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B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April - 2025
Principles of Management - I (BBA0101)

Day & Date: Tuesday, 27-May-2025
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figure to right indicate full marks.

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

- 1) _____ is the type of plan which is time-bound and linked with measurable outcome.
a) Strategy b) Policy
c) Rule d) Budget
- 2) _____ function of management deals with manning the organization.
a) Organising b) Leadership
c) Planning d) Staffing
- 3) Dividing the various tasks and activities of an organization into smaller manageable components is known as _____.
a) Training b) Departmentation
c) Motivation d) Planning
- 4) _____ is the assessment, evaluation or checking the performance of employees.
a) Performance Appraisal b) Organising
c) Planning d) Staffing
- 5) _____ management is responsible for strategic planning and long term planning.
a) Top level b) Middle level
c) Lower level d) None of these
- 6) _____ is the obligation of an individual to perform assigned duties or work.
a) Authority b) Responsibility
c) Power d) Centralisation
- 7) _____ refers to imparting job knowledge to employees.
a) Planning b) Controlling
c) Staffing d) Training

8) _____ organisation structure is also known as scalar, Military or vertical organisation.

- | | |
|-------------|-------------------|
| a) Line | b) Line and staff |
| c) Function | d) Matrix |

B) Explain the following concepts. 04

- 1) Authority
- 2) Manpower planning

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

- a) Types of Plans
- b) Span of Management
- c) Importance of Management

Q.3 Explain Henry Fayol's Administrative Management? 10

Q.4 a) What is Organization? Explain the types of Organization Structure? 12

OR

b) Explain in detail the Selection Process?

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B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April - 2025
Business Communication - I (BBA0102)

Day & Date: Thursday, 29-May-2025
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) Reading is a _____ process.

a) Encoding	b) Listening
c) Decoding	d) Talking
- 2) In _____ Communication time is saved.

a) Internal	b) Interview
c) Oral	d) Schedule
- 3) _____ letter is a written document that is addressed for circulation to a group of people.

a) Circular	b) Enquiry
c) Complaint	d) Order
- 4) The response to a sender's message is called_____.

a) food bank	b) feedback
c) food	d) back
- 5) _____ letter is a formal letter, written to enquire and get details regarding something that a person is interested in.

a) Sales	b) Enquiry
c) Complaint	d) Order
- 6) _____ is required to be sent to all who are to attend meeting.

a) Letter	b) Circular
c) Order	d) Notice and agenda
- 7) _____ of the letter consists of main message.

a) Heading	b) Body
c) Greeting	d) Closing
- 8) _____ refers to all these factors that disrupt the communication.

a) Nonsense	b) Noise
c) Nowhere	d) Nobody

- B) Explain the following concepts** **04**
- a) Explain Face to face communication.
 - b) Explain barriers of communication

- Q.2 Write short note (any two)** **06**
- a) Explain Written Communication
 - b) Comment on layout of letter.
 - c) Comment on office Memos.

- Q.3 Long answer** **10**
- Explain in detail Communication Process.

- Q.4 Answer any one of the following (Long answer/Problem)** **12**
- a) Explain in detail Meeting and Agenda.
 - b) Write a Sales letter on behalf of Samarth Furniture, Mumbai to colleges.

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B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April – 2025
Accounting for Business - I (BBA0103)

Day & Date: Tuesday, 03-June-2025
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) Select Correct alternative:

08

- 1) Credit purchase of goods is recorded in _____.
a) Sales Book b) Cash Book
c) Purchase Book d) Journal Proper
- 2) _____ is a real account.
a) Commission A/c b) Salaries A/c
c) Building A/c d) Ramesh's A/c
- 3) Discount allowed appears on the _____ side of the cash book.
a) Credit b) Asset
c) Liability d) Debit
- 4) The value of asset after deducting depreciation is called _____.
a) Market Value b) Scrap Value
c) Book Value d) Final Value
- 5) Closing stock appears in _____.
a) Profit & Loss A/c only
b) Trading A/c only
c) Both Balance Sheet and Trading A/c
d) Balance Sheet only
- 6) Under straight-line method, depreciation is charged on _____.
a) Book Value b) Market Value
c) Original Cost d) Scrap Value
- 7) Wages paid for installation of machinery is _____.
a) Revenue Expense
b) Capital Expense
c) Deferred Revenue Expense
d) Operating Expense
- 8) The cause of depreciation includes _____.
a) Wear and Tear b) Obsolescence
c) Accidents d) All of these

- B) Explain the following Concepts:** **04**
- 1) Capital Expenditure
 - 2) Trial Balance

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

- a) Objectives of Accounting
- b) Types of Subsidiary Books
- c) Journalise the following transactions in the books of Mr. Suresh:
 - 1) Received from Rajesh Rs. 4,500 and allowed him a discount of Rs. 500. 01/09/2025
 - 2) Sold goods to Rahul on credit Rs. 8,000. 05/09/2025
 - 3) Bought goods from Seema worth Rs. 12,000 on credit. 13/09/2025
 - 4) Paid rent Rs. 2,500 in cash. 28/09/2025

Q.3 Prepare a Two Column Cash Book of Riya Traders for September 2025. **10**

Date	Particulars
01	Cash balance Rs. 25,000, Bank balance Rs.15,000
02	Received from Kavita in cash Rs. 3,000 and cheque Rs. 2,000
05	Paid to Sahil Rs. 5,000 by cheque and received Rs. 200 discount
09	Cash sales Rs. 4,800
14	Deposited Rs. 8,000 into bank
18	Purchased goods from Raj Rs. 10,000 (paid 50% by cheque with 5% cash discount)
22	Received from Rohan Rs. 6,000 directly into bank
25	Paid office expenses Rs. 3,500 by cheque
30	Withdrawn from bank Rs. 6,000 for business and Rs. 1,000 for personal use

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

- a) On 1st April 2021, a firm purchased Machinery for Rs. 3,00,000. On 1st October 2021, additional Machinery was purchased for Rs. 1,50,000. On 1st October 2022, the machine purchased on 1st April 2021 was sold for Rs. 2,10,000. On 1st April 2023, another machine was purchased for Rs. 3,50,000. Depreciation is to be charged @ 10% p.a. on **Straight Line Method**. **Prepare Machinery A/c and Depreciation A/c for 3 years.**

OR

- b) Prepare Trading and Profit & Loss A/c for the year ended 31st March 2023 and Balance Sheet as on that date from the following Trial Balance:

Debit Balance	Rs.	Credit Balance	Rs.
Opening Stock	40,000	Capital	70,000
Drawings	10,000	Sales	1,80,000
Purchases	1,20,000	Purchase Return	3,000
Sales Return	1,500	Creditors	25,000
Wages	8,000	Commission Received	1,000
Salaries	9,000		
Rent	4,000		
Insurance	2,000		
Building	30,000		
Machinery	40,000		
Debtors	36,000		
Cash in hand	5,000		
Bad Debts	500		
Discount Allowed	1,000		
Total	3,27,000	Total	3,27,000

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B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April - 2025
Business Economics - I (BBA0104)

Day & Date: Thursday, 05-June-2025
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figure to right indicate full marks.

Q.1 A) Multiple choice question.

08

- 1) _____ is a subject matter of Business Economics.
 - a) Demand analysis
 - b) Cost analysis
 - c) Production analysis
 - d) all of the above
- 2) The concept of elasticity of demand is developed by _____.
 - a) Marshall
 - b) Adam Smith
 - c) Ricardo
 - d) Keynes
- 3) Perfect elastic demand curve is always parallel to _____.
 - a) 'OY' axis
 - b) 'OX' axis
 - c) 'OM' axis
 - d) none of these
- 4) The law of supply states _____ relationship between price and demand.
 - a) Positive
 - b) Negative
 - c) Stable
 - d) None of these
- 5) _____ is the additional made to the total cost by producing one extra unit of output.
 - a) Total cost
 - b) average cost
 - c) Marginal cost
 - d) fixed cost
- 6) If a firm sold 2 units of a commodity at rupees 18, then total revenue of the firm will be _____.
 - a) 36
 - b) 9
 - c) 20
 - d) 22
- 7) Product differentiation is a features of _____ Market.
 - a) Perfect Competition
 - b) Monopoly
 - c) Monopolistic Competition
 - d) Oligopoly
- 8) Entry for new firm strictly prohibited in _____ Market.
 - a) Monopoly
 - b) Oligopoly
 - c) Perfect Competition
 - d) Monopolistic Competition

- B) Explain the following concepts. 04**
- 1) Production
 - 2) Demand Function

- Q.2 Write short notes. (Any Two) 06**
- a) Significance of Micro Economics
 - b) Law of Supply
 - c) Fixed and Variable cost

- Q.3 Explain the types of elasticity of demand. 10**

- Q.4 Answer any one of the following. 12**
- a) What is Monopoly? Explain the features of Monopoly Market.
- OR**
- b) What is Micro Economics? Explain the scope of Micro Economics.

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B.B.A. (Semester - I) (Old) (CBCS) Examination: March/April - 2025
Business Organization & Environment - I (BBA0105)

Day & Date: Monday, 09-June-2025
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figure to right indicate full marks.

Q.1 A) Choose the correct alternatives from the options. 08

- 1) The agreement between all partners to start a business is known as Partnership _____.
a) deed b) form
c) sign d) sanction
- 2) _____ is/are considered in foreign trade.
a) Wholesaling b) Retailing
c) Exporting d) All of these
- 3) A feature of _____ that enables the shareholder to transfer Shares easily to any public.
a) OPC firm b) Sole trader
c) Partnership firm d) Joint Stock Company
- 4) _____ is a function of ensuring security to the goods against any damage or loss.
a) Banking b) Warehousing
c) Transporting d) Insurance
- 5) Mining is _____ industry.
a) Genetic b) Extractive
c) Manufacturing d) None of these
- 6) _____ is not one of the objectives of business.
a) Cut off Manpower b) Growth
c) Profit Making d) Progress in employment
- 7) There is no sharing of profit or loss in case of _____.
a) Joint stock company b) Sole proprietor firm
c) Cooperative society d) Partnership firm
- 8) Poultry farms are the example of _____ industry.
a) Extractive b) Mining
c) Manufacturing d) Genetic

- B) Explain the following concepts. 04**
- 1) Foreign Trade
 - 2) Meaning of Banking

- Q.2 Write Short Notes. (Any Two) 06**
- a) Rail transportation and its merits
 - b) Business objectives
 - c) Functions of wholesaling

- Q.3 Define Sole Proprietorship. Explain various features, merits and demerits of sole proprietor firm in detail. 10**

- Q.4 Answer the following question. (Any One) 12**
- a) What is Retailing? Explain various types of retailers in detail.
- OR**
- b) Define Business? Explain the essentials of a successful businessman in detail.

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B.B.A. (Semester - II) (New) (CBCS) : Examination March/April - 2025
Principles of Management - II (BBA0201)

Day & Date: Saturday, 03-May-2025
 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) Fill in the blanks by choosing correct alternatives given below: 08

- 1) _____ is a force that binds all the functions of management.

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

- 2) _____ is a Non-financial incentive of motivation

a) Incentives	b) Status
c) Bonus	d) Stock-option

- 3) Co-ordination among the employees of the same department or section, among workers and managers at different level, among branch offices, plants, department and sections is called as _____.

a) Vertical co-ordination	b) External co-ordination
c) Internal co-ordination	d) Horizontal co-ordination

- 4) Which among the following is the third level need under Need Hierarchy Theory of Motivation?

a) Physiological Needs	b) Safety and Security Needs
c) Social Needs	d) Self-esteem Needs

- 5) _____ is a fundamental function that ensures work accomplishment according to plan.

a) Controlling	b) Organizing
c) Planning	d) Coordination

- 6) _____ involves evaluation of inputs and taking corrective action before a particular sequence of operation is completed.

a) Feedforward Control	b) Feedback Control
c) Concurrent Control	d) Strategic Control

- 7) All decision-making power is centralized in the leader is under _____.

a) Autocratic style	b) Democratic style
c) Free-rein style	d) Creative style

- 8) Management Grid was developed by _____.

a) Hersey & Blanchard	b) Fiedler
c) Blake & Mouton	d) McKinsey

- B) Explain the following concepts:** **04**
- a) Controlling
 - b) Motivation

- Q.2 Write short note (Any Two):** **06**
- a) Functions of Leader
 - b) Management Grid
 - c) Need for Controlling

- Q.3 What is Leadership? Explain in detail the different Leadership styles.** **10**

- Q.4 a) Explain McGregor's Theory X and Theory Y of Motivation in detail.** **12**
- OR**
- b) Explain in detail Financial and Non-Financial Incentives of motivation.**

Seat No.	
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B.B.A. (Semester - II) (New) (CBCS) : Examination March/April - 2025
Business Communication - II (BBA0202)

Day & Date: Wednesday, 14-May-2025
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) Select the correct alternative.

08

- 1) Grapevine means _____
 - a) Informal communication
 - b) Communication in lunch break
 - c) Communicating in free time
 - d) All of these
- 2) _____ is a formal meeting in which person questions with other person.
 - a) Group Discussion
 - b) Interview
 - c) Public Speaking
 - d) All of these
- 3) _____ can be arranged for two or three days on one topic with same audience.
 - a) Group Discussion
 - b) Speech
 - c) Seminar
 - d) Public Speaking
- 4) Horizontal communication is also known as _____ communication.
 - a) Diagonal
 - b) Lateral
 - c) Cross
 - d) Vertical
- 5) _____ means sharing human voice in large gatherings.
 - a) Radio
 - b) audio tape
 - c) Recorder
 - d) public address system
- 6) _____ is a brief note of subject matter of speech and distribute to audience.
 - a) Handouts
 - b) detailed notes
 - c) Paper
 - d) none of these
- 7) _____ is a large notice or advertisement for sticking on walls.
 - a) Posters
 - b) hoardings
 - c) Display
 - d) graphs
- 8) _____ means message delivered should be brief.
 - a) Bravity
 - b) Brevity
 - c) Clarity
 - d) None

- B) Explain the following concepts:** **04**
- a) Grapevine
 - b) Blogs writing

- Q.2 Write Short note: (Any 2)** **06**
- a) 7 C's of Communication
 - b) Speech Preparation
 - c) Internet and Intranet

- Q.3 Explain in detail various types of Interviews.** **10**

- Q.4 a) Explain upward and downward channels of communication with its merits and demerits.** **12**

OR

- b) Explain medias of Oral communication.**

Seat No.	
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Set P

B.B.A. (Semester - II) (New) (CBCS) Examination: March/April - 2025
Accounting for Business-II (BBA0203)

Day & Date: Friday, 16-May-2025
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 Select any one alternative: 08

- 1) Which of the following items is not included in preparation of cost sheet?
 - a) Carriage inward
 - b) Purchase returns
 - c) Sales commission
 - d) Interest paid
- 2) Store ledger is maintained in the _____ department.
 - a) Cost accounting
 - b) Stores
 - c) Purchase
 - d) Production
- 3) Break even Analysis means _____.
 - a) Total costs are unchanged
 - b) Only profit
 - c) No profit no loss
 - d) None of these
- 4) What is prime cost?
 - a) Total direct costs only
 - b) Total indirect costs only
 - c) Total non-production costs
 - d) Total production costs
- 5) At the economic ordering quantity level, the following is true:
 - a) The ordering cost is minimum
 - b) The carrying cost is minimum
 - c) The ordering cost is equal to the carrying cost
 - d) The purchase price is minimum
- 6) Factory cost is also known as _____.
 - a) Prime cost
 - b) Works cost
 - c) Cost of sales
 - d) None of these
- 7) Depreciation is a _____ expenditure.
 - a) Variable
 - b) Fixed
 - c) Direct
 - d) Semi variable

- 8) Store ledger is maintained in the _____ department.
- a) Cost accounting b) Stores
c) Purchase d) Production

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

- a) Objectives of Cost Accounting
b) FIFO & LIFO Method

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

- a) Break Even Analysis
b) Economic Order Quantity
c) Classification of Overheads

Q.3 Computer the following question. **10**

- a) Re-Order Level
b) Minimum Level
c) Maximum Level
d) Average Stock Level

	A	B
Maximum consumption per week	150 units	150 units
Average consumption per week	100 units	100 units
Minimum consumption per week	50 units	50 units
Re-order period	8 to 12 weeks	4 to 8 weeks
Re-order quantity	400 units	600 units

Q.4 a) From the following information prepare a stores ledger account under FIFO & LIFO Method. **12**

Date	Particulars	Rate per unit (Rs.)
January 2022		
1	Received 700 units	20
7	Received 500 units	24
15	Issued 1000 units	-
21	Received 600 units	28
24	Issued 300 units	-
26	Received 200 units	22
31	Issued 400 units	-

OR

- b)** Define Cost Accounting. Explain the difference between Financial Accounting and Cost Accounting.

Seat No.	
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Set P

B.B.A. (Semester - II) (New) (CBCS) Examination: March/April - 2025
Business Economics-II (BBA0204)

Day & Date: Monday, 19-May-2025
 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 given below. 08

- 1) The word macro was firstly used in economics by _____.
 a) J. M. Keynes b) Ragnar Frisch
 c) Alfred Marshall d) Kenneth Boulding
- 2) Social justice is a equal distribution of _____ within the society.
 a) Income b) Wealth
 c) Both a and b d) None of these
- 3) _____ is the money value of goods and services produced within country for any given period.
 a) GDP b) GNP
 c) NNP d) NDP
- 4) The income based definition of national income is propounded by _____.
 a) Alfred Marshall b) A. C. Pigou
 c) Arving Fisher d) Adam Smith
- 5) Store of value is the function of money.
 a) Primary b) Secondary
 c) Contingent d) None of these
- 6) _____ account is open to encourage the habit of thrift among people of small means.
 a) Saving b) Fixed
 c) Current d) Recurring
- 7) Which of the following is example of direct tax.
 a) Income tax b) Company tax
 c) Wealth tax d) All of the above
- 8) _____ = total expenditure _____ total revenue (excluding the borrowing)
 a) Fiscal deficit b) Primary deficit
 c) Revenue deficit d) Budgetary deficit

- B) Explain the following concepts :** **04**
- a) Full employment
 - b) Budget

- Q.2 Write short note (Any Two):** **06**
- a) G. N. P. and N. N. P.
 - b) Primary functions of money
 - c) Types of public debt

- Q.3 Long Answer.** **10**
- What is Macro Economies? Explain the scope of macro Economies.

- Q.4 Answer any one of the following questions.** **12**
- a) Analyze the methods of measuring National income
 - b) Explain the causes and effects of Inflation.

Seat No.	
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Set P

B.B.A. (Semester - II) (New) (CBCS) Examination: March/April - 2025
Business Organization & Environment-II (BBA0205)

Day & Date: Wednesday, 20-May-2025
 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.
 3) Draw neat labelled diagrams wherever necessary.
 4) Use of log table and calculators is allowed.

Q.1 A) Select the correct alternative.

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) _____ 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

- 3) 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) Socialism
c) Capitalism	d) Mixed Economy

- 4) _____ is sum of all external and internal factors that influence a business.

a) Business Environment	b) Social environment
c) Finance	d) Marketing

- 5) _____ is a political arrangement in which supreme power is vested in the people.

a) Autocracy	b) Democracy
c) Totalitarian	d) Dictatorship

- 6) 'Vision, Mission and Objectives' is _____ factor of Business Environment

a) Micro Environmental	b) Macro Environmental
c) Internal	d) External

- 7) _____ are the partial owners of business organisation.

a) Employees	b) Managers
c) Shareholders	d) Customers

- 8) According to SWOT analysis a new entrant in the market is assumed to be a _____ in business
- | | |
|----------------|-------------|
| a) Opportunity | b) Strength |
| c) Weakness | d) Threat |

B) Explain the Following concepts 04

- a) Environmental Analysis
- b) Vision of organization

Q.2 Write Short notes (Any two) 06

- a) What are the Strength and Weaknesses of an Organisation?
- b) State any three Economic factors affecting business
- c) What is Legislature? Comment on it in brief.

Q.3 What is Culture? Explain impact of culture on business in detail. 10

Q.4 Answer any one of the following 12

- A) What is Political and Legal Environment? How do the businesses responsible to the government?
- B) What is External Environment of business? Explain Micro and Macro Environmental factors affecting the Business.

Set	P
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B.B.A. (Semester - III) (New) (CBCS) Examination: March/April - 2025
Research Methodology - I (BBA0301)

Day & Date: Tuesday, 27-May-2025
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) Select the correct alternative. 08

- 1) The process of drawing sample from a population is known as _____

 - a) Sampling
 - b) Census
 - c) Survey research
 - d) Research Design
- 2) _____ data obtained by conducting survey.

 - a) Continuous
 - b) Secondary
 - c) Primary
 - d) Qualitative
- 3) The process of marking segments of the data with symbols, descriptive words or category names is known as _____

 - a) Classification
 - b) Tabulation
 - c) Editing
 - d) Coding
- 4) _____ is a systematic enquiry aimed at providing information to solve the managerial problems.

 - a) Research
 - b) Methodology
 - c) Data Collection
 - d) Reporting
- 5) Questionnaire is a _____

 - a) Research method
 - b) Measurement technique
 - c) Tool for data collection
 - d) Data analysis
- 6) _____ is the most powerful scale of measurement.

 - a) Ordinal
 - b) Ratio
 - c) Nominal
 - d) Interval
- 7) In _____ observation, respondents are unknown that they are getting observed.

 - a) Plane
 - b) Undisguised
 - c) Disguised
 - d) None
- 8) _____ is the process of summarizing data to display it into compact form.

 - a) Tabulation
 - b) Editing
 - c) Framing
 - d) Coding

- B) Explain the following concepts** **04**
- 1) Research Problem
 - 2) Research Design

- Q.2 Write short notes (any two)** **06**
- a) Types of Data
 - b) Oral Reporting
 - c) Likert- type Scale

- Q.3 Explain various Scales of Measurement used in research.** **10**

- Q.4 Answer any one of the following** **12**
- a) Explain the steps in designing questionnaire.
 - b) Explain various Processing Operations used in research.

Seat No.	
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Set P

B.B.A. (Semester - III) (New) (CBCS) Examination: March/April - 2025
Foundation of Human Skills - I (BBA0302)

Day & Date: Thursday, 29-May-2025
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) Select the correct alternative.

08

- 1) Time management is most effective if _____.
a) Prioritize work b) Only workout
c) Only thinking d) New hobbies
- 2) _____ is not attribute of soft skills.
a) Team work skills b) Negotiation skill
c) Communication skills d) Technical skill
- 3) In SMART goal 'S' stands for _____.
a) Special b) Specific
c) Smart d) Sequential
- 4) 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
- 5) _____ refers to an individual's age, Gender, Education and Marital status.
a) Personal Factors b) Psychological Factors
c) Environment Factors d) Organisationl Factors
- 6) Stress cannot be _____ but _____.
a) Cured, practised b) Eradicated, managed
c) Learnt, forgotten d) Avoided, welcomed
- 7) _____ area is known to self but not known to others in Johari window.
a) Open b) Blind
c) Hidden d) Unknown
- 8) According to SWOT analysis, the analysis of strength and weakness is part of _____.
a) Internal Environment b) External Environment
c) Both a & b d) None of the above

- B) Explain the following concepts** **04**
- a) Emotions
 - b) SMART Goals

- Q.2 Write short notes (Any Two)** **06**
- a) Johari Window
 - b) SWOT analysis
 - c) Time Management

- Q.3 Long Answer** **10**
- Define Stress Management. Explain sources of stress and tips to manage stress in detail.

- Q.4 Long Answer (Any One)** **12**
- a) Define Soft Skills. Explain attributes of Soft skills in detail.
- OR**
- b) Define Individual Behaviour. Explain the factors affecting Individual Behaviour in detail.

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B.B.A. (Semester - III) (New) (CBCS) Examination: March/April – 2025
International Business - I (BBA0303)

Day & Date: Tuesday, 03-June-2025
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figure to right indicate full marks.

Q.1 A) Multiple choice question.

08

- 1) The headquarters of the ASEAN is located in which of the following country?

a) India	b) Singapore
c) Indonesia	d) None of these
- 2) The theory of Relative Factor Endowments is given by _____.

a) David Ricardo	b) Prof. J.M. Keynes
c) Adam smith	d) Ohlin and Hecksher
- 3) Where is the head office of D.G.F.T.?

a) Delhi	b) Mumbai
c) Kolkata	d) Pune
- 4) Quantitative import restrictions that limit the quantity of a product being imported is called _____.

a) Trade restraint	b) Import tariff
c) Embargo	d) Quota
- 5) _____ is the first step in the internationalization process.

a) Sales	b) License
c) Foreign investment	d) Import
- 6) Tax on imports is considered as an example of _____.

a) Collateral	b) Trade barriers
c) Foreign trade	d) Terms of trade
- 7) When did government remove the barrier for India?

a) 1980	b) 1981
c) 1991	d) 1994
- 8) Then Director General of Foreign Trade is appointed by _____.

a) Ministry of Commerce	b) State Government
c) Central Government	d) Central Bank

B) Explain the following concepts. 04

- 1) Free Trade Policy
- 2) European Union

Q.2 Write short answer. (Any Two) 06

- a) Chamber of Commerce (COC)
- b) Comparative Cost Theory
- c) BRICS

Q.3 Explain the modes of entry. 10

Q.4 a) Define Globalization, Explain the objectives & function of Globalization. 12

OR

- b) Define International Business, explain the advantage & disadvantage of International Business.**

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B.B.A. (Semester - III) (New) (CBCS) Examination: March/April - 2025
Entrepreneurship Development & SME - I (BBA0304)

Day & Date: Thursday, 05-June-2025
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) Select the correct alternative.

08

- 1) Micro enterprises are more _____ intensive and less _____ intensive.
a) Capital, Labour b) Labour, Material
c) Labour, Capital d) None
- 2) _____ is an external source of idea generation for business.
a) R&D b) Brainstorming
c) Consumers d) Focus Group
- 3) _____ entrepreneurs are one who introduce new goods inaugurate new method of production, discover new market.
a) Imitative b) Innovative
c) Fabian d) Drone
- 4) _____ is an internal source of idea generation for business.
a) Government b) Distribution channel
c) Customer d) R.&D
- 5) Accessibility of the available technology ensures _____ feasibility of the project.
a) Technical b) Financial
c) Market d) Economic
- 6) _____ entrepreneurs are characterized by a refusal to adapt opportunities to make changes in business.
a) Imitative b) Innovative
c) Fabian d) Drone
- 7) Business Ideas can be generated from both _____ and _____ sources.
a) Top, Bottom b) Internal, External
c) Short, Long d) Close, Far
- 8) _____ appraisal is carried out to ascertain whether the product produced will be sold or not.
a) Financial b) Technical
c) Market d) Social

B) Explain the Following concepts: 04

- 1) Drone Entrepreneur
- 2) Intrapreneur

Q.2 Write Short notes (Any Two) 06

- a) Intrapreneur Vs Manager
- b) DIC
- c) Functions of TCO

Q.3 Define Entrepreneur. Explain various characteristics of a good entrepreneur? 10

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

- a) Explain Planning Commission Guidelines for formulation of a project report
- b) Explain various factors affecting the Entrepreneurship growth.

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B.B.A. (Semester - III) (New) (CBCS) Examination: March/April - 2025
IT for Management - I (BBA0305)

Day & Date: Monday, 09-June-2025
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Draw neat diagrams and give equations wherever necessary.
3) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions.

08

- 1) Tally is Example of _____.
a) OS
b) System Software
c) Application Software
d) Platform Software
- 2) Which of the following is a part of the Central Processing Unit?
a) Printer
b) Key board
c) Mouse
d) Arithmetic and Logic Unit
- 3) PROM stands for _____.
a) Programmable Read Only Memories
b) Programmable Reads Only Memory
c) Programmable Readable Only Memory
d) Programmable Read only Memory
- 4) MICR is _____ Device.
a) Input Device
b) Output Device
c) Software
d) Microsoft Access
- 5) Inkjet Printer is _____.
a) Input Device
b) Output Device
c) Storage Device
d) Memory
- 6) Filter is Available in _____.
a) Microsoft word
b) Microsoft Excel
c) Microsoft PowerPoint
d) Access
- 7) Python programming is _____.
a) Machine Language
b) Assembly Language
c) High Level Language
d) Linux
- 8) Grammar Mistakes are shown in _____ color in MS Word.
a) Red Wave line
b) Green Wave line
c) Pink Wave line
d) Yellow Wave line

- B) Explain the Following Concepts. 04**
- 1) Explain Concept of Computer.
 - 2) Define Laser Printer.

- Q.2 Write short notes. (Any Two) 06**
- a) Word Basics.
 - b) Explain Sort Command in excel with steps.
 - c) Dot Matrix Printer.

- Q.3 What is Software Explain System Software with Examples? 10**

- Q.4 Answer the following question. (Any One) 12**
- a) Explain Mail Merge in Word with step.
 - b) Explain Higher Languages and Translators in Detail.

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B.B.A. (Semester - IV) (New) (CBCS) : Examination March/April - 2025
Research Methodology-II (BBA0401)

Day & Date: Saturday, 24-May-2025
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 questions.

08

- 1) Index number for the base year always taken as _____
 - a) 100
 - b) 0
 - c) 10
 - d) None of these
- 2) Which of following represent Median?
 - a) First quartile
 - b) Second quartile
 - c) Sixth Decile
 - d) None of these
- 3) If constant value 50 is subtracted from each observation of set, the mean of set is _____
 - a) increased by 60
 - b) decreased by 50
 - c) is not affected
 - d) Zero
- 4) The perfect negative correlation is _____
 - a) $r=-1$
 - b) $r=+1$
 - c) $r=0$
 - d) None of these
- 5) _____ is Absolute mean of Dispersion
 - a) Mean
 - b) S.D
 - c) both a) &b)
 - d) Median
- 6) If X and Y are independent, the value of regression coefficient B_{yx} is equal to _____
 - a) 0
 - b) 1
 - c) infinity
 - d) any positive value
- 7) Mobe is graphically determined by _____
 - a) Ogive curve
 - b) frequency polygon
 - c) Pie chart
 - d) Histogram
- 8) Index number can be used for _____
 - a) Unweighted
 - b) Forecasting
 - c) Fixed prices
 - d) None of these

B) Attempt the following**04**

- 1) Define Quartile Deviation and Coefficient of Quartile Deviation.
- 2) Define Frequency and Open end class.

Q.2 Attempt the following (Any Two)**06**

- a) Define range and Coefficient of range. Calculate the range and coefficient of range for the following data.
4,6,1,8,12,13,6,5,3,4.
- b) Explain the classification of data.
- c) Explain the Laspeyres's, Passche's, and Fisher index number..

Q.3 Attempt the following.**10**

- a) Find the Karl Pearson's coefficient of correlation between X and Y

X	10	12	14	15	16	17	18	10	14	15
Y	17	16	15	12	10	9	8	15	13	12

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

- a) Find A.M, Median, Mode from the given below.

Weight(Kg)	30-40	40-50	50-60	60-70	70-80	80-90
Frequency	18	37	45	27	15	8

- b) From the given below estimate the value of

- 1) Y when X is 12
- 2) X when Y is 14

X	2	4	6	8	10
Y	5	7	9	8	11

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B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April - 2025
Foundation of Human Skills - II (BBA0402)

Day & Date: Monday, 26-May-2025
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) Select the correct alternative.

08

- 1) _____ colour hat is not included in six thinking hats.
a) Red b) Purple
c) Yellow d) Blue
- 2) Not to peep in other computer is _____ etiquette.
a) Social b) Telephonic
c) Dinner d) Cubical
- 3) _____ is an assumption upon which implementation can be extrapolated.
a) Etiquette b) Manners
c) Values d) Perception
- 4) The ultimate behavior in action is called _____ in perception process.
a) Input b) Output
c) Throughputs d) Throughout
- 5) _____ is favourable or unfavourable opinion towards objects or events.
a) Values b) Attitude
c) Learning d) Perception
- 6) _____ is ability to influence people and events.
a) politics b) perception
c) manners d) power
- 7) _____ is a diagram used visually to organize the information.
a) Analytical Thinking b) Creative Thinking
c) Mind Mapping d) None of the above
- 8) Green hat includes _____
a) New ideas, concepts, perception
b) cautious and careful
c) uniqueness
d) emotions and feelings

- Q.1 B) Explain the following term:** **04**
1) Personality
2) Politics
- Q.2 Short Note on: (Any 2)** **06**
1) Stages of Group Development
2) Sources of Power
3) Reasons to practice manners
- Q.3** Write a CV for the position of sales executive in Electronic Company with all education details. **10**
- Q.4** Write in detail various factors affecting perception. **12**
OR
Explain various parts and uses of Body Language.

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B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April - 2025
International Business-II (BBA0403)

Day & Date: Wednesday, 28-May-2025
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figure to right indicate full marks.

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

- 1) The price of one currency in terms of another is known as _____.
 a) Foreign exchange rate b) Trade rate
 c) Interest rate d) Balance of payment
- 2) Which one is called Bretton woods twins?
 a) IBRD & IDA b) IMF & IFL
 c) IMF & IBRD d) IDA & IFL
- 3) GATT is converted into _____.
 a) IMF b) W.B.
 c) E.U. d) WTO
- 4) IPR stand for _____.
 a) International Property Rights
 b) Internal Promotion Rights
 c) Intellectual Property Rights
 d) Interior Promotion Rights
- 5) An investment made by MNCS is called _____.
 a) Deficit accounting b) Mutual fund
 c) Corporate fund d) Foreign investment
- 6) Which of the following documents are not required for obtaining an export license?
 a) IEC number
 b) Letter of credit
 c) Registration cum membership certificate
 d) Bank account number
- 7) When was W.T.O. established?
 a) 1935 b) 1985
 c) 1995 d) 2010
- 8) Which is not a Indian Multinational Company?
 a) Unilever b) Asian paints
 c) Piramal d) Wipro

- B) Explain the following concepts. 04**
- 1) Foreign exchange.
 - 2) World bank.

- Q.2 Write short notes. (Any Two) 06**
- a) Role of MNGS.
 - b) Functions of W.T.O.
 - c) Role of FDI

- Q.3 Define international marketing, explain the importance and problem of international marketing. 10**

- Q.4 Long answer (Any One). 12**
- a) Explain the objectives and function of international monetary fund?
- OR**
- b) Define BoT Q BoP, explain the disequilibrium causes of balance of payment in India.

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B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April - 2025
Entrepreneurship Development & SME-II (BBA0404)

Day & Date: Friday, 30-May-2025
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.
3) Draw neat labelled diagrams wherever necessary.
4) Use of log table and calculators is allowed.

Q.1 A) Select the correct alternative.

08

- 1) An EDP programme consists of _____ phases.
a) 3 b) 4
c) 2 d) 6
- 2) Innovation theory of profit was introduced by _____.
a) Peter Drucker b) Joseph Schumpeter
c) Frank Knight d) A. Maslow
- 3) According to _____ profit earned by entrepreneur who makes decision in an uncertain environment is the reward for bearing uninsurable risk.
a) F.W. Taylor b) Joseph Schumpeter
c) A. Maslow d) Frank Knight
- 4) _____ is a recognizable design, sign or symbol that denotes a product or service & differentiates it from others.
a) Trademark b) License
c) Tender d) Allowance
- 5) _____ includes two or more members of a family with financial control of the company.
a) Women entrepreneur b) Family Managed Business
c) Both d) None
- 6) _____ theory is given by Prof. Frank Knight.
a) Risk bearing b) Innovation
c) Systematic innovation d) None of these

- 7) _____ is a programme which meant to develop, polish, inculcate entrepreneurial skills into a person to successfully run the enterprise.
- a) Managerial Development Programme
 - b) Operations Development Programme
 - c) Entrepreneurship Development Programme
 - d) Enterprise Development Programme
- 8) _____ Entrepreneur is one who acts as facade for business of their husband / brother.
- a) forced
 - b) benami
 - c) created
 - d) Natural

B) Explain the following concepts. 04

- 1) Copyrights
- 2) EDP

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

- a) Women Entrepreneur
- b) Patents
- c) Trademarks

Q.3 Explain Women Entrepreneurship & What are the various problems faced by a woman entrepreneur. 10

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

- 1) What is EDP? Write in detail the phases / stages of EDP.
- 2) Define family Managed Business & explain the major challenge faced by family Managed Business.

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B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April – 2025
IT for Management - II (BBA0405)

Day & Date: Monday, 02-June-2025
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Draw neat diagrams and give equations wherever necessary.
3) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions.

08

- 1) Microsoft Edge is a _____.
 - a) Web Net
 - b) Webpage
 - c) Web Browser
 - d) Web Development
- 2) City to City network covered by _____ network.
 - a) LAN
 - b) MAN
 - c) CAN
 - d) BAN
- 3) In _____ topology there is More than Network Connected to each Computers for Communication.
 - a) Star
 - b) Ring
 - c) Bus
 - d) Hybrid
- 4) The long form of EIS is _____.
 - a) Executive Information System
 - b) Executive informations System
 - c) Executive informed Systems
 - d) Executive Information Systems
- 5) _____ people required Strategic information in organization.
 - a) Top level Management
 - b) Middle level Management
 - c) Lower level Management
 - d) None of these
- 6) Under _____ topology all Computers are connected by Host Computer.
 - a) Star
 - b) Ring
 - c) completely connected
 - d) Hybrid
- 7) A personal Network within an organization is Called _____.
 - a) Web net
 - b) Internet
 - c) Intranet
 - d) corporate net

- 8) The long form of TPS is _____.
a) Transaction processing system
b) Transactional processing system
c) Transactions processing system
d) Transactions processings system

- B) Explain the following concepts. 04**
1) M Commerce.
2) Application of E commerce.

- Q.2 Write short Notes. (Any Two) 06**
a) Hybrid topology.
b) MIS
c) OAS

- Q.3 Explain AI, Green IT in detail. 10**

- Q.4 Answer the following. (Any One) 12**
a) Explain information system for human resource management.
OR
b) Explain information system for hospital management.

Seat No.	
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Set P

B.B.A. (Semester - V) (New) (CBCS) Examination: March/April - 2025
Marketing Management- I (BBA0501)

Day & Date: Sunday, 25-May-2025
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) Promotion Mix includes _____.
 - a) Advertising and personal selling
 - b) Price mix
 - c) Product Improvement
 - d) None of these
- 2) What is the last stage of the consumer decision process?
 - a) Problem recognition
 - b) Post purchase behavior
 - c) Alternative evaluation
 - d) Purchase
- 3) The most basic level of a product is called the _____.
 - a) Core Product
 - b) Central Product
 - c) Fundamental Product
 - d) Augmented Product.
- 4) No cost tools of Promotion Mix are _____.
 - a) Advertisement
 - b) Publicity
 - c) Displays
 - d) Incentives
- 5) Amway, Tupperware use which of the following forms of channel distribution?
 - a) Direct Marketing channel
 - b) Indirect Marketing channel
 - c) Forward channel
 - d) Fashion Channel
- 6) Which is a base of Green Marketing?
 - a) Greenhouse gas reduction market
 - b) Capital Flow
 - c) Programme
 - d) Product
- 7) The effective target market, marketers should focus on _____.
 - a) Market segmentation
 - b) Market targeting
 - c) Market positioning
 - d) All of the above.

- 8) _____ is the process of evaluating each market segments attractiveness and selecting one or more segments to enter.
- a) Mass marketing
 - b) Market segmentation
 - c) Market Targeting
 - d) Market positioning

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

- a) Network Marketing
- b) Consumer

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

- a) Promotion Mix
- b) Factors Influencing Consumer Behaviour
- c) Physical Evidence

Q.3 Long Answer **10**

- a) Define Market Segmentation? Explain the Bases for Market Segmentation?

Q.4 Answer Any One of the following? **12**

- a) Define Marketing Environment? Explain the Major Macro-environmental Forces of Marketing Environment?
- b) Explain - 1) Green Marketing, 2) Social Marketing

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Set P

B.B.A. (Semester - V) (New) (CBCS) : Examination March/April - 2025
Financial Management - I (BBA0502)

Day & Date: Wednesday, 14-May-2025
 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) Select any one alternative: 08

- 1) _____ debentures are merely transferable from one person to another.
 - a) Registered
 - b) Bearer
 - c) Redeemable
 - d) Irredeemable
- 2) _____ are those shares which carry certain special rights.
 - a) Equity shares
 - b) Preference shares
 - c) Debentures
 - d) None
- 3) There is a no obligation to pay a dividend on _____.
 - a) Debenture
 - b) Preference shares
 - c) Equity shares
 - d) All
- 4) Capital Budgeting decision involves the funds for _____.
 - a) Temporary period
 - b) Short term
 - c) For 1 year
 - d) Long term
- 5) Cost of Preference Shares = _____.
 - a) $D_p (1 + D_t) / SP * 100$
 - b) $D_p (1 - D_t) / SP * 100$
 - c) $D_t / SP * 100$
 - d) $D_p (1 + SP) / D_t * 100$
- 6) _____ shares are hybrid form of financial.
 - a) Debenture
 - b) Preference
 - c) Equity
 - d) None
- 7) Cost of machinery is Rs. 80,000; Annual CFAT is Rs. 15,000 and life of machine is 6 years. Calculate PBP.
 - a) 5 years
 - b) 5.33 years
 - c) 4 years
 - d) 6 years
- 8) _____ are entrusted with the power to control the affairs of the company.
 - a) Debenture holders
 - b) Preference Shareholders
 - c) Equity Shareholders
 - d) Secured debenture holders

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

- a) Cost of Capital
- b) Bank Overdraft

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

- a) Objectives of Financial Management
- b) Trading on Equity
- c) Calculate cost of equity if equity shares is currently selling for Rs. 37. The company expects to grow at 6% p.a. and to earn Rs. 6 at the end of current year. Dividend Payout Ratio is 40%.

Q.3 Explain various long-term sources of finance. **10**

Q.4 Explain various factors affecting capital structure. **12**

OR

Particulars	Project A	Project B
Cost of Project	2,00,000	2,00,000
Life of project	5	5
CFBT		
1 year	50,000	80,000
2 year	60,000	70,000
3 year	70,000	60,000
4 year	80,000	50,000
5 year	40,000	40,000

Assume tax rate 30%, Rate of Interest 10% PBP, ARR, NPV.

Seat No.	
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Set P

B.B.A. (Semester - V) (New) (CBCS) Examination: March/April - 2025
Human Resource Management - I (BBA0503)

Day & Date: Friday, 16-May-2025
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

- 1) Which external factor influences HRP the most?
 - a) Employee performance
 - b) Industry trends and competition
 - c) Internal promotion policies
 - d) Training and development programs
- 2) Which of the following is NOT an approach to job design?
 - a) Job enlargement
 - b) Job rotation
 - c) Job simplification
 - d) Job outsourcing
- 3) _____ is the act of increasing knowledge and skills of an employee for doing a job.
 - a) Selection
 - b) Training
 - c) Engineering
 - d) Education
- 4) Employment exchanges are _____ source of recruitment.
 - a) Modern
 - b) Suitable
 - c) External
 - d) Classical
- 5) Job Rotation, coaching, job instruction are the _____ methods of training.
 - a) On the job
 - b) Off the job
 - c) Traditional
 - d) External
- 6) Which of the following methods is used to gather job analysis data?
 - a) interviews
 - b) questionnaire
 - c) observation
 - d) all of the above
- 7) _____ summarizes the personal qualities, traits, skills, and background required for getting the job done.
 - a) job specification
 - b) Job analysis
 - c) job report
 - d) job description
- 8) _____ involves assigning a specific job to each one of the selected candidates.
 - a) Induction
 - b) Recruitment
 - c) Placement
 - d) Selection

- B) Explain the following concepts:** **04**
- 1) Job Specification
 - 2) Induction

- Q.2 Write short note (Any Two):** **06**
- a) Need of Training
 - b) Role of HR Manager
 - c) Human resource planning at different levels

- Q.3 Define Recruitment. Explain various sources of Recruitment.** **10**

- Q.4 Answer any one of the following.** **12**
- a) Define Selection. Explain Selection process in detail.
 - b) Define HRM. Explain the functions of Human resource Management.

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B.B.A. (Semester - V) (New) (CBCS) : Examination March/April - 2025
Production Management-I (BBA0504)

Day & Date: Monday, 19-May-2025
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

- 1) _____ is a process by which raw materials and other inputs are converted into finished goods.
 - a) Inspection
 - b) Inventory
 - c) Production
 - d) Purchasing
- 2) _____ is the most common production system from straight production.
 - a) Batch
 - b) Project
 - c) Job-Shop
 - d) Mass
- 3) _____ is a prime objective of production management.
 - a) Quality Control
 - b) Maximum Revenue
 - c) Forecasting
 - d) Maximum cost
- 4) _____ production system is suitable for a pharmaceutical company.
 - a) Batch
 - b) Project
 - c) Job-Shop
 - d) Mass
- 5) Planning and Controlling the quality of products refers to _____ decision in Production Management.
 - a) operational
 - b) control
 - c) strategic
 - d) corporate
- 6) _____ 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 and materials
 - b) Men
 - c) Materials
 - d) Machines
- 7) _____ decisions are short range decisions about what to produce and when to produce at each work centre.
 - a) Operational
 - b) Control
 - c) Strategic
 - d) Corporate
- 8) _____ is also called the functional layout.
 - a) Product
 - b) Process
 - c) Cellular
 - d) Combined

- B) Explain the following concepts :** **04**
- a) Product Development
 - b) Idea Screening

- Q.2 Write short note/Short Answer (Any Two):** **06**
- a) Types of Intermittent Production System
 - b) Fixed Position Plant Layout
 - c) Factors influencing Plant Layout.

- Q.3 Explain the various stages of product Development in detail.** **10**

- Q.4 Answer the following (Any One)** **12**
- a) What is Production Management? Explain the scope of Production Management in detail.
 - b) What is meant by Product Design? Explain various Characteristics of a Good Product Design

Seat No.	
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B.B.A. (Semester - V) (New) (CBCS) : Examination March/April - 2025
Taxation (BBA0505)

Day & Date: Friday, 23-May-2025
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

8

- 1) Which of the following is NOT considered as "Income from Salary"?
 - a) Bonus received
 - b) Commission earned
 - c) Income from house property
 - d) Pension received
- 2) Which of the following would NOT be considered a "deduction" under Section 80C of the Income Tax Act?
 - a) National Savings Certificate (NSC)
 - b) Fixed Deposit with a bank
 - c) Life Insurance Premium
 - d) Public Provident Fund (PPF)
- 3) In the context of Income Tax, what does the term "Taxable Income" mean?
 - a) Gross income after all exemptions and deductions
 - b) Income earned from all sources
 - c) The income after deducting only business expenses
 - d) The amount of income after applying tax rebates
- 4) Which of the following does NOT form part of the "Income from House Property" under the Income Tax Act?
 - a) Rent from property
 - b) Sale of property
 - c) Rent received from subletting
 - d) Interest on the loan taken for purchasing property
- 5) Which of the following is true about a 'Non-Resident Indian' (NRI) under the Income Tax Act?
 - a) NRI's global income is taxable in India
 - b) NRI is only taxed on income earned in India
 - c) NRI is exempt from tax on any income
 - d) NRI can file tax returns only after 6 months of staying in India
- 6) The income from which of the following is considered under the head 'Income from Other Sources'?

- a) Salary
- b) Rent
- c) Dividends from domestic companies
- d) Agricultural income

7) What is the tax treatment of 'Long-Term Capital Gains' (LTCG) on the sale of listed equity shares in India?

- a) LTCG is taxed at 10% without indexation if the holding period exceeds 1 year
- b) LTCG is taxed at 15% for all assets sold after 3 years
- c) LTCG is exempt for all assets
- d) LTCG on listed equity shares is taxed at 20% with indexation

8) Which of the following tax credits can an individual use to reduce their tax liability under Section 80D of the Income Tax Act?

- a) Contribution to National Pension Scheme
- b) Payment of premiums for health insurance
- c) Contribution to the Provident Fund
- d) Investment in tax-free bonds

B) Explain the following concepts

04

- 1) Explain the types of income included under the head "Income from Other Sources" and give examples.
- 2) Define the term "Business or Profession" under the Income Tax Act. Explain the key factors that differentiate business income from professional income.

Q.2 Short Notes. (Any Two)

06

- a) Explain the concept of Tax Deducted at Source (TDS). How does it impact taxpayers?
- b) Explain the provisions related to deductions under Section 80E of the Income Tax Act. Who is eligible for this deduction?
- c) Discuss the difference between a Resident and a Non-Resident for income tax purposes and explain how this impacts taxability.

Q.3 Long Answer

10

1) **Computation of Total Taxable Income of an Individual**

Compute the total taxable income of an individual by considering income from salary, house property, business, and other sources. Assume the following details:

- o Salary: ₹ 10,00,000 (Basic Salary ₹ 6,00,000, HRA ₹ 4,00,000)
 - o Rent paid: ₹ 3,00,000 (for HRA exemption)
 - o House Property Income (Net annual value): <1,00,000
 - o Business Income: ₹2,50,000
 - o Income from Other Sources (Interest on Fixed Deposits): ₹ 50,000
- Also, calculate the applicable deductions under Section 80C and 80D.

Q.4 Long Question (Any One)

12

- 1) A person owns two properties: one is self-occupied and the other is let

out. Calculate the income from house property for the assessment year 2024-25.

The details are as follows:

- o Self-occupied property: No rent received, interest on home loan ₹ 50,000.
 - o Let-out property': Rent received ₹1,80,000 per annum, municipal taxes paid ₹20,000, interest on home loan ₹60,000.
 - o Apply the appropriate deductions and calculate the net taxable income from house property.
- 2) Define the term 'Residential Status' and explain how the residential status of an individual impacts their taxability in India.

Seat No.	
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B.B.A. (Semester - V) (New) (CBCS) Examination: March/April - 2025
Retail Management - I (BBA0506)

Day & Date: Saturday, 10-May-2025
 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) Discount stores offer products at prices lower than its MRP.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these
- 2) McDonald's, Dominos, KFC, Pizza Hut are examples of _____.
 - a) store
 - b) Franchising
 - c) Both a & b
 - d) None of these
- 3) _____ factor/s are important in selection of retail location.
 - a) Location of Raw Materials
 - b) Proximity to Markets
 - c) Labor Factors
 - d) All of these
- 4) _____ is/ are examples of store interior design in modern retail.
 - a) Ambience
 - b) Lightening
 - c) Colour
 - d) All of these
- 5) Green retailing is a business practice includes _____.
 - a) Selling green products
 - b) Reducing waste
 - c) Using eco-friendly technologies
 - d) All of these
- 6) _____ is the booming sector of India in present times.
 - a) Retail
 - b) Selling
 - c) Information
 - d) None of these
- 7) _____ is/ are the types of store layouts.
 - a) Grid layout
 - b) Diagonal layout
 - c) Loop layout
 - d) all of the above
- 8) The exterior elements of a retail store include Marquee, Windows, Entrance, Lighting Construction materials.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these

- B) Explain the following concepts** **04**
- 1) Concept of Supermarket
 - 2) Concept of retail

- Q.2 Write short note/Short answer/Short problem (Any Two)** **06**
- a) Explain grid & loop type retail layout.
 - b) Retail Franchising
 - c) Ethical issues in retailing

- Q.3 Long answer** **10**
- Explain selection of retail Store Location.

- Q.4 Answer any one of the following (Long answer/Problem)** **12**
- a) Explain current Indian Retail Industry Scenario.
 - b) Explain in detail interior and exterior store design.

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B.B.A. (Semester - V) (New) (CBCS) Examination: March/April - 2025
Cost and Management Accounting – I (BBA0507)

Day & Date: Saturday, 10-May-2025
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) Fixed cost is a cost _____.
 - a) which changes in total in proportion to changes in output
 - b) which is partly fixed and partly variable in relation to output
 - c) which do not change in total during a given period despite changes in output
 - d) None of these
- 2) In process costing, if an abnormal loss arises, the process account is generally _____.
 - a) Debited with the scrap value of the abnormal loss units
 - b) Debited with the full production cost of the abnormal loss units
 - c) Credited with the scrap value of the abnormal loss units
 - d) Credited with the full production cost of the abnormal loss units
- 3) The BEP decreases if the fixed cost _____.
 - a) Increases
 - b) Decreases
 - c) Remains constant
 - d) Inadequate data
- 4) Which of the following organisations should not be advised to use service costing?
 - a) Distribution service
 - b) Hospital
 - c) Maintenance division of a manufacturing company
 - d) A light engineering company
- 5) A company makes a single product and incurs fixed costs of Rs. 30,000 per annum. Variable cost per unit is Rs. 5 and each unit sells for Rs. 15. Annual sales demand is 7,000 units. The breakeven point is:
 - a) 2,000 units
 - b) 3,000 units
 - c) 4,000 units
 - d) 6,000 units

- 6) The P/V ratio of a company is 50% and margin of safety is 40%. If present sales is Rs. 30,00,000 then Break Even Point in Rs. will be _____.
 - a) Rs. 9,00,000
 - b) Rs. 18,00,000
 - c) Rs. 5,00,000
 - d) None of the above
- 7) When the sales increase from Rs. 40,000 to Rs. 60,000 and profit increases by Rs. 5,000, the P/V ratio is _____.
 - a) 20%
 - b) 30%
 - c) 25%
 - d) 40%
- 8) Expenses that do not vary with the volume of production are known as _____.
 - a) Fixed expenses
 - b) Variable expenses
 - c) Semi-variable expenses
 - d) None

B) Explain the following concepts.

04

- 1) Inter Process Profits
- 2) Joint Product & By Product

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

06

- a) Objectives of Cost Accounting
- b) Transport costing
- c) One tonne of raw material put, into a common process yields four joint products P, Q, R and S their weights being 63 kgs, 117 kgs, 180 kgs, and 540 kgs. respectively. The balance in weight is considered as normal wastage. Based on the total processing cost of Rs. 20,000 per tonne of raw material input, you are required to apportion the joint cost to the products P, Q, R and S.

Q.3 Long answer/Problem

10

Work out in appropriate cost sheet form the unit cost per passenger KM for the year 2024-25 for a fleet of passenger buses booked by a Transport Company from the following figures extracted from its books:

5 passenger buses costing Rs. 50,000, Rs. 1,20,000, Rs. 45,000, Rs. 55,000 and Rs. 80,000 respectively (Total cost is Rs. 3,50,000). Yearly depreciation of vehicles is 20% of the cost. Annual repairs, maintenance and spare parts expenses are 80% of depreciation.

Wages of 10 drivers	@ Rs. 100 each per month
Wages of 20 cleaners	@ Rs. 50 each per month
Yearly rate of interest	4% on capital
Rent of six garages	@ Rs. 50 each per month
Director's fees	@ Rs. 400 per month
Office establishment	@ Rs. 1,000 per month
Licence and taxes	@ Rs. 1,000 every six months

Realization by sale of old tyres and tubes is @ Rs. 3,200 every six months. 900 passengers were carried over 1,600 KMs during the year.

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

- a)** Prepare a Process Account, Abnormal Loss Account and Normal Loss Account from the following information.

Input of Raw material	1000 units @ Rs. 20 per unit
Direct Material	Rs. 4,200/-
Direct Wages	Rs. 6,000/-
Production Overheads	Rs. 6,000/-
Actual output transferred to process II Normal Loss	5%
Value of Scrap per unit	Rs. 8/-

OR

- b)** Explain difference between Financial Accounting & Cost Accounting.

Seat No.	
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Set P

B.B.A. (Semester - V) (Old) (CBCS) Examination: March/April - 2025
Marketing Management-I (19401501)

Day & Date: Sunday, 25-May-2025
 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) Fill in the blanks by choosing correct alternatives given below: 08

- 1) Lifestyle & Personality are _____ bases of Market Segmentation.
 - a) Geographic
 - b) Behavioral
 - c) Psychographic
 - d) Cultural
- 2) Amway, Tupperware, Oriflame, Vestige are the examples of _____.
 - a) Green Marketing
 - b) E- Marketing
 - c) Social Marketing
 - d) Network Marketing
- 3) _____ tools used by marketer to achieve marketing objectives.
 - a) Marketing Management
 - b) Marketing Mix
 - c) Marketing Environment
 - d) Consumer Behavior
- 4) Coupons, Contests, Discounts, Offers are tools of _____.
 - a) Advertisement
 - b) Personal Selling
 - c) Sales Promotion
 - d) Publicity
- 5) Which of the following is not a feature of service?
 - a) Intangibility
 - b) Durability
 - c) Heterogeneity
 - d) Simultaneity
- 6) _____ are the surrounding factors affecting marketing activities.
 - a) Market Segmentation
 - b) Marketing Elements
 - c) Consumer Behavior
 - d) Marketing Environment
- 7) _____ is the practice of promoting products or services that are sustainable and eco-friendly.
 - a) Online Marketing
 - b) Multilevel Marketing
 - c) Green marketing
 - d) None of these
- 8) _____ orientation of marketing focused on quality, features, performance.
 - a) Product
 - b) Marketing
 - c) Exchange
 - d) Sales

B) Explain the following concepts :

04

- a) Marketing Management
- b) Marketing Environment

- Q.2 Write short note (Any Two):** **06**
- a) Buying Decision Making Decision Process
 - b) Network Marketing
 - c) E- Marketing
- Q.3 Explain Basic four Elements of Marketing Mix.** **10**
- Q.4 Answer Any One of the following** **12**
- A) Explain major forces of Marketing Environment.
 - B) Explain various bases of Market Segmentation.

Seat No.	
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Set P

B.B.A. (Semester - V) (Old) (CBCS): Examination March/April - 2025
Human Resource Management - I (19401503)

Day & Date: Wednesday, 14-May-2025
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 the application form to be filled by the candidate when he goes for recruitment process in the organization.
a) Job application b) Formal application
c) Application blank d) None of these
- 2) Method of collecting job data for job analysis does not include _____.
a) Diary b) Checklist
c) Score card d) Observation
- 3) _____ function in an organization enhances the skills and capabilities of employees.
a) Placement b) Training
c) Induction d) Development
- 4) _____ can be defined as a process of choosing the right person for the right job.
a) Recruitment b) Selection
c) Training d) Induction
- 5) The human resource planning is done based on the _____.
a) Market condition b) Financial condition
c) External environment d) Organizational plan
- 6) Campus selection is _____ source of recruitment.
a) Fresh b) Modern
c) Internal d) External
- 7) On the date of joining the employee is introduced to company and other employees this process is called as _____.
a) Training b) Induction
c) Introduction d) Fresher welcome
- 8) The internal source of recruitment does not include _____.
a) Promotion b) Transfer
c) Job rotation d) Departmental exam

- B) Explain the following concepts:** **04**
- a) Training
 - b) Job Analysis

- Q.2 Write short note (Any Two):** **06**
- a) Methods of Job Design
 - b) Induction
 - c) Challenges faced by HRM

- Q.3 Explain process of recruitment in detail.** **10**

- Q.4 Answer Any One of the following** **12**
- a) Explain in detail various training methods.
 - b) Explain in detail process of Human Resource Planning.

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B.B.A. (Semester - V) (Old) (CBCS) Examination: March/April - 2025
Financial Management - I (19401502)

Day & Date: Friday, 16-May-2025
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) Select any one alternative: **08**

- 1) Calculate cost of preference shares, if 12% preference shares of Rs. 100 each is issued at par with 5%, floatation cost on issue price (Dividend tax 20%)
 - a) 14.4%
 - b) 15.15%
 - c) 13.77%
 - d) 16.84%
- 2) _____ is cheaper sources of financing.
 - a) retained earnings
 - b) equity shares
 - c) debentures
 - d) preference shares
- 3) _____ decisions are basically considered with the process of acquiring the funds.
 - a) financing
 - b) investment
 - c) fund requirement
 - d) None
- 4) _____ is/are the elements involved in maximization of value of firm.
 - a) increase in profit
 - b) reduction of cost
 - c) sources of funds
 - d) all of these
- 5) Capital structure maximize the market value of a firm is _____.
 - a) value minimization
 - b) value maximization
 - c) cost minimization
 - d) cost maximization
- 6) _____ is a financial process of using debt to produce gain from the residual owners.
 - a) Trading on equity
 - b) Cost of capital
 - c) Capital structure
 - d) None of these
- 7) PV factor is $= 1 \div (1+r)^n$, r stand for _____.
 - a) rate of interest
 - b) rate of return
 - c) cost of capital
 - d) all of these
- 8) Capital budgeting involves _____.
 - a) short term investment decision
 - b) long term investment decision
 - c) both
 - d) none

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

- 1) Capital structure
- 2) Implicit and Explicit Cost

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

- a) External factors affecting capital structure
- b) The equity share of a company is currently selling for Rs. 300. The company expects to pay dividend Rs. 24 per share at the end of current year. Dividend per share is expected to grow at 6% p.a. Calculate: a) Cost of equity
b) EPS if price earnings ratio is 4
- c) A company issues 13% debentures of Rs.100 each. Tax rate being 45%. Calculate cost of debentures before and after tax.

Q.3 Explain in detail various sources of finance. **10**

Q.4 Answer Any One of the following. **12**

- a) ABC Tech Ltd. is considering the purchase of a machine costing Rs.10,00,000 having the following expected cash flow:

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

Calculate PBP and NPV if discount rate is 10%.

- b) Explain in detail various functions of finance manager.

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**B.B.A. (Semester - V) (Old) (CBCS) : Examination March/April - 2025
Production Management - I (19401504)**

Day & Date: Monday, 19-May-2025
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 correct alternative.

08

- 1) In production process strategy deals with _____.
 - a) Choosing the best process for production
 - b) Cost management
 - c) Customer service
 - d) Legal compliance
- 2) _____ layout is suitable for airplane manufacturing?
 - a) Process layout
 - b) Cellular layout
 - c) Fixed position layout
 - d) Hybrid layout
- 3) The main objective of plant layout is to _____.
 - a) Maximize production efficiency
 - b) Confuse employees
 - c) Increase idle time
 - d) Decrease productivity
- 4) The first step in process planning is to _____.
 - a) Define the process requirements
 - b) Hire staff
 - c) Advertise the product
 - d) Locate vendors
- 5) _____ factor does not influence product design?
 - a) Customer preference
 - b) Celebrity endorsement
 - c) Cost of materials
 - d) Technology
- 6) The scope of production management includes _____.
 - a) Plant location
 - b) Product design
 - c) Process planning
 - d) All of the above
- 7) One of the key objectives of production management is to _____.
 - a) Maximize financial leverage
 - b) Minimize production cost and maximize efficiency
 - c) Increase advertising reach
 - d) Enhance HR policies

- 8) Which of the following is an advanced production technology?
- a) Computer-Aided Manufacturing (CAM)
 - b) Telecommunication
 - c) Word Processing
 - d) Bookkeeping

- B) Explain the following concept** **04**
- 1) Explain the concept of production management
 - 2) Importance of Layout

- Q.2 Write a short note (Any Two)** **06**
- a) Explain the use of robotics in production management.
 - b) Explain in detail the factors affecting the selection of a location.
 - c) Explain factors responsible for the selection of the location.

- Q.3 Explain in detail the importance of the plant payout and its types with examples.** **10**

- Q.4 Answer the following. (Any One)** **10**
- a) Explain in detail recent trends in production management with examples.
 - b) Explain in detail the Product Design & Product Development.

Set

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B.B.A. (Semester - V) (Old) (CBCS) Examination: March/April - 2025
Cost & Management Accounting – I (19401507)

Day & Date: Saturday, 10-May-2025
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 Multiple choice questions.

08

- 1) CVP analysis require costs to be categorized as _____.
 - a) either fixed cost or variable cost
 - b) mixed cost
 - c) product cost
 - d) standard cost
- 2) Which of the following does no use process costing?
 - a) oil refining
 - b) distilleries
 - c) sugar
 - d) air-craft manufacturing
- 3) At the Break Even Point fixed costs are always _____.
 - a) less than the contribution margin
 - b) equal to the contribution margin
 - c) more than contribution margin
 - d) more than the variable cost
- 4) Process cost is based on the concept of _____.
 - a) Average cost
 - b) Marginal cost
 - c) Standard cost
 - d) Job cost
- 5) The cost which remains constant irrespective of level of output is called _____ cost.
 - a) variable cost
 - b) fixed cost
 - c) product cost
 - d) sunk cost
- 6) Cost accounting is an _____ reporting system.
 - a) external
 - b) government
 - c) financial
 - d) internal
- 7) Method of allocation joint costs on the basis of output of each joint product at the point of split off is _____.
 - a) Sales value method
 - b) Physical unit method
 - c) Average cost method
 - d) Contribution method

- 8) In sugar manufacturing industries molasses is also produced along with sugar. Molasses may be of smaller value as compared to sugar and is known as _____.
 a) Common product b) Joint product
 c) By product d) None of the above

B) Answer the following.**04**

- 1) Define cost accounting and management accounting.
- 2) From the following information of Kelley and Company calculate MOS for 2011 if the PV Ratio is 50%.

Year	Unit	Total cost (Rs)	Sales (Rs)
2010	10000	80000	100000
2011	12000	90000	120000

Q.2 Attempt the following. (Any Two)**06**

- a) What is process costing? Explain normal loss, abnormal loss in process costing.
- b) A soft manufacturing company produces the following products by using 5000 tons of coal @ Rs1100 per ton into a common process.

Coke	3500 tons	Tar	1200 tons
Sulphate of ammonia	52 tons	Benzol	48 tons

Prepare a statement showing allocation of the joint cost amongst the products on the basis of physical unit method.

- c) Explain CVP analysis.

Q.3 Attempt the following**10**

A product is completed in three processes. During a particular month the input to process I of the basic raw material was 5000 units at Rs 2 per unit. Other information for the month was as follows.

	Process I	Process II	Process III
Output unit	4700	4300	4050
Normal loss as % of input	5%	10%	5%
Scrap value per unit (Rs)	1	5	6
Direct wage (Rs)	3000	5000	8000
Direct expenses (Rs)	9750	9910	15560

Overhead of Rs 32000 total, chargeable as a % of direct wages. There is no opening and closing work in progress stock. Prepare three process account.

Q.4 Attempt any one of the following.**12**

- a) Write the difference between cost accounting, management accounting and financial accounting.

OR

- b)** Job No. 58 passes through three department X, Y, and Z. The following information is given regarding this job:

Department	X	Y	Z
Material issued to job	Rs. 8000	Rs. 1000	Rs. 500
Direct labour hours for job	1000	2000	5000
Rate of direct labour per hour	Rs. 1	Rs. 1.5	Rs. 2
Sale of scrap material	Rs. 1000	Rs. 150	Rs. 100
Total OH For department	Rs. 10000	Rs. 15000	Rs. 25000
Total Labour hour for departments	10000	30000	40000

Required: Calculate the cost of Job No. 58 from the above figures.

Seat No.	
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B.B.A. (Semester - V) (Old) (CBCS) Examination: March/April - 2025
Retail Management (19401506)

Day & Date: Saturday, 10-May-2025
 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) Select the correct alternative. 08

- 1) _____ help in identifying the product.

a) Brand	b) Label
c) Packaging	d) None of These
- 2) Some retailer provides free home delivery service to their _____.

a) Customer	b) Consumer
c) Both a and b	d) None of these
- 3) A retailers _____ is the key to its ability to attract customers.

a) Location	b) Promotion system
c) Pricing system	d) Store personnel
- 4) Interior display may take the form of _____ presentations.

a) Image	b) Visual
c) Attract	d) Trend
- 5) _____ stores that sell manufactures aversuns directly to the customer.

a) Factory outlet	b) Retail outlet
c) Superstore	d) Department
- 6) The means to communicate a stores fashion, value and quantity message to prospective customer.

a) visual merchandising	b) Buying merchant
c) Buying house	d) Presentation
- 7) Retail comes from French word _____.

a) Retuiller	b) Retaaail
c) Retailier	d) Retteeler
- 8) There is no shop assistants in a _____.

a) Super bazaar	b) Departmental store
c) Multiple shop	d) Second shop

- B) Explain the following concepts** **04**
- 1) Retailing Management
 - 2) Green Retailing

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Organized & Unorganized Retail
 - b) Visual Merchandising
 - c) Function of Retailer

- Q.3 Answer the following question.** **10**
- Explain the various Retail Formats in detail with suitable examples.

- Q.4 Answer the following questions. (Any One)** **12**
- a) Explain the elements of the Store Design.
 - b) Explain -
 - 1) Factor Affecting Location Decision
 - 2) Retail Franchising

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B.B.A. (Semester - VI) (New) (CBCS) Examination : March/April - 2025
Marketing Management - II (BBA0601)

Day & Date: Wednesday, 30-April-2025
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) Choose the correct alternatives from the options. 08

- 1) The ____ identifies the products or brand.
 - a) Container
 - b) Warranty
 - c) Label
 - d) Advertisement
- 2) BATA Company priced the product as of Rs. 299.99 instead of Rs.300. Which of the following pricing techniques is ABC Company using?
 - a) Dodging pricing
 - b) Deceptive pricing
 - c) Premium pricing
 - d) Psychological pricing
- 3) Manufacturer to a Consumer is an example for ____ level channel.
 - a) One
 - b) Zero
 - c) Two
 - d) Three
- 4) ____ involves a face to face oral presentation.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity
- 5) ____ employees are service professionals who do not work directly with customers.
 - a) Front-line
 - b) Back office
 - c) Mid-line
 - d) All of the above
- 6) The interior design and store layout are important part of ____.
 - a) Service
 - b) Product
 - c) Physical evidence
 - d) None of these
- 7) ____ is the process of maintaining a favorable image and building beneficial relationships between an organization and the public communities, groups, and people it serves.
 - a) Public relations
 - b) Advertising
 - c) Promotion
 - d) None of these

8) Which of the following is a name, term, sign, symbol, design, or a combination of these, that identifies that maker or seller of a product or service?

- a) Label
- b) Co-brand
- c) Brand
- d) Product

B) Explain the following concepts: 04

- 1) Concept of product
- 2) Concept of advertising

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

- a) Explain service blue print.
- b) Explain in detail concept of sales promotion.
- c) Explain role of front-end people in service.

Q.3 Write in detail various methods of Pricing. 10

Q.4 Answer Any One of the following. 12

- a) Explain in detail product life cycle & strategies used at various stages.
- b) Explain in detail physical evidence in marketing mix.

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B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April – 2025
Financial Management – II (BBA0602)

Day & Date: Sunday, 18-05-2025
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) A stock split has _____ effect on the firm's capital structure.
a) little b) no
c) a measurable d) a detrimental
- 2) This is considered as the most expensive source of funds _____.
a) Retained Earnings b) New Debts
c) New Preference Shares d) New Equity Shares
- 3) Decrease in retained earnings can be explained by which of the following factors?
a) Investments by stockholders
b) Dividends
c) Net loss
d) Net income
- 4) Net Profit Ratio Signifies _____.
a) Operational Profitability b) Liquidity Position
c) Big term Solvency d) Profit for Lenders
- 5) Suppliers and Creditors of a firm are interested in _____.
a) Profitability Position b) Liquidity Position
c) Market Share Position d) Debt Position
- 6) Determine Debtors turnover ratio if, closing debtors is Rs. 40,000, Cash sales is 25% of credit sales and excess of closing debtors over opening debtors is Rs. 20,000.
a) 4 times b) 2 times
c) 6 times d) 8 times
- 7) Negative working capital means that _____.
a) The company has no current assets at all
b) The company currently is unable to meet its short-term liabilities
c) The company has negative earnings before interest and tax
d) The company currently is able to meet its short-term liabilities

- 8) Which of the following is not an inventory?
- a) Machines
 - b) Raw material
 - c) Finished products
 - d) Consumable tools

B) Explain the following concepts:

04

- 1) Working Capital
- 2) Economic Order Quantity

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

06

- a) Objectives of Inventory Management
- b) Forms of dividend payment
- c) Find out EOQ from the following information
 Annual consumption 17500 units
 Ordering Cost Rs.18 per order
 Carrying cost 20% on cost per unit
 Cost per Unit Rs.5

Q.3 Long answer/problem

10

Saurashtra Co. Ltd. wishes to arrange overdraft facilities with its bankers from the period August to October 2024 when it will be manufacturing mostly for stock. Prepare a cash budget for the above period from the following data given below:

Month	Sales (Rs.)	Purchase (Rs.)	Wages (Rs.)	Mfg. Exp. (Rs.)	Office Exp.(Rs.)	Selling Exp. (Rs.)
June	1,80,000,	1,24,800	12,000	3,000	2,000	2,000
July	1,92,000	1,44,000	14,000	4,000	1,000	4,000
August	1,08,000	2,43,000	11,000	3,000	1,500	2,000
September	1,74,000	2,46,000	12,000	4,500	2,000	5,000
October	1,26,000	2,68,000	15,000	5,000	2,500	4,000
November	1,40,000	2,80,000	17,000	5,500	3,000	4,500
December	1,60,000	3,00,000	18,000	6,000	3,000	5,000

Additional Information:

- a) Cash on hand 1-08-2024 Rs. 25,000
- b) 50% of credit sales are realized in the month following the sale and the remaining 50% in the second month following. Creditors are paid in the month following the month of purchase.
- c) Lag in payment of manufacturing expenses half month.
- d) Lag in payment of other expenses one month.

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

- a) The following Trading and Profit and Loss Account of Fantasy Ltd. for the year 31-3-2024 is given below.

Particular	Rs.	Particular	Rs.
To Opening Stock	76,250	By Sales	5,00,000
To Purchases	3,15,250	By Closing Stock	98,500
To Carriage an Freight	2,000		
To Wages	5,000		
To Gross Profit b/d	2,00,000		
	5,98,500		5,98,500
To Administration expenses	1,01,000	By Gross Profit b/d	2,00,000
To Selling and Dist. expenses	12,000	<u>BY Non-operation Incomes:</u>	
To Non-operating expenses	2,000	By Interest on Securities	1,500
To Financial Expenses	7,000	By Dividend in Shares	3,750
To Net Profit c/d	84,000	By Profit on sale of shares	750
	2,06,000		2,06,000

Calculate:

1. Gross Profit Ratio
2. Expenses Ratio
3. Operating Ratio
4. Net Profit Ratio
5. Operating (Net) Profit Ratio
6. Stock Turnover Ratio.

OR

- b) Following is the information of Shri Aruna Industries Ltd. Latur for the year 30th June 2023. Their plan is to sell 30,000 units in the year 2023-24. The expected cost of goods sold is as under you are required to calculate the working capital requirements.

Particulars	Rs. (Per Unit)
Raw material	100
Manufacturing expenses	30
Selling, administration and financial expenses	20
Selling price	200

The duration at various stages of the operating cycle is expected to be as follows:

- Raw material stage 2 months
- Work-in-progress stage 1 month
- Finished goods stage 1/2 month
- Debtors stage 1 month

Assuming that the monthly sales level of 2,500 units, estimate the gross working capital necessity. Expected cash balance is 5% of the gross working capital necessity, and work in progress in 25% complete with respect to manufacturing expenses.

Seat No.	
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Set P

B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April - 2025
Human Resource Management - II (BBA0603)

Day & Date: Tuesday, 06-May-2025
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Q.1 A) Choose the correct alternatives from the options.

08

- 1) _____ wage is the one which provides not merely for the substance of life, but also preservation of efficiency of the workers.
 - a) Fair
 - b) Minimum
 - c) Living
 - d) None
- 2) _____ permits employees the options of choosing daily starting quitting times and breaks.
 - a) Flexi work
 - b) Virtual organization
 - c) Flexi time
 - d) Employment
- 3) Penal transfer means _____
 - a) transfer of two to three employees
 - b) wrong placement
 - c) initiated as a punishment for indisciplinary action
 - d) from one to another shift
- 4) _____ is the time saving bonus incentive plan.
 - a) 100% premium plan
 - b) Rowan premium plan
 - c) Halsey premium plan
 - d) Gnatt Task Plan
- 5) Dual career group means _____
 - a) employee alone working
 - b) employee's spouse pursuing career
 - c) employee during part time job
 - d) employee during part time business
- 6) _____ deals with the cost and contribution of Human Resource to the organization.
 - a) Human Resource Accounting
 - b) Human Resource Research
 - c) Human Resource Audit
 - d) None
- 7) _____ promotion is that in which the employees are moved to higher level with greater responsibility, authority and status without any increase in salary.
 - a) vertical
 - b) upgradation
 - c) horizontal
 - d) dry

8) Organisation offer double the normal rate of the salary to those workers, who work on paid holidays is called as _____.

- a) paid vacation b) paid holidays
- c) holiday pay d) hours of work

B) Explain the following term: 04

- 1) E HRM
- 2) Health

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

- a) Career Stages
- b) Types of Transfers
- c) Types of Wages

Q.3 Explain various provisions for safety measures of Factories Act, 1948. 10

Q.4 a) Explain various forms of Employee Separations. 12

OR

b) Write in detail various methods of performance Appraisal.

Seat No.	
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Set	P
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B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April - 2025
Production Management - II (BBA0604)

Day & Date: Thursday, 08-May-2025
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) _____ is a managerial function that integrates and coordinates the production processes to accomplish predetermined objectives.
 - a) Production Planning and Control
 - b) Production Planning
 - c) Production Control
 - d) All of these
- 2) _____ maintenance is aimed at catching and fixing problems before they happen.
 - a) Predictive
 - b) Preventive
 - c) Corrective
 - d) All of these
- 3) _____ is mechanical equipment used for the movement, storage, control, and protection of materials, goods and products throughout the process of manufacturing, distribution, consumption, and disposal.
 - a) Equipment
 - b) Material equipment
 - c) Material handling equipment
 - d) None of these
- 4) _____ signifies carrying out production within the firm. Whereas '_____ refers to outsourcing the complete product or its components.
 - a) Buy & make
 - b) Make and borrow
 - c) Make & Buy
 - d) Borrow & Make
- 5) Functions of Inventory Management is /are _____.
 - a) Ordering
 - b) Handling
 - c) Storing
 - d) All of these

- 6) The important factors which are affecting the industrial productivity is/are _____.
a) Government policy
b) Quality of human resource
c) Availability of finance
d) All of these
- 7) _____ Management is defined as a continuous effort by the management as well as employees of a particular organization to ensure long term customer loyalty and customer satisfaction.
a) Marketing
b) Financial
c) Total Quality
d) None of these
- 8) The goal of _____ is to improve overall productivity by optimizing equipment availability.
a) total productive maintenance
b) total maintenance
c) total productive management
d) None of these

B) Explain the following concepts: **04**
1) Concept on Production Planning
2) Comment on Industrial Productivity

Q.2 Write short note (Any Two): **06**
a) Functions of Purchasing department.
b) Explain types of material handling equipment.
c) Explain functions of production control.

Q.3 Explain in detail importance and types of maintenance. **10**

Q.4 Answer Any One of the following **12**
a) Explain in detail total quality management.
b) Explain in detail inventory management concept.

Max. Marks: 40

Q.1 A) Select the correct alternative. 08

- Page 1 of 2

B) Explain the following concepts. 04

- 1) Umbrella Brand
- 2) Personal Selling

Q.2 Write short note on. (Any two) 06

- a) Benefits of Bar-coding
- b) Electronic Payment System
- c) Role of Merchandiser

Q.3 Explain Retail Communication mix in detail. 10

Q.4 Answer any one of the following. 12

- a) Explain in detail Merchandise Buying Process.
- b) Explain the different Pricing Policies / strategies of Retail pricing.

Seat No.	
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Set P

B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April - 2025
Cost & Management Accounting - II (BBA0607)

Day & Date: Friday, 10-05-2025
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figure to right indicate full marks.
 3) Use of Soundless non-scientific calculator is allowed.

Q.1 A) Multiple choice question.

08

- 1) Budget is prepared for a _____ period.
 - a) Indefinite
 - b) Definite
 - c) One month
 - d) None of these
- 2) Current assets Rs 1,00,000, current liabilities Rs 80,000, working capital is Rs _____.
 - a) 80,000
 - b) 1,80,000
 - c) 20,000
 - d) 30,000
- 3) The loss incurred on an incomplete contract is transferred to _____ account.
 - a) Costing P/L A/c
 - b) Profit/Loss A/c
 - c) Trading A/c
 - d) Deferred next year
- 4) A contract is generally of _____ duration.
 - a) Long
 - b) Small
 - c) Average
 - d) Very Small
- 5) Usually the production budget is stated in terms of _____.
 - a) Money
 - b) Quantity
 - c) Both a & b
 - d) None of these
- 6) Cash flow is prepared as per _____.
 - a) AS 2
 - b) AS 6
 - c) AS 3
 - d) AS 10
- 7) Standard price of material is Rs. 22, actual price of material is Rs. 10 and actual quantity is 1,000, material price variance will be _____.
 - a) 12,000F
 - b) 12,000 A
 - c) 10,000 A
 - d) None of these
- 8) Budgetary control system helps the management to eliminate _____.
 - a) under capitalization
 - b) over capitalization
 - c) Both
 - d) None of these

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

- 1) Retention Money
- 2) Job Costing

Q.2 Attempt any two.**06**

- a) Advantages of Budgeting.
- b) From the following calculate Standard fixed overhead absorption rate and Standard Variable overhead absorption rate.

Particulars	Budget	Actual
No. of Working Days	25	26
Output in units	15,000	16,250
Hours	30,000	33,000
Fixed Overheads	Rs. 45,000	Rs. 50,000
Variable Overheads	Rs. 60,000	Rs. 68,000

- c) From the following prepare a statement showing change in Working Capital.

Liabilities	2020 Rs.	2021 Rs.	Assets	2020 Rs.	2021 Rs.
Share Capital	3,00,000	3,50,000	Stock	60,000	80,000
Debenture	50,000	30,000	Machinery	3,00,000	3,10,000
P& L A/c	45,000	65,000	Debtors	40,000	30,000
Creditors	35,000	50,000	Cash	50,000	90,000
Bills Payable	20,000	15,000			
	4,50,000	5,10,000		4,50,000	5,10,000

Q.3 Solve the following:**10**

On 01st October 2022 Y Ltd a Contract for Rs 2,20,000. The following information is available in the contract for the year ended 31st Dec 2022.

Particulars	Rs.
Wages paid	16,500
Work Certified	44,000
Material	22,000
Direct Expenses	3,300
Machinery on 01 st Oct 2022	22,000
Machinery on 31 st Dec 2022	22,000
Work Uncertified	1,100
Material at Site	880
Outstanding wages	660

Prepare Contract Account.

Q.4 Attempt any One.**12****a)** From the following particulars prepare a Funds Flow Statement:

Liabilities	2021 Rs	2022 Rs	Assets	2021 Rs	2022 Rs
Share Capital	4,50,000	4,50,000	Stock	2,40,000	2,10,000
General Reserve	3,00,000	3,10,000	Investment	50,000	60,000
P&L A/c	56,000	68,000	Fixed Assets	4,00,000	3,20,000
Bills Payable	1,68,000	1,34,000	Cash	1,49,000	1,97,000
Provision for tax	75,000	10,000	Bills Receivable	2,10,000	4,55,000
Mortgage loan	-	2,70,000			
	10,49,000	12,42,000		10,49,000	12,42,000

Adjustments:

- Investment costing Rs. 8,000 was sold during the year for Rs. 8,500.
- Provision for tax made during the year was Rs. 9,000.
- During the year a part of fixed asset having book value of Rs. 10,000 was sold for Rs. 12,000.
- Dividend paid during the year amounted to Rs. 40,000.

OR**b)** Calculate Material and Labour variances from the following:

For 5 units of product 'A' the standard data is as under:

- Material 40kg @ Rs 25 per kg.
- Labour 100 hours @ Rs 2.50 per hour.

Actual data:

- Actual production 1,000 units.
- Material 7,840 kg @ Rs 27 per kg.
- Labour 19,800 hours @ Rs 2.60 per hour.

Seat No.	
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Set P

**B.B.A. (Semester - VI) (New) (Old) (CBCS) Examination :
March/April - 2025
Marketing Management - II (19401601)**

Day & Date: Wednesday, 30-April-2025
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) Choose the correct alternatives from the options. 08

- 1) The _____ identifies the products or brand.
 - a) Container
 - b) Warranty
 - c) Label
 - d) Advertisement
- 2) BATA Company priced the product as of Rs. 299.99 instead of Rs.300. Which of the following pricing techniques is ABC Company using?
 - a) Dodging pricing
 - b) Deceptive pricing
 - c) Premium pricing
 - d) Psychological pricing
- 3) Manufacturer to a Consumer is an example for _____ level channel.
 - a) One
 - b) Zero
 - c) Two
 - d) Three
- 4) _____ involves a face to face oral presentation.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity
- 5) _____ employees are service professionals who do not work directly with customers.
 - a) Front-line
 - b) Back office
 - c) Mid-line
 - d) All of the above
- 6) The interior design and store layout are important part of _____.
 - a) Service
 - b) Product
 - c) Physical evidence
 - d) None of these
- 7) _____ is the process of maintaining a favorable image and building beneficial relationships between an organization and the public communities, groups, and people it serves.
 - a) Public relations
 - b) Advertising
 - c) Promotion
 - d) None of these

8) Which of the following is a name, term, sign, symbol, design, or a combination of these, that identifies that maker or seller of a product or service?

- a) Label
- b) Co-brand
- c) Brand
- d) Product

B) Explain the following concepts: 04

- 1) Concept of product
- 2) Concept of advertising

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

- a) Explain service blue print.
- b) Explain in detail concept of sales promotion.
- c) Explain role of front-end people in service.

Q.3 Write in detail various methods of Pricing. 10

Q.4 Answer Any One of the following. 12

- a) Explain in detail product life cycle & strategies used at various stages.
- b) Explain in detail physical evidence in marketing mix.

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B.B.A. (Semester - VI) (New/Old) (CBCS) Examination: March/April – 2025
Financial Management – II (19401602)

Day & Date: Sunday, 18-05-2025
 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) A stock split has _____ effect on the firm's capital structure.
 - a) little
 - b) no
 - c) a measurable
 - d) a detrimental
- 2) This is considered as the most expensive source of funds _____.
 - a) Retained Earnings
 - b) New Debts
 - c) New Preference Shares
 - d) New Equity Shares
- 3) Decrease in retained earnings can be explained by which of the following factors?
 - a) Investments by stockholders
 - b) Dividends
 - c) Net loss
 - d) Net income
- 4) Net Profit Ratio Signifies _____.
 - a) Operational Profitability
 - b) Liquidity Position
 - c) Big term Solvency
 - d) Profit for Lenders
- 5) Suppliers and Creditors of a firm are interested in _____.
 - a) Profitability Position
 - b) Liquidity Position
 - c) Market Share Position
 - d) Debt Position
- 6) Determine Debtors turnover ratio if, closing debtors is Rs. 40,000, Cash sales is 25% of credit sales and excess of closing debtors over opening debtors is Rs. 20,000.
 - a) 4 times
 - b) 2 times
 - c) 6 times
 - d) 8 times
- 7) Negative working capital means that _____.
 - a) The company has no current assets at all
 - b) The company currently is unable to meet its short-term liabilities
 - c) The company has negative earnings before interest and tax
 - d) The company currently is able to meet its short-term liabilities

- 8) Which of the following is not an inventory?
- a) Machines
 - b) Raw material
 - c) Finished products
 - d) Consumable tools

B) Explain the following concepts:

04

- 1) Working Capital
- 2) Economic Order Quantity

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

06

- a) Objectives of Inventory Management
- b) Forms of dividend payment
- c) Find out EOQ from the following information
 Annual consumption 17500 units
 Ordering Cost Rs.18 per order
 Carrying cost 20% on cost per unit
 Cost per Unit Rs.5

Q.3 Long answer/problem

10

Saurashtra Co. Ltd. wishes to arrange overdraft facilities with its bankers from the period August to October 2024 when it will be manufacturing mostly for stock. Prepare a cash budget for the above period from the following data given below:

Month	Sales (Rs.)	Purchase (Rs.)	Wages (Rs.)	Mfg. Exp. (Rs.)	Office Exp.(Rs.)	Selling Exp. (Rs.)
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November	1,40,000	2,80,000	17,000	5,500	3,000	4,500
December	1,60,000	3,00,000	18,000	6,000	3,000	5,000

Additional Information:

- a) Cash on hand 1-08-2024 Rs. 25,000
- b) 50% of credit sales are realized in the month following the sale and the remaining 50% in the second month following. Creditors are paid in the month following the month of purchase.
- c) Lag in payment of manufacturing expenses half month.
- d) Lag in payment of other expenses one month.

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

- a) The following Trading and Profit and Loss Account of Fantasy Ltd. for the year 31-3-2024 is given below.

Particular	Rs.	Particular	Rs.
To Opening Stock	76,250	By Sales	5,00,000
To Purchases	3,15,250	By Closing Stock	98,500
To Carriage an Freight	2,000		
To Wages	5,000		
To Gross Profit b/d	2,00,000		
	5,98,500		5,98,500
To Administration expenses	1,01,000	By Gross Profit b/d	2,00,000
To Selling and Dist. expenses	12,000	<u>BY Non-operation Incomes:</u>	
To Non-operating expenses	2,000	By Interest on Securities	1,500
To Financial Expenses	7,000	By Dividend in Shares	3,750
To Net Profit c/d	84,000	By Profit on sale of shares	750
	2,06,000		2,06,000

Calculate:

1. Gross Profit Ratio
2. Expenses Ratio
3. Operating Ratio
4. Net Profit Ratio
5. Operating (Net) Profit Ratio
6. Stock Turnover Ratio.

OR

- b) Following is the information of Shri Aruna Industries Ltd. Latur for the year 30th June 2023. Their plan is to sell 30,000 units in the year 2023-24. The expected cost of goods sold is as under you are required to calculate the working capital requirements.

Particulars	Rs. (Per Unit)
Raw material	100
Manufacturing expenses	30
Selling, administration and financial expenses	20
Selling price	200

The duration at various stages of the operating cycle is expected to be as follows:

- Raw material stage 2 months
- Work-in-progress stage 1 month
- Finished goods stage 1/2 month
- Debtors stage 1 month

Assuming that the monthly sales level of 2,500 units, estimate the gross working capital necessity. Expected cash balance is 5% of the gross working capital necessity, and work in progress in 25% complete with respect to manufacturing expenses.

Seat No.	
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Set P

**B.B.A. (Semester - VI) (New/Old) (CBCS) Examination:
March/April - 2025
Human Resource Management - II (19401603)**

Day & Date: Tuesday, 06-May-2025
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Q.1 A) Choose the correct alternatives from the options. 08

- 1) _____ wage is the one which provides not merely for the substance of life, but also preservation of efficiency of the workers.
 - a) Fair
 - b) Minimum
 - c) Living
 - d) None
- 2) _____ permits employees the options of choosing daily starting, quitting times and breaks.
 - a) Flexi work
 - b) Virtual organization
 - c) Flexi time
 - d) Employment
- 3) Penal transfer means _____
 - a) transfer of two to three employees
 - b) wrong placement
 - c) initiated as a punishment for indisciplinary action
 - d) from one to another shift
- 4) _____ is the time saving bonus incentive plan.
 - a) 100% premium plan
 - b) Rowan premium plan
 - c) Halsey premium plan
 - d) Gnatt Task Plan
- 5) Dual career group means _____
 - a) employee alone working
 - b) employee's spouse pursuing career
 - c) employee during part time job
 - d) employee during part time business
- 6) _____ deals with the cost and contribution of Human Resource to the organization.
 - a) Human Resource Accounting
 - b) Human Resource Research
 - c) Human Resource Audit
 - d) None

- 7) _____ promotion is that in which the employees are moved to higher level with greater responsibility, authority and status without any increase in salary.
- a) vertical
 - b) upgradation
 - c) horizontal
 - d) dry
- 8) Organisation offer double the normal rate of the salary to those workers, who work on paid holidays is called as _____.
- a) paid vacation
 - b) paid holidays
 - c) holiday pay
 - d) hours of work

B) Explain the following term:

04

- 1) E HRM
- 2) Health

Q.2 Write short note (Any Two):

06

- a) Career Stages
- b) Types of Transfers
- c) Types of Wages

Q.3 Explain various provisions for safety measures of Factories Act, 1948.

10

Q.4 a) Explain various forms of Employee Separations.

12

OR

- b) Write in detail various methods of performance Appraisal.**

Seat No.	
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**B.B.A. (Semester - VI) (New) (Old) (CBCS) Examination:
March/April - 2025
Production Management - II (19401604)**

Day & Date: Thursday, 08-May-2025
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) _____ is a managerial function that integrates and coordinates the production processes to accomplish predetermined objectives.
 - a) Production Planning and Control
 - b) Production Planning
 - c) Production Control
 - d) All of these

- 2) _____ maintenance is aimed at catching and fixing problems before they happen.
 - a) Predictive
 - b) Preventive
 - c) Corrective
 - d) All of these

- 3) _____ is mechanical equipment used for the movement, storage, control, and protection of materials, goods and products throughout the process of manufacturing, distribution, consumption, and disposal.
 - a) Equipment
 - b) Material equipment
 - c) Material handling equipment
 - d) None of these

- 4) _____ signifies carrying out production within the firm. Whereas '_____' refers to outsourcing the complete product or its components.
 - a) Buy & make
 - b) Make and borrow
 - c) Make & Buy
 - d) Borrow & Make

- 5) Functions of Inventory Management is /are _____.
 - a) Ordering
 - b) Handling
 - c) Storing
 - d) All of these

- 6) The important factors which are affecting the industrial productivity is/are _____.
 - a) Government policy
 - b) Quality of human resource
 - c) Availability of finance
 - d) All of these
- 7) _____ Management is defined as a continuous effort by the management as well as employees of a particular organization to ensure long term customer loyalty and customer satisfaction.
 - a) Marketing
 - b) Financial
 - c) Total Quality
 - d) None of these
- 8) The goal of _____ is to improve overall productivity by optimizing equipment availability.
 - a) total productive maintenance
 - b) total maintenance
 - c) total productive management
 - d) None of these

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

- 1) Concept on Production Planning
- 2) Comment on Industrial Productivity

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

- Functions of Purchasing department.
- Explain types of material handling equipment.
- Explain functions of production control.

Q.3 Explain in detail importance and types of maintenance. **10**

Q.4 Answer Any One of the following **12**

- a) Explain in detail total quality management.
- b) Explain in detail inventory management concept.

Max. Marks: 40

Q.1 A) Select the correct alternative.

- 1) An Umbrella brand is also known as _____.
a) Store b) Individual
c) family d) None of these
- 2) Usually merchandise _____ supervises the work of more than one buyer.
a) manager b) keeper
c) inspector d) None of these
- 3) The stock support plan tells how much _____ is needed to achieve the sales.
a) employees b) Inventory
c) cash d) None of these
- 4) _____ is essential to provide direction and serve as a basis of control for merchandise department.
a) Retailing b) Inventory
c) Planning d) None of these
- 5) In _____ pricing the retailer sets the price in such a manner that the prices end in odd numbers.
a) Odd b) Leader
c) Multiunit d) None of these
- 6) In _____ pricing the retailer sells one or few products at a deep discount to increase the traffic flow.
a) Odd b) Leader
c) Multiunit d) None of these
- 7) Electronic retailing is the sale of goods and services through the _____.
a) malls b) stores
c) internet d) None of these
- 8) The activity of _____ the sale of goods at retail is known as merchandising.
a) distributing b) promoting
c) retailing d) None of these

B) Explain the following concepts **04**

- 1) Umbrella Brand
- 2) Personal Selling

Q.2 Write short note on. (Any two) **06**

- a) Benefits of Bar-coding
- b) Electronic Payment System
- c) Role of Merchandiser

Q.3 Explain Retail Communication mix in detail. **10**

Q.4 Answer any one of the following. **12**

- a) Explain in detail Merchandise Buying Process.
- b) Explain the different Pricing Policies / strategies of Retail pricing.

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**B.B.A. (Semester - VI) (New) (Old) (CBCS) Examination:
March/April - 2025
Cost & Management Accounting - II (19401607)**

Day & Date: Friday, 10-05-2025
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
2) Figure to right indicate full marks.
3) Use of Soundless non-scientific calculator is allowed.

Q.1 A) Multiple choice question?

08

- 1) Budget is prepared for a _____ period.
 - a) Indefinite
 - b) Definite
 - c) One month
 - d) None of these
- 2) Current assets Rs 1,00,000, current liabilities Rs 80,000, working capital is Rs _____.
 - a) 80,000
 - b) 1,80,000
 - c) 20,000
 - d) 30,000
- 3) The loss incurred on an incomplete contract is transferred to _____ account.
 - a) Costing P/L A/c
 - b) Profit/Loss A/c
 - c) Trading A/c
 - d) Deferred next year
- 4) A contract is generally of _____ duration.
 - a) Long
 - b) Small
 - c) Average
 - d) Very Small
- 5) Usually the production budget is stated in terms of _____.
 - a) Money
 - b) Quantity
 - c) Both a & b
 - d) None of these
- 6) Cash flow is prepared as per _____.
 - a) AS 2
 - b) AS 6
 - c) AS 3
 - d) AS 10
- 7) Standard price of material is Rs. 22, actual price of material is Rs. 10 and actual quantity is 1,000, material price variance will be _____.
 - a) 12,000F
 - b) 12,000 A
 - c) 10,000 A
 - d) None of these
- 8) Budgetary control system helps the management to eliminate _____.
 - a) under capitalization
 - b) over capitalization
 - c) Both
 - d) None of these

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

- 1) Retention Money
- 2) Job Costing

Q.2 Attempt any two.**06**

- a) Advantages of Budgeting.
- b) From the following calculate Standard fixed overhead absorption rate and Standard Variable overhead absorption rate.

Particulars	Budget	Actual
No. of Working Days	25	26
Output in units	15,000	16,250
Hours	30,000	33,000
Fixed Overheads	Rs. 45,000	Rs. 50,000
Variable Overheads	Rs. 60,000	Rs. 68,000

- c) From the following prepare a statement showing change in Working Capital.

Liabilities	2020 Rs.	2021 Rs.	Assets	2020 Rs.	2021 Rs.
Share Capital	3,00,000	3,50,000	Stock	60,000	80,000
Debenture	50,000	30,000	Machinery	3,00,000	3,10,000
P& L A/c	45,000	65,000	Debtors	40,000	30,000
Creditors	35,000	50,000	Cash	50,000	90,000
Bills Payable	20,000	15,000			
	4,50,000	5,10,000		4,50,000	5,10,000

Q.3 Solve the following:**10**

On 01st October 2022 Y Ltd a Contract for Rs 2,20,000. The following information is available in the contract for the year ended 31st Dec 2022.

Particulars	Rs.
Wages paid	16,500
Work Certified	44,000
Material	22,000
Direct Expenses	3,300
Machinery on 01 st Oct 2022	22,000
Machinery on 31 st Dec 2022	22,000
Work Uncertified	1,100
Material at Site	880
Outstanding wages	660

Prepare Contract Account.

Q.4 Attempt any One.**12****a)** From the following particulars prepare a Funds Flow Statement:

Liabilities	2021 Rs	2022 Rs	Assets	2021 Rs	2022 Rs
Share Capital	4,50,000	4,50,000	Stock	2,40,000	2,10,000
General Reserve	3,00,000	3,10,000	Investment	50,000	60,000
P&L A/c	56,000	68,000	Fixed Assets	4,00,000	3,20,000
Bills Payable	1,68,000	1,34,000	Cash	1,49,000	1,97,000
Provision for tax	75,000	10,000	Bills Receivable	2,10,000	4,55,000
Mortgage loan	-	2,70,000			
	10,49,000	12,42,000		10,49,000	12,42,000

Adjustments:

- Investment costing Rs. 8,000 was sold during the year for Rs. 8,500.
- Provision for tax made during the year was Rs. 9,000.
- During the year a part of fixed asset having book value of Rs. 10,000 was sold for Rs. 12,000.
- Dividend paid during the year amounted to Rs. 40,000.

OR**b)** Calculate Material and Labour variances from the following:

For 5 units of product 'A' the standard data is as under:

- Material 40kg @ Rs 25 per kg.
- Labour 100 hours @ Rs 2.50 per hour.

Actual data:

- Actual production 1,000 units.
- Material 7,840 kg @ Rs 27 per kg.
- Labour 19,800 hours @ Rs 2.60 per hour.