

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA/ BBA (SIM) (Sem. 2)  
**MANAGERIAL ECONOMICS - II**  
Subject Code : BBAGE-201-18  
M.Code : 75918  
Date of Examination : 26-05-2025

Time : 3 Hrs.

Max. Marks : 60

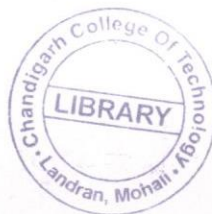
**INSTRUCTIONS TO CANDIDATES :**

1. SECTION-A is **COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. SECTION-B consists of **FOUR** 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. Pen down the concept of Stagflation.
- b. What is meant by Multiplier?
- c. What is inside money and outside money?
- d. What is Phillips curve?
- e. What is monetary policy?
- f. What is sacrifice ratio?
- g. What is meant by unemployment?
- h. What is Income policy?
- i. How to measure National Income?
- j. What is meant by business cycle?



**SECTION - B**

**UNIT - I**

2. Define supply of money. Discuss the various theories of supply of money.
3. Discuss the nature and functions of money and explain various theories of demand for money.

**UNIT - II**

4. Define Inflation. Discuss the types of inflation and steps in the measurement of Inflation as well as policies to control inflation.
5. Discuss the types and cost of unemployment and Oakun's Law Measurement of unemployment in India.

**UNIT - III**

6. Pen down the meaning, objectives, constituents and Limitations of Fiscal policy.
7. What is foreign trade multiplier? Discuss its working, assumptions, effects and criticisms.

**UNIT IV**

8. Pen down the various sources of Public revenue, objectives, types and economic effects of taxes.
9. Discuss central-state financial relations and the duties of Finance Commission?

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Total No. of Questions : 09

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**BBA/BBA (SIM) (Sem.-2)**  
**BUSINESS ENVIRONMENT**

Subject Code : BBA-202-18

M.Code : 75917

Date of Examination : 22-05-2025

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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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. What is meant by the term "business environment"?
- b. Briefly explain the importance of economic planning in India.
- c. What is the primary objective of fiscal policy?
- d. Define the role of the Executive in India's political environment.
- e. What is the purpose of the Consumer Protection Act?
- f. Define globalization and list one factor that impedes it in India.
- g. What is meant by "social responsibility of business"?
- h. Give two examples of reforms in the public sector in India.
- i. Explain the purpose of the International Monetary Fund (IMF).
- j. Discuss Regional Groupings.

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1591-554

**SECTION - B**

**UNIT - I**

2. Explain the concept of business environment and discuss the significance of environmental scanning for business decision-making.
3. Analyze India's economic environment by discussing its economic planning, Industrial Policy and key economic policies (Fiscal, Monetary and EXIM).

**UNIT - II**

4. Describe the impact of political institutions (Legislature, Executive and Judiciary) on the business environment in India.
5. Discuss the impact of Liberalization, Privatization and Globalization on the Indian economy. How have these policies affected Indian businesses?

**UNIT - III**

6. Examine the critical elements of the socio-cultural environment and their influence on business ethics and corporate social responsibility.
7. Discuss the changing role and relevance of the public sector in India. How has the regulatory framework evolved in the banking and securities market?

**UNIT-IV**

8. Evaluate the benefits and challenges that Multinational Corporations (MNCs) bring to the Indian business environment.
9. Analyze the role of the World Trade Organization (WTO) in shaping global trade. Discuss the implications of mergers and acquisitions for the Indian economy.

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Total No. of Pages : 03

Total No. of Questions : 09

**BBA/BBA(SIM) (Sem.-2)**  
**BUSINESS STATISTICS**

Subject Code : BBA-201-18

M.Code : 75916

Date of Examination : 19-05-2025

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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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) Statistics in Plural Sense
- b) Frequency
- c) Stratified Sampling
- d) Percentile
- e) Standard Deviation
- f) Linear Correlation
- g) Meaning of Probability
- h) Probability Distribution
- i) Constants
- j) Binomial Distribution

**SECTION - B**

**UNIT - I**

2. Describe the main functions of statistics. Give the utility of statistics in Economic Planning.
3. Differentiate between Probability and Non Probability Sampling Techniques. Elaborate different non probability sampling techniques.

**UNIT - II**

4. You are given the following incomplete frequency distribution. It is known that the total frequency is 100 and that the Median is 44. Estimate by calculation the missing frequencies and find the value of Mode :

Value	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Frequency	5	12		20		10	4

5. Differentiate between absolute and Relative Measures of Variation. Discuss various methods of Measures of Variation.

**UNIT - III**

6. Differentiate between Correlation and Causation. Discuss different methods of Calculation of Correlation.
7. The following are the Marks obtained by 8 Students in Mathematics and Statistics. Find the Regression Line of Marks in Statistics and Marks in Mathematics :

Marks in Mathematics	50	40	60	46	50	48	59	47
Marks in Statistics	30	37	42	32	35	45	40	35

#### UNIT - IV

8. A man wants to marry a girl having qualities white Complexion: The Probability of having such a girl is 1 in twenty. Handsome dowry-the probability of getting this one is one n fifty; Westernized manner and etiquettes, the probability here is one in hundred. Find the probability of his getting married to such a girl when the possession of these attributes is independent.
9. What is Poisson distribution? How to fit a Poisson distribution? Explain different properties of Poisson distribution.



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B.Com. (Hons.) / BA(JAMC) / BHMCT / B.Sc. (FD/  
MLS) / BBA (SIM) / BBA / BTM (Sem.-2)

**ENVIRONMENTAL STUDIES**

Subject Code : EVS-102-18

M.Code : 75831

Date of Examination : 05-05-2025

Time : 3 Hrs.

Max. Marks : 60

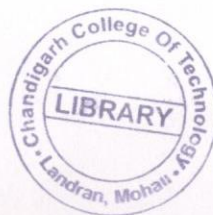
**INSTRUCTIONS TO CANDIDATES :**

1. Attempt ALL questions in SECTION-A, Each question carry 2 marks
2. Attempt any FOUR questions from SECTION-B, Each question carry 10 marks.

**SECTION - A**

1. Answer all parts of the question :

- a) Define biomes.
- b) Define ecological succession.
- c) What is meant by food chain?
- d) List any four air pollutants which affect materials.
- e) What are the causes of soil erosion?
- f) List any two major global effects of air pollution.
- g) Name any two methods of wasteland reclamation.
- h) What is meant by desertification?
- i) How does acid rain occur?
- j) What are GHGs? Name any four GHGs in the descending order of their global warming potential.



**SECTION - B**

2. Critically examine how environmental benign is the various alternate energy resources?
3. Explain the energy flow in a typical marine ecosystem.
4. Discuss the uses, functions and values of forest resources. List the causes and effects of its degradation.
5. Consider India as a mega biodiversity nation; explain the biogeographical regions of India and its biodiversity hot spots.
6. *"Increasing sea level and climate change are major impacts of environmental pollution"* Discuss the various global effects.
7. List and contrast the major environmental problems in urban and rural areas. Suggest remedial measures.

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BBA (Sem.-4)

**BUSINESS RESEARCH METHODS**

Subject Code : BBA-401-18

M.Code : 77423

Date of Examination:06-05-2025

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. Students have to attempt any ONE question from each Sub-section.

**SECTION - A**

**1. Explain briefly :**

- a) What do you mean by the applied research?
- b) What is the importance of a review of literature in research?
- c) What do you mean by multi-stage sampling?
- d) Discuss the characteristics of the good questionnaire.
- e) What do you mean by sampling errors?
- f) What do you mean by ratio scale?
- g) State the difference between the primary data and secondary data.
- h) What do you understand by cross-tabulation?
- i) What are the essentials of a good questionnaire?
- j) What are the Characteristics of a good research report?



**SECTION - B**

**UNIT - I**

2. What do you mean by business research? Explain the scope and importance of research in managerial planning and decision-making.
3. What is meant by Research Design? Explain in detail the research designs applied in exploratory design in detail.

**UNIT - II**

4. Discuss the difference between probability and non-probability sampling techniques. Discuss various types of probability sampling techniques in detail.
5. Define primary data. Examine the merits and limitations of the observation method in collecting data. Illustrate your answer with a suitable example.

**UNIT - III**

6. What are different types of questions which can be asked in a questionnaire? Outline the guidelines for developing a good questionnaire?
7. What are the classifications of measurement scales? Explain the meaning of each class with examples.

**UNIT - IV**

8. What are different types of research reports? Discuss the format of good research report.
9. What is data preparation? Describe in brief the importance of editing, coding, classification, tabulation and presentation of data in the context of a research study.

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BBA (Sem.-4)

## HUMAN RESOURCE MANAGEMENT

Subject Code : BBA-402-18

M.Code : 77424

Date of Examination : 20-05-2025

Time : 3 Hrs.

Max. Marks : 60

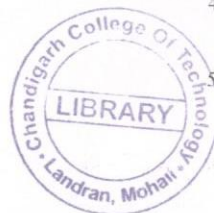
### INSTRUCTIONS TO CANDIDATES :

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. Students have to attempt any ONE question from each Sub-section.

### SECTION - A

#### 1. Explain briefly :

- a) Scope of HRM.
- b) Define job specification.
- c) List various sources of recruitment.
- d) What do you mean by employee testing?
- e) Elements of an effective induction program.
- f) Difference between training and development.
- g) Career life cycle
- h) Define incentives.
- i) What do you mean by industrial relations?
- j) HRM in India



### SECTION - B

#### UNIT - I

2. Define Human resource management. Discuss various emerging trends of HRM due to globalization and technological advancements.
3. What is human resource planning? Briefly explain various factors influencing human resource planning.

#### UNIT - II

4. What do you mean by employee selection? Explain the steps of a selection process with the help of suitable illustrations.
5. Define job design. Discuss in detail various methods of job design.

#### UNIT - III

6. Define training. State its importance. Explain different methods of on the job training with their advantages and disadvantages.
7. Explain the concept of career planning and development. Discuss the process of career planning and development in detail.

#### UNIT - IV

8. What is performance appraisal? Elucidate various traditional and modern methods of performance appraisal.
9. Define compensation. What are the elements of employee compensation? Discuss various factors affecting the compensation policy of an organization.

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**BBA (Sem.-4)**  
**FINANCIAL MANAGEMENT**  
 Subject Code : BBA-403-18  
 M.Code : 77425  
 Date of Examination : 23-05-2025

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 Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Students have to attempt any ONE question from each Sub-section.

**SECTION - A**

**1. Write a short notes on :**

- a) Liquidity decisions
- b) Time value of money
- c) Weighted average cost of capital.
- d) Optimum Capital Structure
- e) What is meant by Financial Leverage?
- f) Any two points of importance of capital budgeting.
- g) Capital Rationing
- h) Working Capital Cycle
- i) Can dividend be paid in India in the form of other than cash?
- j) Any two disadvantages of inadequate working capital.

**SECTION - B**

**UNIT - I**

2. Discuss in detail the nature and scope of Financial Management.
3. Suppose you are appointed as Chief Financial Officer (CFO) in a MNC (Multinational Company). Your company needs finance for expansion. Describe in brief various sources of rising of finance (capital) which are available to a MNC (Multinational Company).

**UNIT - II**

4. Discuss the importance of cost of capital. Explain the computation of specific sources of cost of capital.
5. The capital structure of a company consists of the following securities :  

10% Preference share-capital	Rs. 10,00,000
Equity share capital (Rs. 10/- each)	Rs. 10,00,000
The amount of operating profit is	Rs. 4,00,000.

The company is in 50% tax bracket. You are required to calculate the financial leverage of the company. What would be the new financial leverage if the operating profit increase to Rs.4,40,000.

**UNIT - III**

6. What do you mean by Investment Decision making? What is the significance of studying capital budgeting?
7. In a company, while making capital expenditure decision, two alternative capital projects A-666 and A-777 involve an investment outlay of Rs. 1,44,000 each. The streams of cash inflows are as follows :

Year	Cash inflows ( Rs.)	
	Project A-666	Project A-777
1	1,00,000	20,000
2	80,000	40,000
3	20,000	50,000
4	20,000	40,000
5	30,000	1,70,000

The required rate of earnings is 12 %. PV factor at 12 % are : Year 1(0.893), Year 2(0.797), Year 3(0.712), Year 4(0.636) and Year 5(0.567). Which of the two projects should be accepted as per NPV Method?



## UNIT - IV

8. What is the significance of Working capital for a firm? Also, explain briefly, the main constituents of working capital?
9. Goodyear company belongs to a risk class for which the approximate capitalization rate is 10%. It currently has outstanding 50,000 shares selling at Rs. 100 each. The firm is contemplating the declaration of a dividend of Rs. 5 per share at the end of the current financial year. It expects to have a net income of Rs. 5,00,000 and has a proposal for making new investments of Rs. 10,00,000. Show that under the MM assumption, the payment of dividend does not affect the value of the firm.



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BBA (Sem.-4)

**ENTREPRENEURSHIP DEVELOPMENT**

Subject Code : BBAGEC401-18

M.Code : 77426

Date of Examination : 27-05-2025

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. Students have to attempt any **ONE** question from each Sub-section.

**SECTION - A**

**I. Explain the following :**

- a) Entrepreneurial motivation
- b) Types of entrepreneurs.
- c) Phases of entrepreneurship development program.
- d) Problems of startups.
- e) Characteristics of an MSMSE.
- f) Define business incubators.
- g) What is lease funding?
- h) Industrial clusters
- i) Venture capital
- j) Angel investors



**SECTION - B**

**UNIT - I**

2. Define entrepreneurship. Discuss the various theories of entrepreneurship.
3. Describe the traits of a successful entrepreneur. Also, discuss the role of an entrepreneur in the economic development of a country.

**UNIT - II**

4. What is the importance of idea generation? Discuss the various sources of a business idea.
5. Define business plan. Elaborate the important elements of a business plan with examples.

**UNIT - III**

6. Critically analyze various government schemes and policies to promote EDP in India.
7. Discuss in detail the role of different state-level and national-level promotional agencies in assisting business startups.

**UNIT - IV**

8. What is industrial sickness? Discuss its causes. Also, suggest some remedial measures to revive the sick industrial units.
9. Explain the role of financial institutions and commercial banks in entrepreneurial development with the help of suitable illustrations.

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Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.-4)

## BUSINESS ETHICS AND CORPORATE SOCIAL RESPONSIBILITY

**Subject Code : BBASEC401-18**

M.Code : 77427

Date of Examination : 31-05-2025

Time : 3 Hrs.

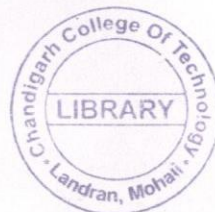
Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Students have to attempt any **ONE** question from each Sub-section.

## SECTION - A

1. Write a short note on :
  - a) Explain the nature of Business Ethics.
  - b) How are moral standards important in business?
  - c) Explain the concept of ethical decision-making in business.
  - d) Describe the role of human values in personal growth.
  - e) What is meant by 'Total Quality Mind'?
  - f) Discuss the importance of intuition in managerial decision-making.
  - g) Define Corporate Social Responsibility (CSR).
  - h) What is the triple bottom line approach in CSR?
  - i) Explain the concept of Corporate Citizenship.
  - j) What are the Millennium Development Goals (MDGs)?



## SECTION - B

## UNIT - I

2. Describe the scope and purpose of ethics in business. Discuss its relevance in markets, finance and HR.
3. Explain the relevance of ethical principles in consumer protection and marketing. How can these principles be applied in modern businesses?

## UNIT - II

4. Discuss how human values like freedom, creativity, love and wisdom contribute to decision-making.
5. Compare and contrast the intellectual-rational brain with the holistic-spiritual brain.

### UNIT - III

6. Trace the history and evolution of CSR in India. Discuss Carroll's model of CSR and the major drivers of CSR initiatives.
7. Explain the relationship between CSR, Corporate Governance and sustainability. Discuss the environmental aspects of CSR in business.

#### UNIT - IV

8. Explain the role of the United Nations Global Compact 2011 and the UN Guiding Principles on business and human rights in shaping international CSR frameworks.
9. Discuss the relationship between CSR and the Sustainable Development Goals (SDGs).

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Total No. of Pages : 02

BBA (Sem-6)

## STRATEGY MANAGEMENT

**Subject Code : BBA601-18**

**M.Code : 79347**

Date of Examination : 05-05-2025

Time : 3 Hrs.

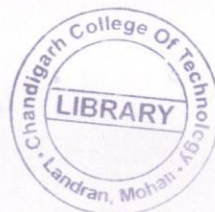
Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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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. Answer briefly :
- a) Differentiate between business level and corporate level strategies.
  - b) Difference between goals and objectives.
  - c) What is Pest analysis?
  - d) What is dynamic competition?
  - e) Explain Hofer's Product Market Evolution Matrix.
  - f) Define Balanced Scorecard.
  - g) Define strategic control.
  - h) What is strategic leadership?
  - i) What is Resource Allocation?
  - j) What are diversification strategies?



## SECTION - B

## UNIT - I

2. Elaborate the nature and scope of strategic management. Discuss the steps involved in the process of strategic management.
3. *'Strategy operates at different levels'*. Do you agree? Comment explaining different levels of strategy.

## UNIT - II

4. What is organizational analysis? Discuss two techniques of conducting this analysis.
5. What is environmental analysis? Describe Porter five forces model and its significance.

### UNIT - III

6. Explain the relevance of cost and differentiation strategies for competitive advantage.
7. Discuss the concept of strategic choice. Explain GE nine cell matrix and BCG techniques of strategic choice in detail.

## UNIT - IV

8. Explain the process of strategic implementation in detail. Discuss the relationship between strategy and structure.
9. Explain the techniques for conducting strategic evaluation and control.

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**Total No. of Questions : 09**

Total No. of Pages : 02

**Subject Code : BBA601-18**

**M.Code : 79347**

Date of Examination : 05-05-2025

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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### SECTION-A

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- b) Difference between goals and objectives.
- c) What is Pest analysis?
- d) What is dynamic competition?
- e) Explain Hofer's Product Market Evolution Matrix.
- f) Define Balanced Scorecard.
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## SECTION - B

## UNIT - I

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## UNIT - II

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BBA (Sem.-6)

**COMPANY LAW**

Subject Code : BBA602-18

M.Code : 79348

Date of Examination : 19-05-2025

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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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**

**I. Write a short note on the following :**

- a) One Person Company.
- b) Promoter
- c) Red Herring Prospectus
- d) Doctrine of Constructive Notice
- e) Share Warrant
- f) Debentures
- g) Independent Director
- h) AGM
- i) Any two consequences of winding up of a company.
- j) Provisions relating to Audit.

**SECTION - B**

**UNIT - I**

2. "A company is an artificial person created by law with a perpetual succession and a common seal". Comment on the above statement and clearly explain the characteristics of a company.
3. Discuss the legal formalities that are to be complied with under Indian Companies Act regarding the formation of the company.

**UNIT - II**

4. What are the compulsory clauses in the Memorandum of Association? In what cases, in what mode and to what extent can a company alter these clauses?
5. Is the issue of a prospectus obligatory for a public company? Discuss the consequences of misstatement in a prospectus.

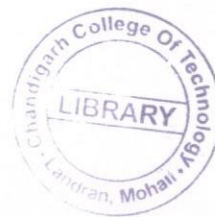
**UNIT - III**

6. Discuss in detail the provisions regarding appointment of Directors in a company.
7. What are the requisites of a valid meeting?

**UNIT - IV**

8. What are the various modes of winding up of a company?
9. Write a short note on :
  - a) National Company Law Appellate Tribunal.
  - b) Provisions relating to payment of Dividend.

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Total No. of Questions : 09

**BBA (Sem.-6)**  
**RETAILING AND LOGISTICS MANAGEMENT**

Subject Code : BBA612-18

M.Code : 79350

Date of Examination : 22-05-2025

Time : 3 Hrs.

Max. Marks : 60

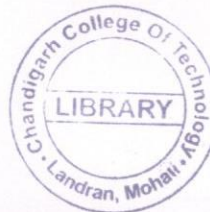
**INSTRUCTIONS TO CANDIDATES :**

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. Answer briefly :**

- a) What are the characteristics of Retailing?
- b) Why is the location the most important factor in retailing?
- c) What do you mean by store design?
- d) What are the types of buying decisions in retail?
- e) Define store merchandise management.
- f) Give any four characteristics of a chain store.
- g) Define multi-channel retailing.
- h) What is meant by E-tailing?
- i) Distinguish between organized and unorganized retail formats.
- j) What are the reasons for the rise of retailing?



**SECTION - B**

**UNIT - I**

2. Explain customer buying behavior in retail and the factors influencing buying decisions.
3. Describe the different types of retailing/retailing format (store-based and non-store based) in India along with their functions.

**UNIT - II**

4. Discuss the importance of site selection in retail and the factors affecting the choice of retail location.
5. Explain the role of HRM in designing the organization structure and motivating the employees.

**UNIT - III**

6. Explain the concept of store management and discuss various store layout and design strategies.
7. Explain the objectives of Merchandising. What are the considerations a retailer should keep in mind while merchandise planning?

**UNIT - IV**

8. Discuss the challenges in supply chain logistics and how logistics functions contribute to business efficiency.
9. Define supply chain management and explain the differences between logistics and supply chain management.

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

Roll No.

Total No. of Pages : 03

Total No. of Questions : 09

BBA (Sem.-6)

**DIRECT AND INDIRECT TAX LAWS**

Subject Code : BBA622-18

M.Code : 79352

Date of Examination : 26-05-2025

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 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) Assessment Year
- b) Agriculture Income
- c) House Rent Allowance
- d) Short Term Capital Gain
- e) Clubbing of Income of Minor Child.
- f) Advance Payment of Tax.
- g) GST Eco-system
- h) Give the full form of SGST, CGST, UTGST and IGST.
- i) Balwant Singh is an Indian citizen and is a practicing advocate. He leaves India for his case in Germany on 19th May, 2023. Determine his residential status for A.Y. 2024 - 25.
- j) Belated Return

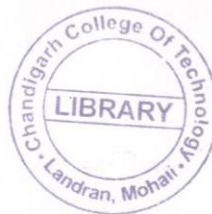
**SECTION - B**

**UNIT - I**

2. What do you mean by Direct Tax and Indirect Tax? Give the examples of both types of taxes. Also state the points of distinction between Direct Tax and Indirect Tax.
3. The following are the details of incomes of Mr. Abhishek for the Previous Year 2023-24. Compute the total income in case of Mr. Abhishek for Assessment Year 2024-25 assuming he is a) Resident and Ordinary Resident; b) Resident but not ordinary resident; c) Non - resident.
  - a. He works in SKB Ltd., an Indian Company and receives salary in India during the year Rs.4,00,000.
  - b. He has a house in Mohali from which he has earned Income from house property amounting to Rs. 3,00,000. Rental income is received in UK.
  - c. He has received dividend of Rs. 1,10,000 from Wipro Ltd., an Indian company and has also received dividend of Rs. 95,000 (equivalent Indian rupees) from a foreign company outside India.
  - d. He transfers shares of an Indian company outside India to a Non resident individual and earns a short term capital gain of Rs. 65,000.
  - e. He has also earned a long term capital gain of Rs. 72,000 by sale of shares on stock exchange in India, on which securities transaction taxes have been paid.
  - f. He is doing a business in Thailand but it is controlled from Delhi. Income of Rs. 2,00,000 is earned in that business.

**UNIT - II**

4. Mr. Murli has a property whose municipal valuation is Rs. 2,60,000 p.a. The fair rent is Rs. 2,20,000 p.a. and the standard rent fixed by the Rent Control Act is Rs. 2,40,000 p.a. The property was let out for a rent of Rs. 22,000 p.m. throughout the previous year. Unrealized rent was Rs. 22,000 and all conditions prescribed by Rule 4 are satisfied. He paid municipal taxes @10% of municipal valuation. Interest on borrowed capital was Rs. 80,000 for the year. Compute the income from house property of Mr. Murli for A.Y. 2024 - 25.
5. Discuss in detail the provisions of Income Tax Act, 1961 regarding Deduction available under 80-C of the Act.





### UNIT - III

6. Discuss in detail the provisions of Income Tax Act, 1961 regarding set off and carry forward of losses.
7. State the provisions regarding deduction of tax at source in respect of the following incomes :
  - a) Rent
  - b) Professional or technical fees.
  - c) Winning from horse races.

### UNIT - IV

8. What are the reasons for introduction of GST in India? Also, discuss in brief the structure of GST in India.
9. Explain the provisions governing Registration under GST. Who are exempted from GST registration?



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Total No. of Questions : 09

Total No. of Pages : 02

BBA (Sem.-6)

## CROSS CULTURAL HUMAN RESOURCE MANAGEMENT

Subject Code : BBA632

M.Code. : 79354

Date of Examination : 29-05-2025

Time : 3 Hrs.

Max. Marks : 60

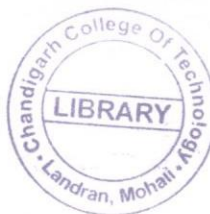
**INSTRUCTIONS TO CANDIDATES :**

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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 :

- Define cross cultural human resource management.
- Discuss the influence of national culture on organizational culture.
- List the dimensions of GLOBE model of cultural comparisons.
- What do you mean by cultural adaptation?
- Define cross cultural leadership.
- Discuss the strategies for resolving cross cultural disputes.
- Differentiate between explicit knowledge and tacit knowledge.
- Discuss the guidelines to follow cross cultural ethics.
- Explain the implications of Maslow's need hierarchy theory in the international context.
- Discuss the impact of international political environment on the cross cultural HRM.



## SECTION-B

## UNIT-I

2. Define culture. Explain the dimensions of culture. Discuss the role of culture in the Strategic Decision Making. Give suitable illustrations to support your answer.
3. What do you mean by shift in culture? Discuss the influence of foreign interventions on the shifts in local cultures.

## UNIT-II

4. Why is it important to study cross cultural differences? Critically analyse Hofstede's model of cross-cultural comparison.
5. Define cultural sensitivity. Discuss its need and significance. Explain the stages of cultural sensitivity with the help of suitable illustrations.

### UNIT-III

6. What are the different approaches for international staffing? Discuss their advantages and disadvantages.
7. Define cross cultural training. Discuss its objectives. Also, explain the phases of cross-cultural training.

#### UNIT-IV

8. What do you mean by transfer of knowledge? Briefly explain the various methods to transfer managerial know and how HRM practices across national borders?
9. Define strategic alliances. Discuss its types. Also, elaborate the role and benefits of strategic alliances in the international context.

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Total No. of Questions : 09

BBA (Sem.-6)

## PERSONAL FINANCIAL PLANNING

Subject Code : BBA621-18

M.Code : 79351

Date of Examination : 05-06-2025

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.
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## SECTION - A

1. Write short notes on the following :

- a) Financial Prudence
- b) Financial Statements
- c) Personal Risk
- d) Health Insurance
- e) Mutual Funds
- f) Credit Report
- g) Estate Planning
- h) Retirement Plans
- i) Tax Evasion
- j) Risk Diversification



## SECTION - B

## UNIT - I

2. Define personal financial planning. Write a detailed note on the principles of personal finance.
3. What do you mean by time value of money? Discuss in detail the role and importance of time value of money in personal financial planning. Give suitable examples in support of your answer.

## UNIT - II

4. What do you mean by term insurance? Differentiate between term insurance and endowment plans. Briefly explain the importance of term insurance in personal financial planning.
5. '*Personal risk management is critical in personal financial planning*'. Explain. Also, discuss the role and importance of various types of life and health insurance in personal financial planning.

### UNIT - III

6. What do you mean by investment? Discuss the salient features of a sound investment planning. Also briefly explain the broader categories of investment available in India.
7. *'Credit score plays an important role in personal financial planning because credit score is affected by quality of personal, financial planning and change in credit score can affect the risk profile of an individual'.* Critically examine the statement and discuss various factors affecting credit score of an individual.

#### UNIT - IV

8. 'Financial freedom and good retirement planning are complementary in nature'. Elucidate with suitable examples.
9. Write a detailed note on the various ethical considerations in personal financial planning.

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Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

**BBA (Sem.-6)**  
**SERVICES MARKETING**

Subject Code : BBA 611-18

M.Code : 79349

Date of Examination : 03-06-2025

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) How is service different from a product?
- b) Explain inseparability as a characteristic of service.
- c) Define Servicescape.
- d) How do customers build expectations towards the firm's services?
- e) Briefly mention the reasons for the growth of the service economy.
- f) How do electronic channels impact service delivery?
- g) Explain the zone of tolerance.
- h) What is meant by SERVQUAL?
- i) What are the key elements of service innovation?
- j) State ethical issues in the services marketing.



**SECTION - B**

**UNIT - I**

2. What is service marketing? Why has service marketing become important for the Indian and global economy? Illustrate.
3. Critically examine the various elements of the service marketing mix, with suitable illustrations.

**UNIT - II**

4. Define the term "customer perception" in the context of service marketing. Explain the various factors that influence customer perception of different services.
5. Differentiate between Physical Evidence and Service Scape. Highlight the importance of physical evidence by choosing any one industry (for example, the tourism industry, hotel industry, etc) of your choice.

**UNIT - III**

6. How do we measure demand and capacity in service delivery?
7. What are the considerations involved in the pricing of a service? How can pricing be made effective?

**UNIT - IV**

8. Explain the GAPS model for measuring service quality. How does it help marketers to deliver quality services?
9. Explain the role of employees in service delivery and how they impact customer satisfaction?

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