Roll No.

Total No. of Questions : 09 Total No. of Pages : 02

BBA (2014 to 2017)/B.(SIM)/BRDM (2014 Onwards) (Sem.–5)

BUSINESS ENVIRONMENT

Subject Code : BBA-501

M.Code : 72063

Time : 3 Hrs. Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Briefly explain the following :**

   a. Social environment

   b. Ecological environment

   c. Mixed economy

   d. Globalization

   e. Exim policy

   f. Legal environment

   g. Trademarks

   h. Anti competitive agreement

   i. Objectives of IMF

   j. Purpose of the NAFTA

SECTION-B

UNIT-I

2. What is meant by business environment? Explain briefly the internal and external factors of business environment.

3. What is environmental scanning? Explain the main techniques of environmental scanning.

UNIT-II

4. What do you mean by privatization? Discuss the problems and prospects of privatization in India.

5. Define monetary policy. Explain the role of monetary policy in the economic development of a country.

UNIT-III

6. What do you understand by transfer of technology? Discuss the major problems in the process of technology transfer.

7. Discuss the main objectives of FEMA. What are the differences between FERA and FEMA?

UNIT-IV

8. Discuss the components and significance on foreign investment in India.

9. Write down the objectives of SEZ. Discuss the advantages and disadvantages of SEZ in India.

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Dec = 202

Roll No. ☐☐☐☐☐☐☐☐☐☐☐☐ Total No. of Pages : 03

Total No. of Questions : 09

BBA (Sem.–5)

OPERATIONAL RESEARCH

Subject Code : BBA-501-18

M.Code : 78193

Date of Examination : 12-12-2022

Time : 3 Hrs. Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write a shot note on the following :

a) Inter Disciplinary approach of Operations R esearch

b) Linear Relationship

c) Unbounded Solution

d) NWCM Method

e) Unbalanced Assignment Model

f) Sequencing Problem

g) CPM

h) Slack

i) Individual Replacement Policy

j) Production Rate

SECTION-B

UNIT-I

2. What is operations research ? Explain briefly its application, explain the features of O.R. Approach.

3. A manufacturer has two products A and B, both of which are made in steps by machine 1 and machine 2. The process time per hundred for two products on two machines are (set up times are negligible)

Product	Machine 1	Machine 2
A	4 hours	5 hours
B	5 hours	2 hours

For the coming period machine 1 has 100 hours and machine 2 has available 80 hours. The contributor for Product A is Rs. 10 per 100 units and product B is Rs. 5 per 100 units. The manufacturer in market, which can absorb both products as much as he can produce for immediate period ahead. Determine how much of product A and Product B he should produce to maximize his contribution.

UNIT – II

4. A distribution system has the following constraints.

Factory	Capacity (units)	Warehouse	Demand (Units)
A	45	I	25
B	15	II	55
C	40	III	20

The transportation cost per unit associated with each route are as follows :

	I	II	III
A	10	7	8
B	15	12	9
C	7	8	12

Find the optimum transportation schedule and the minimum total cost of transportation.

5. Describe the assignment problem giving a suitable example. Give two areas of its application.

UNIT-III

6. The activities involved in a project are detailed below :

Duration (Weeks)

JOB	OPTIMISTIC	MOST LIKELY	PESSIMISTIC
1-2	3	6	15
2-3	6	12	30
3-5	5	11	17
7-8	4	19	28
5-8	1	4	7
6-7	3	9	27
4-5	3	6	15
1-6	2	5	14
2-4	2	5	8

Draw a network diagram.

7. Explain the four elements that characterize ; sequencing problem. Explain the principal assumptions made while dealing with sequencing problems.

UNIT IV

8. A company that operates for 50 weeks in a year is concerned about its stocks of copper cable. This costs Rs 240 a meter and there Is a demand for 8,000 meters a week. Each replenishment costs Rs 1,050 for administration and Rs 1,650 for delivery, while holding costs are estimated at 25 per cent of value held a year. Assuming no shortages are allowed, what is the optimal inventorypolicy for the company? How would this analysis differ if the company wanted to maximize its profits rather than minimize cost? What is the gross profit if the company sells the cable for Rs 360 a meter.

9. What is Replacement? Describe some important replacement situations.

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Roll No. [ ]

Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.–5)

MERCANTILE LAW

Subject Code : BBA-502-18

M.Code : 78194

Date of Examination : 14-12-22

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Write briefly :**

   a) Quasi Contract

   b) Void vs. voidable contract

   c) Distinguish between sale and agreement to sell

   d) Caveat emperor

   e) Consumer Protection Act, 2019

   f) Define consumer

   g) Partnership deed

   h) Explain LLP

   i) Differentiate between cheque and bills of exchange

   j) Explain noting of negotiable instruments.

SECTION-B

UNIT-I

2. Discuss the essentials of a valid contract under the Law of Contract.

3. The liability of surety is secondary; it is co-extensive with that of principal debtor. Explain.

UNIT-II

4. Explain briefly the implied conditions and warranties in a contract of sale.

5. What is a contract of sale? State its essential characteristics.

UNIT-III

6. What is a Bill of exchange? What are its essential elements? Differentiate between Bill of exchange and Promissory note.

7. When is a negotiable instrument said to be discharged? Explain the consequences of discharge of an instrument and discharge of a parly to an instrument.

UNIT-IV

8. Explain the various modes of dissolution of a partnership firm.

9. Explain the salient features of RTI Act.

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Roll No. [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

ADVERTISING AND SALES MANAGEMENT

Subject Code : BBA-503

M.Code : 72065

Date of Examination : 05-08-22

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Explain the following :**

   a) Difference between Advertising and Publicity.

   b) Advertisement budget

   c) Channel block

   d) Sales territory

   e) Sales audit

   f) Sales targets

   g) Sales contests

   h) DAG MAR

   i) Message structure

   j) Advertising ethics

SECTION-B

UNIT-I

2. What are the different kinds of advertising? Discuss significance of advertising in marketing.

3. Discuss different ingredients of advertising copy. Give examples of some creative copy strategies.

UNIT-II

4. Discuss role and different types of advertising agencies and their functions.

5. What do we mean by brand strategy? Discuss media and campaign planning in this regard.

UNIT-III

6. What is meant by sales management? What are objectives of sales management?

7. Discuss personal selling process and sales strategies therein.

UNIT-IV

8. Discuss need, process and concept of sales force selection.

9. Write notes on :

   a) Sales promotion

   b) Types of sales quotas.

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Roll No. | | | | | | | | | | | |

Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.–5)

MANAGING ACROSS CULTURE

Subject Code : BBA-504

M.Code : 72066

Date of Examination 08-08-22

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. **Answer briefly :**

   a) Culture adaptation.

   b) Role of culture in strategic decision-making

   c) Role of HRM in cross-culture

   d) Ecological Issues in Business

   e) Social-Oriented Cohesiveness

   f) Cross-Culture Negotiation

   g) Ethical Dilemma

   h) Sensitivity lining

   i) Cross-culture leadership

   j) Expatriate Managers.

SECTION-B

UNIT-I

2. Write a note on the significance and impact of cross-cultural issues on the working of the organizations.

3. "*The National culture of the organization has definitely a great influence on the organization culture*". Discuss this statement.

UNIT-II

4. What are the cultural orientations of Kluckhohn & Stoodbeck? How are they useful to international business travellers?

5. What are the different methods used for cultural adaptation through sensitivity training?

UNIT-III

6. What are the various methods for managing and motivating multi-culture teams?

7. Explain the importance of negotiations in global business.

UNIT-IV

8. Why it is necessary for multinationals to be good corporate citizens? How can they project themselves to be good corporate citizens in other cultures?

9. How an organization can achieve an international competitive advantage?

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Roll No.

Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.–5)
INDIRECT TAXES
Subject Code : BBA-505
M.Code : 72067
Date of Examination : 10-08-22

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. **Answer briefly :**

a) Inter-state Sale

b) Service tax

c) Bill of entry

d) Dealer

e) What is HSN number?

f) Anti dumping duty.

g) Value added tax

h) Ad Valorem Duty

i) Pilfered goods

j) Baggage.

BBA 505

SECTION-B

UNIT-I

2. Describe the procedure of registration of a dealer under the Central Sales Tax Act.

3. What are the powers and functions of Sales Tax Authorities?

UNIT-II

4. What are the different types of duties levied and collected on imported goods?

5. Explain the special provisions regarding baggage and postal goods under customs act.

UNIT-III

6. Define Service Tax. Explain the procedure of calculating Service Tax.

7. What are the rules governing classification of indigenously manufactured goods for charging duty under the Central Excise Act?

UNIT-IV

8. What are the advantage and limitations of Goods and services tax?

9. Explain the persons who are required to be registered under GST Act, 2017. What are the advantages of registration?

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Roll No. ☐☐☐☐☐☐☐☐☐☐☐ **Total No. of Pages : 02**

Total No. of Questions : 09

BBA (Sem.–5)

CONSUMER BEHAVIOUR

Subject Code : BBA-511-18

M.Code : 78195

Date of Examination : 05-08-22

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. **Write briefly :**

   a) Significance of studying Consumer Behaviour.

   b) Use of IT (Information Technology) and AI (Artificial Intelligence) in consumer profiling.

   c) What do you mean by actual self, ideal self and extended self.

   d) Consumer Imagery.

   e) Trio of needs in consumer behaviour.

   f) Any three points of difference between individual and family decision-making.

   g) "*Cultural diversity can pose problems for a marketer*". Do you agree?

   h) Outline any THREE main features of Nicosia Model of Consumer Behaviour.

   i) What do you mean by Opinion Leadership?

   j) Identify any THREE opinion leaders related to detergent powder.

SECTION-B

UNIT-I

2. What do you understand by Consumer Buying Behaviour? What are the various factors that influence consumer buying behaviour?

3. "*With technological advancements, the market has seen a tremendous shift in consumer behavior*". Do you agree? Discuss the changing concept of consumer behaviour in online space.

UNIT-II

4. Examine elaborately the elements and dynamics of Perception. Also, discuss its importance for a marketer.

5. What is positive and negative motivation? What can a company do to help a customer deal with motivational conflict? Give examples.

UNIT-III

6. What do you mean by Reference Group? How do these influence your buying behaviour?

7. What do you understand by "Culture"? What are the most important characteristics of Culture that affect consumer behaviour?

UNIT-IV

8. What are the major factors affecting the Diffusion of Innovations?

9. Elaborate the '*Howard Sheth Model*' of Consumer Behaviour in detail.

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Roll No. [ ]

Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.–5)

CONSUMER BEHAVIOUR

Subject Code : BBA-511-18

M.Code : 78195

Date of Examination : 23-12-2022

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Write briefly :**

   a) What is the nature of Consumer Behaviour?

   b) Identify any THRFE factors that influence consumer buying behaviour.

   c) Consumer Imagery.

   d) Consumer Attitude with reference to Consumer Behaviour.

   e) Positive Motivation.

   f) Identify **any TWO** problems faced by foreign companies to launch their products in India.

   g) Identify **any TWO** products/services for which the child is likely to make a purchase decision.

   h) Concept of Content Analysis.

   i) Time Factor and Diffusion Process.

   j) Identify **any THREE** opinion leaders related to soft drinks.

SECTION-B

Dec=2022

UNIT-I

2. What is the strategic importance of studying consumer behaviour for a company?

3. *"As a result of the technological impact influencing consumer behaviour most company leaderships face an unending challenge to meet consumer expectations."* Do you agree? Also, discuss in brief the use of IT (Information Technology) and AI (Artificial Intelligence) in studying consumer behaviour.

UNIT-II

4. Describe the implications for the marketers in creating a personality for their products in detail.

5. What do you mean by Consumer Motivation? How does the need hierarchy theory influence Consumer Behaviour? Describe in detail.

UNIT-II

6. Discuss in detail the relevance of family life cycle for marketers.

7. Critically examine the characteristics of sub-culture. Also, discuss the sub-cultural divide in our country and its implications for marketers.

UNIT-IV

8. What are the main characteristics of Opinion Leaders? What makes them fit to be opinion leaders? Give suitable examples.

9. Elaborate the 'EKB Model (Engel Kollat Blackwell Model)' of Consumer Behaviour in detail.

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Roll No. ☐☐☐☐☐☐☐☐☐☐☐☐☐ Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

ADVERTISING AND SALES MANAGEMENT

Subject Code : BBA-512-18

M.Code : 78198

Date of Examination : 16-12-2022

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. **Write briefly :**

   a. What do we mean by an advertising layout?

   b. Explain the concept of digital marketing.

   c. What are ethical aspects of advertising?

   d. State any two objectives of advertising agencies.

   e. Define advertising budget.

   f. Define sales management.

   g. What is personal selling?

   h. What are the different stages of selling process?

   i. How to keep sales personnel motivated?

   j. Define sales territory.

Dec = 2022

SECTION-B

UNIT-I

2. Discuss different ingredients of advertising copy. Give examples of some creative copy strategies.

3. Explain legal, ethical and social aspects of advertising.

UNIT-II

4. Why is it important to measure advertising effectiveness? Discuss pre and post advertising measures to evaluate effectiveness.

5. Explain the role and types of advertising agencies.

UNIT-III

6. Explain the functions and various departments of advertising agencies.

7. What is advertising budget? Why is it important to prepare a budget?

UNIT-IV

8. Write notes on recruitment and selection of sales force.

9. Discuss various components of compensation of sales force. What is a sales audit? What is the process of conducting a sales audit?

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.

Roll No. ☐☐☐☐☐☐☐☐☐☐☐ **Total No. of Pages : 02**

Total No. of Questions : 09

BBA (Sem.–5)

ADVERTISING AND SALES MANAGEMENT

Subject Code : BBA-512-18

M.Code : 78198

Date of Examination : 12-08-22

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. **Write briefly :**

   a. What is advertising?

   b. What is marketing mix?

   c. Write any two channels of distribution.

   d. State any two objectives of digital marketing.

   e. Define advertising budget

   f. Explain sales budget

   g. What is Personal Selling?

   h. What are various factors which influence advertising objectives?

   i. List different methods of setting sales budgets.

   j. Differentiate between sales management and selling.

SECTION-B

UNIT-I

2. Discuss different ingredients of advertising copy. Give examples of some creative copy strategies.

3. Outline advertising planning process. Also, list different types of advertisements.

UNIT-II

4. Why is it important to measure advertising effectiveness? Discuss pre and post measures to evaluate effectiveness.

5. Explain the role and types of advertising agencies.

UNIT-III

6. Discuss in detail the sales force management process. Discuss some innovative strategies used to deal with sales force in urban markets.

7. Write short notes on the following :

   a) Scope of sales management. .

   b) Qualities of good Sales personnel.

UNIT-IV

8. Explain the relationship between sales budget and sales audit.

9. Explain the role of IT in sales management in Indian firms.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.

Roll No. ☐☐☐☐☐☐☐☐☐☐☐☐ Total No. of Pages : 04

Total No. of Questions : 09

BBA (Sem.–5)

CORPORATE ACCOUNTING

Subject Code : BBA-521-18

M.Code : 78196

Date of Examination : 08-08-22

Time : 3 Hrs. Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write short notes on the following :

(a) Issue of Shares at Discount.

(b) Right Shares

(c) Participating Preference Shares

(d) Underwriting

(e) Debenture Redemption Reserve

(f) Profits Prior to Incorporation

(g) Goodwill

(h) Financial Reporting

(i) Cost of Control

(j) Mutual Indebtedness.

SECTION-B

UNIT-I

2. X Co. Ltd; issued 1,00,000 equity shares of Rs. 10 each at a premium of Rs. 2 payable as Rs. 3 on application, Rs. 4 on allotment, and balance in two calls of equal amount. This issue had overwhelming response from the market and total number of application were received for 2,75,000 shares. The company decided to make pro-rata allotment as follows :

Category	No. of Shares Applied	No. of Shares Allotted
A	50,000	30,000
B	25,000	25,000
C	25,000	10,000
D	1,75,000	35,000

Assuming that all applicants paid their dues in time and the excess was adjusted against future calls, pass necessary journal envies.

3. What do you mean by bonus shares? Write a detailed note oh the pre-requisites for issuing bonus shares. Also briefly discuss various reserves that can be utilized for issuing bonus shares.

UNIT-II

4. The balance sheet of Moon Ltd. shows that 10%, 5,000 debentures of Rs.100 each, are redeemable at 5% premium. The company issued 40,000 equity shares of Rs.10 each at 10% premium and 1000, 9% debentures of Rs. 100 each at par for the purpose of redemption. You are required to pass the necessary journal entries.

5. Write a detailed note on accounting treatment of redemption of preference shares. Also discuss with suitable examples the various avenues where the capital redemption reserve can be utilized.

UNIT-III

6. The authorized share capital of X ltd. is Rs. 500000 consisting of 20000 6% Preference shares of Rs. 10 each and 30000 Equity shares of Rs. 10 each. The following was the Trial Balance of X Ltd. as on 31-03-2022.

Debit Balances	Amount (Rs.)	Credit Balances	Amount (Rs.)
Investment in Shares	50000	Sundry creditors	87850
Purchases	490500	6% Preference share capital	200000
Selling expenses	79100	Equity share capital	200000
Stock on 01-04-2021	145200	5% Mortgage debentures secured against freehold property	150000
Salaries and wages	52000	Dividends	4250
Cash in hand	12000	Profit and Loss Account (01-04-2021)	28500
Interim **preference** dividend for the half **year** to 30-09-2021	6000	Sales	670350
Discount on issue of debentures	2000	Bank overdraft	150000
Preliminary expenses	1000		
Bills receivables	41500		
Interest on bank overdraft	7800		
Interest on debentures	3750		
Sundry debtors	50100		
Freehold property	350000		
Furniture at cost less Depreciation of Rs. 15000	35000		
Income tax paid in advance	10000		
Technical Knowhow	150000		
Audit fees	5000		
Total	**1490950**	**Total**	**1490950**

Considering the above accounting numbers of X Ltd., you are required to prepare the Profit and Loss Account for the year ended March 2022 and Balance Sheet as on March 31st, 2022. The following further information is also available to you :

(a) Closing stock was valued at Rs. 142500.

(b) Bills receivables include Rs. 1500 being dishonored bills, 50% of which are irrecoverable.

(c) Depreciation on furniture is to be charged at 10% on Written Down Value (WDV).

(d) Rs. 1000 of discount on debentures is to be written off.

(e) A technical know how fee is to be written off over a period of 10 years.

(f) Rs. 500 of preliminary expenses are also to be written off.

7. What do you mean by profit (loss) prior to incorporation of the company? Write a detailed note on the accounting treatment of profit (loss) prior to incorporation of a company assuming hypothetical numbers.

UNIT-IV

8. What do you mean by consolidated balance sheet? Write a detailed note on various factors that are to be considered while preparing a consolidated balance sheet of a holding company. Draw a consolidated balance sheet using hypothetical figures.

9. Write a detailed note on the recent trends of corporate financial reporting in India.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.

Roll No. [ ] Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

FINANCIAL MARKETS AND SERVICES

Subject Code : BBA-522-18

M.Code : 78199

Date of Examination : 16-08-22

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Write briefly :**

   (a) Money Market

   (b) Primary Market

   (c) Treasury Bills

   (d) Certificates of Deposits

   (e) Credit Rating

   (f) Hire Purchase

   (g) NSDL

   (h) NAV

   (i) Securitization

   (j) Lease Financing.

SECTION-B

UNIT-I

2. What do you mean by financial system? Write a detailed note on the components of financial system.

3. Write a detailed note on various guidelines and regulations issued by SEBI for primary and secondary markets in India.

UNIT-II

4. What is trading and settlement of securities at stock exchange? Write a detailed note on the process of trading and settlement of securities at stock exchanges in India.

5. Write a detailed note on the role and functions of Securities and Exchange Board of India.

UNIT-III

6. Define factoring. Write a detailed note on the role, functions and operation of factoring services.

7. What is lease financing? Briefly discuss how lease financing is different from hire purchase? Also discuss the advantages of lease financing.

UNIT-IV

8. What is mutual fund? Briefly discuss the organizational structure of mutual funds in India.

9. What is venture capital? Briefly discuss the functions of venture capital funds in India. Also discuss the recent trends of growth of venture capital in India.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.

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Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.–5)

INDUSTRIAL RELATIONS AND LABOUR LAWS

Subject Code : BBA-531-18

M.Code : 78197

Date of Examination : 02-01-23

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Write briefly :**

a) Parties to Industrial Relations

b) Categorization of Trade Unions

c) Structure of Quality Circle

d) Negotiation

e) Define Minimum Wages

f) Conditions of Gratuity

g) Objectives of Bonus Act

h) Industrial Relations Code-2019

i) What Benefits are offered under ESI Act?

j) Dispute resolution machinery.

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SECTION-B

UNIT-I

2. Explain the term Industrial Relations. What are various approaches to IR? Also explain the impact of technology on industrial relations.

3. Define Trade Unions? Discuss in detail the problems and remedies of trade union movement in India.

UNIT-II

4. What do you mean by collective bargaining? Elaborate the principles of collective bargaining? Also explain the essential conditions for the success of collective bargaining.

5. Define Grievance. Discuss in detail various canes and effects of grievances on industrial health.

UNIT-III

6. Explain various provisions of strikes and lockouts under Industrial Dispute Act with the help of suitable illustrations.

7. What do you understand by Workers Participation? Discuss various levels of participation. Also elaborate various schemes of workers participation in detail.

UNIT-IV

8. What are the objectives of Factories Act? Briefly explain the provisions of employee health and safety under Factories Act.

9. Explain the objectives of Payment of Wages Act. Discuss in detail the provisions of payment of wages and deductions under Payment of Wages Act.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.

Roll No. [ ] Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

INDUSTRIAL RELATIONS AND LABOUR LAWS

Subject Code : BBA-531-18

M.Code : 78197

Date of Examination : 10-08-22

Time : 3 Hrs. Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write briefly :

a. Approaches to Industrial Relations.

b. Types of Trade Unions.

c. Role of Trade Union.

d. Quality circle.

e. Labour Management Co-operation in India.

f. Define strike.

g. What is gratuity?

h. Define Minimum Wages.

i. Explain the conditions of Provident Fund.

j. Objectives of Bonus Act.

SECTION-B

UNIT-I

2. What do you mean by Industrial Relations? What is its significance? Explain various factors that influence industrial relations.

3. What do you understand by Trade Unions? Why do employees join Trade Unions? Discuss in detail various functions of Trade Unions.

UNIT-II

4. What is collective bargaining? Elaborate various stages of the process of collective bargaining with the help of suitable illustrations.

5. What do you mean by Grievance? Explain different causes of grievances. Also, discuss the grievance redressal procedure in detail.

UNIT-III

6. Define industrial conflicts. Explain different types of industrial conflicts? Discuss the machinery to resolve industrial conflicts under Industrial Dispute Act.

7. Explain the term "*Workers Participation*" in management. What are different objectives of workers participation? Elaborate various schemes of workers participation in detail.

UNIT-IV

8. What are the objectives of Factories Act? Briefly explain the provisions of employee welfare under Factories Act.

9. Explain the mandate of ESI Act. Elaborate various benefits offered to employee under ESI Act.

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Roll No. [ ] Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

ORGANIZATION CHANGE AND DEVELOPMENT

Subject Code : BBA-532-18

M.Code : 78200

Date of Examination : 21-12-2022

Time : 3 Hrs. Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. **Write briefly :**

   a) Outline the characteristics of Organizational Development.

   b) Explain the Conceptual Framework of OD

   c) Discuss the strategies of Change in OD?

   d) Discuss about nature of OD Intervention.

   e) Discuss salient feature of Ethics in OD.

   f) Define Consolidating Change

   g) Discuss Structural Interventions.

   h) Discuss about Training Experience.

   i) Discuss the concept of Career Anchors.

   j) Explain OD and Quality Movement.

Dec-2022

SECTION-B

UNIT-I

2. What the different kinds of values, assumptions and beliefs in OD.

3. Explain in detail Planned Change. Discuss the various strategies for implementing organisational Change.

UNIT-II

4. Discuss the future of Organizational Development.

5. What are the features of Action Research? Discuss in detail.

UNIT-III

6. Discuss the basis of categorizing OD interventions.

7. Illustrate the goals of team development OD interventions? Discuss the issues involved in implementing team development intervention.

UNIT-IV

8. Discuss the various issues of client and consultant relationship.

9. Discuss the various ethical standards in OD.

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