

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA (Service Industry Management) (Sem.-6)
MERCHANT BANKING AND FINANCIAL SERVICES

Subject Code : BBASM-601-18

M.Code : 79356

Date of Examination : 25-04-2024

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 short note on the following :

- a) Define a Bank.
- b) Objectives of IRDA.
- c) What is Non Banking Institution?
- d) What is Mutual Fund?
- e) Define IPO.
- f) What is Hire Purchase?
- g) What is RBI?
- h) Full disclosure.
- i) What is IDR?
- j) What is General Insurance?



SECTION-B

UNIT-I

2. Write a detailed note on the issue of Debt Instruments.
3. Who is a Merchant Banker? Explain its functions.

UNIT-II

4. Explain the different types of Leasing contracts in detail.
5. What is Stock Broking? Discuss in detail.

UNIT-III

6. Discuss the major types of Factoring in detail.
7. Discuss the features of Venture Capital Finance in detail.

UNIT-IV

8. What is Retail Banking? Explain the concept and advantages.
9. What are the duties and functions of IRDA? Discuss in detail.

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BBA (SIM) (Sem.-6)

ENTERPRISE RESOURCE PLANNING

Subject Code : BBASM-602-18

M.Code : 79357

Date of Examination : 22-12-2024

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 ERP add-on?
 - b) What is enterprise resource planning?
 - c) What is data warehousing?
 - d) What do you understand by business analytics?
 - e) What is role of vendors in ERP?
 - f) What is gap analysis?
 - g) What is BPR?
 - h) What is pre material requirement planning?
 - i) What is extended ERP?
 - j) What is business intelligence?

SECTION B

UNIT-I

2. Write a note on evolution and need of ERP?
3. What is the importance of fundamental technology of ERP? How it helps in material management?

UNIT-II

4. What is BPM and steps of BPM?
5. What are vendor solutions for small, medium and large enterprises?

UNIT-III

6. What do you understand by ERP inventory control module and ERP purchasing module?
7. Write a note on planning, evaluation and selection of ERP systems.

UNIT-IV

8. Discuss supply chain management in detail.
9. What are the various factors responsible for success and failure of ERP?

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BBA (SIM) (Sem.-6)
ENTERPRISE RESOURCE PLANNING

Subject Code : BBASM602-18

M.Code : 79357

Date of Examination : 29-04-2024

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write briefly :

- a) Need for ERP
- b) Extended ERP
- c) ERP Planning-II
- d) Steps in business process management
- e) Data warehousing
- f) ERP HR module
- g) ERP implementation lifecycle
- h) List the success factors of ERP implementation
- i) Three fundamental components in CRM.
- j) Future trends in ERP systems.



SECTION-B

UNIT-I

2. a) Discuss the evolution of ERP.
b) What is MRP II? Explain briefly.
3. Explain in detail about the issues to be considered in planning design and implementation of cross functional integrated ERP systems.

UNIT-II

4. What are the three approaches in practice by the ERP vendors for ERP implementation? Discuss.
5. What is Business Process Reengineering? Explain the different steps in implementing the business process reengineering.

UNIT-III

6. Describe briefly about the Functional modules of ERP software.
7. How will you develop a business model for an enterprise and analyze its complexity? Illustrate with suitable example such as core banking solution etc.

UNIT-IV

8. Briefly discuss the strategically measures to be taken by the top management for successful ERP implementation.
9. Give an overview of the data migration process. Explain different data migration methods.

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BBA (Service Industry Management) (Sem.-6)
ENTREPRENEURSHIP DEVELOPMENT

Subject Code : BBASM603/18

M.Code : 79358

Date of Examination : 30-04-2024

Time : 3 Hrs.

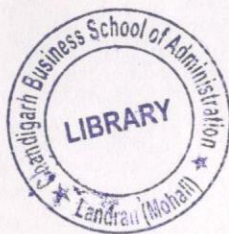
Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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4. Student has to attempt any **ONE** question from each Sub-section.

SECTION-A

1. Write briefly :
- Explain the concept of Entrepreneurship.
 - Elaborate the Entrepreneurship Development (ED) Cycle.
 - What are the barriers in the way of Entrepreneurship?
 - What can be the possible reasons for the failure of the business plans?
 - Explain the government policies involved with MSMEs.
 - Elaborate the current scenario of EDPs in India.
 - What are the problems that is faced by the start-ups?
 - Explain the concept of margin money scheme.
 - What is the difference between venture capital and seed capital?
 - Explain the role of industrial development banks on entrepreneurial development.



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SECTION-B

UNIT-I

2. What do you understand by the term Entrepreneurship development? Explain the various theories of Entrepreneurship.
3. Explain the different types of Entrepreneurs. What are the traits that are necessary for a good entrepreneur?

UNIT-II

4. How creativity is important for a business to be successful? What are the factors that blocks the creativity?
5. What do you mean by Micro-Small-Medium (MSME) Enterprise? Explain the objectives, advantages and disadvantages of these enterprises.

UNIT-III

6. Explain the various phases of Entrepreneurial Programmes. Also, explain the administrative framework required for Entrepreneurship Development.
7. What are the incentives and subsidies available for Entrepreneurial Development Programmes? What are their advantages.

UNIT-IV

8. What is industrial sickness? What can be the causes and remedies for reviving the industry from this?
9. Explain the following financing options :
 - a) Bridge Capital
 - b) Lease Funding
 - c) Angel Investors.

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