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**B.B.A. (Semester - I) (CBCS) Examination:
March/April – 2026
Accounting for Business - I (BBA0103)**

Day & Date: Thursday, 16-04-2026
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.
3) Use of calculator is allowed.

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

- 1) Cash account is a _____ type of account.
 - a) Personal
 - b) Real
 - c) Nominal
 - d) Artificial

- 2) Purchased furniture for cash Rs. 20,000, _____ account should be credited.
 - a) Furniture
 - b) Cash
 - c) Capital
 - d) Purchases

- 3) Cost of asset Rs. 60,000, scrap value Rs. 10,000, life 5 years. Annual depreciation is _____.
 - a) Rs. 12,000
 - b) Rs. 10,000
 - c) Rs. 8,000
 - d) Rs. 15,000

- 4) The book in which transactions are first recorded is called _____.
 - a) Ledger
 - b) Cash Book
 - c) Journal
 - d) Trial Balance

- 5) Amount owed by business to outsiders is called _____.
 - a) Asset
 - b) Expense
 - c) Liability
 - d) Income

- 6) Trial Balance is prepared to check _____ of accounts.
 - a) Accuracy
 - b) Profit
 - c) Loss
 - d) Capital

- 7) _____ concept states that every transaction has two aspects.
 - a) Entity
 - b) Dual Aspect
 - c) Going Concern
 - d) Cost

- 8) Loss in business reduces _____.
 - a) Capital
 - b) Liability
 - c) Asset
 - d) Income

- B) Explain the Following Concepts.** **04**
- 1) Liability
 - 2) Journal

Q.2 Answer the following questions. (Any Two) **06**

- a) Explain objectives of Accounting.
- b) Journalise the following transactions in the books of Mr. Suresh for March 2021:
 1. Started business with cash Rs. 30,000
 2. Purchased goods Rs. 10,000 from Ramesh
 3. Sold goods for cash Rs. 6,000
 4. Paid wages Rs. 2,000
 5. Received interest Rs. 1,000
- c) A machine was purchased on 1.1.2019 for Rs. 80,000 and installation charges Rs. 5,000. Depreciation is charged @ 10% p.a. on Straight Line Method.
Prepare Machinery Account for two years.

Q.3 Prepare a Three Column Cash Book. **10**

- In the books of Mr. Rahul for February 2021:
1. Cash in hand Rs. 40,000 and Bank balance Rs. 25,000
 2. Deposited cash into bank Rs. 10,000
 3. Purchased goods Rs. 12,000 by cheque
 4. Sold goods for cash Rs. 15,000
 5. Paid salary Rs. 3,000
 6. Received cheque from Mohan Rs. 8,000
 7. Paid insurance Rs. 2,000 by cheque
 8. Bank charges Rs. 150
 9. Withdrew cash from bank Rs. 5,000
 10. Received commission Rs. 1,200

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

a) Prepare Final Accounts

From the following Trial Balance of Mr. Ajay as on 31.03.2021:

Debit Balances	Amount (Rs.)	Credit Balances	Amount (Rs.)
Opening Stock	15,000	Capital	75,000
Purchases	45,000	Sales	95,000
Wages	3,500	Creditors	12,000
Salaries	4,500	Commission	2,000
Debtors	16,000	Return Outward	1,000
Furniture	12,000		
Drawings	4,000		
Carriage	1,000		
Machinery	20,000		
Rent	2,000		
Total	1,23,000	Total	1,23,000

Adjustments:

1. Closing Stock Rs. 12,000
2. Outstanding Wages Rs. 500
3. Depreciate Machinery @ 10% and Furniture @ 5%
4. Prepaid Rent Rs. 500

OR

- b)** Explain in detail the advantages and limitations of Accounting.

- B) Explain the Following Concepts. 04**
- i) Opportunity Cost
 - ii) Monopoly

- Q.2 Write / Solve (Any Two) 06**
- a) Law of Demand
 - b) Concepts of Average Cost and Marginal Cost
 - c) Explain the nature of Micro Economics.

- Q.3 What is Perfect Competition? Explain the features of Perfect Competition. 10**

- Q.4 Answer the following question. (Any One) 12**
- a) What is Business Economics? Explain the features of Business Economics.

OR

- b) Explain Law of Supply in details.

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**B.B.A. (Semester - II) (New) (CBCS) Examination:
March/April - 2026
Principles of Management - II (BBA0201)**

Day & Date: Wednesday, 15-04-2026
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) The force that forces a human being to act or to put a certain amount of effort in a specific direction is _____.
 - a) price
 - b) motivation
 - c) fear
 - d) None of these
- 2) Motivation means a process of stimulating _____ to action to accomplish desired goals.
 - a) people
 - b) price
 - c) product
 - d) None of these
- 3) _____ motivation provides positive rewards like increase in pay, promotion, recognition etc.
 - a) Positive
 - b) Negative
 - c) Normal
 - d) None of these
- 4) Every manager is required to design an effective _____ mechanism /system.
 - a) motivation
 - b) process
 - c) control
 - d) None of these
- 5) _____ is the process of influencing and supporting others to work enthusiastically towards achieving objective.
 - a) Motivation
 - b) Leadership
 - c) Control
 - d) None of these
- 6) Authority is essential for _____, but not an indispensable element.
 - a) Motivation
 - b) Leadership
 - c) Control
 - d) None of these
- 7) A _____ has to not only supervise but also play a guiding role for the subordinates.
 - a) customer
 - b) leader
 - c) employee
 - d) None of these

8) _____ can be achieved through reconciling personal interests with organizational goals.

- a) Planning
- b) Leadership
- c) Coordination
- d) None of these

B) Explain the following concepts. 04

- 1) Autocratic Leader
- 2) Negative Motivation

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

- a) Explain Theory Z.
- b) Techniques of effective coordination
- c) Functions of Leader

Q.3 Explain the different Leadership style. 10

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

- a) Explain the different Motivational Techniques.
- b) Explain the different types of control Techniques.

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**B.B.A. (Semester - II) (New) (CBCS) Examination:
March/April - 2026
Accounting for Business - II (BBA0203)**

Day & Date: Friday, 17-04-2026
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 Choose the correct alternative from the following options. 08

- 1) A unit of product or service for which costs are ascertained is called _____.
 - a) Cost Element
 - b) Cost Sheet
 - c) Cost Unit
 - d) Cost Centre

- 2) Fixed Cost per unit _____.
 - a) Changes with production level
 - b) Remains constant in total
 - c) Changes with sales value
 - d) None of these

- 3) _____ is the Maximum Stock.
 - a) Re-order Level + Safety Stock
 - b) Danger Level + Re-order Level
 - c) Minimum Level + Re-order Quantity + Safety Stock
 - d) Re-order Level – Safety Stock

- 4) Weighted Average Method is used for _____.
 - a) Labour Remuneration
 - b) Material Issue Pricing
 - c) Overhead Allocation
 - d) Cost Sheet Preparation

- 5) Labour Turnover is calculated to measure _____.
 - a) Number of Workers Employed
 - b) Movement of Workers
 - c) Efficiency of Labour
 - d) Labour Absenteeism

- 6) Contribution per unit = _____.
 - a) Selling Price – Fixed Cost
 - b) Selling Price – Variable Cost
 - c) Variable Cost – Fixed Cost
 - d) Sales – Profit

- 7) _____ Overheads are cannot be traced directly to a cost centre.
 - a) Direct Overheads
 - b) Indirect Overheads
 - c) Prime Costs
 - d) Variable Costs

- 8) Break-even point in units _____.
- Fixed Cost / Contribution per unit
 - Sales / Contribution Ratio
 - Variable Cost / Fixed Cost
 - Fixed Cost × Contribution per unit

- B) Explain the following term:** **04**
- Cost Classification
 - Economic Order Quantity

Q.2 Solve any two of the following. (Short Problems) **06**

- a) Annual Requirement = 12,000 units, Ordering Cost = ₹300 per order, Carrying Cost = ₹3 per unit p.a. Calculate:
- EOQ
 - Number of Orders per Year
 - Time between Orders
- b) Standard time to produce 1 unit = 20 minutes, Wage rate = ₹60 per hour. A worker produces 50 units in 15 hours. Calculate earnings under:
- Halsey 50% Plan
 - Rowan Plan
- c) Prepare a Stores Ledger using FIFO Method:

Date	Particulars	Quantity	Rate (₹)	Transaction
01/05/25	Opening Stock	300	15	-
04/05/25	Purchase	200	16	-
06/05/25	Issue	250	-	Issue
08/05/25	Purchase	300	17	-
10/05/25	Issue	200	-	Issue

Q.3 Long Problem. **10**

From the following data, prepare a Cost Sheet:

Direct Material = ₹60,000
 Direct Labour = ₹40,000
 Direct Expenses = ₹8,000
 Factory Overheads = 40% of Direct Labour
 Administration Overheads = 15% of Works Cost
 Selling & Distribution Overheads = ₹15,000
 Profit = 25% of Cost of Sales

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

- a) A company has two production departments (P1, P2) and two service departments (S1, S2). The following data is available:

Particulars	P1	P2	S1	S2
Direct Wages (₹)	20,000	15,000	5,000	5,000
Direct Material (₹)	18,000	12,000	2,000	2,000
Machine Hours	2,500	2,000	500	500
Floor Area (sq.ft.)	5,000	4,000	1,000	1,000

Total Overheads = ₹70,000 (to be apportioned suitably).

Distribute overheads to all departments and then apportion service departments (S1 and S2) to P1 and P2 based on machine hours.

OR

b) From the following data, calculate:

- i) Contribution per unit
- ii) P/V Ratio
- iii) Break-even Sales
- iv) Sales required to earn a Profit of ₹75,000
- v) Margin of Safety
 - Sales = ₹9,00,000
 - Variable Cost = ₹5,40,000
 - Fixed Cost = ₹1,80,000

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**B.B.A. (Semester - II) (New) (CBCS) Examination:
March/April – 2026
Business Organization and Environment II (BBA0205)**

Day & Date: Monday, 20-04-2026
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

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

- 1) _____ business environment implies the process of critically examining the factors that highly influence the business.
 - a) Identifying
 - b) Scanning
 - c) Analysing
 - d) Forecasting
- 2) 'Vision, Mission and Objectives' is _____ factor of Business Environment.
 - a) Micro Environmental
 - b) Macro Environmental
 - c) Internal
 - d) External
- 3) _____ is sum of all external and internal factors that influence a business.
 - a) Business Environment
 - b) Social Environment
 - c) Finance
 - d) Marketing
- 4) Under _____, the tools of production are to be organized, managed and owned by the Government, with the benefits accruing to the public.
 - a) Socialism
 - b) Communism
 - c) Capitalism
 - d) Mixed Economy
- 5) _____ is a political arrangement in which supreme power is vested in the people.
 - a) Autocracy
 - b) Democracy
 - c) Totalitarian
 - d) Dictatorship
- 6) The system of _____ stresses the philosophy of individualism belonging in private ownership of consumer choice through a free market place.
 - a) Communism
 - b) Unionism
 - c) Capitalism
 - d) Socialism

7) Family size, Income and Age are _____ factors that affect the business environment.

- a) Demographic
- b) Social
- c) Technological
- d) Cultural

8) In SWOT analysis _____ are the core competencies in which business has an edge over its competitors.

- a) Opportunities
- b) Strengths
- c) Weaknesses
- d) Threats

B) Explain the following concepts. 04

- 1) Internal Environment of business.
- 2) Technology.

Q.2 Write short answers. (Any two) 06

- a) Social responsibility of business towards various stakeholders in brief
- b) SWOT Analysis in brief
- c) Explain various methods of technology transfer

Q.3 What is Economic Environment. Explain various economic Policies impacting business in detail. 10

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

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**B.B.A. (Semester - III) (New) (CBCS) Examination:
March/April – 2026
Research Methodology – I (BBA0301)**

Day & Date: Thursday, 02-04-2026
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) Questions which have many alternatives for answer is called _____.
 - a) Multiple choice questions
 - b) Dichotomous questions
 - c) Open ended questions
 - d) Structured questions
- 2) Survey method is used for _____ population.
 - a) Small
 - b) Large
 - c) Medium
 - d) Can't say
- 3) Sample is _____ of population.
 - a) Representative
 - b) non representative
 - c) Random
 - d) None of these
- 4) Market research is used to determine _____.
 - a) the viability of a new product or service
 - b) Customer Satisfaction
 - c) Customer buying behavior
 - d) All of these
- 5) Sources of secondary data include/s _____.
 - a) Books
 - b) Websites
 - c) Official Reports
 - d) All of these
- 6) In random sampling each unit of population has _____ chance to be selected in sample.
 - a) not equal
 - b) Zero
 - c) Equal
 - d) 50%
- 7) In survey method _____ tool is popularly used.
 - a) Interviews
 - b) Observation
 - c) Questionnaire
 - d) All of these
- 8) _____ random sampling involves dividing the entire population into homogeneous groups called strata, the plural of stratum.
 - a) Stratified
 - b) Convenience
 - c) Quota
 - d) Simple

- Q.1 B) Explain the following concepts. 04**
a) Explain concept of population.
b) Explain research methodology.
- Q.2 Write short Notes. (Any two) 06**
a) Explain primary data.
b) Explain survey technique in research.
c) Explain descriptive research.
- Q.3 Long answer. 10**
Explain in detail Explain in detail Sampling methods.
- Q.4 Answer any one of the following (Long answer/ Problem) 12**
a) Explain in detail types of data.
b) Explain concept of questionnaire prepare a questionnaire on Market survey of Maggi Noodles in Solapur city.

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**B.B.A. (Semester - III) (New) (CBCS) Examination:
March/April - 2026
Foundation of Human Skills – I (BBA0302)**

Day & Date: Monday, 06-04-2026
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) Which of the following is not a soft skill?
 - a) Communication skills
 - b) Accounting knowledge
 - c) Team working
 - d) Time management
- 2) The Johari Window is used to assess _____.
 - a) Emotional intelligence
 - b) Time management
 - c) Self-awareness
 - d) Interpersonal conflict
- 3) SMART goals are _____.
 - a) Strategic, Measurable, Accurate, Reliable, Time-bound
 - b) Specific, Measurable, Achievable, Realistic, Time-bound
 - c) Simple, Motivating, Accurate, Result-oriented, Trackable
 - d) Standard, Motivated, Aligned, Reasoned, Timely
- 4) _____ is a psychological factor affecting individual behavior.
 - a) Culture
 - b) Attitude
 - c) Social class
 - d) Climate
- 5) The 80:20 rule is also known as _____.
 - a) Johari Principle
 - b) Maslow's Law
 - c) Pareto Principle
 - d) Emotional Quotient Theory
- 6) Emotional Intelligence includes all of the following except _____.
 - a) Self-regulation
 - b) Empathy
 - c) Social skills
 - d) Critical reasoning
- 7) _____ is not a source of stress.
 - a) Workload
 - b) Deadlines
 - c) Role conflict
 - d) Healthy relationships
- 8) Interpersonal skills are important for _____.
 - a) Team collaboration
 - b) Working alone
 - c) Conflict generation
 - d) Avoiding communication

- B) Explain the following concepts:** **04**
- 1) Communication Skill
 - 2) SWOT Analysis
- Q.2 Write short note/ Short answer/ Short problem. (Any Two)** **06**
- a) Types and sources of emotions and moods
 - b) 80:20 Rule
 - c) SMART Goals
- Q.3 Long Answer/ Problem:** **10**
- Explain the nature of individual behavior and discuss various factors affecting individual behavior in an organization.
- Q.4 Answer the following. (Any One)** **12**
- a) Discuss the meaning and importance of Emotional Intelligence. Explain the various ways to measure Emotional Intelligence.
- OR**
- b) Describe the meaning and importance of Time Management. Explain different ways to manage time effectively with suitable examples.

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**B.B.A. (Semester - III) (New) (CBCS) Examination:
March/April - 2026
International Business - I (BBA0303)**

Day & Date: Wednesday, 08-04-2026
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) Highway Railway is the example of _____.
a) Management Contract b) Contract Manufacturing
c) Turnkey Project d) Export
- 2) Contract Manufacturing is also called as _____.
a) Export b) Licensing
c) Franchising d) Outsourcing
- 3) Import Quota is a _____ restriction on the quantity of goods which are imported into country.
a) Partial b) Direct
c) Indirect d) All the Above
- 4) _____ company produces, markets, invests and operates across the world.
a) Global b) International
c) Transnational d) Multinational
- 5) The first phase of globalization started around 1870 and ended with _____.
a) World War I
b) World War II
c) The establishment of GATT
d) In 1913 when GDP was high
- 6) Which one is not an international organization?
a) EU b) BRICS
c) ASEAN d) CBDT
- 7) BRICS includes _____.
a) Bhutan, Romania, Indonesia, Chile and south Korea
b) Brazil, Russia, Indonesia, Chila and Sudan
c) Brazil, Russia, India, China, and South Africa
d) Britain, Russia, India, Czechoslovakia, and Sri Lanka

- 8) The 21st member to join the G-20 is _____.
- a) Sri Lanka
 - b) Uzbekistan
 - c) Myanmar
 - d) Uruguay

B) Explain the following concept. 04

- 1) Globalisation
- 2) European Union

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

- a) Brazil – Russia – India – China – South Africa
- b) Directorate General of Foreign Trade
- c) Advantage and Problems of International Business

Q.3 Long answer 10

Explain Modes of Entry.

Q.4 Answer any one of the following. 12

- a) Define International Business. Explain Comparative Cost Theory and Heckscher- Ohlin Theory.
- b) Explain Trade Barriers.

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**B.B.A. (Semester - III) (New) (CBCS) Examination:
March/April – 2026
Entrepreneurship Development & SME - I (BBA0304)**

Day & Date: Friday, 10-04-2026
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

- 1) The NSIC was established in _____.
 - a) 1955
 - b) 1965
 - c) 1985
 - d) 1970
- 2) There are _____ no. of TCOs have been operating in India.
 - a) 15
 - b) 13
 - c) 17
 - d) 14
- 3) _____ provide infrastructural & accommodation facilities to the entrepreneurs.
 - a) TCOs
 - b) DIC
 - c) Industrial Estates
 - d) NSIC
- 4) The Organization structure of DIC consist of _____ project manager.
 - a) 3
 - b) 4
 - c) 6
 - d) 8
- 5) To conduct _____ is the main functioning of DIC.
 - a) Surveys
 - b) Project
 - c) Exams
 - d) None of these
- 6) _____ Entrepreneur who introduces new products, new methods & new Market.
 - a) Imitative
 - b) Innovative
 - c) Fabien
 - d) Drone
- 7) _____ is an Internal source of idea generation for business.
 - a) Government
 - b) Distributor
 - c) R&D
 - d) Customer
- 8) Agricultural entrepreneurs undertake _____ activities.
 - a) Business
 - b) Agricultural
 - c) Trading
 - d) Marketing

- B) Explain the following concepts. 04**
- 1) DICs
 - 2) TCOs
- Q.2 Write short notes. (Any Two) 06**
- a) Entrepreneur
 - b) Industrial Estates
 - c) KVIC
- Q.3 Define Entrepreneur & Explain the characteristics of Entrepreneurs. 10**
- Q.4 Answer the following question. (Any One) 12**
- a) Elaborate role of Entrepreneurship in economic development of the country.
 - b) What are the business opportunities available in various sectors?

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**B.B.A. (Semester - III) (New) (CBCS) Examination:
March/April - 2026
IT for Management - I (BBA0305)**

Day & Date: Monday, 13-04-2026
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 given alternatives. 08

- 1) _____ component is typically represented as a block in a computer block diagram.
 - a) Printer
 - b) Monitor
 - c) Mouse and Keyboard
 - d) CPU (Central Processing Unit)
- 2) A device used for video games, flight simulators, training simulators and for controlling industrial robots.
 - a) Mouse
 - b) Light pen
 - c) Joystick
 - d) Keyboard
- 3) Which of the following virtual machine is used by the Android operating system?
 - a) JVM
 - b) Dalvik virtual machine
 - c) Simple virtual machine
 - d) None of the above
- 4) The ability to combine name and addresses with a standard document is called _____.
 - a) Document formatting
 - b) Database management
 - c) Mail merge
 - d) Form letters
- 5) We can replace a font on all slides with another font using the _____ option.
 - a) Edit, Fonts
 - b) Tools, Fonts
 - c) Tools, Replace Fonts
 - d) Format, Replace Fonts
- 6) The Handout Master consists of placeholders for all of these except the _____.
 - a) title
 - b) slide number
 - c) header
 - d) footer
- 7) In the current presentation, if we want to insert a new slide, we can choose _____.
 - a) Ctrl + F
 - b) Ctrl + O
 - c) Ctrl + M
 - d) Ctrl + N

- 8) Every address generated by the CPU is divided into two parts.
They are _____.
- a) frame bit & page number
 - b) page number & page offset
 - c) page offset & frame bit
 - d) frame offset & page offset

Q.1 B) Write Concept: 04

- 1) MICR
- 2) Zip Drive

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

- a) Types of Computers
- b) Input devices of computer
- c) Tools of operating system

Q.3 Define Computer languages. Explain its types in details. 10

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

- a) What is computer memory management? Explain its types.
- OR
- b) Define Operating System. Write functions of an operating System.

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**B.B.A. (Semester - IV) (New) (CBCS) Examination:
March/April - 2026
Research Methodology - II (BBA0401)**

Day & Date: Saturday, 04-04-2026
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 can be used for _____.
 - a) Unweighted
 - b) Forecasting
 - c) Fixed prices
 - d) None of these
- 2) Mean is measure of _____.
 - a) Location
 - b) Dispersion
 - c) Correlation
 - 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) If grouped data has open end classes, one cannot calculate _____.
 - a) Mean
 - b) Median
 - c) Mode
 - d) Quartiles
- 5) Regression coefficient is independent of _____.
 - a) Scale
 - b) Origin
 - c) both origin and scale
 - d) Neither origin nor scale
- 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) Which of the following represent Median?
 - a) First quartile
 - b) Second quartile
 - c) Sixth Decile
 - d) None of these
- 8) The correlation for the values of two variables moving in the same direction is _____.
 - a) Perfect positive
 - b) Negative
 - c) Positive
 - d) No correlation

B) Explain the following concepts. 04

- 1) Define Arithmetic Mean & Mode.
- 2) Define Fisher index number.

Q.2 Attempt. (Any Two) 06

a) Calculate Mean and Median for the following data.

X	2	4	6	8	10	12	14
f	3	8	6	1	9	5	6

- b) Explain the classification of data.
- c) Explain measure of dispersion.

Q.3 Attempt the following. 10

Calculate S.D and C.V for the following data

Class	5-15	15-25	25-35	35-45	45-55	55-65	65-75	75-85
Frequency	8	12	19	25	13	10	4	7

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

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

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

- B) i) Define correlation coefficient and explain the types correlation.**
- ii) Calculate correlation coefficient for the following data.**

X	2	4	6	8	9	1
Y	1	2	3	4	5	6

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**B.B.A. (Semester - IV) (New) (CBCS) Examination:
March/April – 2026
Foundation of Human Skills - II (BBA0402)**

Day & Date: Tuesday, 07-04-2026
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) Which type of power is based on the ability to reward someone for their efforts or behavior?
 - a) Expert power
 - b) Coercive power
 - c) Reward power
 - d) Referent Power

- 2) _____ includes factors such as tone of voice, loudness, inflection and pitch.
 - a) Proxemics
 - b) Haptics
 - c) Paralanguage
 - d) Gestures

- 3) _____ is the first stage of Group Development.
 - a) Storming
 - b) Norming
 - c) Forming
 - d) Performing

- 4) The process by which we receive and interpret information from our environment is known as _____.
 - a) Values
 - b) Learning
 - c) Attitude
 - d) Perception

- 5) _____ are associations of people who like each other and who like to be together.
 - a) Informal group
 - b) Formal group
 - c) Interest group
 - d) Friendship group

- 6) _____ is a persistent tendency to feel and behave in a particular way towards objects, persons or events.
 - a) Values
 - b) Attitudes
 - c) Perception
 - d) Dissonance

- 7) The Green Hat is primarily associated with which of the following?
 - a) Optimism and positive thinking
 - b) Creativity and generating new ideas
 - c) Data and information
 - d) Emotions and feelings

- 8) What is the primary purpose of etiquette?
- a) To show superiority
 - b) To demonstrate authority
 - c) To ensure polite and respectful behavior in society
 - d) To impose rules strictly

B) Explain the following concepts. 04

- i) Power
- ii) Etiquettes

Q.2 Write Short notes (Any Two) 06

- a) Six Thinking Hats
- b) Attitude Formation
- c) Determinants of personality

Q.3 Explain the various parts of Body language and mention reasons to study Body language in detail. 10

Q.4 Explain the types of groups and stages of group development in detail. 12

OR

Define Perception. Explain the Perception process in detail.

Seat No.	
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Set P

**B.B.A. (Semester - IV) (New) (CBCS) Examination:
March/April - 2026
International Business- II (BBA0403)**

Day & Date: Thursday, 09-04-2026
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice question.

08

- 1) International marketing means _____.
 - a) Selling goods in the local market
 - b) Marketing beyond national boundaries
 - c) Only domestic trade
 - d) Buying from local producers
- 2) Which is the first step in Import Procedure?
 - a) Pre-import procedure
 - b) Post-import procedure
 - c) Shipment stage
 - d) Payment settlement
- 3) MNC stands for _____.
 - a) Multi National Company
 - b) Multi National Corporation
 - c) Multi National Capital
 - d) Multi National Cooperation
- 4) WTO stands for _____.
 - a) World Tax Organization
 - b) World Trade Organization
 - c) World Transport Organization
 - d) World Treasury Organization
- 5) IMF provides mainly _____.
 - a) Loans to individuals
 - b) Short-term balance of payment support to countries
 - c) Agricultural loans
 - d) Only grants
- 6) Which of the following is a method of payment in International Trade?
 - a) Cheque
 - b) Letter of Credit
 - c) Barter system
 - d) All of the above
- 7) BOT stands for _____.
 - a) Balance of Trade
 - b) Bank of Tax
 - c) Balance of Treasury
 - d) Board of Trade

- 8) The currency market is also called ____.
- a) Money market
 - b) Forex market
 - c) Stock market
 - d) Capital market

- B) Explain the following concepts. 04**
- i) Foreign Direct Investment (FDI)
 - ii) World Bank (IBRD)

- Q.2 Write short note/Short answer/Short problem. (Any Two) 06**
- a) Importance of International Marketing
 - b) Merits of MNCs
 - c) Functions of WTO

- Q.3 Long Answer/Problem. 10**
- Explain the Export Procedure in simple steps.

- Q.4 Answer the following. (Any One) 12**
- a) Explain the objectives and functions of IMF.
 - b) Define International marketing and explain in detail features and drivers of International Marketing.

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**B.B.A. (Semester - IV) (New) (CBCS) Examination:
March/April - 2026
Entrepreneurship Development & SME - II (BBA0404)**

Day & Date: Saturday, 11-04-2026
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice question. 08

- 1) The main objective of Entrepreneurship Development Programmes (EDPs) is to _____.
 - a) Provide employment to all
 - b) Develop entrepreneurial skills and motivation
 - c) Promote imports
 - d) Control inflation

- 2) The Innovation Theory of entrepreneurship was propounded by _____.
 - a) Adam Smith
 - b) Joseph Schumpeter
 - c) David Ricardo
 - d) Alfred Marshall

- 3) Which of the following is a major problem faced by women entrepreneurs?
 - a) Easy access to finance
 - b) Family support always available
 - c) Lack of access to credit
 - d) Excess government support

- 4) The main advantage of a family business is _____.
 - a) Slow decision-making
 - b) Strong commitment and loyalty
 - c) High conflicts always
 - d) Lack of trust

- 5) Government incentives are provided to _____.
 - a) Discourage business
 - b) Promote industrial development
 - c) Increase unemployment
 - d) Reduce exports

- 6) Copyright protection is provided for _____.
 - a) Ideas only
 - b) Expressions of ideas
 - c) Facts only
 - d) Titles only

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**B.B.A. (Semester - IV) (New) (CBCS) Examination:
March/April - 2026
IT for Management - II (BBA0405)**

Day & Date: Wednesday, 15-04-2026
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice question:

08

- 1) What is the Internet?
 - a) A single computer system
 - b) A global network of interconnected computers
 - c) A software program
 - d) A communication device

- 2) MIS stands for _____.
 - a) Management Information System
 - b) Manual Information System
 - c) Modern Internet System
 - d) Machine Information Software

- 3) The main purpose of MIS is to _____.
 - a) Store raw data only
 - b) Support decision-making in organizations
 - c) Design websites
 - d) Provide internet access

- 4) Which department uses IT mainly for payroll processing and employee records?
 - a) Marketing Department
 - b) Production Department
 - c) Human Resource Department
 - d) Sales Department

- 5) In which department is IT used for inventory control and production planning?
 - a) Finance
 - b) Production
 - c) Human Resources
 - d) Administration

- 6) E-commerce refers to _____.
 - a) Buying and selling goods using mobile phones only
 - b) Electronic transfer of money
 - c) Buying and selling goods and services over the Internet
 - d) Online education

- 7) Which of the following is an example of E-commerce?
 - a) Online banking
 - b) Online shopping
 - c) Video calling
 - d) Email communication

- 8) M-commerce is best defined as _____.
 - a) Commerce using mail services
 - b) Commerce using machines
 - c) Commerce conducted through mobile devices
 - d) Commerce through manufacturing units

B) Explain the following concepts. 04
1) Define OAS with example.
2) Define MIS with example.

Q.2 Write short answers. (Any Two) 06
a) EIS
b) Internet and Intranet
c) Concept of M-Commerce

Q.3 Explain definition, Introduction, components, characteristics of MIS. 10

Q.4 Explain the following. (Any One) 12
a) Explain Information system for Production Management.
b) Explain information system in Banking & Hospital.

- B) Explain the following concepts. 04**
- 1) E-Marketing.
 - 2) Market targeting.
- Q.2 Write short notes/Short answer/Short problem. (Any Two) 06**
- a) Explain Social Marketing.
 - b) Explain concept selling.
 - c) Concept of Consumer.
- Q.3 Long answer 10**
- Explain buying decision making process.
- Q.4 Answer the following questions. (Long answer/Problem) (Any One) 12**
- a) Explain type of marketing segmentation.
 - b) Explain in detail people concept in marketing.

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Set **P**

**B.B.A. (Semester - V) (New) (CBCS) Examination:
March/April – 2026
Financial Management – I (BBA0502)**

Day & Date: Wednesday, 22-04-2026
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) Financial Management refers to _____.
 - a) Management of Current Assets
 - b) Management of All Assets
 - c) Financial Decision Making
 - d) Management of Liabilities
- 2) Market value of the firm is the result of _____.
 - a) Investment Decision
 - b) Financing Decision
 - c) Working Capital Management
 - d) Risk -Return Trade off
- 3) Accounting Rate of Return is based on _____.

a) Average Expected Profit	b) Average Past Profit
c) Average Cash Profit	d) Life of the Project
- 4) Which of the following is the source of short-term fund?

a) Shares	b) Term Loan
c) Debentures	d) Cash credit
- 5) The real cash flow must be discounted to get the present value at a rate equal to _____.

a) Money Discount Rate	b) Inflation Rate
c) Real Discount Rate	d) Risk free rate
- 6) Debt Financing is a cheaper source of finance because of _____.
 - a) Time value of Money
 - b) Rate of Interest
 - c) Tax deductibility of Interest
 - d) Dividends not payable to lenders
- 7) Capital structure of a firm influences the _____.
 - a) Risk of the firm
 - b) Return of the Equity Shareholder
 - c) Risk but not return
 - d) Both (a) and (b)

8) Which of the following may be ignored while designing a capital structure?

- a) Profitability
- b) Flexibility
- c) Control Philosophy
- d) Political Stability

B) Explain the Following Concepts. 04

- 1) What are the main two Objectives of financial management?
- 2) What is implicit and Composite Cost?

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

- a) What are different types of debentures?
- b) What are the types of capital budgeting Techniques name them?
- c) What is the importance of capital Budgeting?

Q.3 Answer the following: 10

What is the meaning of capital structure? Explain the factors affecting the capital Structure.

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

- a) What is the meaning and importance of business finance? What are the functions of finance manager?
- b) M/S Lalwani and Co has Rs. 2,00,000 to invest. The following proposals are under consideration. The cost of capital for the company is estimated to be 15%

Project	Initial Outlay	Annual Cash	Life of Project
A	1,00,000	25,000	10
B	70,000	20,000	8
C	30,000	6,000	20
D	50,000	15,000	10
E	50,000	12,000	20

Present value of annuity of Rs 1 at the rate of 15% 8 years = 4.06588, 10 years = 5.1790, 20 years = 6.3345.

Rank and suggest a suitable project for investment on the basis of:

- i) Pay back method
- ii) Net present value method

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Set P

**B.B.A. (Semester - V) (New) (CBCS) Examination:
March/April - 2026
Human Resource Management - I (BBA0503)**

Day & Date: Friday, 24-04-2026
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions.

08

- 1) The process of familiarizing the new employees to the organisation rules and regulations is known as _____.
 - a) Placement
 - b) Induction
 - c) Recruitment
 - d) Selection
- 2) Management development _____.
 - a) Is a short term in nature
 - b) Focuses on employees' current job
 - c) Is an informal activity
 - d) Aims at overall development of a manager
- 3) Simulation technique of off the job method includes _____.
 - a) Role playing
 - b) In-basket exercise
 - c) Case study
 - d) All of these
- 4) Process of studying and collecting information about _____.
 - a) job is known as a. HRP
 - b) Job design
 - c) Job analysis
 - d) Job evaluation
- 5) Job description is a statement containing items like _____.
 - a) Job title, location and duties
 - b) Machines, tools and equipment
 - c) Materials, working conditions and hazards
 - d) All of these
- 6) Directing, being one of the preeminent functions of Human Resource Management that falls under _____.
 - a) Operative functions
 - b) Technical functions
 - c) Managerial functions
 - d) Behavioral functions
- 7) What does a job specification include?
 - a) Personal characteristics
 - b) Physical characteristics
 - c) Psychological characteristics
 - d) All of the above

- 8) Which HRM activity aims at enhancing employees' skills and knowledge?
- a) Compensation and Benefits
 - b) Performance Management
 - c) Training and Development
 - d) Succession Planning

- B) Explain the following concepts. 04**
- 1) Selection
 - 2) Training

- Q.2 Write Short Notes. (Any Two) 06**
- a) Methods of collecting Job Data
 - b) Factors affecting selection decision
 - c) Training Methods

- Q.3 Long answer. 10**
- Define Recruitment. Explain the Process and Factors affecting Recruitment.

- Q.4 Answer the following. (Any One) 12**
- a) Define Human Resource Management. Explain the Role and Functions of Human Resource Management.
 - b) Define Management Development. Explain the Methods of Management Development.

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**B.B.A. (Semester - V) (New) (CBCS) Examination:
March/April – 2026
Production Management-I (BBA0504)**

Day & Date: Monday, 27-04-2026
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions: 08

- 1) The primary reason for selecting an optimal plant location is to _____.
 - a) Minimize cost and maximize efficiency
 - b) Focus on politics
 - c) Maximize employee commute
 - d) Ensure long supply chains

- 2) One of the recent trends in production management is _____.
 - a) Manual scheduling
 - b) Lean manufacturing
 - c) Mass production only
 - d) Ignoring sustainability

- 3) A good product design should be _____.
 - a) Functional and cost-effective
 - b) Complicated
 - c) Random
 - d) Time-consuming

- 4) The first stage in product development is _____.
 - a) Product testing
 - b) Idea generation
 - c) Prototype design
 - d) Commercialization

- 5) An oil refinery is an example of _____.
 - a) Intermittent production
 - b) Continuous production
 - c) Project-based system
 - d) Job production

- 6) A key objective of product design is to _____.
 - a) Meet customer needs efficiently
 - b) Increase labor cost
 - c) Complicate the product
 - d) Ignore product aesthetics

- 7) Control decisions are mainly concerned with _____.
 - a) Deciding plant location
 - b) Monitoring production activities
 - c) Selecting process design
 - d) Strategic investments

- 8) The scope of production management includes _____.
- a) Plant location
 - b) Product design
 - c) Process planning
 - d) All of the above

B) Explain the following concepts. 04

- 1) Explain the concept of product design.
- 2) Importance of new production technology

Q.2 Write short answers. (Any two) 06

- a) Explain characteristics of production management.
- b) Explain the classification of production systems.
- c) Explain factors Responsible for Product Development.

Q.3 Long answer: 10

Explain in detail Recent trends in production management with examples.

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

- a) Explain in detail the importance of the plant payout and its types with examples.
- b) Explain in detail the factors affecting the selection of location & steps in the selection of location.

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Set P**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April – 2026
Taxation (BBA0505)**

Day & Date: Wednesday, 29-04-2026
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

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

- 1) The term "Income" under Income Tax includes _____.
 - a) Only salary
 - b) Only business profit
 - c) All receipts whether capital or revenue
 - d) All receipts except exempt income
- 2) Residential status of an individual is determined on the basis of _____.
 - a) Citizenship
 - b) Place of birth
 - c) Number of days stayed in India
 - d) Nature of employment
- 3) Income from house property is calculated on the basis of _____.
 - a) Actual rent only
 - b) Annual value
 - c) Market value
 - d) Municipal value only
- 4) Which of the following is not a head of income?
 - a) Salary
 - b) House Property
 - c) Capital Gains
 - d) Donations
- 5) GST stands for _____.
 - a) General Sales Tax
 - b) Goods and Service Tax
 - c) Government Sales Tax
 - d) Gross Service Tax
- 6) The threshold limit for GST registration is generally _____.
 - a) ₹10 lakh
 - b) ₹20 lakh
 - c) ₹50 lakh
 - d) ₹75 lakh
- 7) A composition taxpayer under GST _____.
 - a) Pays tax at normal rates
 - b) Cannot opt voluntarily
 - c) Pays tax at a fixed lower rate
 - d) Is exempt from GST
- 8) GST payment can be made through _____.
 - a) Cash only
 - b) Cheque only
 - c) Electronic modes
 - d) Barter system

- B) Explain the following concepts. 04**
- 1) Residential Status under Income Tax
 - 2) Scope of Supply under GST

- Q.2 Write Short Notes/Short Answer/Short Problem. (Any Two) 06**
- a) Important Definitions under Income Tax Act
 - b) Composition Scheme under GST
 - c) Computation of Income under the head "Salary"

- Q.3 Long Answer. 10**
- Explain the procedure for computation of total taxable income of an individual under different heads of income (excluding capital gains), with suitable example.

- Q.4 Answer the following question. (Any One) 12**
- a) Explain in detail the basic concepts of GST, including threshold limit for registration, types of taxpayers (Regular, Composition, Casual Taxable Person), and GSTIN format.
- OR**
- b) Discuss GST payment system in detail along with electronic cash ledger, credit ledger, and liability ledger.

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Set **P**

B.B.A. (Semester - V) (New) (CBCS) Examination: March/April - 2026
Retail Management – I (BBA0506)

Day & Date: Saturday, 02-05-2026
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

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

- 1) 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
- 2) Retail comes from French word _____.
 - a) Retuiller
 - b) Retaaail
 - c) Retaillier
 - d) Retteeler
- 3) There is no shop assistants in a _____.
 - a) Super bazaar
 - b) Departmental store
 - c) Multiple shop
 - d) Second shop
- 4) A retailer's _____ is the key to its ability to attract customers.
 - a) Location
 - b) pricing system
 - c) promotion system
 - d) Store personnel
- 5) Multiple shops are also known as _____.
 - a) self-service stores
 - b) chain stores
 - c) shopping by post
 - d) Departmental stores
- 6) Door to door selling is carried out by _____.
 - a) hawkers and peddlers
 - b) cheap jacks
 - c) second shop
 - d) retailers
- 7) The premise on which retailing activity takes place is called _____.
 - a) Place
 - b) Market
 - c) Store
 - d) Office
- 8) The oldest and most heavily trafficked city area is called _____.
 - a) regional shopping centre
 - b) prime location
 - c) urban district
 - d) Central business district

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

- 1) Store Layout
- 2) Retail Locations

- Q.2 Write short note. (Any Two) 06**
- a) Green Retailing
 - b) Visual Merchandising
 - c) Steps involved in choosing retail location
- Q.3 Long Answer. 10**
Define Retail Franchising. Explain its types and advantages and disadvantages.
- Q.4 Answer any one of the following (Long answer/Problem). 12**
- a) Define Retailing Management. Explain Retail Strategy Process and its steps.
 - b) Explain the various Retail Formats in detail with suitable examples.

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Set **P**

**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April – 2026
Cost and Management Accounting - I (BBA0507)**

Day & Date: Saturday, 02-05-2026
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) If contribution margin is positive?
 - a) Profit will occur
 - b) Both a profit and loss are possible
 - c) Profit will occur if the fixed expenses are greater than the contribution margin
 - d) A loss will occur if the contribution margin is greater than fixed expenses

- 2) Which of the following represents the CVP equations?
 - a) Sales = Contribution margin + Fixed expenses + Profits
 - b) Sales = Contribution margin ratio + Fixed expenses + Profits
 - c) Sales = Variable expenses + Fixed expenses + Profits
 - d) Sales = Variable expenses - Fixed expenses + Profits

- 3) Margin of safety is a term best described as the excess of _____.
 - a) Contribution margin over fixed expenses
 - b) Total expenses over the breakeven point
 - c) Sales over the breakeven point
 - d) Sales over total costs

- 4) Under the Market Value Method, Joint Costs are allocated according to _____ of individual products.
 - a) Cost Price
 - b) Market price or cost price whichever is less
 - c) Sales Value
 - d) Cost and Demand Price

- 5) Byproducts and main products are differentiated by _____.
 - a) number of units per processing period
 - b) weight or volume of outputs per period
 - c) the amount of sales value per unit
 - d) None of the above

- 6) All costs incurred beyond the split-off point that are assignable to one or more individual products are called _____.

a) byproduct costs	b) joint costs
c) main costs	d) separable costs

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**B.B.A. (Semester - VI) (New) (CBCS) Examination:
March/April – 2026
Marketing Management - II (BBA0601)**

Day & Date: Saturday, 18-04-2026
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 Multiple choice questions.

08

- 1) Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a(n) _____.
 - a) Idea
 - b) Demand
 - c) Product & Service
 - d) Product
- 2) _____ ensures protection against leakage.
 - a) Grading
 - b) Standardizing
 - c) Packaging
 - d) Labelling
- 3) The most basic level of a product is called the _____.
 - a) Core product
 - b) Central product
 - c) Fundamental product
 - d) Augmented product
- 4) Manufacturer → Wholesaler → Retailer → Consumer is an example for _____ level channel.
 - a) Zero
 - b) One
 - c) Two
 - d) Three
- 5) Free samples are given to consumers in case of _____.
 - a) Personal selling
 - b) Sales promotion
 - c) Advertising
 - d) Publicity
- 6) A _____ gives a complete picture of how the service and related experience is delivered, end to end, front to back and across channels.
 - a) Service blueprint
 - b) Red print
 - c) Service diagram
 - d) None of these
- 7) The _____ stage is the stage where a product reaches its maximum sales and profits.
 - a) Introduction
 - b) Growth
 - c) Maturity
 - d) None of these
- 8) A penetration pricing strategy will set an initially high price to “cream off” as much revenue as possible from the early purchasers.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these

- B) Explain the following concepts. 04**
- i) Explain concept of promotion.
 - ii) Two level distribution channels

- Q.2 Write short note. (Any Two) 06**
- a) Explain advertisement.
 - b) Explain the concept of blue print in service process.
 - c) Comment on product line decision

- Q.3 Long Answer. 10**
Explain in detail various methods of pricing.

- Q.4 Answer any One of the following. 12**
- a) Explain Product Life Cycle with its stages and strategies.
 - b) Explain in detail the people concept in marketing.

Seat No.	
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Set **P**

**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April – 2026
Financial Management – II (BBA0602)**

Day & Date: Tuesday, 21-04-2026
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) Working capital refers to _____.
 - a) Fixed assets minus current liabilities
 - b) Current assets minus current liabilities
 - c) Fixed assets minus long-term liabilities
 - d) Capital plus reserves

- 2) _____ of the following is a determinant of working capital.

a) Nature of business	b) Management policy
c) Operating cycle	d) All of these

- 3) The main objective of cash management is _____.

a) To maximize profit	b) To maintain liquidity
c) To reduce debt	d) To increase sales

- 4) EOQ stands for _____.

a) Economic Order Quantity	b) Essential Order Quantity
c) Efficient Order Quality	d) Economic Output Quantity

- 5) Receivables management is also known as _____.

a) Debtors management	b) Creditors management
c) Stock management	d) Cash management

- 6) The portion of profit distributed to shareholders is called _____.

a) Dividend	b) Bonus
c) Reserve	d) Interest

- 7) The ratio which measures the ability of a company to pay short-term obligations is called _____.

a) Profitability ratio	b) Liquidity ratio
c) Turnover ratio	d) Solvency ratio

- 8) The ideal current ratio is _____.

a) 1:1	b) 2:1
c) 3:1	d) 0.5:1

- B) Explain the following concepts** **04**
- 1) Operating Cycle
 - 2) Dividend Policy

Q.2 Short Note on (Any Two) **06**

- a) Explain the objectives of cash management.
- b) Explain determinants of working capital.
- c) Calculate Gross Working Capital from the following data
 - i) Projected Annual Sales 1,20,000 units
 - ii) Selling Price Rs. 10 per unit
 - iii) Percentage of Net profit on sales is 20
 - iv) Average credit period allowed to customers is 8 weeks
 - v) Average credit period allowed by suppliers is 8 weeks
 - vi) Average stock holding is for 10 weeks

Q.3 Long Answer/ Problems

From the following information, prepare a Cash Budget for three months ending June 2025: **10**

Estimated cash balance on 1st April ₹10,000; Sales (April-June): ₹50,000, ₹60,000, ₹70,000; Purchases: ₹30,000, ₹40,000, ₹45,000; Wages: ₹5,000, ₹6,000, ₹7,000; Misc. Expenses: ₹3,000 each month. 50% of sales are cash sales, balance received next month.

Q.4 Explain the meaning, types, and importance of financial ratios and calculate the following from the given data: **12**

Current Assets ₹2,00,000; Current Liabilities ₹1,00,000; Net Sales ₹4,00,000; Cost of Goods Sold ₹3,00,000; Net Profit ₹40,000; Capital Employed ₹2,00,000.

Find: (a) Current Ratio (b) Gross Profit Ratio (c) Net Profit Ratio
(d) Return on Capital Employed.

OR

What is Inventory Management? Explain its objectives and techniques such as EOQ and Inventory Levels in detail.

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Set P

**B.B.A. (Semester - VI) (New) (CBCS) Examination:
March/April – 2026
Human Resource Management - II (BBA0603)**

Day & Date: Thursday, 23-04-2026
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) Which of the following is considered a fringe benefit?
 - a) Basic salary
 - b) House Rent Allowance (HRA)
 - c) Performance appraisal
 - d) Job rotation

- 2) Biological hazards in the workplace refer to threats caused by _____.
 - a) Machinery malfunctions
 - b) Harmful living organisms such as viruses or bacteria
 - c) Loud noises
 - d) Electrical short circuits

- 3) Promotion in HRM typically refers to _____.
 - a) Reducing the salary of an employee
 - b) Transferring an employee to another branch
 - c) Advancing an employee to a higher position with more responsibility
 - d) Offering a new job to an outsider

- 4) Versatility transfer involves moving an employee _____.
 - a) Permanently to a different organization
 - b) Laterally to a different department to develop multiple skills
 - c) Upward in the hierarchy
 - d) Out of the company

- 5) _____ occurs on account of surplus staff, poor demand for products, general economic slow down etc.
 - a) Retrenchment
 - b) Lay-off
 - c) VRS
 - d) Dismissal

- 6) What is a key advantage of E-HRM?
 - a) Increases paperwork
 - b) Reduces HR data accuracy
 - c) Automates HR functions using technology
 - d) Eliminates the need for employee training

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**B.B.A. (Semester - VI) (New) (CBCS) Examination:
March/April - 2026
Production Management – II (BBA0604)**

Day & Date: Saturday, 25-04-2026
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) Which is a key determinant of production planning?
 - a) Market demand
 - b) Brand popularity
 - c) Employee turnover
 - d) Consumer income
- 2) Which of the following is a level of production planning?
 - a) Strategic level
 - b) Ethical level
 - c) Managerial politics
 - d) Consumer feedback
- 3) Production control ensures _____.
 - a) Expansion of legal policies
 - b) Production activities go as per plan
 - c) Financial forecasting
 - d) Increasing warranty terms
- 4) One limitation of production planning and control is _____.
 - a) Requires accurate forecasting
 - b) Reduces output
 - c) Increases employee dissatisfaction
 - d) Discourages innovation
- 5) Corrective maintenance is _____.
 - a) Preventive
 - b) Done after fault detection
 - c) Done randomly
 - d) Linked with customer service
- 6) TPM stands for _____.
 - a) Total Planning Method
 - b) Technical Plant Management
 - c) Total Productive Maintenance
 - d) Timely Product Management
- 7) Which is a type of material handling equipment?
 - a) Conveyor belt
 - b) Spreadsheet
 - c) Data scanner
 - d) Desktop PC
- 8) Which is an inventory control technique?
 - a) ABC analysis
 - b) SWOT analysis
 - c) PEST analysis
 - d) BCG matrix

- B) Explain the following concepts. 04**
- 1) Explain concept of total quality management.
 - 2) List ten types of material handling equipment.

- Q.2 Write a short note/Short answer/Short problem. (Any Two) 06**
- a) Explain make-or-buy decision.
 - b) Explain inventory management.
 - c) Explain production planning and control.

- Q.3 Long Answer. 10**
Explain in detail the meaning, objectives, and functions of production control.

- Q.4 Answer the following. (Any One) 12**
- a) Explain in detail the different types of maintenance with suitable examples.
 - b) Explain in detail the material handling. Discuss its principles and objectives.

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**B.B.A. (Semester - VI) (New) (CBCS) Examination:
March/April - 2026
Retail Management - II (BBA0606)**

Day & Date: Tuesday, 28-04-2026
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) Private label brands are also known as _____.
 - a) Manufacturer brands
 - b) Store brands
 - c) Luxury brands
 - d) Imported brands

- 2) Which of the following affects retail pricing decisions?
 - a) Supply chain costs and logistics
 - b) Government regulations on pricing
 - c) Customer price sensitivity
 - d) All of the above

- 3) Which of the following is NOT a part of the Retail Communication Mix?
 - a) Advertising
 - b) Public Relations
 - c) Personal Selling
 - d) Product Development

- 4) Positioning in retailing refers to _____.
 - a) Choosing the best store layout for customers
 - b) Establishing a unique image in the minds of consumers
 - c) Setting the highest possible price for products
 - d) Deciding the physical location of the store

- 5) A POS (Point of Sale) system is mainly used for _____.
 - a) Managing product deliveries
 - b) Processing customer transactions
 - c) Warehouse inventory control
 - d) Supplier communication

- 6) A strong retail brand helps in _____.
 - a) Increasing customer loyalty
 - b) Reducing the need for marketing
 - c) Eliminating competition
 - d) Reducing product quality

- 7) One of the biggest challenges in international retailing is _____.
a) Lower profits in domestic markets
b) Cultural and consumer preference differences
c) Increased local competition
d) Lack of technology for global operations
- 8) What is the primary objective of merchandise planning in retail?
a) To increase store rent costs
b) To ensure the right products are available at the right time and place
c) To reduce the number of product categories
d) To decrease customer footfall

Q.1 B) Explain the following concepts. 04
1) Retail Price
2) Private Label brands

Q.2 Write short answers. (Any Two) 06
a) E-tailing
b) Role of Merchandiser
c) Factors contributing to the growth of International Retailing

Q.3 Explain Retail Communication Mix in detail. 10

Q.4 Answer the following question. (Any One) 12
a) Explain the STP (Segmentation, Targeting & Positioning) approach of Retail in detail.
b) Explain the Retail Pricing Strategies in detail.

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**B.B.A. (Semester - VI) (New) (CBCS) Examination:
March/April – 2026
Cost & Management Accounting - II (BBA0607)**

Day & Date: Tuesday, 28-04-2026
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) In contract costing payment of cash to the contractor is made on the basis of _____.
 - a) Uncertified work
 - b) Work in progress
 - c) Certified work
 - d) Retention Money
- 2) Cash received Rs. 200000 being 80% of work certified, then value of work certified will be Rs. _____.
 - a) 250000
 - b) 160000
 - c) 40000
 - d) 200000
- 3) Job costing is _____.
 - a) Cost estimation
 - b) Cost control technique
 - c) Method of costing
 - d) Technique of costing
- 4) If the standard cost is lower than the actual cost, the difference is known as _____.
 - a) Favorable
 - b) Adverse
 - c) Positive
 - d) Negative
- 5) _____ is not application of cash.
 - a) Securities premium
 - b) Redemption of debentures
 - c) Purchase of investment
 - d) Payment of dividends
- 6) Long term budgets are prepared for _____.
 - a) Research & Development
 - b) Long-Term Finance
 - c) Capital Expenditure
 - d) All the above
- 7) If Material cost variance is Rs. 11800 (Favorable) and material usage variance is Rs. 8200 (adverse), then material price variance is _____.
 - a) 3600 (Favorable)
 - b) 3600 (adverse)
 - c) 20000 (Favorable)
 - d) 20000 (adverse)
- 8) If Net profit is Rs. 56000 and profit on sale of fixed asset is Rs. 6000, what is the fund from operation?
 - a) 62000
 - b) 50000
 - c) 56000
 - d) 6000

- B) Explain the following concepts. 04**
 1) Retention Money
 2) Fund flow statement

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

- a) Distinguish between Job Costing and Contract Costing.
 b) From the following details, calculate statement changes in Working Capital.

Liabilities	2022	2023	Asset	2022	2023
Share Capital	300000	400000	Plant & Machinery	50000	60000
Creditors	100000	70000	Furniture	10000	15000
Profit & Loss	15000	30000	Closing Stock	85000	105000
			Debtors	160000	150000
			Cash	110000	170000
Total	415000	500000	Total	415000	500000

- c) Importance of Cash Flow Statement.

- Q.3 On 3rd January, 2018 Beas Construction Ltd. started work on the construction of an office block at a contracted price of Rs. 7,50,000. The construction company's financial year ended on 31st October, 2018 and on that date the accounts pertaining to the contract contained the following balances: 10**

Particulars	Rs.
Materials issued to site	1,61,000
Materials returned from Supervisory Staff Direct site	14,000
Wages paid	68,000
Own Plant in use on site (at Cost)	96,000
Hire of Plant and Scaffolding	72,000
Supervisory Direct	11,000
Indirect	12,000
Head office Charges allocated to the contract	63,000
Value of Work Certified to 31.10.2018	4,00,000
Cost of Work Completed but not yet Certified	40,000
Cash Received on Work Certified	3,30,000

Additional Information as follow :

Depreciation on own plant is to be provided at the rate of 12½ % per annum on cost; Rs. 2,000 is owing for wages; Estimated value of materials on site Rs. 24,000.

You are required to prepare the Contract Account for the period ended 31st October, 2018.

- Q.4 a)** The details regarding the composition and the weekly wages rates of labour force engaged on a job schedule to be completed in 30 weeks are as follow: **12**

Category of Workers	Standard		Actual	
	No. of Workers	Weekly Wage Rate per worker	No. of Workers	Weekly Wage Rate per worker
Skilled	75	60	70	70
Semi-Skilled	45	40	30	50
Unskilled	60	30	80	20

The work was actually completed in 32 weeks. Calculate the Labour Cost, Rate, and Efficiency & Mix Variances.

OR

- b)** From the following details of ABC Company prepare fund flow statement.

Liabilities	2022	2023	Asset	2022	2023
Share Capital	60000	65000	Goodwill	30000	25000
Retain Earnings	34000	26000	Plant & Machinery	60000	50000
Sundry Creditors	12000	3000	Closing Stock	10000	7000
			Debtors	6000	13000
Total	106000	94000		106000	94000

Additional Information:

- i) Depreciation on Plant & Machinery Rs. 20000
- ii) Dividend Rs. 12000 to be paid during the year

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B.B.A. (Semester - I) (CBCS) Examination: March/April – 2026
Business Organization & Environment - I (BBA0105)

Day & Date: Tuesday, 21-04-2026
 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) Which mode is cheapest for international trade?
 - a) Air
 - b) Road
 - c) Rail
 - d) Water
- 2) Which of the following is NOT an aid to trade?
 - a) Banking
 - b) Insurance
 - c) Advertising
 - d) Manufacturing
- 3) Which form of business has a separate legal entity?
 - a) Sole Proprietorship
 - b) Partnership
 - c) Company
 - d) Joint Hindu Family
- 4) Business activities are broadly classified into _____.
 - a) Trade and Commerce
 - b) Industry and Commerce
 - c) Industry and Trade
 - d) Commerce and Aids to Trade
- 5) Minimum number of partners required to form a partnership is _____.
 - a) 1
 - b) 2
 - c) 5
 - d) 7
- 6) The principle of insurance is based on _____.
 - a) Profit making
 - b) Risk sharing
 - c) Transportation
 - d) Production
- 7) Public warehouses are owned by _____.
 - a) Private traders
 - b) Government
 - c) Farmers
 - d) Individuals
- 8) Buying and selling within the country is called _____.
 - a) External Trade
 - b) Import Trade
 - c) Internal Trade
 - d) Entrepot Trade

B) Explain the following concepts. 04

- 1) Transportation
- 2) Sole Proprietorship

- Q.2 Write short notes. (Any two)** **06**
- a) Co-operative Society
 - b) Classification of Business
 - c) Insurance
- Q.3 Long answer?** **10**
- Define Wholesale & Retail Trade? Explain the Types, Characteristics & Functions?
- Q.4 Answer the following question. (Any One)** **12**
- a) What is Foreign Trade? Explain the Types, Advantages & Disadvantages of Foreign Trade?
 - b) Define Business? Explain the Objectives & Characteristics of Business?