Total No. of Pages: 02

Total No. of Questions: 09

BBA (2014 to 2017)/BRDM/B.SIM(2014 & Onwards)/ B.Sc. (Business Economics)(BBE)(2015 to 2017) (Sem.-6)

ENVIRONMENTAL SCIENCE

Subject Code: EVSC-101 M.Code: 72351

Time: 3 Hrs.

Max. Marks: 30

INSTRUCTIONS TO CANDIDATES :

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

SECTION-A

Q1. Write briefly:

- a) EVS
- b) Non-renewable resources
- c) Consumer
- d) List the causes of Displacement of people
- e) Harbour activities
- f) Thermo cline
- g) Green house Mechanism
- h) Acid rain

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- i) Unsustainable development
- j) Wasteland reclamation.



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SECTION-B

UNIT-I

- 22 "The environment can broadly defined as our surroundings". Explain this statement.
- Q3 What are various steps taken by our government for improving environmental pollution?

UNIT-II

- Q4 Discuss the Abiotic substances of ecosystem.
- Q5 Define primary production in detail.

UNIT-III

- Q6 Briefly discuss the sources and control of noise pollution.
- Q7 What are the causes for man wild life conflicts? Discuss various remedial steps that can curb the conflicts.

UNIT-IV

- Q8 "Growth of human population beyond the sustaining capacity of the earth's resources is not desirable". Comment.
- Q9 Discuss various problems occurred in urban areas related to energy.

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Total No. of Pages: 02

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SECTION A

1. Answer briefly:

- a) Define Environment.
- b) Water logging.
- c) List the causes of displacement of people.
- d) What is the full form of AIDS? Give its main cause.
- e) What do you mean by value education?
- f) Thermo cline.
- g) Red Data Book.
- h) Differentiate between Sound & Noise.
- i) What is In-situ conservation?
- j) Acid Rain.

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SECTION-B

UNIT-I

- "Environmental ethics effectively change the role of human from conqueror of the land to citizen and protector of environment". Comment
- 3. What are the steps taken by our government for environmental protection?

UNIT-II

- 4. How can you as an individual conserve different natural resources?
- 5. Define primary production and secondary production.

UNIT-III

- What are the major causes of man wild life conflicts? Discuss remedial steps that can curb the conflicts.
- 7. Briefly describe the sources, effects and control of Water pollution.

UNIT-IV

- 8. "Population, consumerism and waste production are interrelated". Comment.
- 9. Briefly discuss HIV mode of its spread. How it effects on environment?

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BBA (Sem.-6)

STRATEGY MANAGEMENT

Subject Code: BBA-601-18

M.Code: 79347

Date of Examination: 01-07-22

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES :

- 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

l. Write Briefly:

- a) Any two points of difference between Business Policy and Strategic Management.
- b) Any two points of difference between strategic and financial controls.
- c) What do you mean by Core Competence?
- d) Outline the significance of synergy for an organization.
- e) What do you mean by PEST Analysis?
- f) What do you mean by Innovation?
- g) What do you mean by ETOP?
- h) What is the significance of Cost and Differentiation Strategy?
- i) What do you mean by Strategic Leadership?
- j) Discuss in brief the significance of Balanced Scorecard.

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SECTION-B

UNIT-I

- What do you mean by Strategic Management? Discuss the benefits of Strategic Management for a business organization.
- Explain the factors responsible for an effective strategy. Also, examine the different levels of strategy with examples.

UNIT-II

- Describe the concept of environmental scanning in detail. Also, discuss its significance for a company.
- Michael Porter's five forces model of industry attractiveness enables any company to outperform their competitors. Illustrate you answer by analysing any industry of your choice.

UNIT-III

- 6. What are the uses of BCG Matrix? Do you think BCG Matrix has limited application in business?
- How diversification and performance are related? Also, discuss some of the possible side effects of too much diversification.

UNIT-IV

- Describe in detail the process of Strategy Evaluation.
- "Strategy Formulation and Strategy implementation are closely linked." Do you agree? Also, describe in detail the various barriers in the way of implementing strategy.

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Total No. of Pages: 02

Total No. of Questions: 09

BBA (Sem.-6) COMPANY LAW

Subject Code: BBA-602-18

M.Code: 79348

Date of Examination: 04-07-22

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks
- 2. SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.
- 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 short note on the following:
 - a) Chartered Company
 - b) Perpetual Succession
 - c) Promoter
 - d) MOA
 - e) Abridged Prospectus
 - f) Authorized Capital
 - g) Executive Director
 - h) AGM
 - i) Compulsory Winding Up
 - j) DIN.



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SECTION-B

UNIT-I

- 2. What do you mean by Company? Explain the rules related to lifting up corporate Veil.
- What do you mean by Pre-Incorporation Contracts? Explain the provisions related to such contracts.

UNIT II

- "A company object clause is of fundamental importance not only to members but also to non-members." Comment.
- Who are the different categories of persons liable for mis-representations in the prospectus?

UNIT III

- What is meant by allotment of shares? Discuss the rules related to the allotment of shares.
- What are the various kinds of meetings that can be held by a company and of the nature of business that can be transacted in each meeting?

UNIT IV

- Who maybe appointed as director of the company? What are the restrictions imposed by the Act, on the general powers of the board?
- What do you understand by the winding up of a company? What are the various modes of winding up?

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BBA (8em,=6) BERVICE MARKETING Subject Code : BBA 611-18 M.Code | 79349 Date of Examination | 06-07-22

Time: 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks
- 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) Differentiate between Goods and Services
- b) What are the determinants of customer behavior in the service market?
- c) What are the different types of service scapes?
- d) List out the different basis for classifying services.
- e) Identify reasons for growth in the service sector.
- f) Define physical evidence characteristics of service.
- g) Highlight the importance of employees in the effective delivery of a service.
- h) List seven service quality gaps.
- i) What do you mean by service recovery?
- j) When waiting is unavoidable make it at least tolerable? Discuss.



SECTION-B

UNIT-I

- "The marketing mix is also applied to the service sector as it is applied to the goods" sector, Explain.
- What distinguishes a service from a product? Elaborate on the classification of services giving appropriate examples

UNIT-II

- What are customer expectations and perceptions of services? Discuss.
- Discuss the importance of the study of consumer behavior in service marketing.

UNIT-III

- Explain in detail how the service scope of a firm should be designed?
- "The reaction of customers, employees, and competitors must be considered while making pricing decisions for services"? Explain.

UNIT-IV

- What types of intermediaries are available to a Service Product Company? Describe the factors determining the choice of an intermediary.
- Is there a need to have ethics in service marketing? Also, state some unethical practices in the service sector with the help of examples.

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Total No. of Pages: 02

Total No. of Questions: 09

BBA (Sem.-6) RETAILING AND LOGISTIC MANAGEMENT

Subject Code: BBA-612-18 M.Code: 79350

Date of Examination: 08-07-22

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES :

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks
- 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) Define supermarket.
- b) Define the term selling point.
- c) What is the need of CRM in retailing?
- d) Define Mark up pricing.
- e) What is a retail strategy?
- f) What do you understand by consumer involvement?
- g) What do you mean by Economic Oder Quantity?
- h) What is FDI?

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- i) Define unorganized retailing.
- j) Define the term selling point.





SECTION-B UNIT-I

- a) What do you mean by consumer decision making? Explain different type of consumer
 - b) Explain the factors affecting the decision making.
- What is e-tailing? What are the challenge of electronic retailing?

UNIT-II

- 4. Explain the importance of the location in retail. State the issues in retail location
- 5. What is retail strategy? Explain the steps involved in developing retail planning process.

UNIT-III

- What do you mean by store management? Explain the different store layout.
- 7. Describe the process involved in retail pricing decisions. Explain the strategies involved

UNIT-IV

- Discuss the emerging opportunities and challenges in retailing faced by the Indian retail
- What do you mean by channel of distribution? What factor to be considered while selecting distribution channel.

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