Perception is \_\_\_\_\_.
  - a) An accurate representation of the world
  - b) An appropriate representation of the world
  - c) An adequate representation of the world
  - d) A native representation of the world
- 4) Work attitudes can be reflected in an organization through \_\_\_\_\_.
  - a) Job satisfaction
  - b) Organizational commitment
  - c) Both 'a' and 'b'
  - d) None of the above
- 5) Members wearing the Black Hat are generally very \_\_\_\_\_.
  - a) Positive and Optimistic
  - b) Generates new ideas and solutions to existing problems
  - c) Control the entire process of the discussion
  - d) Negative, Pessimistic and Cynical
- 6) \_\_\_\_\_ is not mentioned in a job description CV.
  - a) Date
  - b) Name
  - c) Nationality
  - d) Education
- 7) What are the behavioral reactions to anxiety?
  - a) Avoiding situation where there are chances of experiencing anxiety
  - b) Escaping situations when feelings of anxiety begin
  - c) Both 'a' and 'b' are true
  - d) None of the above
- 8) The most important aspect of power is probably that it \_\_\_\_\_.
  - a) is needed to get things done in an organization
  - b) is a function of dependency
  - c) tends to corrupt people
  - d) is counter productive

**B) Explain the following concepts**

**04**

- 1) Perception
- 2) Mind mapping

- Q.2 Write Short Notes/Short Answer/Short Problem (Any Two)** **06**
- 1) Classifications of etiquettes
  - 2) Stages of group development
  - 3) Sources of power
- Q.3 Long answer/Problem** **10**  
Define attitude. Explain various types of attitudes.
- Q.4 Answer the following question. (Any One)** **12**
- 1) Consider rotating the hats between the groups to foster new ideas and get groups to consider the issue from various perspectives.
- OR**
- 2) What is politics? Explain its political activities in detail.





- Q.3 Long answer.** **10**  
Explain the function and objective of the IMF.
- Q.4 Answer any one of the following.** **12**  
Define Foreign Exchange and explain the Financial Markets.  
**OR**  
What is WTO? Explain its objectives and functions.

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**B.B.A. (Semester - IV) (CBCS) Examination: March/April-2023  
Entrepreneurship Development & SME - II (19401404)**

Day & Date: Thursday, 22-06-2023  
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions.**

**08**

- 1) \_\_\_\_\_ is / are government incentives available to entrepreneurs.
  - a) investment subsidy
  - b) excise duty exemption
  - c) tax subsidy
  - d) All of these
- 2) \_\_\_\_\_ entrepreneurs is who act as facade for business of their husband or brother.
  - a) forced
  - b) benami
  - c) created
  - d) natural
- 3) \_\_\_\_\_ is one that includes true or more members of a family with financial control of the company.
  - a) Women Entrepreneur
  - b) Family Managed Business
  - c) Both
  - d) None
- 4) Investment Promotion and Infrastructure Development cell was created in \_\_\_\_\_.
  - a) 1994
  - b) 1996
  - c) 1998
  - d) 1994
- 5) \_\_\_\_\_ is a word, phrase, symbol or design that identifies and distinguishes the sources of good of one party from those of others.
  - a) Trademark
  - b) Patent
  - c) Copyright
  - d) Property
- 6) The Entrepreneur who starts business without any preparation, clear goals or plans is \_\_\_\_\_ entrepreneur.
  - a) natural
  - b) chance
  - c) forced
  - d) created
- 7) \_\_\_\_\_ is / are types of intellectual property that protects the intellect work.
  - a) Copy right
  - b) Trademark
  - c) Patents
  - d) All
- 8) \_\_\_\_\_ theory is given by Prof. Frank Knight.
  - a) Risk bearing
  - b) Innovation
  - c) Systematic innovation
  - d) None of these

**B) Explain the following concepts.**

**04**

- 1) EDP
- 2) Copyrights

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Phases of EDP
  - b) Government Assistance
  - c) Innovation theory by Joseph Schumpeter
- Q.3** Explain problems faced by women entrepreneurs and also give remedies towards it. **10**
- Q.4** a) Define patent. Explain the types of patent and process of patenting. **12**
- OR**
- b) Explain various types of family-managed business with advantages and disadvantages of it.

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**B.B.A. (Semester - IV) (CBCS) Examination: March/April-2023  
IT for Management - II (19401405)**

Day & Date: Friday, 23-06-2023  
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

**Q.1 A) Multiple Choice Question. 08**

- 1) Which data communication method is used to send data over a serial communication link?
  - a) Simplex
  - b) half duplex
  - c) full duplex
  - d) all of these
- 2) Collection of networks is called \_\_\_\_\_.
  - a) LAN
  - b) Intranet
  - c) Internet
  - d) Extranet
- 3) Large network such as those cover complete globe are called \_\_\_\_\_.
  - a) MAN
  - b) CAN
  - c) WAN
  - d) LAN
- 4) Hotel is a place where people look for a \_\_\_\_\_ service.
  - a) Distinctive
  - b) Modern
  - c) Old
  - d) Attractive
- 5) MIS is an integrated system of \_\_\_\_\_ and machine for providing the information.
  - a) Cable
  - b) Man
  - c) DSS
  - d) Computer
- 6) A private network within an organization is called \_\_\_\_\_.
  - a) Local net
  - b) Extranet
  - c) Internet
  - d) Intranet
- 7) ESS works at \_\_\_\_\_ level of Information System.
  - a) Lower
  - b) Top
  - c) Middle
  - d) Operational
- 8) Communication is the process of \_\_\_\_\_ of thoughts with one another.
  - a) Sharing
  - b) Reading
  - c) Writing
  - d) Imaging

**B) Explain the following concepts. 04**

- a) Recent trends in IT
- b) M-Commerce

**Q.2 Write Short Notes. (Any Two) 06**

- a) Network Topology
- b) MIS services in Banking and Hospital
- c) Internet applications in business

**Q.3** What is E-commerce? Explain the concept of E-commerce with its types. **10**

**Q.4 Answer the following (Any One)** **12**

**a)** What is MIS? Explain its advantages and disadvantages.

**OR**

**b)** What is a decision support system (DSS)? Explain its types.

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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2023**  
**Marketing Management - I (19401501)**

Day & Date: Saturday, 01-07-2023  
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice question. 08**

- 1) \_\_\_\_\_ environment consists of factors that affect consumer purchasing power and spending patterns.
  - a) Social
  - b) Economics
  - c) Demographic
  - d) Physical
- 2) \_\_\_\_\_ deals with evaluating and selecting on or more target segments.
  - a) Market orientation
  - b) Product positioning
  - c) Target marketing
  - d) Product orientation
- 3) Aggressive selling is the characteristics of the \_\_\_\_\_ concept of marketing.
  - a) Exchange
  - b) Societal
  - c) Marketing
  - d) Selling
- 4) \_\_\_\_\_ is the process of planning and executing marketing mix to create exchanges that satisfy individual and organizational needs.
  - a) Marketing management
  - b) Marketing
  - c) Market
  - d) segmentation
- 5) Which of following is the first step in buyer decision making process?
  - a) Evaluation of alternatives
  - b) Post purchase behaviour
  - c) Information search
  - d) Need recognition
- 6) "Place" in Marketing Mix signifies \_\_\_\_\_.
  - a) Demand
  - b) Distribution
  - c) Production
  - d) People
- 7) \_\_\_\_\_ is also called as Multilevel Marketing (MLM).
  - a) E-Marketing
  - b) Green Marketing
  - c) Network Marketing
  - d) Social Marketing
- 8) Which of marketing core concepts focuses on Product Worth & its return?
  - a) Relationships & Networks
  - b) Markets
  - c) Marketers & Prospects
  - d) Value, Cost & Satisfaction

**B) Explain the following concepts 04**

- 1) Digital Marketing
- 2) Marketing Environment

**Q.2 Write Short notes (Any 2) 06**

- a) Network Marketing
- b) Distinction between Marketing and Selling
- c) Physical Evidence

- Q.3** Explain various bases of Market Segmentation. **10**
- Q.4** **Answer the following question** **12**
- a) Define Marketing Mix. Explain basic 4P's of Marketing Mix.
- OR**
- b) Explain various factors affecting Consumer Behavior.





- Q.2 Write Short Notes. (Any Two)** **06**
- 1) Selection
  - 2) Job Description.
  - 3) Factors affecting Human Resource Planning
- Q.3 Long Answer.** **10**  
Define HRM. Explain its functions in detail.
- Q.4 Answer the following question. (Any One)** **12**
- 1) Explain various methods of Training.
  - 2) What are the sources of Recruitment?

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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2023**  
**Financial Management - I (19401502)**

Day & Date: Monday, 03-07-2023  
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 Select any one alternative:****08**

- 1) Calculate payback period of a machine costing Rs. 1,00,000; installation charges Rs. 20,000 and Scrap value Rs. 10,000; Life of a machine is 5 years and annual CFAT is Rs. 12,000.
  - a) 9.16 years
  - b) 8.33 years
  - c) 10 years
  - d) 10.83 years
- 2) \_\_\_\_\_ is an advantage of an overdraft facility.
  - a) higher rate of interest
  - b) risk of seizing
  - c) timely payments
  - d) risk of reduction in limit
- 3) A company issues 12% debentures of Rs. 80 each. Tax rate is 40%. Calculate cost of debentures before tax.
  - a) 12%
  - b) 15%
  - c) 9%
  - d) 7.2%
- 4) \_\_\_\_\_ is a recurring duty of a finance manager.
  - a) Valuation of the firm for merger and acquisition
  - b) Financial readjustments at the time of liquidity crisis
  - c) Fixed asset management and working capital management
  - d) All of these
- 5) \_\_\_\_\_ decision is to determine the relative proportion of equity and debt.
  - a) Capital Structure
  - b) Capital Budgeting
  - c) Cost of Capital
  - d) None
- 6) Trading on equity is the financial process of using debt to produce \_\_\_\_\_ for the residual owners.
  - a) loss
  - b) gain
  - c) decrease interest
  - d) None
- 7) The cost of each component of capital is known as \_\_\_\_\_.
  - a) Explicit
  - b) Specific
  - c) Composite
  - d) Combine
- 8) The minimum required rate of return which a firm requires as a condition g = for understanding an investment is \_\_\_\_\_.
  - a) Cost of Capital
  - b) Capital Structure
  - c) Financial Structure
  - d) Capital Budgeting

**B) Explain the following term:****04**

- 1) Implicit Cost
- 2) Public Deposit

**Q.2 Short Note on: (Any Two)**

- 1) Objectives of FM
- 2) Calculate cost of equity, if current selling price is Rs. 72; dividend paid at the end of last year is 12 and growth rate is 8%.
- 3) A company issues Rs 120 lakhs, 13% preference shares of Rs. 100 each, redeemable at 10% premium after 5 years. Dividend tax rate being 20%, Calculate cost of preference share if:
  - a) issued at par;
  - b) issued at par with 5% floatation cost.

**Q.3** Explain various long-term sources of finance.

10

**Q.4** Explain various factors affecting capital structure.

12

**OR**

A company has an investment opportunity costing Rs. 12,00,000/- with the expected net cash flow after tax but before depreciation:

| Year | Net Cash Flow |
|------|---------------|
| 1    | 3,50,000      |
| 2    | 3,00,000      |
| 3    | 3,50,000      |
| 4    | 4,00,000      |
| 5    | 4,50,000      |

Find out PBP, ARR and NPV. The present value of Re. 1 @ 10% is as follows:

| Year      | 1     | 2     | 3     | 4     | 5     |
|-----------|-------|-------|-------|-------|-------|
| PV Factor | 0.909 | 0.826 | 0.751 | 0.683 | 0.621 |

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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2023  
Production Management - I (19401504)**

Day & Date: Tuesday, 04-07-2023  
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 Choose the correct alternatives from the options. 08**

- 1) \_\_\_\_\_ may be understood as the function of determining where the plant should be located for maximum operating economy and effectiveness.
 

|                   |                    |
|-------------------|--------------------|
| a) Plant Layout   | b) Plant Location  |
| c) Plant Building | d) Plant Servicing |
  
- 2) \_\_\_\_\_ should travel the shortest distance between operations so as to avoid waste of labour and time and minimize the cost of materials handling.
 

|                      |                  |
|----------------------|------------------|
| a) Men               | b) Materials     |
| c) Men and materials | d) None of these |
  
- 3) The \_\_\_\_\_ is a place where raw materials, components, partly finished goods, supplies and finished goods are stored.
 

|               |                |
|---------------|----------------|
| a) Locker     | b) Strong Room |
| c) Store room | d) Record room |
  
- 4) A \_\_\_\_\_ is also called the straight line layout or layout for serialized manufacture.
 

|                    |                    |
|--------------------|--------------------|
| a) Product layout  | b) Process layout  |
| c) Cellular layout | d) Combined layout |
  
- 5) An ideally laid out plant \_\_\_\_\_ manufacturing costs through reduced material handling.
 

|              |                  |
|--------------|------------------|
| a) Increases | b) Reduces       |
| c) Optimizes | d) None of these |
  
- 6) \_\_\_\_\_ is also called the functional layout.
 

|             |                     |
|-------------|---------------------|
| a) Product  | b) Process          |
| c) Cellular | d) Group Technology |
  
- 7) Generally the size of the order for production in job shop production is \_\_\_\_\_.
 

|               |          |
|---------------|----------|
| a) Very Large | b) Large |
| c) Medium     | d) Small |
  
- 8) \_\_\_\_\_ facilities are essential for bringing raw materials and men to the factory and for carrying the finished products from the factory to the market.
 

|             |                   |
|-------------|-------------------|
| a) Power    | b) Transportation |
| c) Research | d) Location       |

**B) Explain the following concepts:** **04**  
1) Product Design  
2) Job-shop Production system

**Q.2 Write Short notes (Any two).** **06**  
1) Decision Making in Production Management  
2) Process Layout and its merits  
3) Objectives of Production Management

**Q.3 What is New Product Development? Explain various steps in Product Development in detail.** **10**

**Q.4 Answer any one of the following.** **12**  
1) What is Intermittent Production system? Explain its various types in detail.  
2) What is Production Management? Explain Scope of Production Management in detail.



**Q.2 Write short note/Short answer/Short problem. (any two)**

06

- a) Features of Process costing.
- b) Difference between Joint products & By products.
- c) In a timber industry, the milling operation upto the split off point during a period amounted to Rs. 72,000 with the following productions.

|                  |              |
|------------------|--------------|
| Grade I Timber   | 3,000 units  |
| Grade II Timber  | 6,000 units  |
| Grade III Timber | 3,000 units  |
|                  | 12,000 units |

You are required to apportion the joint cost, using average unit cost method.

**Q.3 Long answer/Problem.**

10

M/s Aditya furnishes the following information:

| Year | Sales (Rs) | Profit (Rs) |
|------|------------|-------------|
| 2013 | 6,00,000   | 60,000      |
| 2014 | 8,00,000   | 1,00,000    |

From the above details calculate:

- Profit volume ratio, Fixed cost, Breakeven point.
- Also calculate sales to earn profit of Rs. 2,00,000.
- Margin of safety for 2014.

**Q.4 Answer any one of the following. (Long answer/Problem)**

12

**A)** Solapur Ltd provide you the following information about the processes for the year ended 31st March 2014:

| Particulars                                     | Process A           | Process B           | Process C           |
|---|---------------------|---------------------|---------------------|
| Number of units introduced                      | 15,000              | 4,600               | 4,000               |
| Rate per unit of units introduced Rs.           | 40                  | 48                  | 55                  |
| Output during the year (units)                  | 14,000              | 12,000              | 8,800               |
| Output transferred to the next process          | 60%                 | 50%                 | -                   |
| Output sold at the end of the process           | 40%                 | 50%                 | 80%                 |
| Output transfer to finished stock               | -                   | -                   | 20%                 |
| Normal loss of units introduced in each process | 5%                  | 8%                  | 10%                 |
| Scrap value per unit (Rs)                       | 15                  | 35                  | 55                  |
| Direct wages (Rs)                               | 3,60,000            | 3,20,000            | 2,87,000            |
| Direct expenses                                 | 40% of direct wages | Rs. 1,28,720        | 50% of direct wages |
| Factory overheads                               | Rs. 1,18,500        | 35% of direct wages | Rs. 94500           |
| Selling price per unit of output sold (Rs.)     | 92                  | 120                 | 165                 |
| Prepare process accounts.                       |                     |                     |                     |

**B)** Methods of apportionment of Joint cost.



|          |  |
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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2023**  
**Retail Management (19401506)**

Day & Date: Wednesday, 05-07-2023  
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions.**

**08**

- 1) \_\_\_\_\_ is a final stage on any economic activity.
  - a) Wholesaler
  - b) Retail
  - c) Producer
  - d) None of these
- 2) A \_\_\_\_\_ location is a store located along a major traffic artery without any competitive retailer around.
  - a) Theme Center
  - b) Freestanding
  - c) Regional Center
  - d) Park
- 3) When two or more retail outlets are under a common ownership it is called retail \_\_\_\_\_.
  - a) Franchise
  - b) Chain
  - c) Department
  - d) None of these
- 4) \_\_\_\_\_ is the booming sector of India in present times.
  - a) Retail
  - b) Selling
  - c) Information
  - d) None of these
- 5) \_\_\_\_\_ layout is commonly used in supermarkets and discount stores.
  - a) Free form
  - b) Race track
  - c) Grid
  - d) Circulation
- 6) Following is one of the factors affecting retail location \_\_\_\_\_.
  - a) Accessibility
  - b) Cost
  - c) Population
  - d) All of above
- 7) \_\_\_\_\_ is a diagram that visually communicates how merchandise is physically fit in store.
  - a) Free form
  - b) Race track
  - c) Layout
  - d) Circulation
- 8) \_\_\_\_\_ is the first mark of identification or retailer or retail store.
  - a) Building Exterior
  - b) Building Interior
  - c) Building
  - d) All of these

**B) Explain the following concepts.**

**04**

- 1) Functions of Retailer.
- 2) Retailing Management.

**Q.2 Write short note/Short answer/Short problem. (any two)**

**06**

- a) Comment on Interior and Exterior Store Design.
- b) Indian Retail Industry Scenario in 2021.
- c) Importance of people in retail.

- Q.3 Long answer.** **10**  
Explain Types of Store Layout in types of Store Layout.
- Q.4 Answer any one of the following. (Long answer/Problem).** **12**
- a)** Explain in detail various retail formats with examples.
  - b)** Explain in detail steps involved in selection of store location.

|          |  |
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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2023  
Marketing Management - II (19401601)**

Day & Date: Monday, 19-06-2023  
Time: 03:00 PM To 5:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions.**

**08**

- 1) Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a(n):
  - a) Idea
  - b) Demand
  - c) Product & Service
  - d) Product
  
- 2) \_\_\_\_\_ ensures protection against leakage.
  - a) Grading
  - b) Standardizing
  - c) Packaging
  - d) Labeling
  
- 3) The objective of price can be \_\_\_\_\_.
  - a) Profit
  - b) Market share
  - c) Cash Flow
  - d) All the above
  
- 4) Manufacturer to Consumer is an example for \_\_\_\_\_ level channel.
  - a) Zero
  - b) One
  - c) Two
  - d) Three
  
- 5) Free samples is given to consumers in case of \_\_\_\_\_.
  - a) personal selling
  - b) sales promotion
  - c) advertising
  - d) publicity
  
- 6) The \_\_\_\_\_ is a term used for company employees and departments that do not interact with customers.
  - a) Front-line
  - b) back office
  - c) mid-line
  - d) All of the above
  
- 7) All marketing activities that attempt to stimulate quick buyer action or immediate sales of a product are known as \_\_\_\_\_.
  - a) Sponsorship
  - b) Advertising
  - c) personal selling
  - d) sales promotion
  
- 8) A penetration pricing strategy will set an initially high price to „cream off” as much revenue as possible from the early purchasers.
  - a) True
  - b) False
  - c) can't say
  - d) None of these

**B) Explain the following concepts.**

**04**

- a) Explain concept of promotion.
- b) Importance of physical environment.

- Q.2 Write short note/Short answer/Short problem. (Any Two)** **06**
- a) Explain advertisement.
  - b) Explain the concept of blue print in service process.
  - c) Comment on branding.
- Q.3 Long answer.** **10**  
Explain in detail various methods of Pricing.
- Q.4 Answer any one of the following. (Long answer/Problem).** **12**
- a) Comment on the product life cycle.
  - b) Explain in detail the people concept in marketing.

Seat  
No.

**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2023**  
**Financial Management – II (19401602)**

Day & Date: Tuesday, 20-06-2023  
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 A) Multiple choice questions.****08**

- 1) The Standard current ratio is \_\_\_\_\_.
  - a) 2:1
  - b) 1:1
  - c) 1:2
  - d) None of these
- 2) \_\_\_\_\_ will ensure high return on investment.
  - a) Adequate working capital
  - b) Surplus working capital
  - c) Shortage of working capital
  - d) None of these
- 3) The decision about retaining profits of the business for future purpose use is a part of \_\_\_\_\_.
  - a) Investment Decision
  - b) Financing decision
  - c) Dividend decision
  - d) None of these
- 4) Opening stock is Rs 76,250, Closing Stock is Rs 98,500, Sales Rs 5,20,000, Sales return Rs 20,000, Purchases Rs 3,22,250. How much is the stock turnover \_\_\_\_\_.
  - a) 2.22 times
  - b) 4 times
  - c) 5 times
  - d) 3.43 times
- 5) \_\_\_\_\_ is a tool to predict surplus or deficit cash balance for a particular time period.
  - a) Cash Flow Statement
  - b) Cash Budget
  - c) Cash book
  - d) None of These
- 6) EOQ stands for \_\_\_\_\_.
  - a) Economic Order Quantity
  - b) Economic Order Quality
  - c) Essential Order Quantity
  - d) Essential Output Quantity
- 7) If the annual demand is equal to 500 units, ordering cost is equal to Rs 40 and carrying cost is equal to Rs 4 per unit, then EOQ is \_\_\_\_\_.
  - a) 10
  - b) 31.62
  - c) 100
  - d) 37.50
- 8) Liquid ratio lower than 1:1 show \_\_\_\_\_.
  - a) Under-trading
  - b) Under-investment
  - c) Over-trading
  - d) Over-investment

**B) Explain the following concepts****04**

- 1) Dividend Decision
- 2) Working Capital

**Q.2 Write short note/Short answer/Short problem. (Any Two)**

- a) Following is the revenue statement of Aditya Enterprises:  
Trading, Profit & Loss A/c for the year ended 31<sup>st</sup> March 2019

| Particulars                  | Rs.             | Particulars                        | Rs.             |
|------------------------------|-----------------|------------------------------------|-----------------|
| To Opening Stock             | 27,150          | By Sales                           | 2,55,000        |
| To Purchases                 | 1,63,575        | By Closing Stock                   | 42,000          |
| To Carriage Inward           | 4,275           | By Interest received on investment | 2,700           |
| To Office Expenses           | 45,000          |                                    |                 |
| To Selling Expenses          | 13,500          |                                    |                 |
| To Loss on sale of Machinery | 1,200           |                                    |                 |
| To Net Profit                | 45,000          |                                    |                 |
|                              | <b>2,99,700</b> |                                    | <b>2,99,700</b> |

Calculate: Gross Profit Ratio, Net Profit Ratio, Office Expense Ratio.

- b) From the following particulars find out the economic order quantity:
- 1) Annual demand - 12,000 units
  - 2) Ordering cost - Rs 90 per order
  - 3) Inventory carrying cost per annum per unit - Rs 15
- c) Forms of Dividend Payment

**Q.3 Answer the following question.**

10

From the following information prepare a statement showing working capital requirement:

Budgeted sales - Rs 2,60,000 pa

Analysis of One rupee of sales:

| Particulars   | Rs.  |
|---------------|------|
| Raw Material  | 0.30 |
| Direct Labour | 0.40 |
| Overheads     | 0.20 |
| Total         | 0.90 |
| Profit        | 0.10 |
| Sales         | 1.00 |

It is assumed that:

- a) Raw materials are carried in stock for 3 weeks and finished goods for 2 weeks.
- b) Factory processing will take 3 weeks.
- c) Suppliers will give 5 weeks credit.
- d) Customer will require 8 weeks credit. It may be assumed that production and overheads accrue evenly throughout the year.

**Q.4 Answer any one of the following (Long answer/Problem)**

- a) Prepare a cash budget of a company for April, May & June 2021 using the following information:

| Months            | Sales<br>Rs | Purchases<br>Rs | Wages<br>Rs | Expenses<br>Rs |
|-------------------|-------------|-----------------|-------------|----------------|
| January (Actual)  | 80,000      | 45,000          | 20,000      | 5,000          |
| February (Actual) | 80,000      | 40,000          | 18,000      | 6,000          |
| March (Actual)    | 75,000      | 42,000          | 22,000      | 6,000          |
| April (Budgeted)  | 90,000      | 50,000          | 24,000      | 6,000          |
| May (Budgeted)    | 85,000      | 45,000          | 20,000      | 6,000          |
| June (Budgeted)   | 80,000      | 35,000          | 18,000      | 5,000          |

You are further informed that:

- 1) 10 % of the purchases and 20% of the sales are for cash.
  - 2) The average collection period of the company is  $\frac{1}{2}$  month and the credit purchases are paid off regularly after one month.
  - 3) Wages are paid half monthly and rent of Rs 500 is paid monthly.
  - 4) Cash and bank balance as on 1st April, is Rs 15,000 and the company wants to keep it on the end of every month at this figure, the excess cash being put in fixed deposit.
- b) Find out debtors' turnover and average collection period from the following information assuming that there are 360 days in a year:

| Particulars              | 31st March 2013 | 31st March 2014 |
|--------------------------|-----------------|-----------------|
|                          | Rs              | Rs              |
| Annual cash sales        | 5,00,000        | 6,00,000        |
| Debtors In the beginning | 80,000          | 1,00,000        |
| Debtors At the end       | 1,00,000        | 1,20,000        |





- Q.2 Write Short Notes. (Any Two)** **06**
- 1) Occupational Hazards and Diseases
  - 2) Types of Wages
  - 3) Causes of Accidents
- Q.3 Long answer.** **10**  
Define Employee Separation and its Types.
- Q.4 Long answer. (Any One)** **12**
- a) Define Performance Appraisal. Explain Methods of Performance Appraisal.
  - b) What is Virtual Organization and its types?

|                 |  |
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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2023  
Production Management - II (19401604)**

Day & Date: Thursday, 22-06-2023  
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 A) Choose the right answer. 08**

- 1) \_\_\_\_\_ refers to the sum of the attributes or properties that describe a product.
 

|                 |               |
|-----------------|---------------|
| a) Maintenance  | b) Quality    |
| c) Transporting | d) Purchasing |
- 2) Just in time philosophy can be used in the area of \_\_\_\_\_.
 

|                      |                            |
|----------------------|----------------------------|
| a) Manufacturing     | b) Distribution of finance |
| c) Sales & Marketing | d) all of these            |
- 3) \_\_\_\_\_ is associated with continuous improvement at all levels of lean manufacturing.
 

|          |        |
|----------|--------|
| a) Store | b) TQM |
| c) JIT   | d) TOM |
- 4) \_\_\_\_\_ is the function of production planning.
 

|            |                 |
|------------|-----------------|
| a) Routing | b) Estimating   |
| c) Loading | d) All of these |
- 5) \_\_\_\_\_ is the function of purchase manager.
 

|                      |                  |
|----------------------|------------------|
| a) Material handling | b) Stores layout |
| c) Obtaining prices  | d) Plant layout  |
- 6) Speculating buying, Make or Buy, Ancillary, Reciprocity and Value Analysis are \_\_\_\_\_ policies.
 

|                  |              |
|------------------|--------------|
| a) Store keeping | b) Logistic  |
| c) Purchasing    | d) Inventory |
- 7) \_\_\_\_\_ is order size at which the total cost comprising ordering cost plus carrying cost is the least.
 

|                   |            |
|-------------------|------------|
| a) Least Quantity | b) EOQ     |
| c) Minimum        | d) Maximum |
- 8) \_\_\_\_\_ guides as to when the maintenance should be done, to what extent and how it is done, with what frequency it should be done.
 

|                     |                       |
|---------------------|-----------------------|
| a) Maintenance Plan | b) Production control |
| c) Quality Control  | d) Dispatching        |

**B) Explain the Following concepts. 04**

- a) Maintenance Management
- b) Inspection

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Production Planning and Control
  - b) Total Productive Maintenance (TPM)
  - c) Functions of Production Control
- Q.3** What is Inventory Management? Explain various Inventory control techniques in detail. **10**
- Q.4 Answer Any One of the following.** **12**
- a) What is Materials Management.? Explain various types of Material Handling equipment.
  - b) What is Production Planning and Control (PPC)? Explain the scope of PPC in detail.

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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2023**  
**Retail Management- II (19401606)**

Day & Date: Friday, 23-06-2023  
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08**

- 1) Which of the following is a retailing concept in which the total range of products sold is broken into discrete groups of similar products.
  - a) Category Assortment
  - b) Category Management
  - c) Category captains
  - d) Category Purchasing
  
- 2) \_\_\_\_\_ is the art of persuasion through presentation keeping merchandise in focus.
  - a) Visual merchandising
  - b) Promotion
  - c) Store layout
  - d) Store design
  
- 3) \_\_\_\_\_ is/ are the types of store layouts.
  - a) Grid layout
  - b) Diagonal layout
  - c) loop layout
  - d) all of the above
  
- 4) \_\_\_\_\_ refers to small electronic devices that consists of a small chip and an antenna.
  - a) Bar coding
  - b) Electronic surveillance
  - c) FID tags
  - d) RIFD tags
  
- 5) The process of direct communication between the sales person and a prospect is called \_\_\_\_\_.
  - a) Personal selling
  - b) Direct marketing
  - c) Advertising
  - d) None of these
  
- 6) Electronic retailing permits \_\_\_\_\_.
  - a) Touch and feel factor
  - b) Reduction in setup cost
  - c) Point of sale terminal
  - d) Visual merchandising
  
- 7) \_\_\_\_\_ is the most recently developed way of communication with customers in modern retail.
  - a) Website
  - b) Personal selling
  - c) Publicity
  - d) None of these
  
- 8) Mail order, direct selling and automatic vending are the forms of \_\_\_\_\_.
  - a) modern retailing
  - b) traditional retailing
  - c) Both a & b
  - d) Can't Say

- B) Explain the following concepts. 04**
- a) Bar coding
  - b) Public Relation

- Q.2 Write short note. (Any Two) 06**
- a) Role of Merchandiser
  - b) Concept of Retail branding with examples.
  - c) Comment on elements of retail price

- Q.3 Long answer. 10**  
Explain in detail retail communication mix in detail.

- Q.4 Answer any one of the following. 12**
- a) Explain in detail concept of segmentation, targeting & positioning.
  - b) Explain in detail factors contributing to the growth of international retailing.

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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2023  
Cost & Management Accounting – II (19401607)**

Day & Date: Friday, 23-06-2023  
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

**Q.1 Multiple choice question.**

**08**

- 1) In ordinary usage, the term "Funds" usually refers to cash resources and a \_\_\_\_\_ is prepared to show net effect of various business transactions on the current resources of the business.
 

|                            |                        |
|----------------------------|------------------------|
| a) Profit and Loss account | b) Fund flow statement |
| c) Expenditure account     | d) Revenue account     |
- 2) When the amount of working capital increases, the increase is termed to be a \_\_\_\_\_ of fund.
 

|                |                    |
|----------------|--------------------|
| a) Application | b) Sources of fund |
| c) Decrease    | d) no effect       |
- 3) The category of basic costing methods which is applicable where the work is consist of separate contracts, job or batches each of which is authorized by specific order or contract.
 

|                     |                     |
|---------------------|---------------------|
| a) Contract costing | b) Standard costing |
| c) Job costing      | d) Process costing  |
- 4) The value of contract which is certified by an expert in terms of percentage of total work.
 

|                     |                   |
|---------------------|-------------------|
| a) Work uncertified | b) Work certified |
| c) Retained money   | d) Contract price |
- 5) \_\_\_\_\_ costing is a form of specific order costing where job undertaken is relatively large and normally takes period longer than a year to complete.
 

|             |                      |
|-------------|----------------------|
| a) Contract | b) Process           |
| c) Standard | d) Variance analysis |
- 6) A \_\_\_\_\_ costing system is a method of cost accounting in which standard costs are used in recording certain transaction and the actual costs are compared with it.
 

|             |             |
|-------------|-------------|
| a) Process  | b) Job      |
| c) Contract | d) Standard |
- 7)  $AQ(SP*AP)$  given formula is used to determine \_\_\_\_\_.
 

|                             |                            |
|-----------------------------|----------------------------|
| a) Material usages variance | b) Material price variance |
| c) Labour usage variance    | d) Labour price variance   |
- 8) The main point of distinction between Job costing & Contract Costing includes \_\_\_\_\_.
 

|                               |   |
|-------------------------------|---|
| a) Length of time to complete | b) Activities to be performed outside the factory |
| c) Big Jobs                   | d) All of the above                               |

b) Define the following concept.

04

- 1) Job Costing
- 2) Working capital

Q.2 Answer the following. (Any 2)

06

- a) Define fund flow statement and explain its objectives.
- b) Define standard costing and explain its advantages.
- c) Prepare working capital statement using following information.

**Balance Sheet of Iky Ltd as on 31<sup>st</sup> December**

| Liabilities   | 2020            | 2021            | Assets    | 2020            | 2021            |
|---------------|-----------------|-----------------|-----------|-----------------|-----------------|
| Share Capital | 2,20,000        | 2,20,000        | Machinery | 2,00,000        | 3,00,000        |
| Secured Loan  | 1,00,000        | 2,00,000        | Stock     | 20,000          | 30,000          |
| Creditors     | 50,000          | 20,000          | Debtors   | 50,000          | 40,000          |
|               |                 |                 | Goodwill  | 1,00,000        | 50,000          |
| <b>Total</b>  | <b>3,70,000</b> | <b>4,20,000</b> |           | <b>3,70,000</b> | <b>4,20,000</b> |

Q.3 Solve the following question.

10

From the data given below calculate.

- a) Material cost variance
- b) Material Price variance
- c) Material usage variance

| Product | Std Qty(units) | Std Price (Rs) | Actual Qty (Units) | Actual Price (Rs) |
|---------|----------------|----------------|--------------------|-------------------|
| X       | 1050 units     | 2.00           | 1100               | 2.25              |
| Y       | 1500 units     | 3.25           | 1400               | 3.50              |
| Z       | 2100 units     | 3.50           | 2000               | 3.75              |

Q.4 Attend any one of the following.

12

Following is the balance sheet of NDA Ltd as on 31<sup>st</sup> March 2020, You are required to prepare a fund flow statement for the year ended 31<sup>st</sup> March 2021.

| Liabilities       | 2020            | 2021            | Assets          | 2020            | 2021            |
|-------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Share Capital     | 2,00,000        | 2,50,000        | Goodwill        | -               | 5,000           |
| GR                | 50,000          | 60,000          | Land & Building | 2,00,000        | 1,90,000        |
| P/L Account       | 30,500          | 30,600          | Machinery       | 1,50,000        | 1,69,000        |
| Bank Loan         | 70,000          | 1,35,200        | Stock           | 1,00,000        | 74,000          |
| Creditors         | 1,50,000        | -               | Debtors         | 80,000          | 64,200          |
| Provision for tax | 30,000          | 35,000          | Cash            | 500             | 8,600           |
| <b>Total</b>      | <b>5,30,500</b> | <b>5,10,800</b> | <b>Total</b>    | <b>5,30,500</b> | <b>5,10,800</b> |

**Additional Information**

- a) Depreciation written off on Plant and Machinery for 2021 Rs.14,000 and on Land and Building Rs.10,000
- b) Provision for tax was made during the year 2021 is Rs. 38,000
- c) Dividend paid Rs. 23,000

(4 marks WC,4 marks Fund from operation,4 marks for Fund flow statement)

OR

Siya construction Ltd began to trade on 1<sup>st</sup> January 2006. During 2006 the company was engaged on only one contract of which contract price was Rs. 5,00,000

Of the plant and material charged to the contract, plant costing Rs. 5000 and material Rs. 4000 were lost in an accident. On 31<sup>st</sup> December 2006 Plant which cost Rs. 5000 was returned to the store, the cost of work done but not verified was Rs. 2000 and material costing Rs. 4000 were in hand on site. Charge depreciation @ 10% on plant.

**Prepare Contract Account and Balance Sheet**

Trial Balance on 31<sup>st</sup> December 2006

|   |                 |                 |
|---|-----------------|-----------------|
| Share Capital                                     |                 | 1,20,000        |
| Creditors   |                 | 10,000          |
| Cash received on Contract (80% of Work Certified) |                 | 2,00,000        |
| Land & Building                                   | 43,000          |                 |
| Bank Balance                                      | 25,000          |                 |
| <b>Charged to contract</b>                        | 90,000          |                 |
| Materials   |                 |                 |
| Plant   | 25,000          |                 |
| Wages   | 1,40,000        |                 |
| Expenses  | 7,000           |                 |
| <b>Total</b>                                      | <b>3,30,000</b> | <b>3,30,000</b> |