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**B.B.A. (Semester - I) (New) (NEP CBCS) Examination:
March/April- 2026
Principles and Practices of Management (G09-0101)**

Day & Date: Thursday, 23-04-2026
Time: 09:00 AM To 11:30 AM

Max. Marks: 60

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 one of the five primary functions of management?
 - a) Planning
 - b) Organising
 - c) Controlling
 - d) Competing

- 2) In a decentralised organisation, decision-making authority is _____.
 - a) Concentrated at the top
 - b) Retained by external consultants
 - c) Distributed among various levels
 - d) Non-existent

- 3) In SWOT analysis, external factors are analyzed under _____.
 - a) Strengths and Weaknesses
 - b) Strengths and Threats
 - c) Opportunities and Threats
 - d) Opportunities and Strengths

- 4) The main objective of staffing is to _____.
 - a) Increase production
 - b) Fill job vacancies with suitable personnel
 - c) Reduce training needs
 - d) Enhance company reputation

- 5) Authority in an organization is usually derived from _____.
 - a) Experience and seniority
 - b) Organizational position
 - c) Popularity among employees
 - d) Level of education

- 6) Which of the following controls is implemented *before* a work activity begins?
 - a) Feedback control
 - b) Concurrent control
 - c) Feedforward control
 - d) Crisis control

- 7) In which managerial role does the manager represent the organization to outsiders?
- a) Disseminator
 - b) Liaison
 - c) Spokesperson
 - d) Disturbance handler
- 8) The term "recruitment" refers to ____.
- a) Process of training employees
 - b) Process of evaluating job performance
 - c) Process of attracting suitable candidates
 - d) Process of negotiating salaries

B) Answer True or False **04**

- 1) Planning is future-oriented and focuses on setting goals and strategies.
- 2) Decision making is the final step in the planning process.
- 3) Authority and responsibility should go hand in hand.
- 4) Span of management refers to the number of subordinates a manager can effectively supervise.

Q.2 Short notes: **12**

- a) Level of Management
- b) Managerial skills
- c) Delegation of Authority
- d) SWOT analysis

Q.3 Short Answer: **12**

- a) Explain the types of Plan.
- b) Explain Centralisation and Decentralisation of authority.

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

- a) Define Decision making. Explain the steps of Decision making process in detail.

OR

- b) Define Selection. Explain the process of selection in detail.

Q.5 Attempt the following. (Any one) **12**

- a) Define Controlling. Explain the steps in controlling Process in detail.

OR

- b) Explain Mc Gregor's theory X and Theory Y of Motivation in detail.

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**B.B.A. (Semester - I) (New) (NEP CBCS) Examination:
March/April - 2026
General English (ENG-101)**

Day & Date: Friday, 24-04-2026
Time: 09:00 AM To 10:30 AM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions.**04**

- 1) The prefix "bio-" means _____.

a) Life	b) Earth
c) Water	d) Mind

- 2) _____ is a synonym for "happy".

a) Sad	b) Joyful
c) Angry	d) Lazy

- 3) Identify the correct sentence _____.
 - a) She go to school every day
 - b) She goes to school every day
 - c) She gone to school every day
 - d) She going to school every day

- 4) The abbreviation "CEO" stands for _____.
 - a) Central Executive Officer
 - b) Chief Executive Officer
 - c) Common Employment Officer
 - d) Civil Executive Operator

B) True or False.**02**

- 1) The word "unhappy" is formed by adding the prefix "un".
- 2) "An apple a day keeps the doctor away"

Q.2 Short Answer.**06**

- a) Write a short note on synonyms and antonyms with two examples each.
- b) Identify and correct the errors in the following sentence and explain it.
"The team are winning their match because they plays well."

Q.3 Short Answer.**06**

What are common punctuation marks, and why are they important in writing?

Q.4 Attempt any one of the following. **06**

a) Explain subject-verb agreement with two correct and incorrect sentence examples.

OR

b) Define the term "Describing" in writing. Write a short descriptive paragraph on *your favorite place*.

Q.5 Attempt any one of the following. **06**

a) Write a short essay on "Social Media and Youth".

OR

b) Read the passage below and write a *precis*.

"Technology has dramatically reshaped our daily lives, changing how we communicate, work, and learn. From smartphones to virtual classrooms, digital tools offer both convenience and efficiency. However, it also brings challenges such as overdependence and reduced physical activity."

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**B.B.A. (Semester - I) (New) (NEP CBCS) Examination:
March/April - 2026
Constitution of India / Indian Constitution and Democracy (ICD)**

Day & Date: Friday, 24-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple choice questions. 04

- 1) The Indian Constitution is considered an economic document mainly because it _____.
 - a) Regulates foreign policy
 - b) Ensures economic justice and equality
 - c) Controls political parties
 - d) Promotes cultural unity

- 2) Article 19(l)(g) of the Constitution relates to _____.
 - a) Right to equality
 - b) Right to education
 - c) Right to practice any profession or business
 - d) Right to religion

- 3) _____ Articles deal with Trade, Commerce, and Intercourse in India.

a) Articles 14 – 18	b) Articles 19 – 22
c) Articles 301 – 307	d) Articles 280 – 285

- 4) The Finance Commission is constituted under which Article?

a) Article 265	b) Article 280
c) Article 300	d) Article 312

B) True or False. 02

- 1) Economic justice is one of the objectives mentioned in the Preamble.
- 2) Fundamental Duties are legally enforceable in courts.

Q.2 Short Answer Questions. 06

- a) Explain the importance of the Preamble in understanding India's economic philosophy.
- b) What are reasonable restrictions under Article 19(l)(g)? Give one example.

Q.3 Short Notes (Any Two) 06

- a) Land reform cases and their impact on economic justice
- b) Fundamental Duties and their relevance to economic development
- c) Vertical fiscal imbalance in India

Q.4 Attempt Any One. 06

- a) Describe the role of the Indian Constitution in shaping post-colonial economic policies.

OR

- b) Explain Fiscal Federalism and discuss its challenges in the Indian context.

Q.5 Attempt Any One. 06

- a) Discuss the impact of any one constitutional case on India's business or economic environment.

OR

- b) Examine the relevance of Article 19(1)(g) for business management students.

Q.5 Attempt any one of the following.

06

a) Explain role of Agni in health.

OR

b) Explain concept of Consciousness.

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**B.B.A. (Semester - I) (New) (NEP CBCS) Examination:
March/April - 2026
Business Communication – I (G09-0102)**

Day & Date: Monday, 27-04-2026
Time: 03:00 PM To 04:30 PM

Max. Marks: 30

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

Q.1 A) Multiple choice questions. 04

- 1) _____ is the primary purpose of business communication.
 - a) Entertainment
 - b) Persuasion
 - c) Information sharing
 - d) Relationship building
- 2) Which communication channel is typically used for formal messages?
 - a) Email
 - b) Coffee room discussions
 - c) Social media posts
 - d) Group chats
- 3) _____ should be sent or uploaded with your resume when applying for jobs.
 - a) Cover letter
 - b) Promotion letter
 - c) Resignation Letter
 - d) All above
- 4) _____ is the ability to analyze and evaluate different types of media and the Messages they are sending.
 - a) Media knowledge
 - b) Media literacy
 - c) News literacy
 - d) None of these

B) True or False. 02

- 1) Informal communication refers to the grapevine communication.
- 2) Facebook is not a social media platform.

Q.2 Answer the following. 06

- a) Listening Skills
- b) Social Media

Q.3 Attempt the following. 06

Negative messages

Q.4 Attempt Any One of the following. (Long Answer/Problem) 06

- a) Explain 7Cs of Communication.

OR

- b) What are presentation skills? Explain its verbal & non verbal types.

Q.5 Attempt Any One of the following.

06

a) Preetam Jain from 27B, Lajpat Nagar, Delhi. You want to work as a Marketing Manager for a reputable company in Indore. Send a Job application letter to the Public Relations Officer of Impetus Private Limited in Indore In 125-150 words.

OR

b) Explain digital communication skills.

B) True or False. 04

- 1) The excess of Current Assets over Current Liabilities is called _____.
- 2) A balance sheet is a statement of assets and _____ of a business.
- 3) The two types of transactions are _____.
- 4) A person who owns a business alone is called a _____.

Q.2 Answer the following. 12

- a) What is mean by correction of errors?
- b) Explain the golden rules in accounting system.
- c) Which transaction are recorded in cash book?
- d) Explain the concept of Depreciation.

Q.3 Attempt the following. 12

- a) Following transaction took place between Raghav & Maghav, prepare Raghav A/c in the Books of Maghav.

Date 2018

- 1 Sold goods to Raghav Rs. 6000
- 3 Received cash from Raghav Rs. 5400 & allowed him cash discount Rs. 600.
- 4 Invoiced goods to Raghav Rs. 14000.
- 5 Received from Raghav Rs. 6000.

- b) Journalize the following transaction in the Books of Narendra.

Date 2019

- April 1 Narendra commenced business with cash Rs. 80,000.
- 3 Purchase goods from Kiran Rs. 40,000 on credit.
- 10 Sold goods to Mr. Vikash Rs. 55,000 on credit.
- 15 Purchased furniture of Rs. 30,000 @ GST 18%.
- 21 Paid to Kiran by cheque of Dena bank Rs. 20,000.

Q.4 Attempt any one of the following. 12

- a) SK & Sons Kolhapur, made furniture for their own office on 1st October 2015 for this they had spent Rs. 72000 on material & Rs. 32000 on wages. The estimated life of the furniture is to be for 10 years and its expected scrap value at the end of it would be Rs. 24000. They sold the entire furniture for Rs. 80000 on 1st October 2018. They close the books of accounts on 31st March every year.

Show the Furniture A/c & Depreciation A/c.

OR

- b) What is ledger? Explain the ledger posting in detail with example.

Q.5 Attempt any one of the following. 12

- a) Explain the sustainability reporting need and methods.

OR

- b) From the following trial Balance of Reena Enterprise, you are required to prepare trading, P & L A/c, & Balance sheet on 31-3-2018.

Balance sheet on 31-03-2018

Trial Balance as on 31-3-2018

Particular	Debit (Rs.)	Credit (Rs.)
Opening Stock	45,200	-
Capital	-	3,00,000
Drawing	20,000	-
Furniture	60,000	-
Prepaid Insurance	1,770	-
Debtor & Creditor	70,000	1,29,250
Purchase & Sale	57,000	1,20,000
Plant & Machinery	50,000	-
Investment	68,000	-
Factory Insurance	26,000	-
Audit Fees	21,000	-
Carriage Inward	1,800	-
Land & Building	1,40,000	-
Rent	7,120	-
Reverse for Bad debts	-	6,000
Carriage Outward	8,360	-
Returns	2,000	9,000
Discount	1,000	7,000
Commission Received	-	8,000
	5,79,250	5,79,250

Adjustment:

- i) Write off Bad debts Rs. 2000 & provide 2.5% reserve for bad debts on debtors.
- ii) Closing stock valued at Cost price Rs. 46000 & Market price Rs. 40000.
- iii) Provide depreciation @ 5% on Building & 10% on Machinery.
- iv) Rent prepaid Rs. 3560.
- v) Outstanding Carriage Inward is Rs. 1200.

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**B.B.A. (Semester - I) (New) (NEP CBCS) Examination:
March/April – 2026
Business Statistics and Logic (G09-0104)**

Day & Date: Wednesday, 29-04-2026
Time: 03:00 PM To 05:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) Mean is measure of _____.
 - a) Location
 - b) Dispersion
 - c) Correlation
 - 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) 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) Geometric mean of two regression coefficient B_{xy} and B_{yx} is equal to _____.
 - a) r
 - b) r^2
 - c) 1
 - d) None of these
- 8) Fourth raw moment is denoted by _____.
 - a) μ_4
 - b) μ_2
 - c) Both a & b
 - d) None of these

B) True or False.

- 1) B_{xy} and B_{yx} are called regression coefficient.
- 2) Q_2 is called median.
- 3) The raw and central moment is denoted by same.
- 4) The Binomial distribution parameter P and q .

Q.2 Attempt the following.

12

- a) Define Arithmetic Mean, Median and Mode.
- b) Calculate Q.D and coefficient of Q.D for the following data
24, 18, 17, 18, 15, 11, 23, 42, 10, 15, 16, 19
- c) Define Binomial distribution with parameter.
- d) Calculate C.V for following data
8, 4, 3, 6, 2, 7, 5, 9

Q.3 Attempt the following Questions.

12

- a) Explain the classification of data.
- b) Two judges X and Y ranked 8 candidates as follows. Find the correlation coefficient.

Candidates:	A	B	C	D	E	F	G	H
First Judge X :	5	2	8	1	4	6	3	7
Second Judge Y :	4	5	7	3	2	8	1	6

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) Explain the types of correlation. and calculate Karl Pearson's coefficient of correlation for following data.

X	1	2	3	4	5
Y	1	4	9	16	25

Q.5 Attempt the following. (Any One)

12

- a) Compute S.D and C.V from the following data.

Class	0 – 5	5 – 10	10 – 15	15 – 20	20 – 25
Frequency	13	17	15	25	10

- b) From the given below estimate the value of

- i) Y when X is 12
- ii) 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 - II) (New) (NEP CBCS) Examination:
March/April - 2026
Media Literacy and Critical Thinking (G09-0205)**

Day & Date: Saturday, 04-04-2026
Time: 03:00 PM To 04:30 PM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) Which of the following is a form of media text?

a) News article	b) Pencil
c) Bag	d) Table

- 2) The internet is used for: _____

a) Digital communication	b) Cooking food
c) Driving a car	d) Cleaning houses

- 3) A media platform means: _____

a) A playground	b) A place to share media content
c) A shop	d) A classroom

- 4) Ethics in media mean: _____

a) Telling lies	b) Making funny videos
c) Sharing correct and fair content	d) Ignoring others

B) True or False. 02

- 1) Photos and videos are part of visual media.
- 2) Print media cannot give any information.

Q.2 Short Answer. 06

- a) What is a media platform? Give two examples.
- b) Mention any three rules for using media wisely.

Q.3 Short Answer. 06

What is the role of media in society?

Q.4 Long Answer. 06

- a) Write a short note on digital media with examples.
- OR**
- b) Explain how media content is created and shared.

Q.5 Long Answer.

06

a) What are some signs of fake media content? How can we identify them?

OR

b) Describe the importance of media regulation in simple words.

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**B.B.A. (Semester - II) (New) (NEP CBCS) Examination:
March/April – 2026
Environmental Science and Sustainability (ENS-24)**

Day & Date: Monday, 06-04-2026
Time: 03:00 PM To 4:30 PM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) Which one of them can be recycled?
 - a) Paper
 - b) Plastic
 - c) Metal
 - d) All of them
- 2) O₃ is also known as _____.
 - a) Atmosphere
 - b) Ozone
 - c) Oxygen
 - d) None of these
- 3) Environment consist of _____.
 - a) Lithosphere
 - b) Hydrosphere
 - c) Biosphere
 - d) All of the above
- 4) Environment Education emphasis on _____.
 - a) Air
 - b) Water
 - c) Environmental issues
 - d) None of these

B) True or False. 02

- 1) Poor sanitation affects quality of water.
- 2) WHO stands for World Hygiene Observation.

Q.2 Answer the following. 06

- a) What is Sustainable Development?
- b) Explain Value of Biodiversity.

Q.3 Attempt the following. 06

Discuss Biodiversity Conservation strategies.

Q.4 Attempt any one of the following. 06

- a) What are effects of Air Pollution?
- OR**
- b) Write a note on Ecological Pyramid.

Q.5 Attempt any one of the following.

a) What is Green Energy, discuss with example?

OR

b) Discuss 4 R of waste reduction.

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**B.B.A. (Semester - II) (New) (NEP CBCS) Examination:
March/April – 2026
Human Behavior and Organization (G09-0201)**

Day & Date: Tuesday, 07-04-2026
Time: 03:00 PM To 05:30 PM

Max. Marks: 60

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 recognized model of Organizational Behaviour?
 - a) Autocratic Model
 - b) Custodial Model
 - c) Supportive Model
 - d) Marketing Model

- 2) In E-teams are characterized by _____.
 - a) Face-to-face communication
 - b) Electronic communication
 - c) No communication
 - d) Only formal meetings

- 3) Which contributing discipline of OB focuses on group behavior, social norms, and cultural influences?
 - a) Psychology
 - b) Sociology
 - c) Economics
 - d) Political Science

- 4) Terminal values refer to _____.
 - a) The means or behaviors used to achieve goals
 - b) The goals that a person wants to achieve in life
 - c) The skills needed for career success
 - d) Short-term workplace objectives

- 5) The three components of attitudes are _____.
 - a) Cognitive, Emotional, Psychological
 - b) Affective, Behavioral, Cognitive
 - c) Rational, Emotional, Situational
 - d) Subjective, Objective, Behavioral

- 6) Which Big Five personality trait is associated with being sociable, talkative, and energetic?
 - a) Conscientiousness
 - b) Extraversion
 - c) Neuroticism
 - d) Openness to Experience

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**B.B.A. (Semester - II) (New) (NEP CBCS) Examination:
March/April - 2026
Marketing Management (G09-0202)**

Day & Date: Wednesday, 08-04-2026
Time: 03:00 PM To 05:30 PM

Max. Marks: 60

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

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

- 1) _____ concept puts customer satisfaction as the key to organizational success.
 - a) Selling concept
 - b) Marketing concept
 - c) Product concept
 - d) Production concept
- 2) Positioning refers to _____.
 - a) Identifying product defects
 - b) Creating a distinct image of the product in the minds of consumers
 - c) Pricing the product competitively
 - d) Choosing a market segment
- 3) _____ of the following is a psychological factor influencing consumer behaviour.
 - a) Family
 - b) Social status
 - c) Motivation
 - d) Culture
- 4) The total number of product lines a company offers is called _____.
 - a) Product depth
 - b) Product length
 - c) Product width
 - d) Product item
- 5) _____ matrix is used to analyze a company's product portfolio.
 - a) SWOT
 - b) BCG
 - c) GE Matrix
 - d) Ansoff Matrix
- 6) Zero-level channel includes _____.
 - a) Manufacturer → Wholesaler → Retailer → Consumer
 - b) Manufacturer → Consumer
 - c) Manufacturer → Retailer → Consumer
 - d) Manufacturer → Agent → Consumer
- 7) _____ marketing environment factor is most influenced by consumer lifestyle trends.
 - a) Technological
 - b) Political
 - c) Sociocultural
 - d) Economic

- 8) In services marketing, 'inseparability' means _____.
a) Services cannot be touched
b) Services can be duplicated easily
c) Services cannot be stored
d) Production and consumption happen simultaneously

B) True or False. 04

- 1) Digital marketing primarily involves use of online channels and technologies.
- 2) Pricing is function of marketing channels.
- 3) Information search is not a part of the consumer buying decision process.
- 4) Market analysis helps in understanding competitor strategies, customer needs & market trends.

Q.2 Attempt following short note. 12

- a) Differentiate between B2C and B2B marketing with examples.
- b) Explain concept of Social Marketing.
- c) Explain concept of labelling.
- d) Explain selling concept.

Q.3 Attempt the following Questions. 12

- a) Discuss the evolution of marketing from the production era to the holistic marketing era with suitable examples.
- b) Explain concept of Product Life Cycle (PLC) and its stages.

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

- a) Discuss the importance of segmentation, targeting, and positioning (STP) in formulating a marketing strategy.
- b) Explain the components of the promotion mix and their role in an integrated marketing communication strategy.

Q.5 Attempt the following. (Any One) 12

- a) Describe the structure and functions of a marketing channel and explain role of wholesalers and retailers.
- b) Explain concept of pricing & various factors affecting it and methods of pricing.

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**B.B.A. (Semester - II) (New) (NEP CBCS) Examination:
March/April - 2026
Business Economics (G09-0203)**

Day & Date: Thursday, 09-04-2026
Time: 03:00 PM To 05:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) The capacity of commodity to satisfy human wants is called as _____.
 - a) Satisfaction
 - b) utility
 - c) Pleasure
 - d) None of these
- 2) It exists _____ relationship between price and supply.
 - a) direct
 - b) inverse
 - c) stable
 - d) None of these
- 3) Production means creations of _____.
 - a) pleasure
 - b) utility
 - c) satisfaction
 - d) none of these
- 4) Demand for salt is _____.
 - a) elastic
 - b) inelastic
 - c) more clastic
 - d) unitary clastic
- 5) The single price is salient features of _____ market.
 - a) Perfect competition
 - b) monopoly
 - c) monopolistic competition
 - d) oligopoly
- 6) The law of returns to scale is applicable in _____ period.
 - a) Short run
 - b) long run
 - c) medium
 - d) very long run
- 7) The first stage of law of variable proportions is _____ returns to scale.
 - a) Increasing
 - b) Decreasing
 - c) Negative
 - d) None of these
- 8) National income always expressed in terms of _____.
 - a) Money
 - b) goods
 - c) services
 - d) gold

B) True or False. 04

- 1) The economic problems are arises due to scarce resource.
- 2) Payment on wages is example of fixed cost.
- 3) There are main three methods of measuring national income.
- 4) India has recognized developed country in the world.

Q.2 Answer the Following. 12

- a) State the difference between Micro Economics and Macro Economics.
- b) Explain the features of monopoly market.
- c) Explain the types of factors of production.
- d) Explain the Law of Diminishing Marginal utility.

Q.3 Attempt the following. 12

- a) Describe the Law of demand.
- b) Explain concepts of fixed cost, variable cost and total cost.

Q.4 Attempt the following. 12

- a) What is perfect competition? Analyze the features of perfect competition.
- b) What is Elasticity of Demand? Elaborate the types of elasticity of demand.

Q.5 Attempt any one of the following. 12

- a) Explain the law of variable proportions.
- b) What is national income? Analyze the methods of measuring National Income.

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**B.B.A. (Semester - II) (New) (NEP CBCS) Examination:
March/April - 2026
Business Communication - II (G09-0206)**

Day & Date: Friday, 10-04-2026
Time: 03:00 PM To 04:30 PM

Max. Marks: 30

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

Q.1 A) Multiple choice questions. 04

- 1) _____ is an instance of downward communication.
 - a) Team meeting
 - b) Customer feedback
 - c) Employee suggestions
 - d) Shareholder inquiry
- 2) Which of the following is considered a digital communication medium?
 - a) Office memo
 - b) Email
 - c) Meeting agenda
 - d) Minutes of meeting
- 3) _____ is not a characteristic of intercultural communication.
 - a) Awareness of culture
 - b) Sensitivity to language
 - c) Disregarding body language
 - d) Valuing diversity
- 4) Modern communication channels refer to _____.
 - a) Circulars
 - b) Social networking platforms
 - c) Notice boards
 - d) Handwritten letters

B) Answer following statements True or False. 02

- 1) Minutes of a meeting are recorded to provide a summary of discussions and decisions,
- 2) Professional manners are necessary only in face-to-face meetings, not in virtual interactions.

Q.2 Answer the following. (Short Notes) 06

- a) Discuss the significance and benefits of newsletters in organizational communication.
- b) Write a short note on proper digital etiquette in online communication.

Q.3 Answer the following. (Short Notes) 06

Identify the obstacles in intercultural communication and suggest ways to overcome them.

Q.4 Attempt the following. (Any One) (Long Answer/Problem) 06

a) Prepare a formal business proposal for organizing a small employee training session.

OR

b) Explain the significance of social media in corporate communication with relevant examples.

Q.5 Attempt the following. (Any One) (Long Answer/Problem) 06

a) Describe the steps and proper etiquette for performing effectively in a job interview.

OR

b) Write a detailed note on oral report writing and its importance in business communication.

Seat No.	
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Set	P
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**B.B.A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Cost and Management Accounting (G09-0301)**

Day & Date: Monday, 06-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

Q.1 A) Multiple choice questions.

08

- 1) The primary objective of Cost Accounting is _____.
 - a) Recording transactions
 - b) Providing tax information
 - c) Measuring profitability
 - d) Determining and controlling cost

- 2) In the Halsey Plan, the bonus is calculated as _____.
 - a) 100% of time saved × time rate
 - b) Actual output × piece rate
 - c) 50% of time saved × time rate
 - d) Standard time × wage rate

- 3) The formula of P/V ratio is _____.
 - a) Profit ÷ Sales × 100
 - b) Variable Cost ÷ Sales × 100
 - c) Fixed Cost ÷ Sales × 100
 - d) Contribution ÷ Sales × 100

- 4) Budgetary control mainly acts as a tool of _____.
 - a) Planning and Control
 - b) Auditing
 - c) Statutory Compliance
 - d) Tax calculation

- 5) If Quick Assets = ₹90,000 and Current Liabilities = ₹60,000, then Quick Ratio is _____.
 - a) 1.5:1
 - b) 2:1
 - c) 0.75:1
 - d) 1:1

- 6) Cash received from issuing shares or debentures falls under _____.
 - a) Operating activities
 - b) Revenue activities
 - c) Investing activities
 - d) Financing activities

- 7) The purpose of sample management reports is to _____.
 - a) Provide template for recording
 - b) Calculate tax liability
 - c) Prepare statutory audit
 - d) Provide decision-support information

OR

- b) ABC Corporation Ltd. has prepared the budget estimates for the year 2024-25

Particulars	Amount / Details
Sales (Units)	30,000
Sales Value	₹3,00,000
Variable Cost Per Unit	₹6
Fixed Cost	₹68,000

You are required to:

- 1) Find out P/V Ratio, Break Even Point, and Margin of Safety.
- 2) Calculate the revised P/V Ratio, Break Even Point, and Margin of Safety in each of the following cases:
 - i) Decrease in selling price by 10%
 - ii) Increase in Variable cost by 10%
 - iii) Increase in sales volume by 10,000 units
 - iv) Increase in Fixed cost by 12,000

Q.5 Attempt the following. (Any One)

12

- a) From the books of accounts of M/s. Tejas Enterprises, following details have been extracted for the year ending 31st Dec, 2024.

No.	Particulars	Amount (₹)
1	Opening stock of raw material	2,88,000
2	Closing stock of raw material	3,00,000
3	Material purchased during the year	9,42,000
4	Direct labour cost	4,43,000
5	Indirect wages	54,000
6	Salaries to office staff	2,12,000
7	Freight outward	43,000
8	Repairs for plant and machinery	21,000
9	Factory rent and taxes	55,000
10	Office rent and taxes	32,000
11	Distribution expenses	76,000
12	Salesman salaries and commission	54,000
13	Manager's salary (40% time in factory, rest in office)	60,000
14	Factory electricity charges	25,000
15	Office telephone expenses	5,000
16	Opening stock of finished goods	2,03,000
17	Closing stock of finished goods	1,12,000
18	Depreciation of office furniture	13,000

You are required to prepare cost sheet for the firm from the above given details.

OR

- b) The From the following Balance Sheets of Amar Ltd. and additional information, prepare a Cash Flow Statement for the year ending 31st March 2024.

Liabilities	31-03-2023	31-03-2024	Assets	31-03-2023	31-03-2024
Equity Share Capital	3,00,000	3,50,000	Fixed Assets	4,00,000	4,80,000
General Reserve	50,000	70,000	Investments	50,000	40,000
Profit & Loss A/c	40,000	60,000	Inventory	80,000	90,000
Debentures	1,00,000	1,50,000	Debtors	70,000	1,00,000
Creditors	1,10,000	80,000	Bank	—	—
Total	6,00,000	7,10,000	Total	6,00,000	7,10,000

Additional Information:

- i) Depreciation of ₹50,000 charged on fixed assets
- ii) Dividend paid during the year ₹30,000
- iii) An investment costing ₹20,000 was sold at a profit of ₹10,000 (included in P&L)

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Set **P**

**B.B.A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Legal and Ethical Issues in Business (G09-0302)**

Day & Date: Tuesday, 07-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

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

- 1) Business law is also known as _____ law.
 - a) Commercial
 - b) Corporate
 - c) Civil
 - d) None of above
- 2) Elements of contract _____.
 - a) Offer
 - b) Acceptance
 - c) Capacity
 - d) All the above
- 3) The Employment Act of India, passed in _____.
 - a) 1965
 - b) 1966
 - c) 1967
 - d) 1968
- 4) The law relating to _____ is laid down in Negotiable Instruments Act, 1881.
 - a) Sales
 - b) Negotiable Instruments
 - c) Employees
 - d) Business
- 5) The instrument is transferred to a person making that person the _____ of the instrument.
 - a) Drawee
 - b) Drawer
 - c) Intermediary
 - d) Holder
- 6) _____ provides the statutory basis for CSR in India.
 - a) Companies Act, 2013
 - b) Negotiable Instruments Act, 1881
 - c) Sale of Goods Act, 1930
 - d) None of above
- 7) The example of Negotiable instrument _____.
 - a) Promissory note
 - b) Bill of exchange
 - c) Cheque
 - d) All the above
- 8) Business ethics means how _____ can be used in conducting the business.
 - a) Ethics
 - b) Law
 - c) Ethos
 - d) Legislation

B) True or False. 04

- 1) Business law is body of business that governs business and commercial transactions
- 2) The Sale of Goods Act of 1930 describes how a contract of goods is made.
- 3) The Consumer Protection Act, 2019 was enacted to replace the Consumer Protection Act, 1986.
- 4) A person who has obtained a negotiable instrument in conformity with good faith and for value is referred to as a “holder in due process “.

Q.2 Answer the following. 12

- a) Types of breach of contract
- b) Electronic Fund Transfers
- c) Business Ethics in the Indian Context
- d) Kautilya's Arthshastra

Q.3 Write Short Answers. 12

- a) Essentials of valid contract
- b) Ethics and Religious Approaches

Q.4 Long Answer. 12

- a) Definition, scope and importance of Business Law.

OR

- b) Formation of Sales Contract

Q.5 Long Answer. 12

- a) Issues related to Business Ethics in marketing, finance and human resource functions.

OR

- b) Ethical Decision-Making Frameworks to improve Decision-Making outcomes.

Seat No.	
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Set **P**

**B.B.A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Human Resource Management (G09-0303)**

Day & Date: Wednesday, 08-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

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

- 1) HRM involves _____.
 - a) Employee training
 - b) Industrial relation
 - c) Remuneration
 - d) All of these
- 2) _____ it is concerned with the determination of the number of personnel required in an organization.
 - a) Human resource planning
 - b) Job analysis
 - c) Motivation
 - d) Human welfare
- 3) _____ is the method of elimination.
 - a) Recruitment
 - b) Employment
 - c) Selection
 - d) Appointment
- 4) It helps the employees acquainted with jobs and also to increase their aptitudes and skills and knowledge.
 - a) Training
 - b) Orientation
 - c) Eliminating
 - d) Recruiting
- 5) It is a sequence of separate but related work activities that provide continuity order and meaning to a person's life.
 - a) Career
 - b) Career development
 - c) Career planning
 - d) None of the above
- 6) Who laid the foundation of HRM practice?
 - a) Elton Mayo
 - b) Roethlisberger and Dickinson
 - c) Peter Drucker and Douglas McGregor
 - d) David C. McClelland
- 7) Trade unions and employee association, Industrial relation, employee participation and empowerment are procurement functions of a manager which comes under _____.
 - a) integration function
 - b) procurement function
 - c) development function
 - d) behavioural function

- 8) In-basket training is involved in _____.
a) vestibule training b) on-the job training
c) simulation d) coaching

B) True or False. 04

- 1) Human resource is the most important assets of any organization.
i) True ii) False
- 2) It is not necessary for a company to verify an applicant's references because most applicants tell the truth on applications or resumes.
i) True ii) False
- 3) Union workers tend to make more in compensation than nonunion workers.
i) True ii) False
- 4) HR planning is closely related to staffing process.
i) True ii) False

Q.2 Write short note. 12

- a) Talent Management
- b) Functional HRM
- c) Industrial Relations
- d) Employee Engagement

Q.3 Attempt the following Questions. 12

- a) Virtual employees and team
- b) Human Resource Management in the Service Sector

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

- a) Define Performance Management. Explain compensation and benefits.
- OR**
- b) Define Green HRM. Explain the challenges.

Q.5 Attempt the following. (Any One) 12

- a) Explain Human Resource Management in Small and Medium Enterprises.
- OR**
- b) Define Human Resource Management. Explain strategic human resource management.

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**B.B.A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Indian Systems of Health and Wellness (G09-0304)**

Day & Date: Thursday, 09-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) Which of the following is not a component of health?

a) Physical	b) Mental
c) Emotional	d) Mechanical

- 2) The connection between mind and body in health is known as _____.

a) Body wellness	b) Mind-body relation
c) Psychological relation	d) None of these

- 3) Malnutrition refers to _____.

a) Eating too much food	b) Lack of proper nutrition
c) Only deficiency of vitamins	d) Only obesity

- 4) Which is included in AYUSH system?

a) Yoga	b) Unani
c) Siddha	d) All of the above

B) Fill in the blanks/True or False. 02

- 1) Health is a state of physical and social well-being. (True/False)
- 2) Sedentary lifestyle increases the risk of heart diseases.

Q.2 Answer the following: 06

- a) Define wellness.
- b) Explain the concept of digital wellbeing.

Q.3 Answer the following: 06

What are the main components of health? Explain briefly.

Q.4 Answer the following: (Any One) 06

- a) Explain the role of mental health in wellness.

OR

- b) Describe the implications of a sedentary lifestyle on health.

Q.5 Answer the following: (Any One)

06

a) Discuss the importance of AYUSH in the Indian health system.

OR

b) What are the determinants of health behaviour? Explain.

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Set P

B. B. A. (सत्र - III) (नवीन) (NEP CBCS) परीक्षा: मार्च / एप्रिल - २०२६
Co-Curricular Course
National Service Scheme (G09-0309)

वार, दिनांक: शुक्रवार, १०-०४-२०२६
वेळ: सकाळी ०९:०० ते १०:३०

कमाल गुण: ३०

सूचना : १) सर्व प्रश्न अनिवार्य आहेत.
२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.१ खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. ०६

- १) ——— यामध्ये उमेदवारांचे प्रभावीपणे मूल्यांकन करण्यासाठी आणि अर्थपूर्ण माहिती गोळा करते.
 - अ) मुलाखत
 - ब) प्रशिक्षण
 - क) नियोजन
 - ड) प्रश्नावली
- २) राष्ट्रीय नमुना सर्वेक्षण संघटनाचे (NSSO) चे मुख्यालय ——— येथे आहे.
 - अ) दिल्ली
 - ब) जयपूर
 - क) मुंबई
 - ड) कोलकाता
- ३) संवाद कौशल्यांचे मुख्य प्रकार मौखिक, अशाब्दिक, लेखी आणि ——— अशा चार प्रकारांमध्ये विभागले गेले आहेत.
 - अ) अदृश्य
 - ब) अलेखी
 - क) दृश्य
 - ड) अमौखिक
- ४) कोणताही मोबदला न घेता, स्वतःहून स्वेच्छेने काम करणारी व्यक्ती ——— होय.
 - अ) मुख्याध्यापक
 - ब) प्राचार्य
 - क) स्वयंसेवक
 - ड) कार्यक्रम अधिकारी
- ५) भारतात दर ——— वर्षानी जनगणना केली जाते.
 - अ) १२
 - ब) १०
 - क) ०५
 - ड) ०८
- ६) ——— म्हणजे व्यक्ती किंवा गटांना समान उद्दिष्टे साध्य करण्यासाठी मार्गदर्शन करण्याची, प्रेरित करण्याची आणि प्रेरित करण्याची क्षमता होय.
 - अ) नेतृत्व
 - ब) प्रशिक्षण
 - क) नियोजन
 - ड) मुलाखत

- प्र.२ खालील प्रश्नांची उत्तरे लिहा. (कोणतेही दोन) 0६
- अ) नेतृत्वाचा अर्थ सांगा.
ब) नियोजनाचे महत्त्व सांगा.
क) अहवाल लेखनाची संकल्पना लिहा.
ड) राष्ट्रीय कुटुंब आरोग्य सर्वेक्षणाचे प्रमुख निर्देशक सांगा.
- प्र.३ खालील प्रश्नाचे थोडक्यात उत्तर लिहा. (कोणताही एक) 0६
- अ) संवाद कौशल्येचे महत्त्व लिहा.
ब) प्रश्नावलीची रचना यावर चर्चा करा.
- प्र.४ खालील प्रश्नाचे सविस्तर उत्तर लिहा. (कोणताही एक) १२
- अ) स्वयंसेवकाची संकल्पना आणि वैशिष्ट्ये स्पष्ट करा.
ब) सामाजिक-आर्थिक सर्वेक्षणाची गरज आणि प्रक्रिया स्पष्ट करा.

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**B. B. A. (Semester-III) (New) (NEP CBCS) Examination:
March/April – 2026
Co-Curricular Course
National Service Scheme (G09-0309)**

Day & Date: Friday, 10-04-2026
Time: 09:00 AM To 10:30 AM

Max. Marks: 30

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

Q.1 Choose the correct alternatives from the options. 06

- 1) _____ it involves effectively assessing candidates and gathering meaningful information.

a) Interview	b) Training
c) Planning	d) Questionnaire

- 2) The headquarters of National Sample Survey Organization is located at _____.

a) Delhi	b) Jaipur
c) Mumbai	d) Kolkata

- 3) The main types of communication skills are divided into four categories: verbal, nonverbal, written, and _____.

a) Invisible	b) Non-written
c) Visual	d) Non-verbal

- 4) A person who works voluntarily, without any remuneration _____.

a) Headmaster	b) Principal
c) Volunteers	d) Programme Officer

- 5) Census is conducted in India every _____ year.

a) 12	b) 10
c) 05	d) 08

- 6) _____ means the ability to guide, inspire, and motivate individuals or groups to achieve common goals.

a) Leadership	b) Training
c) Planning	d) Interview

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

- a) State the Meaning of Leadership.
- b) State the Importance of Planning.
- c) Write the Concept of Report Writing.
- d) State the Major Indicator of National Family Health Survey.

- Q.3 Write Short answer to questions. (Any One) 06**
- a) Write the Importance of Communication Skills.
 - b) Discuss the Design of Questionnaire.
- Q.4 Broad Question. (Any One) 12**
- a) Explain the Concept and Characteristics of Volunteerism.
 - b) Explain the Need and Process of Social-Economics Survey.

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Set **P**

**B. B. A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Co-Curricular Course
National Cadet Corps (G09-0308)**

Day & Date: Friday, 10-04-2026
Time: 09:00 AM To 10:00 AM

Max. Marks: 15

Instructions: 1) All questions are compulsory.
2) Right side number indicates marks.

Q.1 Choose the correct alternative from the options. 04

- 1) _____ is a newly raised N.C.C. directorate.
 - a) Uttaranchal
 - b) Maharashtra
 - c) Rajasthan
 - d) None of these
- 2) Tree plantation is a part of _____.
 - a) drill
 - b) weapon training
 - c) social service
 - d) None of these
- 3) _____ gave the slogan, 'Jai Jawan, Jai Kisan'.
 - a) Jawaharlal Nehru
 - b) Lal Bahadur Shastri
 - c) Mahatma Gandhi
 - d) None of these
- 4) There are _____ NCC directorates in India.
 - a) 14
 - b) 15
 - c) 16
 - d) 17

Q.2 Attempt any two of the following questions. 04

- a) Write down the names of camps in NCC.
- b) Write the types of leadership.
- c) Write down the eligibility conditions for blood donation.

Q.3 Write a short note. 03

Social service activities done in N.C.C.

Q.4 Describe the basic leadership traits. 04

OR

Describe the duties & rights of an ideal citizen.

Seat No.	
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B. B. A. (सत्र - III) (नवीन) (NEP CBCS) परीक्षा: मार्च / एप्रिल – २०२६
Co-Curricular Course
Yoga Education (G09-0306)

वार, दिनांक: शुक्रवार, १०-०४-२०२६
वेळ: सकाळी ०९:०० ते १०:००

कमाल गुण: १५

सूचना : १) सर्व प्रश्न अनिवार्य आहेत.
२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.१ खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. ०४
- १) मानसिक तणाव कमी करण्यासाठी ——— उपयुक्त उपाय आहे.
अ) झोप ब) जंकफुड
क) योगा ड) मोबाईल गेम
- २) योगाच्या नियमित सरावाने आरोग्यदायी फायदे मिळतात?
अ) लड्डुपणा कमी होतो ब) एकाग्रता वाढते
क) रोग प्रतिकारक शक्ती वाढते ड) वरील सर्व पर्याय बरोबर आहेत
- ३) प्राणायामाचा मूळ फायदा ———.
अ) पचनसंस्था सुधारते ब) मन शांत होते
क) रक्ताभिसरण संस्था सुधारते ड) वरील सर्व पर्याय बरोबर आहेत
- ४) प्राणायामाचा तणावावर ——— परिणाम होतो.
अ) चिंता कमी होते ब) राग येतो
क) मन अस्वस्थ होते ड) वरील सर्व पर्याय बरोबर आहेत
- प्र.२ खालील प्रश्नांची थोडक्यात उत्तरे लिहा. ०६
- अ) सध्याच्या काळातील योगाबद्दलचे गैरसमज लिहा.
ब) योगाची संकल्पना स्पष्ट करा.
क) योगाच्या इतिहासाची माहिती लिहा.
- प्र.३ टिपा लिहा. (कोणतीही एक) ०५
- अ) योगा बद्दलचे समज व गैरसमज स्पष्ट करा.
ब) योगाचा शारीरिक व मानसिक स्थितीवर होणारा परिणाम स्पष्ट करा.

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Set **P**

**B. B. A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Co-Curricular Course
Yoga Education (G09-0306)**

Day & Date: Friday, 10-04-2026
Time: 09:00 AM To 10:00 AM

Max. Marks: 15

Instructions: 1) All questions are compulsory.
2) Right side number indicates marks.

Q.1 Choose the correct alternative from the options. 04

- 1) _____ is a useful solution for reducing mental stress.
 - a) Sleep
 - b) Junk food
 - c) Yoga
 - d) Mobile games

- 2) Regular practice of yoga provides _____ health benefits.
 - a) Obesity is reduced
 - b) Increases concentration
 - c) Increases immunity
 - d) All the above options are correct

- 3) The main benefit of Pranayama _____.
 - a) Improves the digestive system
 - b) The mind becomes calm
 - c) Improves blood circulation
 - d) All the above options are correct

- 4) Pranayama has an _____ effect on stress.
 - a) Reduces anxiety
 - b) Gets angry
 - c) The mind is restless
 - d) All the above options are correct

Q.2 Write short answers to the following questions. 06

- a) Misconceptions about yoga in the present day.
- b) Explain the concept of yoga.
- c) Write down the information history of Yoga.

Q.3 Write the answers to the following questions. (Any One) 05

- a) Explain the understanding and misconceptions about yoga postures.
- b) Explain the effects of yoga on physical and mental health.

Seat No.	
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**B.B.A. (Semester - III) (New) (NEP CBCS) Examination:
March/April - 2026
Disaster Management (G09-0310)**

Day & Date: Friday, 10-04-2026
Time: 09:00 AM To 10:30 AM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) _____ is not a natural disaster.
 - a) Cyclone
 - b) Tsunami
 - c) Industrial accident
 - d) Earthquake
- 2) Vulnerability arising from poor infrastructure and unsafe housing is _____.
 - a) Economic vulnerability
 - b) Physical vulnerability
 - c) Social vulnerability
 - d) Political vulnerability
- 3) The first step in the disaster management cycle is _____.
 - a) Recovery
 - b) Preparedness
 - c) Mitigation
 - d) Response
- 4) NDMA stands for _____.
 - a) National Disaster Mitigation Agency
 - b) National Disaster Management Authority
 - c) National Defense Management Authority
 - d) National Development and Mitigation Authority

B) Fill in the Blanks / True or False. 02

- 1) The Sendai Framework provides global guidelines for disaster risk reduction (2015- 2030).
- 2) Flood is not a hydrological disaster.

Q.2 Answer the following. (Short Notes) 06

- a) Define disaster and explain its types with suitable examples.
- b) Write a short note on preparedness planning in disaster management.

Q.3 Attempt the following. 06

Explain the social, environmental, and psychological impacts of disasters.

Q.4 Attempt the following. (Any One) 06

a) Discuss community-based disaster risk reduction (CBDRR) with examples.

OR

b) Explain the significance of risk assessment and early warning systems.

Q.5 Attempt the following. (Any One) 06

a) Explain the role of international organizations in disaster risk reduction.

OR

b) Describe emergency management in case of transport and mining accidents.

- प्र.२ खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही तीन) 0६
- अ) गोंधळ या लोककला प्रकाराबद्दल थोडक्यात माहिती लिहा.
ब) ललितकलांशी संबंधित चार प्रसिद्ध कलाकारांची नावे लिहा.
क) शिल्पकला म्हणजे काय? थोडक्यात लिहा.
ड) वक्तृत्व म्हणजे काय? संकल्पना स्पष्ट करा.
- प्र.३ टिप्पणी लिहा. 0६
- 'कलेचे महत्त्व' या विषयी सविस्तर उत्तर लिहा.
- प्र.४ खालील प्रश्नाचे उत्तर लिहा. (कोणताही एक) १२
- अ) पथनाट्य म्हणजे काय सांगून, त्याचे समाजातील महत्त्व स्पष्ट करा.
किंवा
ब) ललितकलांची संकल्पना, प्रकार आणि महत्त्व स्पष्ट करा.

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**B. B. A. (Semester - III) (New) (NEP CBCS) Examination:
March/April – 2026
Culture (G09-0311)**

Day & Date: Friday, 10-04-2026
Time: 09:00 AM To 10:30 AM

Max. Marks: 30

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

Q.1 Choose the correct alternative from the options. 06

- 1) Tabla playing is related to which form of Fine Arts (Lalitkala)?
 - a) Drama
 - b) Literature
 - c) Painting
 - d) Music
- 2) Which of the following does not fall under the concept of 'Fine Arts' (Lalitkala)?
 - a) Music
 - b) Sculpture
 - c) Literature
 - d) Sports
- 3) Which of the following is primarily included in 'Folk Art'?
 - a) Gondhal
 - b) Writing
 - c) Rangoli
 - d) Elocution
- 4) Which of the following is a famous Indian folk musical instrument?
 - a) Dholki
 - b) Guitar
 - c) Piano
 - d) Thavil
- 5) How many 'Shuddha Swaras' (Notes) are there in music?
 - a) One
 - b) Three
 - c) Seven
 - d) Twenty
- 6) The text 'Natyashastra' is related to which subject?
 - a) Ayurveda
 - b) Dramatics
 - c) Engineering
 - d) Sports

Q.2 Write Short Answers. (Any Three) 06

- a) Write brief information about the folk art form 'Gondhal'.
- b) Name four famous artists associated with Fine Arts (Lalitkala).
- c) What is Sculpture? Explain briefly.
- d) What is Elocution? Explain the concept.

Q.3 Write Short Note. 06

Write a detailed answer on the "Importance of Art."

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

12

a) Define Street Play (Pathnatya) and explain its importance in society.

OR

b) Explain the concept, types, and importance of Fine Arts (Lalitkala).

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**B.B.A. (Semester - IV) (New) (NEP) (CBCS) Examination:
March/April – 2026
Entrepreneurship and Startup Ecosystem (G09-0401)**

Day & Date: Wednesday, 15-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple choice questions. 04

- 1) Key characteristics of family managed Business includes _____.
 - a) Unique Culture
 - b) Role Ambiguity
 - c) Multi-Generational Continuity
 - d) All of the above

- 2) The _____ is defined as someone who has the ability and desire to establish, administer and succeed in a startup venture along with risk entitled to it, to make profits.

a) manager	b) entrepreneur
c) owner	d) None of these

- 3) An _____ investor provides initial seed money for startup businesses, usually in exchange for ownership equity in the company.

a) angel	b) bank
c) capital	d) All of the above

- 4) _____ is type of entrepreneurship focuses on producing product and services that resolve social needs and problems.
 - a) Social Entrepreneurship
 - b) Rural Entrepreneurship
 - c) Large Company Entrepreneurship
 - d) None of these

B) True or False. 02

- 1) Angel investors are providing loans.
- 2) Patents, copyrights, trademarks, trade secrets, industrial designs, and geographical indications (GIs) are the types of Intellectual Property.

Q.2 Answer the following. 06

- a) Explain concept of Venture Funding.
- b) Explain the sources of business ideas.

Q.3 Explain concept of entrepreneur & write characteristics of entrepreneur. **06**

Q.4 Attempt any one of the following. **06**

Explain various Government schemes like Start-up India, Digital India, MSME etc.

OR

Role of Entrepreneurship in Economic Development.

Q.5 Attempt any one of the following. **06**

Explain in detail classification of Entrepreneurs.

OR

Explain in detail feasibility analysis of the idea.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Operations Management (G09-0402)**

Day & Date: Thursday, 16-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) Operations management mainly focuses on _____ of goods and services in an organization.
 - a) advertising
 - b) taxation
 - c) production
 - d) auditing
- 2) Process design in operations management is mainly concerned with _____.
 - a) planning financial activities
 - b) determining the sequence of operations
 - c) calculating taxes
 - d) managing marketing strategies
- 3) Lean manufacturing mainly aims at _____ in production systems.
 - a) increasing inventory
 - b) reducing product quality
 - c) increasing paperwork
 - d) eliminating waste
- 4) Six Sigma methodologies are used to improve _____ in business processes.
 - a) employee attendance
 - b) defect reduction and quality
 - c) office decoration
 - d) advertising efficiency
- 5) Capacity planning helps organizations to _____.
 - a) balance demand and production capacity
 - b) increase employee turnover
 - c) eliminate customer needs
 - d) avoid planning activities
- 6) Sustainable operations focus on _____ development in organizations.
 - a) environmental and social responsibility
 - b) only short-term profits
 - c) ignoring regulations
 - d) reducing innovation

- 7) The integration of Artificial Intelligence (AI) and Internet of Things (IoT) in operations management represents _____.
a) traditional production methods
b) emerging technologies
c) manual systems
d) outdated practices
- 8) Total Quality Management (TQM) emphasizes _____.
a) employee negligence
b) continuous improvement and customer satisfaction
c) reducing quality standards
d) ignoring customer feedback

B) Fill in the blanks / True or False.**04**

- 1) Operations management is concerned with the efficient production of goods and services.
- 2) Lean manufacturing encourages the increase of waste in production processes.
- 3) Capacity planning helps organizations match production capacity with market demand.
- 4) Sustainable operations ignore environmental responsibilities.

Q.2 Attempt the following. (Short Note / Short Answer)**12**

- a) Explain the importance of operations management in business organizations.
- b) Write a short note on process design in operations management.
- c) Explain the concept of Lean Manufacturing.
- d) Briefly discuss the importance of quality management in operations.

Q.3 Attempt the following.**12**

- a) State any two advantages of capacity planning in business organizations.
- OR**
- b) Explain how Six Sigma helps organizations in improving quality and reducing defects.

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

- a) Explain the concept and importance of sustainable operations management with suitable examples.
- OR**
- b) Discuss the principles and benefits of Total Quality Management (TQM) in organizations.

Q.5 Attempt any one of the following.**12**

- a) Explain the role of emerging technologies such as Artificial Intelligence (AI) and Internet of Things (IoT) in operations management.
- OR**
- b) Explain the concept of process layout and discuss its advantages and disadvantages.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Financial Management (G09-0403)**

Day & Date: Friday, 17-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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) Which of these is not a function of a finance manager?
 - a) Procurement of Fund
 - b) Allocation of Fund
 - c) Maintaining balance between Risk and Return
 - d) Maneuvering the share price.

- 3) Dividend decision is related to _____.
 - a) Right Issue of share
 - b) Reinvestment Requirement
 - c) Cash Flow Statement
 - d) None of the above

- 4) If there is no inflation during a period, then the Money Cashflow would be equal to _____.
 - a) Present Value
 - b) Real value Cash flow
 - c) Real Cash flow + Present Value
 - d) Real Cash flow – Present Value

- 5) Risk in Capital budgeting is same as _____.
 - a) Uncertainty of cash flows
 - b) Probability of Cash flows
 - c) Certainty of Cash flows
 - d) Variability of cash flows

- 6) Cost of capital refers to _____.
 - a) Flotation Cost
 - b) Dividend
 - c) Required Rate of return
 - d) None of the above

- 7) Weighted Average Cost of capital is generally denoted by _____.
 - a) K(A)
 - b) K(w)
 - c) K(o)
 - d) K(c)

- 8) Cost of equity Share Capital is more than cost of Debt because _____.
 a) Face value of Debentures is more than the face value of shares
 b) Equity shares have higher risk than Debt
 c) Equity shares are easily saleable
 d) All of the above

B) Write weather following statement are True or False. 04

- 1) EBIT - EPS analysis incorporates the risk of the firm in the capital structure analysis.
- 2) There is agency cost of debt financing.
- 3) Walters model supports the view that dividend is relevant for value of the firm.
- 4) Any firm should employ as much debt as possible in the overall capitalization.

Q.2 Answer the following. (Short Problem/Short Answer) 12

- a) What is importance of ethics in finance?
- b) What are the types of capital budgeting Decisions?
- c) What are types of Debentures?
- d) Define receivables management? State the features of receivables.

Q.3 Attempt the following. (Short Problem/Short Answer) 12

- a) Calculate Operating leverage, Financial leverage and Combined leverage for Plan A and B from the following information,

Installed capacity	2000 units
Actual production and sales	50% of the capacity
Selling price	Rs 20 per unit
Variable cost	Rs 10 per unit

Fixed cost for plan A is 4000 and for Plan B is 5000.

- b) From the following data of Dada Co Ltd, calculate Economic order quantity,
 Annual usage = 20,000 units, ordering cost = Rs 1,875 per order and carrying cost = Rs 3 per unit.

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

- a) What is over capitalization? State its causes, effects and remedies.

OR

- b) Prepare as estimate for working capital requirement for the company annual unit manufacture is 1,44000 units.

Raw Materials	45
Direct Labour	20
Overheads	40
Total	105
Profit	15
Selling Price	120

- i) Raw Materials are in stock on an average for two months.

- ii) The materials are in process on an average for one month, the degree of completion is 50% in respect of all element cost.
- iii) Finished goods stock on an average is for one month.
- iv) Time lag in payment of wages and overhead is 1½ weeks.
- v) Time lag in receipt of proceeds from debtors is 2 months.
- vi) Credit allowed by supplier is one month.
- vii) 20% of the output is sold against Cash.
- viii) The company expects to keep Cash Balance of Rs 1,00,000

Q.5 Attempt any one of the following. (Long Answer/Problem)

12

- a) Abcd Ltd is considering a proposal to invest in a project of Rs. 25000 each, the two project alternative are as follows

Year	Rs (A)	Rs (B)
1	75,000	25,000
2	1,00,000	75,000
3	1,25,000	1,00,000
4	75,000	1,50,000
5	50,000	1,00,000

The discounting factor at 10% for 5 years would be 0.909, 0.826, 0.751, 0.683, and 0.621 respectively.

Evaluate the project by:

- i) Payback period method
- ii) Net present value method
- iii) Average rate of return method &
- iv) Profitability index method

OR

- b) What is dividend and its types? What are the main determinants of Dividend Policy of a firm?

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Business Research Methodology (G09-0404)**

Day & Date: Saturday, 18-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) Research is a _____ process of collecting and analyzing information.

a) Random	b) Systematic
c) Informal	d) Casual

- 2) Which of the following is a type of research?

a) Basic research	b) Applied research
c) Descriptive research	d) All of the above

- 3) The first step in the research process is _____.

a) Data analysis	b) Formulation of research problem
c) Hypothesis testing	d) Data collection

- 4) A review of previous studies related to a research problem is called _____.

a) Data analysis	b) Literature review
c) Observation	d) Coding

- 5) Measurement in research refers to _____.

a) Assigning numbers to characteristics
b) Writing research reports
c) Creating charts
d) Preparing questionnaires

- 6) Which of the following is a method of data collection?

a) Questionnaire	b) Interview
c) Observation	d) All of the above

- 7) Editing and coding of data are part of _____.

a) Data preparation	b) Hypothesis testing
c) Literature review	d) Problem formulation

- 8) Charts and tables are mainly used for _____.

a) Data visualization	b) Data collection
c) Hypothesis formation	d) Sampling

- B) True or False. 04**
- 1) Research ethics refers to the moral principles that guide the conduct of research.
 - 2) Interviews are a commonly used method of secondary data collection in research.
 - 3) The process of selecting a subset from a population for a study is called sampling.
 - 4) A box plot is a graphical tool used for data collection in research.
- Q.2 Answer the following. (Short note / Short Answer) 12**
- a) Define research and explain its importance.
 - b) What is a research problem?
 - c) Explain questionnaire method of data collection.
 - d) What is sampling?
- Q.3 Attempt the following. (Short note / Short Answer) 12**
- a) Explain the characteristics of good research.
 - b) Explain different data collection methods.
- Q.4 Attempt any one of the following. (Long Answer) 12**
- a) Explain the research process in detail.
OR
 - b) Explain measurement and scaling techniques in research.
- Q.5 Attempt any one of the following. (Long Answer) 12**
- a) Explain different sampling methods used in research.
OR
 - b) Explain data analysis and interpretation with the help of charts and tables.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April- 2026
International Business (G09-0405)**

Day & Date: Monday, 20-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) The EPRG framework was developed by _____.
 - a) Michael Porter
 - b) Howard Perlmutter
 - c) Vernon
 - d) Dunning
- 2) Which theory explains trade based on opportunity cost?
 - a) Mercantilism
 - b) Absolute Cost Advantage
 - c) Comparative Advantage
 - d) Country Similarity Theory
- 3) Investment made by a company to build new facilities in a foreign country is called _____.
 - a) Brownfield FDI
 - b) Portfolio Investment
 - c) Greenfield FDI
 - d) Joint Venture
- 4) A customs union differs from a free trade area because it has _____.
 - a) Free mobility of labor
 - b) Common external tariff
 - c) Common currency
 - d) Political integration

B) True or False. 02

- 1) Brexi refers to the exit of the UK from European Union.
- 2) ESG stands for Environmental, Social, and Governance.

Q.2 Answer the following. (Short Notes) 06

- a) Explain the Ethnocentric orientation under the EPRG framework.
- b) What is meant by Intra-industry trade?

Q.3 Short note. 06

Explain the Factor Proportions (Heckscher-Ohlin) Theory of international trade

Q.4 Attempt the following. (Any One) 06

- a) Explain Greenfield and Brownfield FDI.

OR

- b) Discuss the benefits and costs of Foreign Direct Investment to host countries.

Q.5 Attempt the following. (Any One)

06

a) Explain Economic Integration and its types.

OR

b) Discuss the role of emerging markets in international business.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Design Thinking and Innovation (G09-0406)**

Day & Date: Tuesday, 21-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple Choice Questions. 04

- 1) _____ stage of Design Thinking involves understanding customer problems.

a) Prototype	b) Empathize
c) Implement	d) Test

- 2) _____ of the following is a wicked problem.

a) Climate change	b) Cooking a recipe
c) Fixing a broken chair	d) Solving a math equation

- 3) _____ ideation technique encourages generating many ideas without judgment.

a) Budgeting	b) Scheduling
c) Reporting	d) Brainstorming

- 4) The process of collecting user opinions to improve a product or solution is called _____.

a) Brainstorming	b) Prototype
c) Feedback	d) Implementation

B) True or False. 02

- 1) The Define stage focuses on generating creative ideas.
- 2) Brainstorming helps in understanding multiple perspectives of wicked problems.

Q.2 Answer the following. 06

- a) Define concept brainstorming.
- b) What are ergonomic challenges in Design Thinking and Innovation.

Q.3 Attempt the following. 06

Explain the Design Thinking approach and state its objectives.

Q.4 Attempt Any One of the following. 06

a) Describe the Design Thinking Process and explain any four stages.

OR

b) Define wicked problems. How can they be identified around us?

Q.5 Attempt Any One of the following. 06

a) What is prototyping? Explain its methods.

OR

b) Explain the role of the feedback loop in user-focused design.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April - 2026
Business environment and public policy (G09-0407)**

Day & Date: Wednesday, 22-04-2026
Time: 12:00 PM To 01:30 PM

Max. Marks: 30

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

Q.1 A) Multiple choice questions. 04

- 1) The business environment includes _____.
 - a) Economic factors
 - b) Social factors
 - c) Political factors
 - d) All of the above
- 2) Which of the following is an international financial institution?
 - a) IMF
 - b) RBI
 - c) SEBI
 - d) NABARD
- 3) LPG reforms were introduced in India in the year _____.
 - a) 1985
 - b) 1991
 - c) 2000
 - d) 2010
- 4) Which of the following is related to digital business transactions?
 - a) E-commerce
 - b) Agriculture
 - c) Manufacturing
 - d) Mining

B) True or False. 02

- 1) Globalization means integration of national economy with the global economy.
- 2) WTO stands for World Trade Office.

Q.2 Short Note / Short Answer. 06

- a) Explain the meaning of Business Environment.
- b) State the objectives of Public Policy.

Q.3 Short Note / Short Answer. 06

Explain the importance of globalization in modern business.

Q.4 Attempt Any One of the following. (Long Answer) 06

- a) Explain the role of Government in Business Environment.

OR

- b) Discuss the importance of Foreign Direct Investment (FDI) in India.

Q.5 Attempt Any One of the following. (Long Answer)

06

a) Explain the concept and advantages of E-commerce.

OR

b) Discuss the major social and economic challenges in India.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Geo Politics and impact on business (G09-0409)**

Day & Date: Wednesday, 22-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) What is the primary focus of "Geopolitics"?
 - a) Internal company management
 - b) The influence of geographical factors on state behaviour and international relations
 - c) Domestic political elections
 - d) Financial reporting standards

- 2) Which of the following is a major geopolitical risk for international business?
 - a) Stable exchange rates
 - b) Increased consumer demand
 - c) Political instability and conflict
 - d) Low transportation costs

- 3) Geopolitical risk often leads to which of the following in supply chains?

a) Increased efficiency	b) Just-in-time perfection
c) Disruptions	d) Lower insurance costs

- 4) The "Gravity Model" of trade predicts that trade volume between two countries is determined by _____.
 - a) Their cultural similarities
 - b) Their economic size and distance
 - c) Their military power
 - d) Their political ideology

- 5) Which of the following is considered a "non-traditional" security threat to business?

a) Armed invasion	b) Cybersecurity attacks
c) Border disputes	d) Naval blockade

- 6) The "Heckscher-Ohlin Theory" focuses on which aspect of trade?

a) Factor endowments	b) Labor hours
c) Government subsidies	d) Absolute advantage

- 7) Which of the following is a key actor in international relations influencing business?
- Multinational Corporations (MNCs)
 - Domestic Trade Unions
 - Local Suppliers
 - Regional Retailers
- 8) When a company changes suppliers due to a trade war between two nations, this is an example of _____.
- Strategic hedging
 - Managing geopolitical risk
 - Vertical integration
 - Cost minimization

B) Fill in the blanks.**04**

- The "International Business Management" approach in the 90s was heavily focused on _____.
- Building a new facility from scratch in a foreign country is termed as _____.
- _____ is a "non-tariff barrier".
- _____ is a "legal environment" element in international business.

Q.2 Answer the following. (Short Answer)**12**

- Explain the issues of Geopolitics of Energy and Natural Resources.
- Explain the National Differences in Political Economy.
- Explain the unfair trade practices by developed and developing economies.
- Explain the concept of antidumping.

Q.3 Attempt the following. (Short Notes)**12**

- Mackinder's Heartland Theory.
- World Bank.

Q.4 Attempt any one of the following. (Long Answer)**12**

- Explain in brief the definition, nature and scope of Geopolitics.
- OR**
- Explain the concept of rise of protectionism and Geopolitical Tensions.

Q.5 Attempt any one of the following. (Long Answer)**12**

- Universal Pictures' animated movie Abominable was scheduled for release in Malaysia on November 7, 2019. However, Malaysia's Film Censorship Board ordered the studio to cut the scenes showing a map with the controversial "nine-dash line." Without those cuts, the Malaysian government would not allow the movie's release in Malaysia. The nine-dash line was a geopolitically sensitive issue in the South China Sea region, pitting China against neighbouring countries. China claimed historic rights over the territories bound by the nine dashes it had drawn on a map in the South China Sea. In contrast, Malaysia, Vietnam, the Philippines, Indonesia, Taiwan, and Brunei also claimed the part of the sea adjacent to their coastline. The US government also challenged the Chinese claims under the nine-

dash line.

Universal Pictures was in a fix: Not deleting the map scene would mean that Malaysia and other countries in the South China Sea could ban the movie. However, deleting the scene could provoke the Chinese government, which in the past had reacted strongly against studios and actors who had disregarded Chinese restrictions. China was a significant market that no Hollywood studio could afford to lose. But should Universal Pictures focus only on its commercial interests at the cost of taking a morally sound position?

Case Question:

- 1) Demonstrate a comprehensive understanding of global events and their implications on geopolitics
- 2) Analyze and evaluate the application of knowledge of Global trade and monetary systems to develop competitive strategies in regional and global markets.

OR

- b)** In the fall of 2013, the people of Ukraine disagreed passionately whether their country should intensify ties with the European Union or Russia. After President Yanukovich rejected the free trade agreement with the EU in November, thousands of Ukrainians peacefully protested. But the protest movement morphed into a violent, deadly confrontation in January, culminating in February in mass slaughter, an overthrow of government, foreign invasion, and international crisis. The four months that shook Ukraine is a case study on the interrelated problems of geopolitical struggle, politics of economic pacts and clash of regional economic blocks, post-imperial disintegration and trade, and identity and interdependence. Russia's invasion of Ukraine in February 2022 raised questions about democratization and a possible reshaping of the global order. It arose from deep roots in the history of both nations but also turned on contingent decisions by their leaders, as well as by U.S. leaders.

Case question:

- 1) Assess and predict how emerging trends in geopolitics impact strategic decisions of international business.
- 2) Identify the role and impact of geopolitics on the international political economic variables in international business.

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**B.B.A. (Semester - IV) (New) (NEP CBCS) Examination:
March/April – 2026
Public Health and management (G09-0410)**

Day & Date: Wednesday, 22-04-2026
Time: 12:00 PM To 02:30 PM

Max. Marks: 60

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

Q.1 A) Multiple Choice Questions.

08

- 1) Public health mainly focuses on _____ in society.
 - a) Individual treatment
 - b) Community health
 - c) Surgery
 - d) Diagnosis
- 2) The concept of public health evolved mainly during the _____ period.
 - a) Industrial Revolution
 - b) Digital Age
 - c) Ancient Period
 - d) Modern Era
- 3) Health equity refers to _____ for all individuals.
 - a) Equal income
 - b) Equal access to healthcare
 - c) Equal education
 - d) Equal employment
- 4) Social determinants of health include factors like _____.
 - a) Weather
 - b) Lifestyle and income
 - c) Religion
 - d) Language
- 5) National Health Mission was launched in the year _____.
 - a) 2005
 - b) 2010
 - c) 2015
 - d) 2020
- 6) ICDS mainly focuses on _____ care and development.
 - a) Elderly care
 - b) Child and maternal health
 - c) Mental health
 - d) Surgery
- 7) Health planning includes the _____ process in management.
 - a) Budgeting only
 - b) Decision-making process
 - c) Treatment only
 - d) Diagnosis only
- 8) Monitoring in health systems refers to _____ of activities.
 - a) Planning
 - b) Continuous assessment
 - c) Evaluation
 - d) Budgeting

- B) Fill in the blanks / True or False. 04**
- 1) Evaluation is done before implementation.
 - 2) Public health deals with community level health.
 - 3) Ayushman Bharat scheme provides health insurance.
 - 4) Planning from national to local level is called centralized planning.

- Q.2 Answer the following. (Short Answer) 12**
- a) Importance of Public Health.
 - b) Explain health equity.
 - c) Write a note on National Health Mission.
 - d) What is monitoring?

- Q.3 Attempt the following. (Short Notes) 12**
- a) Explain social determinants of health.
 - b) Describe tools used in health planning.

- Q.4 Attempt any one of the following. (Long Answer) 12**
- a) Explain the evolution of public health and its role in society.
- OR**
- b) Discuss the organization of health systems in India and its key issues.

- Q.5 Attempt any one of the following. (Long Answer) 12**
- a) Explain major health schemes in India (NHM, ICDS, Ayushman Bharat, POSHAN Abhiyan).
- OR**
- b) Discuss monitoring and evaluation in health systems with suitable frameworks.