

Roll No.

Total No. of Pages:02

Total No. of Questions: 09

BBA, Semester-3RD
ORGANIZATIONAL BEHAVIOUR
Subject Code: BBA-301-18
M.Code: 76655
Date of Examination: 27-11-2025

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
SECTION-A			
1.	Answer briefly:		
a.	Define Organisational Behaviour (OB).	CO-1	L1
b.	Explain the personal factors influence individual behaviour at work.	CO-1	L2
c.	Recall any two work-related attitudes.	CO-2	L1
d.	Summarise the importance of perception in understanding employee behaviour.	CO-2	L2
e.	Define interest group.	CO-3	L1
f.	Explain group cohesiveness.	CO-3	L2
g.	List the stages of the conflict process.	CO-4	L1
h.	Demonstrate negotiation in conflict management.	CO-4	L2
i.	What is the importance of shared values in organizational culture.	CO-5	L1
j.	Outline the relaxation techniques that help in managing employee stress.	CO-5	L2
SECTION-B			
UNIT-I			
2.	Apply the concept of classical conditioning to demonstrate that employees can develop positive attitudes toward organisational goals.	CO-1	L3
3.	Compare experiential learning with cognitive learning in improving organisational performance.	CO-1	L4
UNIT-II			
4.	Show that perception influences the managerial decision-making in a multicultural workplace.	CO-2	L3
5.	Assess whether changing employee attitudes is more effective than changing organisational policies.	CO-2	L5

UNIT-III			
6.	Critically assess the role of leadership in guiding teams through the “storming” and “norming” stages.	CO-3	L5
7.	Apply the concept of virtual teams to explain challenges in communication and trust-building.	CO-3	L4
UNIT-IV			
8.	Compare role conflict and intergroup conflict with examples from organisational settings.	CO-4	L3
9.	Examine the Thomas–Kilmann Conflict Model to illustrate that a manager should handle a conflict between two team members with opposing viewpoints.	CO-5	L5

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UNIT-IV			
8.	Identify different pricing techniques for both online and offline business along with examples.	CO-4	L3
9.	Select various distribution channels that a business organization can choose to supply goods and commodities to final consumers.	CO-5	L5

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BBA, Semester-3rd
COST AND MANAGEMENT ACCOUNTING

Subject Code: BBA-303-18

M.Code: 76657

Date of Examination: 04-12-2025

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
SECTION-A			
1.	Answer briefly:		
a.	Define the objectives of cost accounting.	CO-1	L1
b.	Summarize the meaning of management accounting & its nature.	CO-1	L2
c.	Recall Current ratio.	CO-2	L1
d.	Demonstrate Gross profit ratio, if gross profit on sales is 25% and total Gross profit is Rs.30000?	CO-2	L2
e.	Define the objectives of financial statement analysis.	CO-3	L1
f.	Summarize any two advantages of standard costing.	CO-3	L2
g.	What is budgetary control?	CO-4	L1
h.	Outline the concept of zero based budgeting.	CO-4	L2
i.	Recall two differences between marginal costing and absorption costing?	CO-5	L1
j.	Interpret the meaning of break-even point.	CO-5	L2
SECTION-B			
UNIT-I			
2.	Examine the meaning of management accounting and elaborate its objectives.	CO-1	L4
3.	Make use of the following Balance Sheet- Liabilities- Share capital Rs. 3,00,000 Sundry creditors Rs. 48,000 Bills Payable Rs. 10,000 Bank Overdraft Rs. 5,000 Outstanding expenses Rs. 2,000	CO-2	L3

	Assets- Building Rs. 1,50,000 Machinery Rs. 85,000 Stock Rs. 50,000 Debtors Rs. 59,000 Prepaid expenses Rs. 1,000 Cash Rs. 4,000 Short term investments Rs. 16,000 You are required to calculate and comment on: a) Current ratio. b) Liquid ratio. c) Absolute Liquid ratio. **Show All working notes		
UNIT-II			
4.	Identify the different tools & techniques of analysis and interpretation of financial statements?	CO-3	L3
5.	Examine the meaning of standard costing, its advantages and limitations.	CO-3	L4
UNIT-III			
6.	Interpret the meaning of a master budget and different types of functional budgets.	CO-4	L5
7.	Analyze the meaning of a fixed and a flexible budget and their difference.	CO-4	L4
UNIT-IV			
8.	Identify the following terms with example - a) Break even analysis. b) PV ratio. c) Margin of Safety.	CO-5	L3
9.	Explain the features of marginal costing with its advantages & disadvantages.	CO-5	L5

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UNIT-II			
4.	Apply the factor rating method to compare two potential factory locations.	CO-2	L3
5.	Interpret the nature and scope of capacity planning.	CO-3	L5
UNIT-III			
6.	Explain Kanban system and its impact on increasing the efficiency of an organisation.	CO-4	L5
7.	Analyse Six Sigma and its methodologies in detail.	CO-4	L4
UNIT-IV			
8.	Identify the concept of quality control and its various principles.	CO-5	L3
9.	Interpret EOQ model to calculate optimum order quantity.	CO-5	L5

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BBA, Semester-3rd

IT TOOLS FOR BUSINESS

Subject Code: BBASEC301-18

M.Code: 76659

Date of Examination: 11-12-2025

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
SECTION-A			
1.	Answer briefly:		
a.	Name two types of computer memory.	CO-1	L1
b.	Outline CPU and URL stand for?	CO-1	L2
c.	List the difference between data and information.	CO-2	L1
d.	Explain RAM being called volatile memory?	CO-2	L2
e.	Define powerpoint with example.	CO-3	L1
f.	Explain the difference between "Save" and "Save As."	CO-3	L2
g.	Recall functions of sort and filter in MS Excel.	CO-4	L1
h.	Illustrate purpose of the MAX and MIN function in Excel?	CO-4	L2
i.	Show the use of the SUM function and the AVERAGE function.	CO-5	L1
j.	Explain how the AutoSum & Count If feature works in Excel.	CO-5	L2
SECTION-B			
UNIT-I			
2.	Analyze the scope of computers in the Indian digital economy with examples.	CO-1	L4
3.	Identify any 3 input and output devices of computer and apply types of printers.	CO-1	L3
UNIT-II			
4.	Apply generation of languages with difference between low level languages and high level languages with examples?	CO-2	L3
5.	Analyze the main functions of the Windows operating system with illustrations?	CO-2	L5
UNIT-III			
6.	Justify the history and evolution of MS-Word. Explain its key features and importance in modern documentation.	CO-3	L5

7.	Classify the features that make PowerPoint an effective presentation tool using design themes, slide layouts, animations, transitions.	CO-3	L4
UNIT-IV			
8.	Develop a mark sheet for 5 students with 4 subjects. Use formulas to calculate total and percentage. Apply conditional formatting to highlight students scoring below 40%.	CO-4	L3
9.	Justify the use of data validation in Excel. How to sort and filter data in Excel?	CO-5	L5

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