Seat No.	

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Principles of Management - I (BBA0101)

Day & Date: Monday, 20-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) _____ means discovering applicants for the present or future jobs in an enterprise.
a) Selection   b) Recruitment
c) Motivation   d) None of these

2) _____ structure is suitable when the size of the organization is large.
a) Organisational   b) Divisional
c) Functional   d) None of these

3) Which of the following is not concerned with staffing?
a) Recruitment   b) Selection
c) Training   d) Publicity

4) Which of the following is not a process of selection?
a) Testing   b) Checking references
c) Attitude formation   d) Medical examination

5) Find the odd one out.
a) board of directors   b) chief executive
c) foremen   d) shareholders

6) _____ clearly defines what tasks & activities shall be carried out at particular job.
a) Role clarity   b) Coordination
c) Job design   d) Specialization

7) Which mode of recruitment is through advertisements, newspapers and want ads?
a) Direct   b) Indirect
c) On Payroll   d) None of these

8) Fourteen principles are given by _____.
a) Max Weber   b) Elton Mayo
c) Henry Fayol   d) None of them

B) Explain the following concepts.   **04**
1) What do you mean by Departmentation?
2) What do you mean by performance appraisal.

Q.2 Write short note/Short answer/Short problem (Any Two)   **06**
a) Explain the role of a Manager.
b) Explain the need for Training.
c) Write any 4 functions of Management.

Q.3 Explain the steps in Selection process in detail. **10**

Q.4 **Answer any one of the following (Long answer/Problem)** **12**
    a) Explain the steps in planning process.
    b) What are the various sources of recruitment?

Seat No.		**Set**	**P**

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Communication - I (BBA0102)

Day & Date: Tuesday, 21-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) Radios, Interviews, Group Discussions are included in _____.
a) Verbal   b) Non-verbal
c) Written   d) None

2) The Barriers in the surrounding or in the environment are _____.
a) Physical barriers   b) Social
c) Emotional   d) None of these

3) Letter head does not include _____.
a) Name of Company   b) Address of Company
c) Contact Number   d) Name of Owner

4) Nonverbal communication includes _____.
a) Silence   b) Facial expressions
c) Handshake   d) All of these

5) Communication can be _____.
a) Oral   b) Written
c) Nonverbal   d) All

6) The information which is transferred to the receiver has to be interpreted this process is called _____.
a) Encoding   b) Decoding
c) Opening   d) Closing

7) _____ letter is a formal letter, written to enquire and get details regarding something that a person is interested in
a) Sales   b) Enquiry
c) Complaint   d) Order

8) Which of the following is not an element of the communication cycle?
a) Channel   b) Receiver
c) Time   d) Sender

B) Explain the following concepts.   04
1) Oral Communication
2) Overcoming communication Barriers

Q.2 Write Short Note (Any Two)   06
a) Importance of Communication
b) Merits & Demerits of Written Communication
c) Importance of Presentation Skills

Q.3 Write an application letter to the HR of Excellent Solutions Pvt Ltd New Mumbai **10** for the post of Accountant along with resume.

Q.4 **Answer any one of the following (Long answer/Problem)** **12**
  a) Write a letter of enquiry about 10 Laptops for your organization and also write a reply of confirming the order.
  <div align="center">**OR**</div>
  b) What is report? Discuss the different types of Report.

Seat No.

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Accounting for Business - I (BBA0103)

Day & Date: Wednesday, 22-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple-choice questions.   **08**
       1) Brief explanation of an entry is known as _____.
            a) Folio   b) Narration
            c) Posting   d) Journalizing

       2) An act of change of things or services between the two parties this termed as _____.
            a) Ledger   b) Transfer
            c) Transaction   d) Business

       3) Machinery account is an example of _____.
            a) Liability A/c   b) Asset A/c
            c) Capital A/c   d) None of these

       4) Depreciation arises because of _____.
            a) wear & tear   b) inflation
            c) rise in market price   d) profit

       5) Carriage inward is debited to _____ account.
            a) Trading   b) Profit & loss
            c) Capital   d) Bank

       6) Closing stock is always valued at cost price or market price whichever is _____.
            a) Low   b) High
            c) Equal   d) Zero

       7) Depreciation is charged only on _____ assets.
            a) Fixed   b) Current
            c) Non-performing   d) Fictitious

       8) _____ discount is not recorded in the books of account.
            a) GST   b) VAT
            c) Cash   d) Trade

   B) Explain the following concepts.   **04**
       a) Depreciation
       b) Money measurement concept

Q.2 Attempt any two 06

a) A machine costing Rs 18000 is purchased and installation charges of Rs 3000 are paid. Estimated life of asset is 10 years and the scrap value at the end of its useful life is Rs 1000. Calculate the amount of depreciation.

b) From the following Ledger balances of Solapur traders, prepare a trial balance as on 31st March 2021:

Particulars	Rs	Particulars	Rs	Particulars	Rs
Opening Stock	28,000	Drawings	9,000	Motor Van	40,000
Purchases	1,16,400	Trade Expenses	2,400	Bills Receivable	16,000
Royalty	6,200	Advertisement	8,200	Sundry Debtors	60,000
Wages	14,800	Plant Machinery	44,000	Cash In Hand	10,000
Salary	11,000	Office Rent	4,000	Bad Debts	1,000
Freehold Property	36,000	Furniture	14,000	General Expenses	2,800
Capital	1,00,000	Bank Loan	20,000	Sundry Creditors	54,000
Sales	2,12,000	Reserve For Doubtful Debts	1,000	Unpaid Expenses	800
Bills payable	36,000				

c) Prepare a simple cash book:

March 2019	Transaction
1	Cash in hand Rs 5000
5	Cash paid to Raj Rs 2000
7	Cash purchases Rs 1000
14	Cash received from Prem Rs 2000
16	Cash sales Rs 1600
20	Paid carriage Rs 200
25	Paid rent Rs 1000

Q.3 Long answer/Problem. 10

Journalise the following transactions in the books of Aditya Traders:

May 2010	Transaction
1	Commence business with cash Rs 1,10,000
4	Purchase goods for cash Rs 60,000
5	Sold goods for cash Rs 70,000
9	Deposited into Bank of India Rs 1,00,000
13	Paid for stationery Rs 1000
17	Purchased computer with printer Rs 40,000
21	Purchased goods from Ravi for Rs 50,000 on credit
25	Paid for office rent Rs 2000
26	Received Commission Rs 1000
29	Withdrew from bank for office use Rs 5000
31	Paid for salary Rs 4500

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

a) From the following trial balance of Mr. Kapil prepare trading account profit and loss account and balance sheet as on 31 March 2010:

Dr			Cr.	
Particulars	**Rs**	**Particulars**	**Rs**	
Opening stock	58,000	Sales	1,26,000	
Wages and salaries	6,500	Bills payable	1,000	
Carriage	2,500	RDD	800	
Purchase	63,000	Sundry creditors	16,000	
Bills receivable	600	Purchase return	500	
Rent	3,500	Capital	30,000	
Sundry debtors	15,000	General reserve	25,600	
Sales return	1,000			
Machinery	12,000			
Travelling expenses	3,000			
Cash at bank	1,000			
Building	25,000			
Office expenses	2,700			
Advertisement (for 3 years)	3,000			
Drawings	2500			
Insurance	600			
	1,99,900		**1,99,900**	

Adjustment:
1) Closing stock cost Rs 25,000 and market value was Rs 30,000.
2) Prepaid insurance Rs 100
3) Goods of Rs 3000 were taken over by Kapil for personal use.
4) Provide depreciation on machinery at 10 % per annum and building by 20% per annum.
5) Outstanding expenses rent Rs 500.
6) Provide reserve for doubtful debts at 5% on Sundry debtors.

b) Explain the functions & objectives of accounting

Seat No.	

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Economics - I (BBA0104)

Day & Date: Thursday, 23-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) The coordination between traditional economics and real business is called as _____ Economics.
a) Agriculture   b) Industrial
c) Business   d) Labour

2) _____ is a subject matter of Business Economics.
a) Demand analysis   b) Cost analysis
c) Production analysis   d) All of the above

3) Law of demand states _____ relationship between price and demand.
a) Positive   b) Negative
c) Constant   d) None of the above

4) The demand for necessary goods is _____.
a) Inelastic   b) Elastic
c) More elastic   d) Unitary elastic

5) The functional relationship between inputs and output is called as _____.
a) Cost function   b) Production function
c) Demand function   d) Revenue function

6) _____ is addition of fixed cost and variable cost.
a) Total cost   b) Average cost
c) Marginal cost   d) Real cost

7) Price discrimination is only possible in _____ market.
a) Perfect competition   b) Monopoly
c) Monopolistic competition   d) Oligopoly

8) Homogenous Product is a characteristic of _____ market.
a) Monopoly   b) Perfect competition
c) Monopolistic competition   d) Oligopoly

B) **Explain the following concepts.**   **04**
1) Micro Economics
2) Monopoly

Q.2 **Write Short Notes. (Any Two)**   **06**
a) Basic problems of an Economy
b) Concepts of Average Cost and Marginal Cost
c) Law of demand

Q.3 What is Business Economics? Explain the features of Business Economics. **10**

Q.4 **Answer any one of the following.** **12**
   a) What is Perfect Competition? Explain the features of Perfect Competition.
   b) What is Elasticity of Demand? Explain the types of elasticity of Demand.

Seat No.

B.B.A. (Semester - I) (New) (CBCS) Examination: Oct/Nov-2023
Business Organisation & Environment - I (BBA0105)

Day & Date: Friday, 24-11-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

1) Business is an _____ activity.
   - a) Essential
   - b) Regular
   - c) Effective
   - d) None of this

2) A business is established for earning some _____.
   - a) Income
   - b) Prestige
   - c) Reputation
   - d) None of this

3) _____ is one of the major advantages of sole proprietorship.
   - a) Knowledge
   - b) Manpower
   - c) Security
   - d) None of these

4) A joint stock company is a _____ association of persons to carry on the business.
   - a) Voluntary
   - b) Compulsory
   - c) Non-existing
   - d) None of these

5) _____ means working together to make profit.
   - a) Cooperative
   - b) Marketing
   - c) Business
   - d) None of these

6) _____ is the activity of buying and selling goods in large quantities at cheaper prices.
   - a) Wholesale
   - b) Production
   - c) Retail
   - d) None of these

7) Retailers create _____ for products by communicating with their customers.
   - a) Demand
   - b) Knowledge
   - c) Awareness
   - d) None of these

8) _____ is also necessary for the expansion and growth of business.
   - a) Products
   - b) Employees
   - c) Profit
   - d) None of this

B) Explain the following concepts. 04
1) Explain Meaning and definition of Business.
2) Explain the concept of Sole Proprietor.

Q.2 Write short note/Short answer/Short problem (Any Two) 06
a) What are Features of Sole Proprietorship?
b) Explain any 5 Functions of a Wholesaler.
c) Explain the types of foreign Trade.

Q.3 Explain various Features of Business. **10**

Q.4 **Answer any one of the following (Long answer/Problem)** **12**
    a) What are the Advantages of Foreign Trade?
<div align="center">**OR**</div>
    b) Explain the Merits of partnership firm.

Seat No.	

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Principles of Management - II (BBA0201)

Day & Date: Sunday, 26-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) Which of the following is not a non-financial incentive?
   a) Status   b) Job enrichment
   c) Bonus   d) Employee progress

2) Which of the following is not a feature of motivation?
   a) It is an integral feeling   b) Reduces absenteeism
   c) Complex process   d) Can be positive or negative

3) It refers to all measures which are used to motivate people to improve performance, _____.
   a) Leadership   b) Motivation
   c) Incentives   d) Communication

4) Which of the following is not an example of financial incentive?
   a) Perquisites   b) Job Enrichment
   c) Profit Sharing   d) Co-partnership

5) Complete freedom for group or individual decision, with a minimum of leader participation is under _____.
   a) autocratic style   b) democratic style
   c) free-rein style   d) creative style

6) The last function of management is _____.
   a) Planning   b) Organizing
   c) Controlling   d) Communication

7) Planning is looking ahead and control is _____.
   a) looking back   b) looking front
   c) looking sideward   d) looking down

8) X and Y theory was introduced by _____.
   a) Mc Gregor   b) Peter Drucker
   c) Henry Fayol   d) FW Taylor

B) Explain the following concepts.   **04**
1) Define Autocratic leadership.
2) Explain the concept of financial incentives.

Q.2 Write Short Notes. (Any Two)   **06**
a) Explain the need for coordination.
b) Explain the functions of a leader.
c) Explain Theory Z by William Ouchi

Q.3 Explain Maslow's Hierarchy needs theory.   **10**

Q.4 **Answer any one of the following in Brief.**   **12**
   a) Explain various Financial and Non- financial Motivational techniques.
   b) Explain the steps in Control Process.

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Business Communication – II (BBA0202)

Day & Date: Tuesday, 28-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple choice question.   **08**
1) _____ interview is taken when an employee leaves the organization.
   a) Reprimand   b) Grievance
   c) Exit   d) Employment

2) _____ means ability to understand and share the feelings, experience, opinion, etc. of listeners.
   a) Appearance   b) Goodwill
   c) Empathy   d) Language

3) _____ is a brief note of subject matter of speech and distributed to the audience.
   a) handouts   b) message
   c) style   d) aids

4) Audio aid used in organisation is _____.
   a) overhead projectors   b) public address system
   c) posters   d) symbols

5) In _____ a random topic is allocated to the speaker.
   a) Public Speaking   b) Extempore Speech
   c) Speech   d) Seminar

6) Dictaphone means _____.
   a) recording machine   b) mechanical dictating machine
   c) vehicle of mass media   d) All of these

7) _____ is resentment or complaint against some injustice which may be real or imagine.
   a) promotion   b) grievance
   c) appraisal   d) assessment

8) Action and message is a communication medium called _____.
   a) Meeting   b) Rumour
   c) Demonstration   d) Dictaphone

B) Explain the following concepts.   **04**
1) Public speaking
2) Radio

Q.2 Write Short Notes. (Any Two)   **06**
   a) Principles of effective oral communication
   b) Techniques of effective speech
   c) Social media marketing

Q.3 Explain in detail Group Discussion, preparing for group discussion and parameters of evaluation. **10**

Q.4 **Answer any one of the following.** **12**
   a) Explain various technology used in organisation.
   b) Explain in detail formal channels of communication.

Seat No.

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Accounting for Business - II (BBA0203)

Day & Date: Wednesday, 29-11-2023　　　　　　　　　　Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) An example of Fixed cost is _____.
　　a) Material consumed　　　　b) Depreciation
　　c) Factory power　　　　　　d) Packaging material

2) Bonus under Halsey plan is paid at _____.
　　a) 50% of time saved　　　　b) 75% of time saved
　　c) 80% of time saved　　　　d) 90% of time saved

3) Sales Rs. 1,00,000 and variable cost Rs 20,000 then contribution is Rs. _____.
　　a) 1,20,000　　　　　　　　b) 80,000
　　c) 70,000　　　　　　　　　d) 30,000

4) The cost which changes with change in output or time is _____.
　　a) Variable cost　　　　　　b) Fixed cost
　　c) Opportunity cost　　　　d) None of these

5) Process of ascertainment of cost is known as _____.
　　a) Costing　　　　　　　　b) Cost reporting
　　c) Cost Control　　　　　　d) None of these

6) Fixed cost Rs. 50,000 and PV ratio is 50%. The value of breakeven point is Rs. _____.
　　a) 10000　　　　　　　　　b) 25000
　　c) 100000　　　　　　　　d) 125000

7) Direct material + Direct Labour + Direct Expense = _____.
　　a) Overheads　　　　　　　b) Prime Cost
　　c) Variable overheads　　　d) None of these

8) Number of units manufactured by the labour is 100 units and the piece rate per units is Rs. 2. The wages under piece rate system are Rs. _____.
　　a) 200　　　　　　　　　　b) 100
　　c) 150　　　　　　　　　　d) 300

B) Explain the following concepts. 　　　　　　　　　　　　**04**
　1) Define Overheads
　2) Define Minimum Level

Q.2 Attempt any two questions. 06

a) From the following information, calculate Economic order quantity:
- Semi-annual consumption 6,000 units
- Purchase price of input unit Rs. 25
- Ordering cost per order Rs. 45
- Quarterly carrying cost 3%

b) A worker is allowed 60 hours to complete a job on a guaranteed wage of Rs. 10 per hour. He completes the job in 48 hours. Calculate his total wages using Halsey premium plan.

c) Write a note on Machine hour rate.

Q.3 Solve the following: 10

The following is a summary of the receipt of materials in a factory during January 2022:

Date	Particulars
1	Opening balance 500 units @ Rs. 25 per unit
3	Issue 70 units
4	Issue 100 units
8	Issue 80 units
13	Received from supplier 200 units @ Rs. 24.50 per unit
14	Purchased 15 units @ Rs. 24 per unit
16	Issue 180 units
Prepare store ledger account under FIFO considering there was a shortage of 5 units on 15th January 2022.	

Q.4 Attempt any one question. 12

a) The following information is available in respect of a material:
1) Reorder quantity: 1500 units
2) Re-order period: 4-6 weeks
3) Maximum consumption: 400 units per week
4) Minimum consumption: 250 units per week
5) Normal consumption: 250 units per week

Calculate: Re-order level; Minimum level; Maximum level; Average stock level.

b) From the following compute cost of goods manufactured:

Particulars	Rs.
Opening Stock of raw material	52,000
Opening stock of work in progress	46,000
Purchase of raw material	2,55,000
Loss on sale of Fixed asset	10,000
Direct Labour cost	85,000
Discount on issue of debentures	5,000
Factory Overheads	76,000
Closing stock of work in progress	36,000
Closing stock of Raw material	61,000
Damages paid as ordered by court	2,000

Seat No.	

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Business Economics - II (BBA0204)

Day & Date: Thursday, 30-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple Choose Questions: 08
   1) Macro Economics is the study of _____ at a large.
     a) Individual   b) Firm
     c) Economy   d) None of these

   2) Social Justice means, it is equal distribution of ____ within society.
     a) Tax   b) Wealth
     c) Profit   d) Production

   3) G.D.P. = GNP – _____.
     a) Depreciation   b) NNP
     c) Personal income   d) Income from abroad

   4) There are _____ major method of measuring National Income.
     a) 2   b) 3
     c) 4   d) 5

   5) _____ is the primary function of money.
     a) Store of value   b) Standard of deferred payment
     c) Medium of exchange   d) Transfer of value

   6) Overdraft facility is given on _____ account.
     a) Saving   b) Current
     c) Fixed   d) Recurring

   7) The study of income and expenditure of the _____ called as public finance.
     a) Person   b) Businessman
     c) Government   d) Producer

   8) Which of the following is example of direct tax?
     a) Income Tax   b) Corporation Tax
     c) Wealth Tax   d) All of the above

B) Explain the following concepts.   04
   a) GDP
   b) Full Employment

Q.2 Write Short Note. (Any Two)   06
   a) Importance of GST
   b) Significance of Macro Economics
   c) Budget

Q.3   Explain the methods of measuring National Income.   **10**

Q.4   **Answer any one of the following.**   **12**
  a)   What is Macro Economics? Explain the scope of Macro Economics.
  b)   Explain the causes and effects of Inflation.

Seat No.		Set	P

B.B.A. (Semester - II) (New) (CBCS) Examination: Oct/Nov-2023
Business Organization & Environment - II (BBA0205)

Day & Date: Friday, 01-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

1) _____ is sum of all external and internal factors that influence a business.
     a) Business Environment   b) Social Environment
     c) Finance   d) Marketing

2) 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

3) _____ business environment implies the process of critically examining the factors that highly influence the business.
     a) Identifying   b) Scanning
     c) Analysing   d) Forecasting

4) 'Vision, Mission and objectives' is _____ factor of Business Environment.
     a) Micro Environmental   b) Macro Environmental
     c) Internal   d) External

5) _____ environment induces factors such as the characteristics and policies of the political parties, nature of the constitution and government system.
     a) Economic   b) Cultural
     c) Political   d) Social

6) In SWOT analysis _____ are the core competencies in which business has an edge over its competitors.
     a) Opportunities   b) Strengths
     c) Weaknesses   d) Threats

7) _____ is a political arrangement in which supreme power is vested in the people.
     a) Autocracy   b) Democracy
     c) Totalitarian   d) Dictatorship

8) 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

B) Explain the following concepts.   **04**
     a) Technology
     b) Meaning of Internal Environment of business.

Q.2 Write Short Note (Any Two) **06**
    a) SWOT Analysis in brief
    b) Explain various methods of technology transfer.
    c) Social responsibility of business towards various stakeholders in brief.

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

Q.4 Answer the following (Any One) **12**
    a) What is Social and Cultural Environment of Business? Explain Impact of
Culture in Business in detail.
    b) Define Business Environment Explain various factors affecting Internal
Environment of Business.

Seat No.		

B.B.A. (Semester - II) (Old) (CBCS) Examination: Oct/Nov-2023
Principles of Management - II (19401201)

Day & Date: Sunday, 26-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) Theory ' Z' of Motivation is given by _____.
a) Maslow   b) Ouchi's
c) Mc Gregors   d) Blake and Mauton

2) Leadership can _____ subordinates to help the Organization achieve its goals.
a) Motivate   b) Communicate
c) Direct   d) All of the above

3) Managerial Grid has been developed By _____.
a) Blake and Mouton   b) Herzberg
c) Maslow   d) Mc Gregors

4) Which Theory assumes that people are naturally lazy and will avoid work and responsibility if possible?
a) Theory X   b) Theory Y
c) Theory Z   d) None of these

5) Horizontal Co- ordination takes place _____.
a) Upwards   b) Downwards
c) Sideways   d) All of these

6) In _____ Style of leadership subordinates are not allowed to participate in decision making process.
a) Autocratic   b) Participative
c) Group Oriented   d) None of the above

7) Planning is looking ahead and _____ is looking back.
a) Motivation   b) Controlling
c) Planning   d) Marketing

8) The last Need in Need Hierarchy Theory is _____.
a) Esteem Need   b) Safety Need
c) Self actualization   d) All the above

B)   Explain the following concepts.   04
1) Co-ordination
2) Define – Motivation

Q.2   Write Short Notes. (Any Two)   06
a) Trait Theory of Leadership
b) Need for co-ordination
c) Types of Control

Q.3 What is Leadership? Explain in detail of Leadership Style. **10**

Q.4 **Long Answer. (Any One)** **12**
   a) What is Motivation? Explain the Maslow's Hierarchy Theory of Motivation?
                          OR
   b) Define Control? Explain the Steps in Control Process?

Seat No.	

B.B.A. (Semester - II) (Old) (CBCS) Examination: Oct/Nov-2023
Business Communication - II (19401202)

Day & Date: Tuesday, 28-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Choose the correct alternative from the options.   **08**
   1) A communication between managers to manager is known as _____ communication.
     a) Diagonal   b) Horizontal
     c) Upward   d) Downward

   2) _____ refers to an oral communication in which small number of people meet and discuss on issue.
     a) Group discussion   b) Interview
     c) Workshop   d) Training

   3) _____ communication is also known as crosswise communication.
     a) Upward   b) Diagonal
     c) Horizontal   d) Downward

   4) _____ is system that allows users and subscribers to exchange personal vice message.
     a) Voice mail   b) Internet
     c) Voice   d) None of the above

   5) Talking comes under _____ types of communication.
     a) non-verbal   b) written
     c) dramatic   d) verbal

   6) _____ is a form of informal communication channel in organization.
     a) Grapevine   b) Listening
     c) Upward   d) Seminar

   7) _____ interview is conducted for employee who has resigned.
     a) Promotion   b) Exit
     c) Structured   d) All of the above

   8) The flow of information from the lower level to the upper managerial level is called _____.
     a) upward   b) horizontal
     c) downward   d) diagonal

B) Explain the following concepts.   **04**
   1) Grapevine
   2) Voice- mail

Q.2 Write Short Notes. (Any Two)   **06**
   1) Techniques of effective speech
   2) Informal channels in communication
   3) Group discussion

Q.3 What is interview? Explain various types of interviews in detail. **10**

Q.4 **Answer any one of the following.** **12**
    a) Explain the use of technology in communication.
<div align="center">**OR**</div>
    b) What is communication? Explain the principles of effective communication.

Seat No.		**Set**	**P**

B.B.A. (Semester - II) (Old) (CBCS) Examination: Oct/Nov-2023
Accounting for Business-II (19401203)

Day & Date: Wednesday, 29-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) As Per _____ if efficiency level is above standard then wages paid are120% of Normal Piece rate.
   a) Gantt Task Bonus Plan
   b) Merrick Differential Piece Rate
   c) Taylor's Differential Piece Rate System
   d) Straight Piece Rate System

2) If annual Requirement is 40,000, No. of orders are 25. Calculate the order size.
   a) 1,800   b) 1,600
   c) 800   d) 3,200

3) Factory Cost + _____ = Cost of Production
   a) Administration overheads
   b) Selling and Distribution Overheads
   c) Factory overheads
   d) None of these

4) _____ are interchangeably used for overheads.
   a) On cost   b) Supplementary Cost
   c) Burden   d) All of these

5) An expense which is directly identifiable with specific cost center is _____.
   a) Allocation
   b) Apportionment
   c) partly allocation and partly apportionment
   d) None of these

6) Danger Level is set below _____ Level.
   a) Re-Order   b) Maximum
   c) Minimum   d) Average

7) _____ Expenses Excluded from Cost sheet.
   a) Dividend Paid
   b) Interest on capital
   c) Loss arising from sale of fixed assets
   d) All of these

8) At _____ fresh or new order of material will be placed.
   a) Re-order Level   b) Minimum Level
   c) Maximum Level   d) ROQ

B) **Explain the following concepts.** 04
1) Carrying Cost
2) Cost Accounting

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

a) The Receipt side of the Stores Ledger Account shows the Following Particulars

Date	Particulars	Quantity (Units)	Rate (Per Unit)
1st June	Opening Balance	800	Rs. 5
3rd June	Received	600	Rs. 6
8th June	Received	500	Rs. 7

Issues of Materials are as follows:

Date	Particulars	Quantity (Units)
4th June	Issued	500
6th June	Issued	400
10th June	Issued	600

Prepare Stores Ledger using LIFO Method.

b) Standard Time = 120 units a day of 8 hours, Time rate = Rs. 6 per hour K produces 130 Units in a day, D produces 120 units in a day. Calculate the earnings of worker K and D under Gantt Task Bonus Plan.

c) To produce one unit 1.5 kg raw material is required. Production varies from 600 units to 800 units averaging 700 units. Delivery period is 2 to 4 weeks. Reorder Quantity is 5,000 kg. calculate:
1) Re-order level
2) Minimum Level
3) Maximum Level

Q.3 **Long problem** 10

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

Price Per Ton (Rs.)	Tons
1,200	Less than 500
1,180	500 and less than 1,000
1,160	1,000 and less than 2,000
1,140	2,000 and less than 3,000
1,120	3,000 and above

The Annual Requirement for material is 6,000 tons. The delivery cost per order is 1,200 and stock holding is estimated at 20% of material cost per annum.
Order Size are: 400, 500, 1,000, 2,000, 3,000.
You are required to advise the purchase department the most economical purchase level.

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

A) Prepare the cost sheet from the following information

Particulars	(Rs.)	Particulars	(Rs.)
Direct Material	3,20,000	Show room expenses	25,000
Direct wages	2,00,000	Legal Expenses	2,000
Indirect material	30,000	Remuneration to Director	4,500
Indirect wages	25,000	Depreciation of Plant and Machinery	2,200
Repairs of machinery	20,000	Depreciation of Office Building	6,000
Salary of accountant	40,000	Advertisement	1,200
Power for machine	24,000	Depreciation of Delivery vans	300
Bank Charges	250	Upkeep of Delivery vans	1,400
Office Stationery	2,400	Commission on sales	1,300
Industrial Exhibition expenses	6,000	Sales	7,80,000

OR

B) N Company has Three Production Departments namely A, B, C and Two Service Departments P and Q. The following data is extracted from the records of the company for a particular given period

Particulars	(Rs.)
Indirect Material	30,000
Indirect Wages	20,000
Depreciation of Machinery	50,000
Depreciation of Building	10,000
Rent, rates and taxes	20,000
Electric Power for Machinery	30,000
Lighting	10,000
General Expenses	30,000

Particulars	A	B	C	P	Q
Direct Material (Rs)	20,000	10,000	19,000	6,000	5,000
Direct Wages (Rs.)	15,000	15,000	4,000	2,000	4,000
Value of Machine (Rs.)	60,000	1,00,000	40,000	25,000	25,000
Floor Space (Sq. ft)	15,000	10,000	10,000	5,000	10,000
H.P of Machine	50	60	30	5	5
No. of Light Points	15	10	10	5	10

You are required to:

A statement showing distribution of overheads to various departments.

Seat No.	

B.B.A. (Semester - II) (Old) (CBCS) Examination: Oct/Nov-2023
Business Economics - II (19401204)

Day & Date: Thursday, 30-11-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple Choose Questions: **08**
1) National income is subject matter of _____ Economics.
   a) macro   b) Micro
   c) labour   d) Agriculture

2) Social Justice means, it is equal distribution of _____ within the society.
   a) tax   b) Wealth
   c) profit   d) GST

3) When prices are rising continuously, the phenomenon is called as _____.
   a) Deflation   b) Inflation
   c) Stagflation   d) Recession

4) The components of a Balance of Payment account are _____.
   a) Capital account   b) Current account
   c) Both a & b   d) None of these

5) Bank pays high rate of interest on _____ deposit.
   a) Fixed   b) Saving
   c) Current   d) Recurring

6) Credit creation is function of _____ Bank.
   a) Commercial   b) Central
   c) NABARD   d) None of these

7) The study of income and expenditure of the _____ called as public finance.
   a) Person   b) Businessmen
   c) Government   d) Institution

8) In _____ Budget, public income is equal to public expenditure.
   a) Surplus   b) Deficit
   c) Balanced   d) None of these

B) Explain the following concepts.   **04**
   a) Full Employment
   b) Fiscal deficit

Q.2 Write Short Notes. (Any Two)   **06**
   a) Nature of Micro Economics
   b) Balance of Payment
   c) Central Bank

Q.3 What is Inflation? Explain the causes of Inflation. **10**

Q.4 **Answer any one of the following.** **12**
   a) What is Bank? Explain the functions of Commercial Bank.
   b) What is Public Expenditure? Explain the causes of growth in public expenditure.

Seat No.

B.B.A. (Semester - II) (Old) (CBCS) Examination: Oct/Nov-2023
Business Organization & Environment - II (19401205)

Day & Date: Friday, 01-12-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple Choice Questions: 08

1) Environment develops by chance and not by _____.
   a) choice
   b) liking
   c) interest
   d) None of these

2) Environmental study provides inputs for _____ decision making by management.
   a) managerial
   b) strategic
   c) planned
   d) None of these

3) A _____ economy like India is a planned economy.
   a) Capitalist
   b) Scholastic
   c) Mixed
   d) None of these

4) Technology is also an application of _____ to solve a problem.
   a) Business
   b) Science
   c) Environment
   d) None of these

5) An economy should try to achieve low rate of _____.
   a) Money
   b) Inflation
   c) Expenses
   d) None of these

6) If the customers are highly demanding, companies would be compelled to be _____.
   a) expansion
   b) innovative
   c) develop
   d) None of these

7) _____ is a tool or a method with which the designed or expected aims can be achieved.
   a) Business
   b) Technology
   c) Environment
   d) None of these

8) _____ are resources and capabilities that can be used for competitive advantage.
   a) Strengths
   b) Weakness
   c) Opportunities
   d) None of these

B) Explain the following concepts. 04
   a) Technology
   b) Define Business Environment

Q.2 Write Short Note. (Any Two) 06
   a) Explain the different economic systems?
   b) Explain the merits principles of corporate Governance?
   c) Explain the merits of Business Environment?

Q.3 Explain the different features of Technology? **10**

Q.4 **Answer the following (Any One)** **12**
   a) Explain Social responsibility of Business towards different areas?
   b) Explain the various sources of Technological Dynamics?

Seat No.		**Set**	**P**

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Research Methodology-I (BBA0301)

Day & Date: Saturday, 02-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1   A)   Multiple choice questions.   **08**
1)   Participant vs Non-participant is a type of which method.
  a)   Mail Survey   b)   Interview
  c)   Observation Method   d)   None of them

2)   Marketing research provides valuable data to _____ makers.
  a)   Decision   b)   Product
  c)   Law   d)   None of them

3)   Marketing Environment is _____ in nature.
  a)   easy   b)   dynamic
  c)   simple   d)   None of them

4)   Marketing research is important to bridge the gap between _____ and consumer.
  a)   Producer   b)   Supplier
  c)   Both   d)   None of them

5)   Which of the following is a primary source of Data Collection?
  a)   Observation   b)   Reference
  c)   Internet   d)   None of them

6)   Market information means _____.
  a)   Knowledge of customer's tastes
  b)   Knowledge of peers
  c)   Knowledge of households
  d)   None of them

7)   _____ research is carried out to study consumer characteristics and behaviors.
  a)   Consumer   b)   Market
  c)   Social   d)   None of them

8)   Company's success depends on how it creates value through customer _____.
  a)   Understanding   b)   Satisfaction
  c)   Knowledge   d)   None of them

B)   Explain the following concepts.   **04**
1)   Primary Data
2)   Editing

Q.2   Write short notes. (Any Two)   **06**
a)   Differences between primary data and secondary data
b)   Explain any two processing operations.
c)   Describe traditional applications of marketing research.

Q.3 Prepare a questionnaire of a restaurant asking feedback from customers about the service provided by them. **10**

Q.4 What are the sources of data? **12**

OR

What are the characteristics of a good Questionnaire?

Seat No.

Set **P**

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Foundation of Human Skills - I (BBA0302)

Day & Date: Sunday, 03-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple choice questions.   **08**
1) Time management is most effective if _____.
    a) prioritize work   b) only workout
    c) only thinking   d) new hobbies

2) _____ is one of the attributes of soft skills.
    a) Team work skills   b) Critical thinking skill
    c) Creative skills   d) Technical skill

3) In SMART goal 'S' stands for _____.
    a) Special   b) Specific
    c) Smart   d) Sequential

4) _____ is intense feeling that are directed at someone or something.
    a) Moods   b) Emotions
    c) Stress   d) Attitude

5) _____ refers to employment level, wage rates, economic outlook & Technological change.
    a) Personal Factors   b) Psychological Factors
    c) Environmental Factors   d) Organisational Factors

6) Which of the following is one of the signs of stress?
    a) Tiredness   b) Headache
    c) Feeling low   d) All of these

7) _____ area is not known to self and not known to others in Johari window.
    a) Open   b) Blind
    c) Hidden   d) Unknown

8) _____ helps to understand oneself and maximize his potential.
    a) Reading   b) SWOT analysis
    c) Listening   d) None of these

B) Explain the following concepts.   **04**
1) Emotional intelligence
2) SMART Goals

Q.2 Write short note (Any Two)   **06**
a) Johari Window
b) Practicing soft skills
c) Importance of Stress Management

Q.3 Define Time Management. Explain Effective Time Management in detail. **10**

Q.4 **Long Answer (Any One)** **12**
Define Emotions. Explain sources of Emotions and Moods in detail.
OR
Define Individual Behaviour. Explain the factors affecting Individual Behaviour.

Seat No.	

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
International Business - I (BBA0303)

Day & Date: Monday, 04-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 **A)** **Multiple choice questions.** 08
1) Where is the head office of DGFT?
a) Delhi b) Mumbai
c) Pune d) Kolkata

2) One of the following policy about Export & Import?
a) Fiscal policy b) Monetary policy
c) Commercial policy d) None of these

3) The tenure of foreign trade policy is _____.
a) 3 years b) 5 years
c) 7 years d) 10 years

4) Process of integration of different countries is called _____.
a) Liberalization b) Privatization
c) Globalization d) None of these

5) Where was the agreement on trade & tariffs signed?
a) Genera b) China
c) Pune d) None of these

6) _____refers to the tax imposed on imports.
a) GST b) Tariffs
c) Subsidies d) Import quotas

7) E U Stands for _____
a) Export union b) European union
c) EXIM union d) Export unit

8) _____is the first step in the internationalization process.
a) License b) Sales
c) Foreign Investment d) Export

B) **Explain the following concepts.** 04
1) BRICS
2) Comparative cost theory

Q.2 **Write short answers (Any Two)** 06
a) G.20
b) Free trade policy
c) DGFT

Q.3 Explain protection trade policy, explain its argument and against? **10**

Q.4 Explain the modes of entry? **12**

<div align="center">**OR**</div>

Define International Business, explain the advantage & disadvantage of International Business?

Seat No.		**Set**	**P**

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME - I (BBA0304)

Day & Date: Tuesday, 05-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) _____ entrepreneurs are one who introduce new goods inaugurate new method of production, discover new market.
   a) Imitative   b) Innovative
   c) Fabian   d) Drone

2) _____ is an internal source of idea generation for business.
   a) Government   b) Distribution channel
   c) Customer   d) R&D

3) Micro enterprises are more _____ intensive and less _____ intensive.
   a) Capital, Labour   b) Labour, Material
   c) Labour, Capital   d) None

4) _____ is an external source of idea generation for business.
   a) R&D   b) Brainstorming
   c) Consumers   d) Focus Group

5) Business Ideas can be generated from both _____ and _____ sources.
   a) Top, Bottom   b) Internal, External
   c) Short, Long   d) Close, Far

6) _____ appraisal is carried out to ascertain whether the product produced will be sold or not.
   a) Financial   b) Technical
   c) Market   d) Social

7) Accessibility of the available technology ensures _____ feasibility of the project.
   a) Technical   b) Financial
   c) Market   d) Economic

8) _____ entrepreneurs are characterised by a refusal to adapt opportunities to make changes in business.
   a) Imitative   b) Innovative
   c) Fabian   d) Drone

B) Explain the following concepts.   **04**
1) Drone Entrepreneur
2) Intrapreneur

Q.2 Write Short Note (Any Two)   **06**
a) Intrapreneur Vs Manager
b) Functions of TCO
c) KVIC

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

Q.4 **Answer any one of the following.** **12**
Explain various factors affecting the Entrepreneurship growth.
OR
Explain Planning Commission Guidelines for formulation of a project report.

Seat No.		**Set**	**P**

B.B.A. (Semester - III) (New) (CBCS) Examination: Oct/Nov-2023
IT for Management - I (BBA0305)

Day & Date: Wednesday, 06-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A)   Multiple choice questions.   08

1)   A portable, personal computer, small enough to fit on your lap, is called a _____.
   a)   Super computer   b)   Notebook computer
   c)   Handheld computer   d)   Mainframe computer

2)   CPU fetches the instruction from memory according to the value of _____.
   a)   program counter   b)   status register
   c)   Instruction registers   d)   program status word

3)   _____ enables us to send the same letter to different people.
   a)   Macros   b)   Template
   c)   Mail merge   d)   one of above

4)   _____ device is any piece of computer hardware equipment that converts information into human-readable form.
   a)   Output   b)   Monitor
   c)   Input   d)   All of the above

5)   _____ memory is closer to the CPU.
   a)   Read Only Memory   b)   Random Access Memory
   c)   Hard disk   d)   Real Actual Memory

6)   In Microsoft Word shortcut key CTRL+W is used for _____.
   a)   Open the print dialog box
   b)   Update the current web page
   c)   Close the current window
   d)   None of these

7)   _____ of the following is an example of page orientation.
   a)   Landscape   b)   Subscript
   c)   Superscript   d)   A4

8)   A PowerPoint design template is stored in any file with ____ extensions.
   a)   .potx   b)   .pttx
   c)   .dtpx   d)   .pmtx

B)   Explain the following concepts.   04
1)   Light pen
2)   Zip Drive

Q.2 **Write short notes. (any two)** **06**
    a) Basic block diagram of Computer
    b) Output devices
    c) Orating windows and its tools

Q.3 What is an Operating System? Explain important functions of an operating System. **10**

Q.4 What is Computer languages? Explain its types. **12**
OR
What is Computer memory? Explain its types.

Seat No.	

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
Research Methodology-I (19401301)

Day & Date: Saturday, 02-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Multiple Choose Questions: **08**
1) _____ is the process of summarizing data to display it into compact form.
   a) Framing   b) Editing
   c) Tabulation   d) Coding

2) In _____ sampling, complete group is selected completely on random basis.
   a) Multistage   b) Multiphase
   c) Quota   d) Cluster

3) _____ is the complete enumeration of all items in the field of study.
   a) Reporting   b) Classification
   c) Census survey   d) Sampling

4) In _____ observation, past behavior of respondents is observed.
   a) Direct   b) Undisguised
   c) Disguised   d) Indirect

5) _____ is the systematic and objective study of marketing problems.
   a) Interpretation   b) Marketing Research
   c) Sampling   d) Primary Data

6) _____ is the list containing all sampling units.
   a) Population   b) Sample size
   c) Census   d) Sampling Frame

7) _____ is the process of alteration of data to reduce errors.
   a) Framing   b) Editing
   c) Tabulation   d) Coding

8) _____ means explanation of data findings.
   a) Interpretation   b) Secondary data
   c) Sampling   d) primary data

B) Explain the following concepts.   **04**
a) Explain concept of marketing research.
b) Importance of Data analysis.

Q.2 Write short note/ Short answer/ short problem. (Any Two)   **06**
a) Explain research design.
b) Explain concept of Rating Scales.
c) comment on sample size.

Q.3 **Long answer** **10**
Explain in detail primary and secondary data

Q.4 **Answer any one of the following. (Long answer/problem)** **12**
   a) Comment on various types of sampling methods.
   b) Explain in detail types of research design.

Seat No.

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
Foundation of Human Skills - I (19401302)

Day & Date: Sunday, 03-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Fill in the blanks by Choosing the correct alternatives given below.   08
   1) _____ is one of the attributes of soft skill.
      a) Negotiation Skills   b) Critical Thinking
      c) Etiquettes   d) Creative Thinking

   2) _____ helps to reach goal.
      a) Speaking   b) Listening
      c) Knowing self   d) None

   3) _____ thinking means thinking different or out of the box.
      a) Creative   b) Lateral
      c) Parallel   d) None of these

   4) _____ setting can be used to overcome weaknesses.
      a) Mind   b) Time
      c) Goal   d) Place

   5) The Johari window was developed by American Psychologists _____.
      a) Joseph Luft   b) Harry Ingham
      c) Henry Johnson   d) Pavlov

   6) Time management is most effective if _____.
      a) Prioritize work   b) Only Workout
      c) Only thinking   d) New hobbies

   7) _____ principle is also known as 80:20 rule.
      a) Sherman   b) Pareto
      c) Goodman   d) None of these

   8) Emotional intelligence can be studied through _____.
      a) The abilities-focused approach
      b) The integrative model approach
      c) The mixed model approach
      d) All of the above

   B) Explain Concept.   04
   1) SMART Goals
   2) Soft Skills

Q.2 Write Short Notes   06
   a) Why goal setting fails?
   b) Measures of Emotional Intelligence
   c) 80:20 Rule

Q.3 Explain attributes of Soft Skills in detail. **10**

Q.4 a) What is Emotional Intelligence? Explain types of emotions. **12**

OR

b) Define Stress? Explain various sources of Stress.

Seat No.	

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
International Business - I (19401303)

Day & Date: Monday, 04-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) The Relative Factor Endowments Theory was Propounded by _____.
   a) Adam Smith   b) Heckscher-Ohlin
   c) Raymond Vernon   d) David Ricardo

2) The Indian Government unveiled the new Foreign Trade Policy 2015-20 On _____.
   a) 30th Mar 2015   b) 31st Mar 2015
   c) 1st April 2015   d) 30th April 2015

3) Which barrier can be used against recession induced exports into the country?
   a) Quotas   b) Voluntary export restrains
   c) Tariff   d) All of the above

4) Polycentric approach is also known as _____.
   a) Host country approach   b) Home country approach
   c) Global   d) home & host approach

5) DGFT has defined which form of commerce?
   a) m-commerce   b) e-commerce
   c) web-commerce   d) Both B and C

6) Where is the Headquarters of the EU?
   a) Belgium   b) Netherlands
   c) Luxembourg   d) Greece

7) Where was the first summit of G-20 held?
   a) USA   b) Britain
   c) Canada   d) France

8) Which one of the following modes of entry brings the firm closer to international markets?
   a) Licensing   b) Franchising
   c) Contract manufacturing   d) Joint venture

B) Explain the following concepts.   **04**
1) Chamber of Commerce
2) DGFT

Q.2 Write Short Notes. (Any Two)   **06**
   a) EU
   b) Scope of International Business
   c) BRICS

Q.3 Explain Mode of Entry? **10**

Q.4 **Answer any one of the following questions.** **12**
    a) Define International Business? Explain the International business approaches?
    b) Define trade Barriers and its types?

Seat No.

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME – I (19401304)

Day & Date: Tuesday, 05-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

Q.1 A) Choose the right answer.   08

1) _____ is an internal source of idea generation for business.
a) Government   b) Distribution channel
c) Customer   d) R&D

2) _____ serve as single window interacting agency with the entrepreneur at the district level.
a) TCO   b) SBI
c) RBI   d) DIC

3) MSMED Act was passed in _____.
a) 2002   b) 2006
c) 2010   d) 2014

4) _____ is an external source of idea generation for business.
a) R&D   b) Brainstorming
c) Consumers   d) Focus Group

5) Project Selection starts from where the Project _____ ends.
a) Appraisal   b) Presentation
c) Identification   d) Evaluation

6) _____ entrepreneurs are one who introduce new goods inaugurate new method of production, discover new market.
a) Imitative   b) Innovative
c) Fabian   d) Drone

7) Opportunities imply _____ situation to do something offered by circumstances.
a) Favourable   b) Unfavourable
c) Bad   d) Worse

8) _____ entrepreneurs are characterised by a refusal to adapt opportunities to make changes in business.
a) Imitative   b) Innovative
c) Fabian   d) Drone

B) Explain the following concepts.   04
1) Fabian Entrepreneur
2) Brainstorming

Q.2 Write Short Notes. (Any Two)   06
a) Functions of TCO
b) Characteristics of SME
c) Intrapreneur Vs Manager

Q.3 What is Business Plan? Explain various sources of ideas in business? **10**

Q.4 **Answer any one of the following.** **12**
    a) Define Entrepreneur. Explain various characteristics of a good entrepreneur.
    b) Explain Planning Commission Guidelines for formulation of a project report.

Seat No.

B.B.A. (Semester - III) (Old) (CBCS) Examination: Oct/Nov-2023
IT for Management - I (19401305)

Day & Date: Wednesday, 06-12-2023   Max. Marks: 40
Time: 12:00 PM To 02:00 PM

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

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

1) PowerPoint is Example of _____.
   a) OS   b) System Software
   c) Application Software   d) Platform Software

2) Which of the following is a part of the Central Processing Unit?
   a) Printer   b) Key board
   c) Mouse   d) Arithmatic and Logic Unit

3) ROM stands for _____.
   a) Read Only Memories   b) Reads Only Memory
   c) Readable Only Memory   d) Read only Memory

4) Digitizer is _____ Device.
   a) Input Device   b) Output Device
   c) Software   d) Microsoft Access

5) Inkjet Printer is _____.
   a) Input Device   b) Output Device
   c) Storage Device   d) Memory

6) Sort is Available in _____.
   a) Microsoft word   b) Microsoft Excel
   c) Microsoft PowerPoint   d) Acess

7) C++ programming is _____.
   a) Machine Language   b) Assembly Language
   c) High Level Language   d) Linux

8) Which of the following formulas is not entered correctly?
   a) =10+50   b) =B7*B1
   c) =B7+14   d) 10+50

B) Explain the following Concepts. **04**
a) Explain Concept of Memory
b) Define Dot Matrix Printer

Q.2 Write Short Notes. (Any Two) **06**
a) PowerPoint Basics
b) Chart Command in excel with steps
c) Inkjet Printer

Q.3 What is Software Explain Types of Software with Examples. **10**

Q.4 **Answer any one of the following.** **12**
Explain Margins, Orientation, Paper Size in Word with diagram.
OR
Explain Computer Languages and Translators in Detail.

Seat No.		**Set**	**P**

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
Research Methodology - II (19401401)

Day & Date: Saturday, 02-12-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

Q.1 A)   Multiple choice questions.   08

1) Index number for the base year is always taken as _____.
   a) 10   b) 0
   c) 1   d) 100

2) Median is graphically determined by _____.
   a) Ogive curve   b) Histogram
   c) Frequency curve   d) Pie chart

3) The correlation coefficient always lies between _____.
   a) -1 to 0   b) 0 to 1
   c) -1 to 1   d) None of these

4) The difference between the upper limit and lower limit is called as _____.
   a) class width   b) midpoint
   c) class mark   d) frequency

5) If Q1= 10, Q3=25, QD= _____.
   a) 15   b) 7.5
   c) 10   d) 5.5

6) _____ is a relative measure of dispersion.
   a) Mean   b) SD
   c) Range   d) Coefficient of variation

7) The class limits of a class 20 - 30 are _____.
   a) 20   b) 30
   c) 10   d) 20 & 30

8) In Laspeyere's Price Index number _____ are taken as weights.
   a) base year prices   b) base year quantities
   c) current year prices   d) current year quantities

B)   Attempt the following.   04
1) Define Correlation.
2) Define Arithmetic mean. Find mean for 5, 8, 6,9,4,2

Q.2 Attempt any Two.   06
a)   Calculate C.V for the following data.

X	0	1	2	3	4
f	5	7	8	3	2

b)   Calculate mean and median for the following data,
          10, 8, 7, 9, 7,7,7,6
c)   Explain measures of dispersion.

Q.3 **Attempt the following.** 10
Calculate Karl Pearson's Coefficient of Correlation (KPCC) and comment on your result.

X	2	4	6	8	10	12	14	16	18	20
Y	1	2	3	4	5	6	7	8	9	10

Q.4 **Attempt the following. (Any One)** 12
a) Construct Fisher's price index number.

Commodity	2010		2021	
	Price	Quantity	Price	Quantity
A	20	2	40	1
B	10	4	15	3
C	30	3	40	2
D	50	1	100	2

b) Calculate mean, median and mode for the following data.

X	50-100	100-150	150-200	200-250	250-300
f	10	12	15	10	7

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

Q.1 A) Multiple choice questions.   **08**
      1) _____ are determinants of personality.
          a) Heredity   b) Environment
          c) Situation   d) all of these

      2) Good manners encompass _____.
          a) social manners   b) personal grooming
          c) communicating right things   d) all of these

      3) _____ is ability to influence people and events.
          a) Politics   b) Power
          c) Manners   d) None

      4) _____ refers to vocal communication that is separate from actual
          language.
          a) Gestures   b) para language
          c) Haptics   d) Proxemics

      5) _____ are global beliefs that guides action and judgement across a
          variety of situations
          a) Values   b) M<anners
          c) Body language   d) Etiquettes

      6) Tony Buzan has developed _____.
          a) mind mapping   b) Brainstorming
          c) critical thinking   d) six thinking hats

      7) The information is gathered through _____ hat.
          a) red   b) blue
          c) pink   d) white

      8) _____ reflects formulae of conduct in which society or tradition has its
          base.
          a) Manners   b) Body language
          c) Group   d) Etiquettes

B) Explain the following concepts.   **04**
      1) Manners
      2) Personality

Q.2 Write Short note: (any 2)   **06**
      a) Six thinking hats
      b) Skills required for team building
      c) Individual Power tactics

Q.3 Define perception. Explain in detail process of perception.   **10**

Q.4 Define group. Explain various types of groups and stages of a group development.   **12**

OR

Define etiquettes. Explain in detail classification of etiquettes.

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
International Business - II (19401403)

Day & Date: Monday, 04-12-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

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

1) _____ company produces, markets, invests and operates across the world.
   a) Global   b) International
   c) Transnational   d) Multinational

2) A receipt issued by the commanding officer of the ship when the cargo is loaded on the ship is known as _____.
   a) Shipping receipt   b) Mate receipt
   c) Cargo receipt   d) Charter receipt

3) The Headquarter of International Monetary Fund is in _____.
   a) Vienna (Austria)   b) Washington DC (USA)
   c) Paris (France)   d) New York (USA)

4) In a pure form fixed exchange rate system the exchange rate for currency is determined by the _____.
   a) Demand forces   b) Supply forces
   c) Government   d) Banks

5) The price of one currency in terms of another is known as _____.
   a) Foreign exchange rate   b) Trade rate
   c) Interest rate   d) Balance of Payment

6) Trade of visible items between the countries is known as _____.
   a) Balance of Payment   b) Balance of Trade
   c) Deficit Balance   d) All of these

7) The market where the national currencies are traded for one another is known as _____.
   a) Domestic exchange market   b) Foreign exchange market
   c) Bazaar   d) Shop

8) Market for borrowing and lending short term funds is called _____.
   a) Money market   b) Capital market
   c) Derivative market   d) Forex market

B) Explain the following concepts   **04**
1) Define - Balance of Payment
2) Define - International Marketing

Q.2 Write Short Notes. (Any Two)   **06**
   a) Features of International marketing
   b) Special problems of international marketing
   c) Function and objective of the IMF

Q.3   **Long answer.**   **10**
Define Multinational Corporations? Explain Merits and demerits of MNCs?

Q.4   **Answer any one of the following.**   **12**
Explain Import and Export procedure?
<div align="center">**OR**</div>
Define Foreign Exchange and explain the Financial Markets?

Seat
No.

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
Entrepreneurship Development & SME - II (19401404)

Day & Date: Tuesday, 05-12-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

Q.1 A) Choose the correct alternative.   08

1) In India, registered trademarks are valid for _____ years.
a) 20 years   b) 60 years
c) 10 years   d) 50 years

2) MIDC stands for _____.
a) Maharashtra Innovation Development Corporation
b) Maharashtra Industrial Development Corporation
c) Maharashtra Industrial Decisional Corporation
d) Maharashtra Industrial Development Cooperation

3) _____ factors encourage women to become entrepreneurs.
a) Pull   b) Economic
c) Rural   d) Push

4) Goal setting exercises, psychological tests and role plays are activities
of _____ phases of EDP.
a) Post- training   b) Training
c) Pre-training   d) Decision making

5) _____ is a process for identifying and developing new leaders who can
replace old leaders.
a) Leadership authority
b) Family Business Leader
c) Business career advancement
d) Succession planning

6) _____ is creations of the mind, such as inventions; literary and artistic
work, designs, and symbols, names and images used in commerce.
a) Intelligent Quotient   b) Intelligence Creation
c) Intellectual Property   d) Intellectual registration

7) According to Drucker's Innovation Theory, which of following are
opportunities lying within an enterprise / industry?
a) Demographics   b) New Knowledge
c) Perception change   d) Process Need

8) Which of following type of Family Enterprises, has a controlling number
of voting shares are owned by members of a single extended family /
by one family member?
a) Family owned and managed business
b) Family owned and led business
c) Family owned business
d) None of these

    B) **Explain the following concepts.**   **04**
        1) EDP
        2) Family Managed Business

Q.2 **Write Short Notes. (Any Two)**   **06**
    a) Types of Patents.
    b) Types of Family Managed Business.
    c) Government assistance for entrepreneurial development.

Q.3 What is Trademark? Explain the process of registration of Trademark.   **10**

Q.4 **a)** Explain the Risk Bearing theory by Prof. Frank Knight.   **12**
                            OR
    b) Explain the problems faced by women entrepreneurs and remedies for
        women entrepreneurship development.

Seat No.	

B.B.A. (Semester - IV) (CBCS) Examination: Oct/Nov-2023
IT for Management-II (19401405)

Day & Date: Wednesday, 06-12-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

Instructions: 1) All questions are compulsory.
2) Draw neat diagrams and give equations wherever necessary.
3) Figures to the right indicates full marks.
4) Use of logarithmic table and calculator is allowed.
   (At. Wts.: H=1, C=12, O=16, N= 14, Na =23, Cl = 35.5)

Q.1 A)   Multiple choice questions.   08

1) Microsoft Bing is a _____.
   a) Website   b) Webpage
   c) Search Engine   d) Web Development

2) Short network (Within 10 KM) covered by _____ network.
   a) LAN   b) MAN
   c) CAN   d) BAN

3) In _____ topology single communication line is shared by all Computers for Communication.
   a) Star   b) Ring
   c) Bus   d) Hybrid

4) The long form of DSS is _____.
   a) Decision Supports System
   b) Decision Supported System
   c) Decision Support Systems
   d) Decision Support System

5) _____ people required Operational information in organization.
   a) Top level Management
   b) Middle level Management
   c) Lower level Management
   d) None of these

6) Under _____ topology all Computers are connected separately to each other.
   a) Star   b) Ring
   c) completely connected   d) Hybrid

7) A personal Network within an organization is Called _____.
   a) Web net   b) Internet
   c) Intranet   d) Corporate net

8) The long form of KMS is _____.
   a) Knowledge Managements System
   b) Knowledge Management System
   c) Knowledged Management System
   d) Knowledged Management Systems

    B) **Explain the following concepts.**   **04**
      1) Intranet
      2) EIS

      06

Q.2 **Write short notes. (Any Two)**
    a) Network Topology
    b) OAS
    c) Cloud Computing

Q.3 Explain AI, Green IT in Detail   **10**

Q.4 **Answer any one of the following.**   **12**
    Explain Information System for Hospital Industry.
                    OR
    Explain Information System for Banking Industry.

Seat No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Marketing Management - I (19401501)

Day & Date: Monday, 20-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.
3) Use of Calculator is allowed.

Q.1 A) Select the most correct alternative.   **08**

1) _____ is a person who purchases goods and services for personal use.
a) Seller   b) Customer
c) Consumer   d) None of these

2) A _____ primary responsibility is obtaining the highest quality goods at the lowest cost.
a) Buyer   b) Retailer
c) Consumer   d) None of these

3) A _____ is thing that meets what a customer needs or wants.
a) product   b) beliefs
c) idea   d) None of these

4) The _____ of a product must be relevant to the product/service and to the industry.
a) cost   b) need
c) idea   d) None of these

5) _____ is the delivery of goods at the right time and at the right position to clients.
a) Products   b) Place
c) Sales   d) None of these

6) _____ marketing, also known as multi-level marketing.
a) Sales   b) Network
c) Product   d) None of these

7) Marketing is all about _____ ideas and information among buyers and sellers.
a) exchanging   b) selling
c) manufacturing   d) None of these

8) Needs and wants _____ consumer to purchase.
a) forces   b) motivates
c) helps   d) None of these

B) Answer the following.   **04**
1) What Is Marketing?
2) Explain the concept of Market Targeting.

Q.2 Attempt any two. (3 marks each)   **06**
a) Explain the Importance of Marketing.
b) Explain the Consumer buying decision process.
c) Explain the Scope of Marketing?

Q.3 Explain the difference in Selling and Marketing. **10**

Q.4 **Attempt any One.** **12**
    a) What are the benefits of Marketing Segmentation?
    b) Explain the functions of Marketing Management.

Seat No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Human Resource Management - I (19401503)

Day & Date: Tuesday, 21-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

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

1) Campus selection is a _____ source of recruitment.
   a) external   b) internal
   c) macro   d) none of the above

2) _____ is a factual statement of tasks & duties involved in a job.
   a) Job description   b) Job specification
   c) Job Analysis   d) Job evaluation

3) 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

4) Which of the following is not a method of on-the-job training?
   a) Supervision   b) Job instruction
   c) Role play   d) Job rotation

5) That which adds more of the same type of duties requiring same skills is _____.
   a) Job progression   b) Job enrichment
   c) Job enlargement   d) Job relatedness

6) Job Analysis process is _____.
   a) Mostly informal   b) Specialized
   c) Highly formal   d) Mostly technical

7) Which one is the first step in any human resource program?
   a) Selection   b) Planning
   c) Training   d) Appraising

8) Training process is _____.
   a) short term   b) medium term
   c) long term   d) None of these

B) Explain the following concepts.   **04**
1) Define - Human Resource Management
2) Define - Job specification

Q.2 Write Short Notes. (Any Two)   **06**
a) Role of HR Manager
b) HRP
c) Need of Training

Q.3 **Long Answer.** **10**
Define Training. Explain the steps in Training and Training Methods.

Q.4 **Answer any one of the following.** **12**
  a) Explain the process of selection and explain selection process.
                        OR
  b) Define Job Analysis. Explain the methods of collecting data.

Seat No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Financial Management - I (19401502)

Day & Date: Wednesday, 22-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

Q.1 A) Multiple choice question.   08

1) Current market price of equity is Rs. 150 calculate EPS if price earning ratio is 4 _____.
   a) 37.5   b) 600
   c) 30   d) 35.7

2) _____ is the payment by company to its shareholders out of its distributable profit.
   a) dividend   b) earning
   c) capital   d) none

3) The credit facility attached to your bank account is _____.
   a) Bank credit   b) Trade credit
   c) Bank overdraft   d) Bank deposit

4) _____ is the mix of the long-term sources of funds used by firm.
   a) capital budgeting   b) financial analysis
   c) capital structure   d) cost of capital

5) _____ debentures are merely transferable from one person to another.
   a) registered   b) bearer
   c) redeemable   d) irredeemable

6) Earlier the period, more is the profitability in ____ method.
   a) Payback Period
   b) Average Rate of Return on Investment
   c) Net Present Value
   d) Profitability Index

7) _____ method of capital budgeting is simple to understand and can be readily calculated using accounting data.
   a) Pay back period
   b) Net Present Value
   c) Average Rate of Return on Investment
   d) Profitability Index

8) Investment decision relates to _____.
   a) selection of asset which one should be invested
   b) acquiring the funds
   c) estimation of the total funds required by a business unit
   d) concerned towards profit by business

B) Explain the following term   04
1) Capital Budgeting
2) Cost of Capital

Q.2 **Write Short Notes (Any Two)** **06**
   a)   Objectives of Financial Management
   b)   Trading on Equity
   c)   Public Deposit

Q.3 **10**

Particulars	Project P	Project Q
Cost of Project	2,00,000	2,50,000
Life of Project	5	4
Cash Flow After Tax		
1	55,000	80,000
2	65,000	70,000
3	70,000	75,000
4	55,000	70,000
5	50,000	—

Calculate PBP and NPV @10% and comment on each project selection.

Q.4 **Answer the following question.** **12**
   a)   Explain in detail long term sources of finance.

OR

   b)

Sources of Finance	Book Value (Rs.)	Market Value (Rs.)	Specific cost (%)
Equity Share	4,00,000	7,00,000	15
Preference Share	1,00,000	1,50,000	12
Debentures	3,00,000	4,00,000	8

Calculate composite cost of capital for book value and market value on the basis of information given.

Seat
No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Production Management - I (19401504)

Day & Date: Thursday, 23-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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) _____ is an act of the systematic search for new ideas.
        a) Idea generation   b) Idea screening
        c) Business analysis   d) Test marketing

     2) _____ is a systematic control of various factors that affect the quality of product.
        a) Material handling   b) Production control
        c) Quality control   d) Planning

     3) _____ may be understood as the function of determining where the plant should be located for maximum operating economy and effectiveness.
        a) Plant Layout   b) Plant Location
        c) Plant Building   d) Plant Servicing

     4) _____ is also called the functional layout.
        a) Product   b) Process
        c) Cellular   d) Group Technology

     5) _____ process is joining the two metal or non-metal parts together.
        a) Forming   b) Assembling
        c) Machining   d) None of these

     6) An ideally laid out plant _____ manufacturing costs through reduced material handling.
        a) Increases   b) Reduces
        c) Optimizes   d) None of these

     7) The _____ is a place where raw materials, components, partly finished goods, supplies and finished goods are stored.
        a) Locker   b) Strong Room
        c) Store Room   d) Record Room

     8) Generally, the size of the order for production in job shop production is _____.
        a) Very Large   b) Large
        c) Medium   d) Small

   B) **Explain the following concepts:** **04**
      a) Job-shop Production system
      b) Production Planning and control

Q.2 **Write Short notes. (Any two).** **06**
      a) Objectives of Production Management
      b) Factors influencing plant layout
      c) Characteristics of a good product design

Q.3 What is Production Management? Explain scope of Production Management in detail. **10**

Q.4 **Answer any one of the following.** **12**
   a) What is Plant Location? Explain steps involved in selection of Plant Location.
   b) What is Intermittent Production system? Explain its various types in detail.

Seat No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Cost & Management Accounting - I (19401507)

Day & Date: Friday, 24-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

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

1) Profit is Rs 1,00,000 & fixed cost is Rs 1,00,000. Then contribution is Rs _____.
   a) 2,00,000   b) 1,00,000
   c) 1,50,000   d) Zero

2) Sales are Rs 10,00,000, variable cost is Rs 4,00,000 and fixed cost is Rs 50,000. Then profit volume ratio is _____.
   a) 40%   b) 60%
   c) 50%   d) 70%

3) NRV stands for _____.
   a) Net Realizable Value   b) Net Reducible Value
   c) Net Recoverable Value   d) All of these

4) In case of passenger transport, carriage capacity is in terms of _____.
   a) Seats   b) Tonnes
   c) KM   d) CC

5) Process cost is based on the concept of _____.
   a) Average cost   b) Marginal cost
   c) Standard cost   d) Differential cost

6) The Contribution is Rs 50,000; PVR is 50% and fixed cost is 10,000. The amount of sales is Rs _____.
   a) 60,000   b) 40,000
   c) 1,00,000   d) 50,000

7) _____ products are produced incidentally or additionally
   a) Joint products   b) By products
   c) Standard   d) None of these

8) P/V ratio is equal to _____.
   a) Profit ÷ Volume   b) Contribution ÷ Sales
   c) Profit ÷ Contribution   d) Profit ÷ Sales

B) Explain the following concepts: **04**
1) Define management Accounting
2) Operating cost

Q.2 Write short note/Short answer/Short problem (any two)   **06**
   a) Features of Process costing
   b) Difference between Joint products & By products.

c) From the following information calculate total kms & total passenger kms.
- No of buses: 6
- Days operated in the month 25
- Trips made by each bus 4
- Distance of route 20 kms (one way)
- Capacity of bus 40 passengers
- Normal passenger travelling 90% of capacity.

Q.3 **Long answer/Problem.** 10

M/s Aditya furnishes the following information:

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

From the above details calculate:
a) Profit volume ratio, Fixed cost, Breakeven point
b) Also calculate sales to earn profit of Rs 2,00,000
c) Margin of safety for 2014.

Q.4 **Answer any one of the following (Long answer/Problem)** 12
a) Solapur Ltd provide you the following information about the processes for the year ended 31st March 2014:

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

b) Role of Cost & Management Accountant in decision making.

Seat
No.

B.B.A. (Semester - V) (New) (CBCS) Examination: Oct/Nov-2023
Retail Management (19401506)

Day & Date: Friday, 24-11-2023   Max. Marks: 40
Time: 09:00 AM To 11:00 AM

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

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

1) _____ is essential to provide direction & sever as a basis of control for any merchandise department.
   a) Planning   b) Setup
   c) Retailing   d) Online

2) Organization of wholesale trade consists of _____.
   a) Producer   b) Wholesaler
   c) Retailer   d) All of the above

3) A _____ retailer is one who owns and operates only one retail outlet.
   a) Independent   b) Chain
   c) Franchise   d) None of these

4) Organization of wholesale trade consists of _____.
   a) Producer   b) Wholesaler
   c) Retailer   d) All of the above

5) _____ is the art of persuasion through presentation keeping merchandise in focus.
   a) Visual merchandising b) Promotion
   c) Store layout   d) Store design

6) Big bazzar, Walmart, Carrefour are the examples of _____.
   a) Malls   b) Supermarket
   c) Hypermarket   d) Specialty stores

7) _____ layout is also known as Loop Layout.
   a) Free form   b) Grid
   c) Race track   d) Circulation

8) The concept of Strategic Business Unit comes under _____.
   a) Category management   b) Visual merchandising
   c) Retail franchising   d) Supply Chain Management

B) Explain the following concepts.   **04**
   1) Retail Franchising.
   2) Concept of modern retail.

Q.2 Write short note/Short answer/Short problem (any two).   **06**
   a) Importance of retail Location.
   b) Unorganized Retail.
   c) Hyper market

Q.3 **Long answer.** **10**
Explain in detail visual merchandising.

Q.4 **Answer any one of the following. (Long answer/Problem)** **12**
a) Explain in detail elements of Store Design.
b) Explain in detail people in retail industry.

Seat
No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Marketing Management - II (19401601)

Day & Date: Monday, 20-11-2023   Max. Marks: 40
Time: 03:00 PM To 05:00 PM

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

Q.1 A) Multiple choice questions.   08
   1) The most basic level of a product is called the _____.
      a) Core product   b) Central product
      c) Fundamental product   d) Augmented product

   2) In going rate pricing an organization bases its price based on _____.
      a) Consumers preference b) Competitors price
      c) Self decision   d) None of the above

   3) During which stage of the product life cycle does the company
      attempt to maximize market share?
      a) Introduction   b) Decline
      c) Growth   d) Maturity

   4) Manufacturer à Wholesaler à Retailer à Consumer is an example for
      _____ level channel.
      a) Zero   b) One
      c) Two   d) Three

   5) Direct Marketing means ____.
      a) Advertisements   b) Banners
      c) Face-to-face selling d) Selling by all staff

   6) _____ play vital role in selling service.
      a) People   b) Ambience
      c) Light & sound   d) All of the above

   7) 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

   8) Samples, coupons, contests are part of _____.
      a) Personal selling   b) Sales promotion
      c) Advertising   d) Publicity

B) Explain the following concepts.   04
   a) Explain concept of packaging.
   b) Two level distribution channel

Q.2 **Write short note/Short answer/Short problem. (Any Two)** **06**
  a) Explain Channel Functions in distribution channel.
  b) Explain concept of Internal environment.
  c) Comment on product line decision.

Q.3 **Long answer.** **10**
Explain in detail new product development.

Q.4 **Answer any one of the following. (Long answer/Problem).** **12**
  a) Explain concept of levels product.
  b) Explain in detail process concept in marketing.

Seat No.	

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Financial Management – II (19401602)

Day & Date: Tuesday, 21-11-2023   Max. Marks: 40
Time: 03:00 PM To 05:00 PM

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

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

1) Stock dividend is also known as _____.
   a) Scrip Dividend   b) Bonus Shares
   c) Right shares   d) Property dividend

2) Retained earnings are _____.
   a) Internal sources of funds   b) External sources of funds
   c) Both   d) None of these

3) Cash Budget is _____ in nature.
   a) Short term   b) Long term
   c) Mid term   d) None of these

4) Determinants of dividend policy are _____.
   a) Nature of the company   b) Stability of dividends
   c) Availability of liquid resources   d) All of these

5) When the corporate declares dividend between two general meetings it is known as _____.
   a) Extra dividend   b) Composite dividend
   c) Interim dividend   d) None of the above

6) _____ is not an income statement ratio.
   a) Gross Profit Ratio   b) Net Profit Ratio
   c) Acid test Ratio   d) Proprietary Ratio

7) EOQ will be _____, if Annual consumption is 6000 units. Cost of ordering is Rs. 60 and carrying cost is Rs. 2.
   a) 6000   b) 600
   c) 77.4   d) 20

8) Current Assets is Rs. 4,00,000; Current Liabilities Rs. 2,00,000 and Inventory is Rs. 50,000. Liquid Ratio will be _____.
   a) 2:1   b) 2.25:1
   c) 1.75:1   d) 3:1

B) Explain the following concepts: **04**
   1) Cash Management
   2) Receivables Management

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

   a) From the following data calculate Economic Order Quantity
   Annual Consumption 1600 units
   Cost of material per unit Rs. 40
   Cost of Placing and Receiving one order Rs. 50
   Annual carrying cost for inventory value is 20%.

   b) Choosing Dividend Policy

   c) From the following information calculate Reorder level, Minimum Stock
   Level, Maximum Stock Level.

Particulars	
Normal Usage per week	400
Re-order Quantity	3000
Maximum Usage per week	500
Minimum Usage per week	200
Re-order Period	12-24 week

Q.3 Explain various determinants of Working Capital. **10**

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

   a) From the following data prepare cash budget for period of October to
   December 2022.

Month	August	September	October	November	December
Sales	2,25,000	3,00,000	1,50,000	1,50,000	1,37,500
Raw material	3,67,500	1,27,500	97,500	67,500	—

   1) Collection estimates 5% in the month of sale and remaining following
      the month of sale.
   2) Payment to creditors is made in the next month.
   3) Salary Rs. 11,250; Lease Payment Rs. 3,750; Misc. Expenses Rs.
      1,150; are paid in each month.
   4) Income tax Rs. 26,250 each in September and December.
   5) Payment to research in the month of October Rs. 75,000.
   6) Opening Cash Balance on 1st October 2022 is Rs. 55,000.

OR

   b) The following is the balance sheet of a company as on 31st March.

Liabilities	Rs.	Assets	Rs.
Share Capital	4,00,000	Land and Building	2,80,000
Profit and loss account	60,000	Plant and Machinery	7,00,000
General Reserve	80,000	Stock	4,00,000
12% Debentures	4,20,000	Sundry Debtors	2,00,000
Sundry Creditors	2,00,000	Bills receivable	20,000
Bills Payable	1,00,000	Cash at Bank	80,000
	16,80,000		**16,80,000**

   Calculate: Current Ratio, Quick Ratio. Debt- Equity Ratio, Proprietary Ratio,
   Capital Gearing Ratio, Stock to Working Capital Ratio.

Seat No.

Set P

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Human Resource Management – II (19401603)

Day & Date: Wednesday, 22-11-2023   Max. Marks: 40
Time: 03:00 PM To 05:00 PM

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

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

1) _____ represents hourly rates of payment.
a) Salary   b) Wages
c) Bonus   d) Incentives

2) _____ plan enables the employees to produce up to full capacity.
a) The Gnatt Task Plan
b) Taylor's Differential Piece Rate Plan
c) 100 percent premium plan
d) Bedeaux Point Plan

3) The causes of accidents is / are _____.
a) Unsafe conditions   b) Safe conditions
c) Safe Acts   d) Safe activity

4) _____ transfer is initiated as a punishment for indisciplinary action of employees.
a) Shift   b) Remedial
c) Penal   d) Panel

5) _____ is advantage of Performance Appraisal.
a) Complex System
b) Conflicting views of Appraisers
c) High quality of information and respondents
d) Need appraisers training

6) The categories of occupational hazards is / are _____.
a) Chemical Hazards   b) Biological Hazards
c) Environmental Hazards   d) All of these

7) The types of virtual organization is / are _____.
a) telecommuters   b) Concluding virtual
c) Internal employees   d) None of these

8) Employees feel frustrated due to _____.
a) Over specialization in work
b) Lack of challenging work
c) Lack of interest
d) All of these

B) Explain the following term: **04**
a) Career
b) Flexi Time

Q.2 **Short Note on. (Any Two)** **06**
   a) Types of Promotion
   b) E-HRM
   c) Career Stages

Q.3 Explain in detail Employee Separation. **10**

Q.4 **a)** Explain in detail various methods of performance appraisal. **12**
                                    OR
   b) Explain in detail various provisions under Factories Act 1948.

Seat No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Production Management - II (19401604)

Day & Date: Thursday, 23-11-2023   Total Marks: 40
Time: 03:00 PM To 05:00 PM

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

Q.1 A) Choose the right answer. 08

1) Inventory includes _____.
   a) Raw materials   b) Intermediate goods
   c) Finished goods   d) All of these

2) Just in time philosophy can be used in the area of _____.
   a) Manufacturing   b) Distribution of finance
   c) Sales & Marketing   d) HRM

3) _____ is the management of the flow of materials into an organization to the point where those materials are converted into the firm's final product.
   a) Purchasing   b) Materials Management
   c) Inspection   d) None

4) _____ is the function of production planning.
   a) Routing   b) Estimating
   c) Loading   d) All of these

5) _____ maintenance is undertaken when a machine or equipment fail.
   a) Preventive   b) TPM
   c) Breakdown   d) Predictive

6) Speculating buying, Make or Buy, Ancillary, Reciprocity and Value Analysis are _____ policies.
   a) Store keeping   b) Logistic
   c) Purchasing   d) Inventory

7) _____ is order size at which the total cost comprising ordering cost plus carrying cost is the least.
   a) Least Quantity   b) EOQ
   c) Minimum   d) Maximum

8) _____ are the principles of TPM.
   a) Autonomous Maintenance
   b) Planned Maintenance
   c) Focused Improvement
   d) All of these

B) Explain the Following concepts. 04
   a) TQM
   b) Functions of Production Planning

Q.2 **Write Short Notes. (Any Two)** **06**
  a) Materials Handling Equipment (Any three)
  b) Breakdown Maintenance
  c) Objectives of Plant Maintenance

Q.3 What is Purchasing? Explain various purchasing policies in detail. **10**

Q.4 **Answer Any One of the following.** **12**
  a) What is Materials Management.? Explain various objectives of Materials Management.
  b) What is Production Planning and Control (PPC)? Explain the scope of PPC in detail.

Seat No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Retail Management – II (19401607)

Day & Date: Friday, 24-11-2023 Max. Marks: 40
Time: 03:00 PM To 05:00 PM

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

Q.1 A) Multiple choice questions. 08

1) _____ is the art of persuasion through presentation keeping merchandise in focus.
a) Visual merchandising b) Promotion
c) Store layout d) Store design

2) Website, application & online selling are the forms of _____.
a) modern retailing b) traditional retailing
c) Both a & b d) Can't Say

3) _____ is a machine readable code in the form of numbers printed on product.
a) Price b) Barcode
c) Label d) None

4) Which of the following is not a sales promotion tool _____.
a) Discount b) Dealer contest
c) Advertisement d) Consumer contest

5) _____ is selling retail goods on internet.
a) E-tailing b) RFID
c) EDI d) None of these

6) _____ is a form of retailing in which products are advertised on television,
a) Tele marketing b) Vending
c) Catalogue d) None of these

7) _____ is the booming sector of India in present times.
a) Retail b) Selling
c) Information d) None of these

8) _____ is/are market Entry for International Retailers.
a) Merger or Takeover b) Franchise Model
c) Joint Venture d) All of these

B) Explain the following concepts 04
1) Electronic Payment System
2) Comment on Private Label Brand

Q.2 Write Short Notes. (Any Two) 06
a) Comment on retail internationalization opportunities
b) Comment on E-Tailing
c) Point of Purchase Display

Q.3 **Long answer/Problem** **10**
Explain in detail retail merchandising with examples.

Q.4 **Answer any one of the following. (Long answer/Problem)** **12**
  a) Comment on point of purchase display.
  b) Explain merchandising planning process.

Seat No.

B.B.A. (Semester - VI) (New) (CBCS) Examination: Oct/Nov-2023
Cost & Management Accounting - II (19401606)

Day & Date: Friday, 24-11-2023   Max. Marks: 40
Time: 03:00 PM To 05:00 PM

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

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

1) _____ is Financing activities.
   a) Issue of Shares   b) Borrowings
   c) Repayment of Loan   d) All of these

2) _____ is contract in which the price of the contract is ascertained by adding a percentage margin of profit to the cost of contract.
   a) Cost Plus Contract   b) Escalation
   c) Costing and Profit   d) Costing Profit and Loss

3) _____ = Material Mix variance + Material Yield Variance.
   a) Material Cost Variance   b) Material Usage Variance
   c) Material Price Variance   d) None of these

4) _____ Costing used in machine tools manufacturers, foundries, general engineering workshop.
   a) Contract   b) Batch
   c) Job   d) Both (a) and (b)

5) Escalation amount is _____ to Contract Account.
   a) Credited
   b) Debited
   c) Not shown in Contract A/c
   d) None of these

6) If Contract price is Rs. 15,00,000 cash received being 80% of work certified is Rs. 10,00,000, work uncertified is Rs. 5,000. calculate amount of Work certified.
   a) Rs. 12,00,000   b) Rs. 8,00,000
   c) Rs. 15,00,000   d) Rs. 12,50,000

7) Decrease in working capital means _____ of funds.
   a) Application
   b) Sources
   c) Both a) and b)
   d) None of these

8) _____ variance is always unfavourable.
   a) Labour Rate   b) Labour efficiency
   c) Labour Mix   d) Idle time

B) **Explain the Following concepts.**   **04**
   a) Sales Budget
   b) Job Costing

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

    a) Distinguish between Job Costing and Contract Costing.

    b) From the following figures prepare the Raw Materials Purchase Budget for September 2022.

Particulars	Materials (Units)	
	R	**S**
Estimated Stock on Sep 1	72,000	27,000
Estimated Stock on Sep 30	90,000	36,000
Estimated Consumption	5,40,000	1,98,000
Standard price per unit	0.25	0.5

    c) Following are the comparative Balance Sheet of Eastern System Ltd as at Mar 2021

Liabilities	2021 (Rs.)	2020 (Rs.)	Assets	2021 (Rs.)	2020 (Rs.)
Share Capital	28,500	24,000	Land And Building	9,300	7,500
Profit and Loss Appropriation A/c	8,250	4,350	Patent Rights	1,350	1,200
Trade Creditors	11,400	9,600	Trade Debtors	28,500	23,250
			Cash	9,000	6,000
	48,150	37,950		48,150	37,950

    Prepare Schedule of Changes in Working Capital.

Q.3 **Long Problem.** 10

The Surya Construction Company Ltd. has undertaken the construction of Bridge over the river for municipal corporation. The value of the contract is Rs. 20,00,000 subject to the retention of 20% until one year after the certified completion of the contract and final approval of the corporation engineer. Following are the details as shown in the books on 30th June 2021.

Particulars	(Rs.)
Wages	6,07,500
Material Direct to the Site	6,51,800
Plant Purchased	2,00,000
Direct Expenses	34,500
General overhead allocated to contract	56,000
Material in hand on 30th June 2021	15,600
Wages accrued on 30th June 2021	9,600
Direct expenses accrued on 30th June 2021	5,400
Work not yet certified	25,000
Cash received being 80% of work certified	11,20,000

Life of Plant is 10 years and Scrap value is Nil.
Prepare:
i)   Contract A/c   ii)   Extract of Balance Sheet

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

a)   The Standard material cost for a normal mix of 1 ton of chemical A is based on-

Chemical	Usage per kgs.	Price per kg.
L	240	4.5
M	400	9
N	640	7.5

During the month 4 tones of A were produced from-

Chemical	Consumption Tonnes	Cost (Rs.)
L	1.0	6,000
M	1.6	16,000
N	2.2	19,800

Calculate all Material Variances from the above information.

<p align="center">OR</p>

B)   A Factory uses job costing. Following cost data is obtained from the books for the year ended 31st December 2020.
Direct Material Rs. 4,05,000, Direct Wages Rs. 3,37,500, Profit 2,74,050, Selling and Distribution overheads Rs. 2,36,250, Administrative Overheads Rs. 1,89,000, Factory Overheads Rs. 2,02,500.

i)   Prepare job cost sheet indicating Prime cost, Works cost, Cost of production, cost of sales and sales value.

ii)   In 2021, the factory receives an order for a number of jobs. It is estimated that direct material required will be Rs. 5,40,000 and Direct labour will cost Rs. 3,87,500. What should be the prize for these jobs if the factory intends to earn the same rate of profit on sales assuming that Selling and Distribution overheads have gone up by 15% ? the factory recovers factory overheads as a percentage of direct wages and administration and selling and distribution overheads as percentage of works cost, based on cost rate prevailing in the previous year.