

Roll No. 

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Total No. of Questions: 09

Total No. of Pages:01

**BBA, Semester-1<sup>st</sup>**  
**PRINCIPLES AND PRACTICES OF MANAGEMENT**

Subject Code: 25C2BBU-101

M.Code:

Date of Examination: 17-12-2025

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 subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying TEN marks each and student has to attempt any ONE question from each subsection.

Q. No.	Question	Course Outcome	Bloom's Level
<b>SECTION-A</b>			
1.	Answer briefly:		
a.	Name any two forms of business organization.	CO-1	L1
b.	Illustrate any two main functions of management.	CO-1	L2
c.	What do you mean by Unity of Command?	CO-2	L1
d.	Explain the meaning of Esprit de corps.	CO-2	L2
e.	What is meant by "Management by Objectives (MBO)"?	CO-3	L1
f.	Illustrate the advantages of planning.	CO-3	L2
g.	What is meant by a formal organization?	CO-4	L1
h.	Explain the term "organizational structure".	CO-4	L2
i.	Define control as a management function.	CO-5	L1
j.	Outline the two features of authority.	CO-5	L2
<b>SECTION-B</b>			
<b>UNIT-I</b>			
2.	Identify the managerial roles within an organization in detail.	CO-1	L3
3.	Examine Hawthorne experiments, its findings and contribution to the Human Relations Movement.	CO-2	L4
<b>UNIT-II</b>			
4.	Construct the features and importance of Strategic planning.	CO-3	L3
5.	Explain the meaning and the steps of decision making.	CO-3	L5
<b>UNIT-III</b>			
6.	Explain the types and stages of team building with suitable examples.	CO-4	L5
7.	Analyze the nature and process of staffing followed in an organization.	CO-4	L4
<b>UNIT-IV</b>			
8.	Identify the importance and characteristics of control.	CO-5	L3
9.	Explain the concept of the terms in achieving organizational excellence:- a. Total Quality Management (TQM). b. Kaizen.	CO-5	L5

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7.	From the given Trial Balance assess Trading & Profit/Loss account and Balance sheet as on 31, March, 2025.	CO-4	L4																																																																								
	<table border="1"> <thead> <tr> <th>S. No.</th> <th>Account Name</th> <th>Debit (₹)</th> <th>Credit (₹)</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Capital</td> <td></td> <td>1,50,000</td> </tr> <tr> <td>2.</td> <td>Drawings</td> <td>10,000</td> <td></td> </tr> <tr> <td>3.</td> <td>Opening Stock</td> <td>20,000</td> <td></td> </tr> <tr> <td>4.</td> <td>Purchases</td> <td>1,80,000</td> <td></td> </tr> <tr> <td>5.</td> <td>Sales</td> <td></td> <td>3,50,000</td> </tr> <tr> <td>6.</td> <td>Wages</td> <td>15,000</td> <td></td> </tr> <tr> <td>7.</td> <td>Carriage Inward</td> <td>5,000</td> <td></td> </tr> <tr> <td>8.</td> <td>Salaries</td> <td>25,000</td> <td></td> </tr> <tr> <td>9.</td> <td>Rent (Office)</td> <td>12,000</td> <td></td> </tr> <tr> <td>10.</td> <td>Interest Received</td> <td></td> <td>4,000</td> </tr> <tr> <td>11.</td> <td>Advertising</td> <td>6,000</td> <td></td> </tr> <tr> <td>12.</td> <td>Debtors</td> <td>50,000</td> <td></td> </tr> <tr> <td>13.</td> <td>Creditors</td> <td></td> <td>30,000</td> </tr> <tr> <td>14.</td> <td>Machinery</td> <td>80,000</td> <td></td> </tr> <tr> <td>15.</td> <td>Cash in Hand</td> <td>10,000</td> <td></td> </tr> <tr> <td>16.</td> <td>Bank Balance</td> <td>21,000</td> <td></td> </tr> <tr> <td></td> <td>Total</td> <td>4,34,000</td> <td>4,34,000</td> </tr> </tbody> </table>	S. No.	Account Name	Debit (₹)	Credit (₹)	1.	Capital		1,50,000	2.	Drawings	10,000		3.	Opening Stock	20,000		4.	Purchases	1,80,000		5.	Sales		3,50,000	6.	Wages	15,000		7.	Carriage Inward	5,000		8.	Salaries	25,000		9.	Rent (Office)	12,000		10.	Interest Received		4,000	11.	Advertising	6,000		12.	Debtors	50,000		13.	Creditors		30,000	14.	Machinery	80,000		15.	Cash in Hand	10,000		16.	Bank Balance	21,000			Total	4,34,000	4,34,000		
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<b>UNIT-IV</b>																																																																											
8.	Develop an Annual Report of a listed company and also mention the main content of annual report .	CO-5	L3																																																																								
9.	Analyze key advantages of using computerized accounting over a manual system?	CO-5	L5																																																																								

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<b>SECTION-B</b>			
<b>UNIT-I</b>			
2.	Identify the scope of management with its importance in modern organizations.	CO1	L3
3.	Examine the different managerial roles as given by Henry Mintzberg with the example of each role.	CO1	L4
<b>UNIT-II</b>			
4.	Identify the line and staff organizational structure of management.	CO2	L3
5.	Explain the scientific management theory in evolution of management.	CO2	L5
<b>UNIT-III</b>			
6.	Analyze the internal and external growth strategies of management.	CO3	L4
7.	“Selection is a scientific and systematic procedure”. Explain the statement by highlighting the process in detail.	CO4	L5
<b>UNIT-IV</b>			
8.	“Centralization and decentralization represent two opposite ends of authority distribution”. Justify the statement along with the differences between the two.	CO5	L5
9.	Identify the different methods of Six Sigma used in management.	CO5	L3

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Roll No.

Total No. of Questions: 09

Total No. of Pages: 02

BBA/BBA SIM, Semester-I<sup>st</sup>

BASIC ACCOUNTING

Subject Code: BBA 102-18

M. Code: 75083

Date of Examination: 08-12-2025

Max. Marks: 60

Time: 3 Hrs.

**INSTRUCTIONS TO CANDIDATES:**

- SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
- SECTION-B consists of FOUR subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying TEN marks each and student has to attempt any ONE question from each subsection.

Q. No.	Question	Course Outcome	Bloom's Level
<b>SECTION-A</b>			
1.	Answer briefly:		
a.	List two methods of depreciation accounting.	CO 3	L1
b.	What is accounting and its nature?	CO 1	L1
c.	Outline benefits of Accounting standards.	CO 1	L2
d.	Illustrate the difference between depreciation and amortization.	CO 3	L2
e.	Show the proforma of trading account.	CO 4	L1
f.	Contrast the difference between gross profit and net profit.	CO 2	L2
g.	Name the various accounting software packages.	CO 5	L1
h.	Recall Journal with example.	CO 2	L1
i.	Compare the difference between manual accounting and computerized Accounting.	CO 5	L2
j.	Demonstrate the purpose of preparing trading and profit & loss account.	CO 4	L2
<b>SECTION-B</b>			
<b>UNIT-I</b>			
2.	Identify the users of accounting information along with their specific needs with examples.	CO 1	L3
3.	Analyze the objectives and scope of financial accounting in detail.	CO 1	L4

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<b>UNIT-II</b>			
4.	Simplify the following transactions in Journal and post them into ledger: April 1- Ram started business with a capital of Rs. 100,000 April 4- Sold goods for cash Rs. 1000 April 5- Purchased goods for Rs. 3000 April 7- Purchased goods from Sohan on Rs. 1000 April 11- Paid cash to Sohan Rs. 900 and discount received Rs. 100 Explain types of accounts according to both approaches of accounting.	CO2	L3
5.		CO2	L5
<b>UNIT-III</b>			
6.	ABC Ltd. purchased a machinery for Rs. 90000 on 1st April, 2018. Expenses on its installation were Rs. 10000. Its scrap value after 5 years will be zero. Analyse machinery account with straight line method for 4 years if the books are closed on 31st March every year.	CO3	L6
7.	Examine the structure of a balance sheet and the purpose of each section.	CO3	L4
<b>UNIT-IV</b>			
8.	Conclude the annual report and final accounts together reflect a company's financial health and governance.	CO5	L5
9.	Classify the key advantage of using Computerized Accounting over a manual system.	CO5	L4

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Roll No. 

Total No. of Pages: 02

Total No. of Questions: 09

BBA/BBA SIM, Semester- 1<sup>st</sup>

MANAGERIAL ECONOMICS I

Subject Code: BBAGE 101-18

M.Code: 75084

Date of Examination: 11-12-2025

Time: 3 Hrs.

Max. Marks: 60

## INSTRUCTIONS TO CANDIDATES:

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- SECTION-B consists of FOUR subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying TEN marks each and student has to attempt any ONE question from each subsection.

Q. No.	Question	Course Outcome	Bloom's Level
<b>SECTION-A</b>			
1.	Answer briefly:		
a.	Define opportunity cost.	CO1	L1
b.	Explain the incremental concept with the help of an example.	CO1	L2
c.	Recall the scope of managerial economics.	CO2	L1
d.	Explain the meaning of demand function with a suitable example.	CO2	L2
e.	What is income elasticity of demand?	CO3	L1
f.	Illustrate the meaning of producer's equilibrium.	CO3	L2
g.	Define return to scale.	CO4	L1
h.	Explain the types of oligopolies.	CO4	L2
i.	What is meant by Collective Bargaining?	CO5	L2
j.	Explain with the help of curve the concept of TVC and TFC.	CO5	L1
<b>SECTION-B</b>			
<b>UNIT-I</b>			
2.	Use appropriate examples to show how price elasticity of demand helps firms in making pricing decisions.	CO1	L3

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3.	Examine the key properties of an indifference curve with the help of a diagram.	CO2	L4
<b>UNIT-II</b>			
4.	Identify the short run and long run cost theory in detail.	CO3	L3
5.	Examine that a producer reaches equilibrium when marginal cost is equal to marginal revenue, using a suitable diagram to support your explanation.	CO3	L4
<b>UNIT-III</b>			
6.	Analyze the relevance of the features of perfect competition in comparison with other market structures.	CO4	L4
7.	Explain an analytical framework to distinguish monopolistic competition from monopoly based on innovation, pricing, and consumer choice.	CO4	L5
<b>UNIT-IV</b>			
8.	Identify the advantages and limitations of price penetration and price skimming strategies from a managerial perspective.	CO5	L3
9.	Interpret the concepts of rent, profit, and interest using real-world examples, and assess their significance in income distribution.	CO5	L5

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6.	Simplify "A universal human order based on harmony and co-existence is the ultimate goal of education and governance." सामंजस्य और सह-अस्तित्व पर आधारित मानव व्यवस्था ही शिक्षा और शासन का मुख्य लक्ष्य है। समझें और सवि-असंतुलन 'उ' आधारित मनुषी व्यवस्था को सिद्ध करें और सासन का मुख्य लक्ष्य है।	CO5	L4
<b>SECTION-C</b>			
7.	Identify the hierarchy of human needs and priorities, right understanding, relationship, and physical facilities, in the context of balanced human development. संतुलित मानव विकास के संदर्भ में मानव आवश्यकताओं और प्राथमिकताओं, सही समझ, संबंध और भौतिक सुविधाओं, की क्रमबद्धता को पहचानिए। संतुलित मनुषी विकास के संदर्भ में मनुषी आवश्यकताओं—सही समझ, संबंध और भौतिक सुविधाओं—की क्रमबद्धता को पहचानिए। OR Organize material prosperity and spiritual well-being in terms of their contribution to human happiness. मानव सुख में उनके योगदान के आधार पर भौतिक समृद्धि और आध्यात्मिक कल्याण को व्यवस्थित कीजिए। मनुषी सुख में उनके योगदान के आधार पर भौतिक समृद्धि और आध्यात्मिक कल्याण को व्यवस्थित कीजिए।	CO1	L3
8.	Distinguish between the needs of the Self ('I') and the needs of the Body, and analyze their correct prioritization for human happiness. स्व ('मैं') की आवश्यकताओं और शरीर की आवश्यकताओं में अंतर बताइए, और मानव सुख के लिए उनकी सही प्राथमिकता का विश्लेषण कीजिए। आप ('मैं') की आवश्यकताओं और शरीर की आवश्यकताओं में अंतर बताइए, और मनुषी सुख के लिए उनकी सही प्राथमिकता का विश्लेषण कीजिए। OR Examine the relationship between Sanyam and Swasthya and how imbalance in either affects the harmony of an individual. संयम और स्वास्थ्य के संबंध की जांच कीजिए और समझाइए कि इनमें से किसी एक में असंतुलन व्यक्ति के सामंजस्य को कैसे प्रभावित करता है। संयम और स्वास्थ्य के संबंध की जांच कीजिए और समझाइए कि इनमें से किसी एक में असंतुलन व्यक्ति के सामंजस्य को कैसे प्रभावित करता है।	CO2	L4

9.	Utilize the impact of lack of trust on family, workplace, and social interactions, using suitable examples. उपयुक्त उदाहरणों का प्रयोग करते हुए परिवार, कार्यस्थल और सामाजिक संबंधों पर विश्वास की कमी के प्रभाव को स्पष्ट कीजिए। उचित उदाहरणों की मदद से परिवार, कार्यस्थल, समाज आदि में विश्वास की कमी के प्रभाव को स्पष्ट कीजिए। OR Choose how trust can transform interpersonal and professional relationships. समझाइए कि विश्वास कैसे व्यक्तिगत और व्यावसायिक संबंधों को रूपांतरित कर सकता है। दोनों कि उदाहरणों का उपयोग करते हुए विश्वास की कमी के प्रभाव को स्पष्ट कीजिए।	CO3	L3
10.	Compare "Human prosperity cannot be sustained without harmony in nature." मानव समृद्धि प्रकृति में सामंजस्य के बिना बनी नहीं रह सकती। OR Inspect the role of human values and ethics in maintaining or disturbing harmony in the natural ecosystem. मूल्यों और नैतिकता की क्या भूमिका होती है, जांच कीजिए। OR Determine that the understanding of natural acceptance of human values can help resolve conflicts between personal interests and organizational goals. मानव मूल्यों की प्राकृतिक स्वीकार्यता की समझ व्यक्तिगत हितों और संगठनात्मक लक्ष्यों के बीच संघर्ष को कैसे हल करने में मदद कर सकती है, स्पष्ट कीजिए।	CO4	L4
11.	Determine that the understanding of natural acceptance of human values can help resolve conflicts between personal interests and organizational goals. मानव मूल्यों की प्राकृतिक स्वीकार्यता की समझ व्यक्तिगत हितों और संगठनात्मक लक्ष्यों के बीच संघर्ष को कैसे हल करने में मदद कर सकती है, स्पष्ट कीजिए। OR Explain the relevance of humanistic education in addressing contemporary global issues like inequality, environmental degradation, and moral decline. असमानता, पर्यावरणीय क्षरण और नैतिक पतन जैसी समकालीन वैश्विक समस्याओं को संबोधित करने में मानवतावादी शिक्षा की प्रासंगिकता का मूल्यांकन कीजिए। OR Explain the relevance of humanistic education in addressing contemporary global issues like inequality, environmental degradation, and moral decline. असमानता, पर्यावरणीय क्षरण और नैतिक पतन जैसी समकालीन वैश्विक समस्याओं को संबोधित करने में मानवतावादी शिक्षा की प्रासंगिकता का मूल्यांकन कीजिए।	CO5	L5

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