Roll No.

Total No. of Pages : 04

Total No. of Questions : 11

B.Voc. (Child Caregiver) / B.A.(JAMC) / BBA / BBA (SIM) / B.Com (Hons) / BCA / BHMCT / B.Sc. Hons. (Nutrition and Ditetics / Artificial Intelligence & Machine Learning / Bio Technology / Fashion Design / Graphics & Web Designing / Information Technology / Medical Lab Sciences / Operation Theatre Technology)/ BTTM / M.Com (Sem.–1,2)

HUMAN VALUES, DE-ADDICTION & TRAFFIC RULES

Subject Code : HVPE-101-18

M.Code : 93322

Date of Examination : 24-06-2026

Time : 3 Hrs. Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is compulsory.
2. SECTION-B contains FIVE questions. Each question carry FOUR marks. Attempt All.
3. SECTION-C contains FIVE questions with internal choice. Each question carry SIX marks. Attempt All.

SECTION-A

(10 × 1 = 10)

1. Fill in the blanks. Write True/False :

a. Animal order in nature contains.................... and ....

प्रकृति मे पशु आदेश में..............और .... होता है।

ਕੁਦਰਤ ਵਿੱਚ ਪਸ਼ੂ ਆਦੇਸ਼ ਵਿੱਚ .... ਅਤੇ .... ਹੁੰਦਾ ਹੈ।

b. To be in a state of liking is ....

पसंद के हिसाब से एक अवस्था मे होना..............है।

ਪਸੰਦ ਦੇ ਹਿਸਾਬ ਵਲੋਂ ਇੱਕ ਦਸ਼ਾ ਵਿੱਚ ਹੋਣਾ.........ਹੈ।

c. Physical facilities are necessary but .... for humans.

भौतिक सुविधाओं मनुष्य के लिए आवश्यक है, लेकिन............ हैं।

ਭੌਤਿਕ ਸਹੂਲਤਾਂ ਮਨੁੱਖ ਲਈ ਜ਼ਰੂਰੀ ਹਨ, ਲੇਕਿਨ.........ਹਨ।

d. .... is a feeling of having more than required physical facilities.

..........आवश्यकता से अधिक भौतिक सुविधाओं होने की भावना है।

.........ਲੋੜ ਵਲੋਂ ਜਿਆਦਾ ਭੌਤਿਕ ਸਹੂਲਤਾਂ ਹੋਣ ਦੀ ਭਾਵਨਾ ਹੈ।

e. .... is right evaluation.

.... सही मूल्यांकन है।

.... ਠੀਕ ਲੇਖਾ ਜੋਖਾ ਹੈ।

f. Holistics technologies should be eco-friendly and people-friendly.

समग्र प्रोद्योगिकियों पर्यावरण के अनुकूल और लोगो के अनुकूल होना चाहिए।

ਸ਼ਰਬਾਂਗੀ ਤਕਨੀਕਾਂ ਪਰਿਆਵਰਣ ਦੇ ਅਨੁਕੂਲ ਅਤੇ ਲੋਕਾਂ ਦੇ ਅਨੁਕੂਲ ਹੋਣੀਆਂ ਚਾਹੀਦੀਆਂ ਹਨ।

g. There is no self-regulation in nature.

प्रकृति में कोई आत्म-नियमन नहीं है।

ਕੁਦਰਤ ਵਿੱਚ ਕੋਈ ਆਤਮ-ਨਿਯਮਤਾ ਨਹੀਂ ਹੈ।

h. Developing ethical competence in individual ensures professional ethics.

व्यक्ति में नैतिक क्षमता का विकास पेशेवर नैतिकता सुनिश्चित करता है।

ਵਿਅਕਤੀ ਵਿੱਚ ਨੈਤਿਕ ਸਮਰੱਥਾ ਦਾ ਵਿਕਾਸ ਪੇਸ਼ੇਵਰ ਨੈਤਿਕਤਾ ਪੱਕੀ ਕਰਦਾ ਹੈ।

i. Existence is nature submerged in space.

अस्तित्व अंतरिक्ष मे डूबे हुए प्रकृति है।

ਅਸਤੀਤਵ ਖਲਾਅ ਵਿੱਚ ਸਮਾਈ ਹੋਈ ਕੁਦਰਤ ਹੈ।

j. The value "care" is related with body.

मूल्य ''ध्यान'' शरीर के साथ संबंधित है।

ਮੁੱਲ "ਧਿਆਨ" ਸਰੀਰ ਦੇ ਨਾਲ ਸਬੰਧਤ ਹੈ।

SECTION-B

(5 × 4 = 20)

2. Differentiate between intention and competence. How do we come to confuse between the two?

इरादा और क्षमता के बीच क्या अंतर है? कैसे हम गलती करते हैं?

ਇਰਾਦਾ ਅਤੇ ਸਮਰੱਥਾ ਦੇ ਵਿੱਚ ਕੀ ਅੰਤਰ ਹੈ? ਕਿਵੇਂ ਅਸੀਂ ਗਲਤੀ ਕਰਦੇ ਹਾਂ?

3. Explain harmony in family.

परिवार मे तालमेल के बारे में बताएं।

ਪਰਿਵਾਰ ਵਿੱਚ ਤਾਲਮੇਲ ਦੇ ਬਾਰੇ ਵਿੱਚ ਦੱਸੋ।

4. What are the basic guidelines of value education?

मूल्य शिक्षा की बुनियादी दिशानिर्देश क्या हैं?

ਮੁੱਲ ਸਿੱਖਿਆ ਦੀ ਬੁਨਿਆਦੀ ਦਿਸ਼ਾਨਿਰਦੇਸ਼ ਕੀ ਹਨ?

5. What is prosperity? What is the difference between prosperity and wealth?

समृद्धि क्या है? समृद्धि और धन के ब अंतर है?

ਖੁਸ਼ਹਾਲੀ ਕੀ ਹੈ? ਖੁਸ਼ਹਾਲੀ ਅਤੇ ਪੈਸੇ ਤ ਕੀ ਅੰਤਰ ਹੈ?

6. Explain self-organisation and health.

आत्म संगठन और स्वास्थ्य के बारे मे बताएं।

ਆਤਮ ਸੰਗਠਨ ਅਤੇ ਸਿਹਤ ਦੇ ਬਾਰੇ ਵਿੱਚ ਦੱਸੋ।

SECTION-C

(6 × 5 = 30)

7. What do you mean by universal order? What could be your role in moving towards it?

आप सार्वभौमिक मानवीय आदेश से क्या समझते हैं? इसमें अपनी भूमिका क्या हो सकती है?

ਤੁਸੀਂ ਸਾਰਵਭੌਮਿਕ ਮਾਨਵੀ ਆਦੇਸ਼ ਵਲੋਂ ਕੀ ਸਮੱਝਦੇ ਹੋ? ਇਸ ਵਿੱਚ ਆਪਣੀ ਭੂਮਿਕਾ ਕੀ ਹੋ ਸਕਦੀ ਹੈ?

OR

What are the five dimensions of human endeavour in society?

समाज में मानव प्रयास के पांच आयाम क्या हैं?

ਸਮਾਜ ਵਿੱਚ ਮਨੁੱਖ ਕੋਸ਼ਿਸ਼ ਦੇ ਪੰਜ ਪਹਿਲੂ ਕੀ ਹਨ?

8. What are the broad holistic criteria for evaluation of technologies, management models and production systems?

प्रौद्योगिकी, प्रबंधन मॉडल और उत्पादन प्रणालियों के मूल्यांकन के लिए व्यापक समग्र मापदंड क्या हैं?

ਸਰਬਾਂਗੀ ਤਕਨੀਕੀ, ਪਰਬੰਧਨ ਮਾਡਲ ਅਤੇ ਉਤਪਾਦਨ ਪ੍ਰਣਾਲੀਆਂ ਦੇ ਲੇਖੇ ਜੋਖਾ ਲਈ ਵਿਆਪਕ ਮਾਪਦੰਡ ਕੀ ਹਨ?

OR

What is the need of Value-Education?

मूल्य शिक्षा की क्या जरूरत है?

ਮੁੱਲ ਸਿੱਖਿਆ ਦੀ ਕੀ ਜ਼ਰੂਰਤ ਹੈ?

9. What are the four orders in nature? Explain briefly.

प्रकृति में चार आदेश क्या है? संक्षेप समझाओ।

ਕੁਦਰਤ ਵਿੱਚ ਚਾਰ ਅਵਸਥਾਵਾਂ ਕੀ ਹਨ? ਸੰਖੇਪ ਸਮਝਾਉ।

OR

How there is Recyclability and Self-Regulation in Nature?

प्रकृति में आत्म-नियमन और पुनरावृत्ति कैसे है?

ਕੁਦਰਤ ਵਿੱਚ ਆਤਮ-ਨਿਯਮਤਾ ਅਤੇ ਚੱਕਰੀ-ਕ੍ਰਮ ਕਿਵੇਂ ਹੈ?

10. What do you understand by competence in professional ethics? Elaborate.

आप व्यावसायिक नैतिकता में दक्षता से क्या समझते हैं? समझाओ।

ਤੁਸੀਂ ਪੇਸ਼ੇਵਰ ਨੈਤਿਕਤਾ ਵਿੱਚ ਯੋਗਤਾ ਵਲੋਂ ਕੀ ਸੱਮਝਦੇ ਹੋ? ਸਮਝਾਓ।

OR

What is the meaning and purpose of Self-Exploration?

स्वयं-अन्वेषण के अर्थ और उद्देश्य क्या है?

ਆਤਮ-ਅਧਿਐਨ ਦੇ ਮਤਲੱਬ ਅਤੇ ਉਦੇਸ਼ ਕੀ ਹੈ?

11. What is happiness? What is the wrong notion about attaining happiness? What are the problems faced due to the wrong notions about happiness and prosperity?

सुख क्या है? खुशी को प्राप्त करने के बारे में गलत धारणा क्या है? सुख और समृद्धि के बारे में गलत धारणा के कारण पेश आ रही समस्याएँ क्या हैं?

ਖੁਸ਼ੀ ਕੀ ਹੈ? ਖੁਸ਼ੀ ਨੂੰ ਪ੍ਰਾਪਤ ਕਰਨ ਦੇ ਬਾਰੇ ਵਿੱਚ ਗਲਤ ਧਾਰਨਾ ਕੀ ਹੈ? ਸੁਖ ਅਤੇ ਖੁਸ਼ਹਾਲੀ ਦੇ ਬਾਰੇ ਵਿੱਚ ਗਲਤ ਧਾਰਣਾਵਾਂ ਦੇ ਕਾਰਨ ਪੇਸ਼ ਆ ਰਹੀਆਂ ਸਮੱਸਿਆਵਾਂ ਕੀ ਹਨ?

OR

Describe in brief the salient value in human relationships.

मानवीय रिश्तों में संक्षिप्त मुख्य मूल्यों का विवरण दें।

ਮਾਨਵੀ ਰਿਸ਼ਤਿਆਂ ਵਿੱਚ ਸਬੰਧਿਤ ਮੁੱਖ ਮੁੱਲਾਂ ਦਾ ਵਰਨਣ ਕਰੋ।

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Total No. of Pages : 03

Total No. of Questions : 09

BBA (Sem.–1)

BASIC ACCOUNTING

Subject Code : BBA-102-18

M.Code : 75083

Date of Examination: 09-06-2026

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) Double Entry System

(b) Accounting Equation

(c) Fixed Assets Vs. Current Assets

(d) Contra Entry

(e) Depreciation

(f) Straight Line Method

(g) Error of Commission

(h) Final Accounts

(i) AI in Accounting

(j) Window Dressing

SECTION-B

UNIT-I

2. Explain the limitations of Financial accounting.

3. Give in detail various accounting concepts and conventions.

UNIT-II

4. Give the importance of Double Entry System. How it is helpful in detecting Errors.

5. Give Purchases and Sales Book with dummy format.

UNIT-III

6. Give the importance of Bank Reconciliation Statement? Explain its preparation.

7. A company purchased machinery on 1st April 2025 for ₹5,00,000. The company charges depreciation at 20% per annum.

(a) Calculate depreciation for the year using the Straight-Line Method

(b) Calculate depreciation for the year using the Written Down Value

(c) Show the Machinery account for the first two years.

UNIT-IV

8. Give various modules of Computerised Accounting System in detail.

9. The trial balance of A limited revealed the following balances on 31st March 2025. Prepare Trading Account, Profit & Loss Account and Balance Sheet for the year ending 31st March 2025. The value of stock on 31st March 2025 was valued at Rs. 3,50,000.

Debit Balances	Amount (in Rs.)	Credit Balances	Amount (in Rs.)
Plant and Machinery	8,00,000	Capital Account	10,00,000
Purchases	6,80,000	Sales	12,70,000
Sales Return	10,000	Purchase Return	12,750
Opening Stock	3,00,000	Discount allowed	8,000
Discount allowed	3,500	Creditor	2,50,000
Bank Charges	750		
Debtor	4,50,000		
Salaries	68,000		
Wages	1,00,000		
Carriage inward	7,500		
Carriage outward	12,000		
Rent	20,000		
Advertisement	20,000		
Cash at Bank	69,000		
Total	**25,40,750**	**Total**	**25,40,750**

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Roll No. [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] Total No. of Pages :02

Total No. of Questions : 09

BBA / BBA(SIM) (Sem–1)

MANAGERIAL ECONOMICS-I

Subject Code : BBAGE-101-18

M.Code : 75084

Date of Examination: 11-06-2026

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) What is cross elasticity?

b) What is marginal revenue?

c) What is collusive oligopoly?

d) What is collective bargaining?

e) What is productivity?

f) What is opportunity cost?

g) What is indifference curve?

h) What is scarcity concept?

i) What is real vs nominal interest rates?

j) What is average cost?

SECTION-B

UNIT-I

2. What is the nature and scope of managerial economics?

3. What are various methods of demand forecasting?

UNIT-II

4. Explain short run production function.

5. What are the determinants of cost?

UNIT-III

6. Explain the relationship between total revenue, average revenue and marginal revenue.

7. Explain price leadership model.

UNIT-IV

8. What are different types of pricing practices followed?

9. Analyze the determination of factor prices in a M

   How does monopsonist "exploit" labour compared to a competitive market?

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Roll No. [ ] **Total No. of Pages : 02**

Total No. of Questions : 05

B.Com Hon/BA JAMC/ B.Sc(BT/GWD/IT/MLS)
B.Voc. BTA/ BHMCT / BTTM / BBA / BCA (Sem-1)

ENGLISH

Subject Code : BTHU103-18
M.Code : 75085
Date of Examination : 13-06-2026

Time : 3 Hrs. **Max. Marks : 60**

INSTRUCTIONS TO CANDIDATES :

1. **All questions are COMPULSORY.**
2. **Q1, Q2 and Q3 carry TEN marks each.**
3. **Q4 and Q5 carry FIFTEEN marks each**

1. Differentiate between the following:

   (i) Spoken and written communication

   (ii) Summarizing and Paraphrasing

   (iii) Literary and Knowledge Texts

   (iv) Analysis and Interpretation

   (v) Intra-personal and Inter-personal Communication

2. Differentiate between personal, social and business communication.

3. Explain barriers to communication.

4. **Read the following passage carefully and answer the questions that follow:**

Sustainable development has emerged as a guiding principle for balancing economic growth with environmental protection and social well-being. Traditionally, economic development was measured primarily by indicators such as Gross Domestic Product (GDP), often ignoring environmental degradation and social inequality. However, this approach has proven to be shortsighted, as unchecked industrialization and resource exploitation have led to severe ecological damage and widening income disparities.

Sustainable development emphasizes the need to meet present needs without compromising the ability of future generations to meet their own. This requires a shift towards renewable energy sources, responsible consumption, and inclusive growth policies. Governments, businesses, and individuals all have a role to play in this transition. For instance, corporations are increasingly adopting environmentally responsible practices, not only due to regulatory pressures but also because consumers are becoming more conscious of sustainability issues. Despite these efforts, achieving sustainable development remains a complex challenge. Conflicts often arise between economic interests and environmental priorities. Developing countries, in particular, face the dilemma of pursuing rapid growth while minimizing environmental impact. Therefore, innovative solutions, international cooperation, and long-term planning are essential to ensure that development is both inclusive and sustainable.

Questions:

(i) What is meant by sustainable development?

(ii) Why is GDP an incomplete measure of development?

(iii) What are the key components of sustainable development?

(iv) What challenges do developing countries face?

(v) Why are corporations adopting sustainable practices?

(vi) Find a word that means "use of resources" and make a sentence of your own.

(vii) What is the theme of this passage?

5. Write a letter to your friend about how wars affect the lives of common people.

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Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–1)

PRINCIPLES AND PRACTICES OF MANAGEMENT

Subject Code :BBA101-18

M.Code :75082

Date of Examination: 16-06-2026

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. **Answer briefly:**

(a) Discuss the Management as a Universal Process.

(b) Briefly describe the Contingency Approach of Management.

(c) Explain Routine and Strategic Decisions.

(d) *What do you mean by Span of Control?*

(e) Explain Internal Sources of Recruitment.

(f) Discuss the Limitations of Strategic Planning.

(g) Explain the concept of Just-in Time (JIT).

(h) Write a short note on Line and Staff Authority.

(i) Differentiate between Centralisation and Decentralisation.

(j) *Elaborate the concept of Team Work.*

SECTION-B

UNIT-I

2. "Management is what Manager does". Do you agree? What does a Manager do?

3. What is Scientific Management? Describe various Principles of Management.

UNIT-II

4. Discuss the concept of MBO. Also explain the steps involved in the process of MBO in detail.

5. Explain Decision Making as a process. Also explain various problems faced in decision making.

UNIT-III

6. Differentiate between Formal and Informal Organisations. Why Informal Organisations are important?

7. Which Motivation Theory (Maslow, Herzberg, McGregor etc.) do you find most appropriate in modern business environment.

UNIT-IV

8. Explain the concept of Delegation of Authority. Discuss its importance and process in an Organisation.

9. Discuss the types of control in Management. Explain Direct Control over the Preventive Control with examples.

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Roll No. | | | | | | | | | | | Total No. of Pages: 02

Total No. of Questions: 09

BBA / BBA(SIM) (Sem.–2)
BUSINESS ENVIRONMENT
Subject Code: BBA-202-18
M.Code: 75917
Date of Examination: 25-05-2026

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. **Briefly explain the following:**

(a) Business environment

(b) Social responsibility of business

(c) Mixed economy

(d) Liberalization

(e) Fiscal policy

(f) Problems in technology transfer

(g) Trademarks

(h) Objectives of FEMA

(i) Balance of payments

(j) SAARC

SECTION-B

UNIT-I

2. What do you mean by environmental scanning? Explain the techniques and process of environmental scanning.

3. What is ecological environment protection act? Discuss the main objectives and importance of this act.

UNIT-II

4. What is meant by industrial policy? What are its objectives? Discuss briefly the new industrial policy and its implication in India.

5. Discuss the objectives and features of latest EXIM policy. Explain the export promotion measures adopted in this context.

UNIT-III

6. What is technological environment of a business? Discuss the impact of technology on business.

7. What do you mean by Competition Act 2002? Discuss the main features and objectives of this Act.

UNIT-IV

8. Discuss the role and functions of WTO. Briefly state the implications of WTO for India.

9. Write short notes on:

   (a) Trends in global trade and investment

   (b) Special economic zone

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 / BBA(SIM) (Sem.–2)

BUSINESS STATISTICS

Subject Code: BBA-201-18

M.Code: 75916

Date of Examination: 22-05-2026

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) Descriptive statistics

(b) Continuous frequency distribution

(c) Secondary Data

(d) Parameter and Statistic

(e) Judgement sampling

(f) Median

(g) Range

(h) Scatter diagram

(i) A card is drawn from a pack of cards. What is the probability that it is either a king or queen?

(j) Assumptions of Binomial Distribution.

SECTION-B

UNIT-I

2. Define Statistics. Discuss its various functions and limitations.

3. Write notes on:

(a) Simple random sampling

(b) Stratified sampling

(c) Convenience sampling

UNIT-II

4. Determine Mode graphically and verify mathematically:

Marks	10-20	20-30	30-40	40-50	50-60	60-70
No. of Students	10	15	30	12	8	6

5. Compute Standard Deviation from:

Marks: less than	10	20	30	40	50	60
No. of students	8	12	22	26	35	50

UNIT III

6. Calculate Karl Pearson's coefficient of correlation between the prices of two shares:

Share X	85	80	75	70	68	65	60	58	55	55	46
Share Y	90	82	74	70	65	64	62	60	48	50	56

7. What do you mean by regression? Discuss properties of regression coefficient.

Distinguish between correlation and regression.

UNIT IV

8. Explain:

   (a) Probability

   (b) Multiplicative Law

   (c) Independent and Dependent events

9. The following mistakes per page were found in a book:

No. of mistakes per page	0	1	2	3	4	Total
No. of pages on which mistakes occurred	109	65	22	3	1	200

Fit a Poisson Distribution (given $e^{-0.61} = 0.5434$).

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Roll No. [ ] Total No. of Pages : 02

Total No. of Questions : 07

B.Com(Hons) /BA(JAMC)/BHMCT/B.Sc.(BT)/FD/MLS /BBA/BTTM (Sem.–2)

ENVIRONMENTAL STUDIES

Subject Code : EVS-102-18

M.Code : 75831

Date of Examination : 19-05-2026

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 briefly :**

a) Cyclones

b) Rain harvesting

c) Types of Bio-diversity

d) Ozone depletion

e) Reason of deforestation

f) Water pollution

g) Acid rain

h) Water logging

i) Causes of floods

j) Sources of Noise pollution

SECTION-B

2. Why is there a need for public awareness about environmental issues? Discuss the role of media in spreading awareness.

3. What is water conservation? Mention different methods to conserve water.

4. Write a short note on Forest Conservation Act.

5. Explain the types of Ecosystem with advantages and disadvantages of each.

6. What are different types of pollution?

7. Explain various Global climate change.

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 : 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 : 15-05-2026

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) Assumptions of Keynesian Liquidity Trap

b) Method of calculating Net National Income at Market Price

c) Define M_1, M_2, M_3 and M_4

d) What are the reasons for unemployment?

e) What is Cost pull Inflation?

f) Assumptions of Okun's Law

g) Discuss types of Business Cycle

h) What is the basic difference between SLR and CRR?

i) Define Types of taxes in India

j) What is the scope of Public Finance?

SECTION-B

UNIT-I

2. What are the methods of calculating National Income? What are the problems in calculating National Income in India?

3. Critically discuss various theories of Supply of money. What factor dominates supply of money in India?

UNIT-II

4. Discuss meaning, types and Theories of Inflation with relevant examples from present scenario.

5. What do you mean by unemployment? What are its types? Explain government schemes to address it.

UNIT-III

6. Explain various instruments of Fiscal policy in India.

7. Critically discuss the concept of foreign Trade multiplier along with assumptions and applications.

UNIT-IV

8. Discuss the history and current Journey of GST in India.

9. Who appoints the Finance Commission in India? What are their Functions? Explain key features or recommendations of the latest finance commission.

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Roll No. ☐☐☐☐☐☐☐☐☐☐☐☐ Total No. of Pages : 04

Total No. of Questions : 09

BBA (Sem.–3)

COST & MANAGEMENT ACCOUNTING

Subject Code : BBA303-18

M.Code : 76657

Date of Examination : 08-06-2026

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 contains FOUR Sub-sections UNIT-I, II, III & IV, each Sub-section contains TWO question and students have to attempt ONE question from each Sub-section carry TEN marks each.**

SECTION - A

1. **Write briefly :**

a) Cost Management

b) Inventory Turnover Ratio

c) Common Size Income Statement

d) Labour Yield Variance

e) Flexible Budget

f) Budgetary Control

g) P/V Ratio

h) Margin of Safety

i) Replacement Cost

j) Trend Analysis

SECTION-B

UNIT-I

2. Differentiate between cost and management accounting. Discuss in detail the various objectives of cost accounting.

3. The following information is available for QRS Ltd. You are required to prepare a Balance Sheet:

(a) Current Ratio = 3:1

(b) Quick Ratio = 2:1

(c) Debt-Equity Ratio = 0.5:1 (Long-term debt ÷ Proprietors' funds)

(d) Working Capital = ₹6,00,000

(e) Fixed Assets = ₹3,00,000

(f) Reserves & Surplus = ₹1,00,000

UNIT-II

4. What is standard costing and variance analysis? Discuss the advantages and limitations of standard costing and variance analysis.

5. From the following you are required to prepare the comparative balance sheet of XYZ Co. Ltd:

Capital and Liabilities	Amount 2024 ₹	Amount 2025 ₹	Assets	Amount 2024 ₹	Amount 2025 ₹
Share Capital	4,00,000	5,00,000	Fixed Assets	4,50,000	5,00,000
Reserves & Surplus	1,00,000	1,50,000	Investments	50,000	80,000
Debentures	2,00,000	1,50,000	Debtors	1,00,000	1,20,000
Creditors	80,000	1,20,000	Bills Receivable	40,000	30,000
Bills Payable	20,000	30,000	Stock	1,20,000	1,50,000
Outstanding Expenses	10,000	15,000	Cash	50,000	85,000
Total	**8,10,000**	**9,65,000**	**Total**	**8,10,000**	**9,65,000**

UNIT-III

6. What do you mean by budget? Discuss in detail the various types of budget prepared by a manufacturing company.

7. The following information relates to MNP Ltd. for the months of April to July 2025:

Month	Forecasted Sales ₹
February	1,20,000
March	1,60,000
April	2,00,000
May	2,40,000
June	2,00,000
July	1,80,000

Additional Information:

a) 50% of sales are on credit; 50% are for cash.

b) Credit sales are collected one month after the sale.

c) Purchases are 60% of next month's sales and are paid in the month following the purchase.

d) Wages = ₹20,000 per month.

e) Overheads = ₹10,000 per month, payable in the same month.

f) A new machine costing ₹50,000 will be purchased in May.

g) Cash balance on 1st April 2024 = ₹25,000.

Prepare a monthly cash budget for April, May, and June 2025.

UNIT-IV

8. What do you mean by break-even analysis? Briefly discuss the merits and challenges of break-even analysis.

9. MNO Co. Ltd. has provided the following information:

Particulars	Month 1	Month 2
Sales (Units)	10,000	12,000
Selling Price per Unit ₹	50	50
Profit ₹	1,00,000	1,40,000

Other Information:

- Fixed Costs are constant over the two months.
- Variable cost per unit is constant.

You are required to compute the following:

(a) Calculate the Variable Cost per Unit.

(b) Calculate the Total Fixed Costs.

(c) Calculate the Contribution per Unit.

(d) P/V Ratio.

(e) Break-even Sales.

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Roll No. | | | | | | | | | | | |

Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.–3)

ORGANIZATIONAL BEHAVIOUR

Subject Code : BBA301-18

M.Code : 76655

Date of Examination : 10-06-2026

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 are the Challenges of Organizational Behaviour?

b) State any two factors influencing Individual Behaviour.

c) What are the components of Attitude?

d) Compare and contrast McGregor's Theory 'X' and Theory 'Y'.

e) What is the Porter-Lawler Model?

f) What is Group Dynamics?

g) State two types of Groups.

h) Define Organizational Culture.

i) What are the sources of Stress Management?

j) Explain Victor Vroom's Expectancy Theory of Motivation.

SECTION-B

UNIT-I

2. "Organizational Behaviour is essential for improving Organizational Effectiveness in a dynamic Business Environment." Explain this statement with reference to its meaning, importance, and relevance.

3. "Learning plays a crucial role in shaping Employee Behaviour at the Workplace." Critically examine this statement with reference to characteristics and Theories of Learning.

UNIT-II

4. What is Personality? Discuss the determinants of personality and major Personality Traits affecting Behaviour.

5. "Perception is not reality, but it shapes Behaviour." Explain with reference to Perceptual process and errors.

UNIT-III

6. Explain the concept of Leadership and discuss various Leadership Styles.

7. Explain the concept of Group Cohesiveness. What factors influence it and how does it affect Performance?

UNIT-IV

8. What are the sources and levels of Organizational Conflict? Discuss the method of Conflict Resolution.

9. "Managing Stress is as important as Managing Performance." Explain with suitable approaches to Stress Management.

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Roll No. [ ] Total No. of Pages :03

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BBA (Sem.–3)

IT TOOLS FOR BUSINESS

Subject Code : BBASEC301-18

M.Code : 76659

Date of Examination : 12-06-2026

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) What are Special Symbols in MS-Word?

b) What is Slide Sorter View in MS-PowerPoint?

c) List the characteristics of a computer.

d) What is the classification of computers?

e) What is the hexadecimal number system?

f) What is a low-level language?

g) What is storage media?

h) What is the application of Mail Merge in MS Word?

i) What is the function of cell editing in MS Excel?

j) What is a cell macro in MS Excel?

SECTION-B

UNIT-I

2. (a) Explain the differences between Data, Instruction, and Information and describe the core characteristics of computers.

   (b) What is the difference between Mainframes and Supercomputers?

3. (a) Explain the Block Diagram of a Computer, identifying the functions of different units.

   (b) What is the difference between micro and mini computers?

UNIT-II

4. Explain the procedures for Directory Manipulation (creating, renaming, and deleting subdirectories) and File Manipulation (copying, deleting, and renaming files) in the Windows Operating System.

5. Distinguish between System Software and Application Software. Within system software, what are the primary differences between a Compiler and an Interpreter?

UNIT-III

6. Compare and contrast the different methods for starting a presentation: using the Auto Content Wizard, a Design Template, and a Blank Presentation in MS-PowerPoint. When would each be most appropriate to use? Explain by citing examples.

7. (a) What is the difference between Indents and Outdents in MS-Word, and how do you create structured lists and numbering within a document?

   (b) Explain the methods for formatting pages, setting alignments, and managing paragraphs and sections in MS-Word.

UNIT-IV

8. Discuss how Financial and Statistical Functions are utilized in MS-Excel. Provide examples of how a user would calculate these using specific formulas.

9. (a) Identify and explain the core components of the MS-Excel interface, specifically focusing on the roles of the Menu Bar and Toolbars.

   (b) Discuss the use of MS-Excel in business operations. Explain by citing practical examples.

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BBA (Sem.–3)

MARKETING MANAGEMENT

Subject Code : BBA302-18

M.Code : 76656

Date of Examination: 17-06-2026

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) Write a brief note on Product Concept of Marketing.

(b) Differentiate between Selling and Marketing.

(c) What is Target Marketing?

(d) Write a short note on Price Mix.

(e) Define Managing Retailing.

(f) What is meant by Labelling Decisions?

(g) What is Channel Design?

(h) State any two objectives of Physical Distribution.

(i) Define Marketing Channel.

(j) What is Inventory Management?

SECTION-B

UNIT-I

2. What do you mean by Marketing? Discuss the Process of Marketing and explain its need in Modern Era.

3. Explain the various Marketing Concepts such as Production, Product, Selling and Marketing, Societal Marketing Concept. Evaluate the Assumptions, Advantages and Limitations of each Marketing Concept.

UNIT-II

4. Explain the Concept and Nature of Market Segmentation in the Modern Business Environment. Give examples.

5. Discuss 4Ps of Products and 7Ps of Services. Also explain the components of Marketing Mix with the help of suitable examples.

UNIT-III

6. Critically analyze the stages of the Product Life Cycle and evaluate the Effectiveness of different Marketing Strategies adopted at each stage.

7. Explain the concept of Product Pricing Decisions. Discuss various Designing Strategies in Pricing Decisions.

UNIT-IV

8. Discuss the various types of Distribution Channel. What are the factors affecting selection of Distribution Channels?

9. Explain the various components of Promotion Mix. What are the Advantages and Disadvantages of Advertising?

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Roll No. Total No. of Pages :03

Total No. of Questions : 09

BBA (Sem.–3)

PRODUCTION AND OPERATION MANAGEMENT

Subject Code : BBAGE 301-18

M.Code : 76658

Date of Examination: 15-06-2026

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) Manufacturing System

(b) Product Design

(c) Capacity Planning

(d) Assembly Line Balancing

(e) Break-even analysis

(f) Total Quality Management (TQM)

(g) Six Sigma

(h) ABC Analysis

(i) Acceptance Sampling

(j) Control Charts for Attributes

SECTION-B

UNIT - I

2. Discuss the concept of Product Design and its essential characteristics. Elaborate on the stages of the Product Development Process.

3. Explain the different types of Production Systems. Compare their features, advantages, limitations, and suitability for different industries with real-world examples.

UNIT - II

4. Explain the concept of Production Planning & Control (PPC). How does PPC act as a bridge between planning and execution in a manufacturing environment?

5. Describe the objectives and advantages of a good Facility Layout. Explain the four basic types of layouts, comparing their merits, limitations, and suitable applications.

UNIT - III

6. Explain the concept of Just-In-Time (JIT) manufacturing. Discuss its principles, benefits, and limitations.

7. Explain the concept of Value Analysis (VA). Discuss the steps involved in the Value Analysis process and how it helps in cost reduction without compromising product quality.

UNIT - IV

8. XYZ Co. requires 1500 units of a material per month, each costing Rs. 27. Cost per order is Rs.150 and the inventory carrying charges work out to 20% of the average inventory. Find out the economic order quantity and total inventory cost incurred by the company.

9. Distinguish between Inspection, Quality Control, Quality Assurance, and Total Quality Management.

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Roll No. [ ] Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–4)

HUMAN RESOURCE MANAGEMENT

Subject Code : BBA-402-18

M.Code : 77424

Date of Examination : 31-05-2026

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) Human Resource Planning

(b) Job Description

(c) Recruitment v/s Selection

(d) MBO

(e) Career Planning Process

(f) Difference between wage and salary

(g) Vestibule Training

(h) Training v/s Development

(i) Sources of Recruitment

(j) Job enrichment

SECTION – B

UNIT - I

2. Discuss the nature & scope of Human Resource Planning along with its importance.

3. Elucidate the process of Human Resource Planning in detail.

UNIT - II

4. Define Recruitment. Explain the various sources of recruitment with their pros and cons.

5. Define Job analysis. Discuss the various methods of collecting information for job analysis.

UNIT - III

6. Discuss the various methods of training in detail.

7. Discuss the process of Career planning and development.

UNIT - IV

8. Explain the various types of incentive plans with the help of examples.

9. Discuss the various methods of Performance Appraisal along with its advantages and disadvantages.

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 Questions: 09

Total No. of Pages: 02

BBA (Sem.–4)

BUSINESS RESEARCH METHODS

Subject Code: BBA-401-18

M.Code: 77423

Date of Examination: 25-05-2026

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 note on the following:**

(a) Define research methodology.

(b) What is the scope of management research.

(c) What is research design.

(d) What is non-probability sampling.

(e) Define primary data.

(f) What is survey method.

(g) Define ordinal scale.

(h) What is a structured questionnaire.

(i) What is coding in research.

(j) What is a research report.

SECTION-B

UNIT-I

2. Elaborate on the concept, objectives, and scope of research methodology in the context of business and management studies.

3. Distinguish between exploratory, descriptive, and causal research designs, explaining their applications in real-world business situations.

UNIT-II

4. Explain the sampling process in detail, outlining each stage involved in selecting a representative sample. Discuss the different non-probability sampling techniques, highlighting their relevance and limitations.

5. Explain the concepts of sampling errors and non-sampling errors, and analyze their impact on research accuracy.

UNIT-III

6. Discuss the characteristics and applications of nominal, ordinal, interval and ratio scales in research.

7. Discuss the different types of questionnaires used in research, along with their respective advantages and limitations.

UNIT-IV

8. Elaborate on the process of coding and classification of data with suitable examples. Explain cross tabulation and evaluate its importance as a tool for data analysis.

9. Explain the standard structure and format of a research report in detail. Critically evaluate the guidelines for writing and assessing a high-quality research report.

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 :02

Total No. of Questions : 09

BBA(Sem.–4)

BUSINESS ETHICS AND CSR

Subject Code :BBASEC401-18

M.Code :77427

Date of Examination : 21-05-2026

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. **Answer briefly:**

   a. Ethics vs. morals

   b. Arguments in favor of CSR

   c. Social responsibility of accounting

   d. Code of ethics

   e. Brain Stilling

   f. Ethics in production

   g. Workplace Spirituality

   h. Corporate Citizenship

   i. Triple bottom Line (TBL) framework

   j. Whistle Blowing policy

SECTION-B

UNIT-I

2. What are the factors which are responsible for increasing concern of business enterprises towards different stakeholders?

3. Define Environmental Ethics. Also, discuss the effect of business activities on environmental degradation with suitable examples.

UNIT-II

4. Write a note on:

   a) Sources of human value formation.

   b) Explain the benefits of a good code of conduct.

5. Discuss the significance of Holistic approach. How do managers use this approach in business decisions?

UNIT-III

6. CSR principles contribute to the effectiveness, profitability and stability of the organization. Give your view point with examples.

7. Discuss in detail any two models of CSR.

UNIT-IV

8. Write a note on OECD CSR policy tool.

9. What are the United Nation (UN) Global Compact 2011 guidelines?

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 : 02

Total No. of Questions : 09

BBA (Sem.–4)

ENTREPRENEURSHIP DEVELOPMENT

Subject Code : BBAGEC401-18

M.Code : 77426

Date of Examination : 18-05-2026

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 Briefly :**

a) Entrepreneur vs Manager

b) Creativity

c) Subsidies

d) Bridge Capital

e) Seed capital assistance

f) Elements of a business plan

g) Angel investors

h) Myths of entrepreneurship

i) Start-ups

j) Margin money

SECTION-B

UNIT-1

2. What are traits of an entrepreneur? Write a note on types of entrepreneurs.

3. Explain in detail the role of entrepreneurship in economic development of a country.

UNIT-II

4. What are the reasons for failure of business plans?

5. Discuss the various techniques of creative problem solving with examples.

UNIT-III

6. Evaluate the significance and need of EDP's in India.

7. What incentives and subsidies are given by government for EDP in India?

UNIT IV

8. Explain in detail the causes and remedies of industrial sickness.

9. Discuss in detail the various sources of finance for a business enterprise.

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 :02

Total No. of Questions : 07

B.Sc. (Graphics and Web Designing) (Sem.–4)

COMPUTER GRAPHICS

Subject Code :UGCA1934

M.Code :79532

Date of Examination : 15-05-2026

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 contains SIX questions carrying TEN marks each and students have to attempt any FOUR questions.

SECTION-A

1. **Write briefly :**

   a) Define scan conversion.

   b) What is a trackball?

   c) What is the beam penetration method?

   d) Define lookup table.

   e) What is flood fill technique?

   f) Define homogeneous coordinates.

   g) What is windowing and viewport?

   h) Define clipping.

   i) What is parallel projection?

   j) Write any two applications of virtual reality.

SECTION – B

2. Explain different input devices used in computer graphics such as light pen, graphic tablet, joystick and digitizer.

3. Explain color generation techniques in CRT monitors:

   (a) Shadow mask method

   (b) Beam penetration method

4. Explain scan conversion algorithms for drawing a line and circle using direct method and Bresenham's algorithm.

5. Explain area filling techniques in computer graphics. Discuss flood fill algorithm with an example.

6. Explain the Cartesian coordinate system and the need for a homogeneous coordinate system in computer graphics.

7. Explain viewing transformation and clipping techniques with suitable examples.

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

Roll No.

Total No. of Pages :02

Total No. of Questions : 09

BBA(Sem.–4)

FINANCIAL MANAGEMENT

Subject Code :BBA-403-18

M.Code :77425

Date of Examination : 15-05-2026

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 briefly:**

a) Define Financial Management

b) Difference between Capitalisation and Capital structure

c) Investment Decisions

d) Define EVA

e) Capital Rationing

f) Working capital Cycle

g) Profitability Index

h) Cost of Capital

i) CAPM Model

j) Trading on Equity

SECTION B

UNIT – I

2. Should the goal of financial decision making be wealth maximisation or profit maximisation?
3. As a financial manager of a newly started Joint stock company of a large size, what various sources would you tap to raise funds required for its smooth running? Explain.

UNIT - II

4. A company has the following capital structure:

Source	Amount (Rs.)	Cost (%)	Tax Rate
Equity Share Capital	6,00,000	15%	
Preference Shares	2,00,000	12%	
Debentures	2,00,000	10%	30%

Calculate the Weighted Average Cost of Capital (WACC) using the book value weights.

5. Define operating and financial leverage. How can you measure the degree of operating and financial leverage? Explain with an example.

UNIT-III

6. What are the various techniques of capital budgeting? Illustrate your answer with the help of an example. Which of these techniques is the best in your opinion?
7. Discuss the investment evaluation criteria along with its importance in large corporate enterprise.

UNIT-IV

8. Explain the concept of working Capital. What are the factors affecting working Capital requirements?
9. How far do you agree that dividends are irrelevant? Discuss.

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Roll No.

Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.–5)

MERCANTILE LAW

Subject Code : BBA-502-18

M.Code : 78194

Date of Examination : 22-06-2026

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) Quasi Contract.

b) Bilateral Mistake.

c) Any two duties of a finder of goods as per Sec.171.

d) Distinction between Sale and Agreement to Sell.

e) Do old rare coins constitute goods? Explain.

f) Partnership Deed.

g) Maximum no. of members in a Limited Liability Partnership.

h) Any two objectives of the Consumer Protection Act.

i) Dishonour of a Cheque.

j) Rules of evidence.

SECTION-B

UNIT-I

2. Discuss in brief various kinds of a contract?

3. Under which circumstances is the object or consideration of a contract deemed unlawful? Support your answer with concrete examples.

UNIT-II

4. Briefly explain the implied conditions and warranties in a contract of sale. Under what circumstances does a condition descend to the level of a warranty?

5. Define an Unpaid Seller. What are the various rights available to an Unpaid Seller.

UNIT-III

6. What is meant by negotiation? How is it effected? How is it different from assignment?

7. Define a Bill of Exchange. What are its essential features?

UNIT-IV

8. What do you mean by Dissolution of a Partnership firm? What are the various consequences of the Dissolution of a Partnership firm?

9. When did the Right to Information Act, 2005 come into force? Discuss its various provisions in brief.

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Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.–5)

INDUSTRIAL RELATIONS AND LABOUR LAWS

Subject Code : BBA-531-18

M.Code : 78197

Date of Examination : 26-06-2026

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) Explain the impact of Technological Changes on Employer-Employee Relations.

(b) Briefly describe the structure of a Quality Circle.

(c) Explain the significance of Industrial Relations in modern organizations.

(d) State the prerequisites for Collective Bargaining.

(e) Define Labour-Management co-operation in India.

(f) Differentiate between Strike and Lockout.

(g) State the role of arbitration in Dispute Settlement.

(h) What is the Role of ESI act?

(i) What is the Minimum Wage under the Minimum Wages Act, 1948?

(j) What is the Industrial Relations Code, 2019?

SECTION-B

UNIT-I

2. What do you mean by Industrial Relations? Discuss the approaches and factors affecting to Industrial Relations.
3. Why Trade Unions are not functioning properly? Suggest some remedies to solve the problems of trade unions.

UNIT-II

4. "Collective bargaining is not merely a process of negotiation, but a mechanism of Industrial Democracy". Discuss this statement with suitable examples.
5. What are the causes of Employees' Grievances? Also explain the Grievances Redressal procedure to solve the employees' grievances.

UNIT-III

6. What are the different types of Industrial Dispute? Explain the reasons behind these Disputes.
7. "Worker Participation in the management is a corner stone of Industrial Democracy." In the light of this statement discuss the importance of Worker Participation in the Management.

UNIT-IV

8. Explain the provisions with regards to Employment of young persons under Factories Act, 1948.
9. Describe the term 'Wages' given under the Payment of Wages act. What does it include and exclude? State the provisions regarding payment of wages.

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Roll No. [ ] Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.–5)

FINANCIAL MARKETS AND SERVICES

Subject Code : BBA-522-18

M.Code : 78199

Date of Examination : 24-06-2026

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) Financial Market

(b) SEBI

(c) Treasury Bill

(d) Commercial Paper

(e) Merchant Banking

(f) Leasing

(g) Mutual Fund

(h) Venture Capital

(i) Credit Rating

(j) Demat Account

SECTION-B

UNIT-I

2. Discuss the role of financial system in economic development.

3. Differentiate between Money Market and Capital Market.

UNIT-II

4. Give various avenues of investment in detail.

5. Describe the structure and organization of securities market.

UNIT-III

6. Explain the concept and scope of financial services.

7. Describe Credit Rating and its importance in modern era.

UNIT-IV

8. Discuss the various types of Mutual Funds in India.

9. Explain Venture Capital and its role in business growth.

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Roll No. [ ] Total No. of Pages :03

Total No. of Questions : 09

BBA (Sem.–5)

ADVERTISING AND SALES MANAGEMENT

Subject Code : BBA-512-18

M.Code : 78198

Date of Examination :19-06-2026

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. Answer the following:

(a) What is Media Strategy?

(b) Write a note on Legal, Ethical and Social Aspects of Advertising.

(c) Discuss various phases of Media Scheduling.

(d) What do you mean by advertisability of Product?

(e) Discuss the traits of a Successful Salesperson.

(f) Define major objectives of Sales Management?

(g) What is Sales Quota?

(h) What is illustration in Advertising?

(i) Define Advertising Appeal.

(j) What is Media Testing?

SECTION-B

UNIT-I

2. What is the process of developing a Sales Organization? Highlight the factors which affect the size of the sales organization.

3. What are the different types of advertising appeals? Explain the considerations in selecting advertising appeals.

UNIT-II

4. Why does advertising manager evaluate the effectiveness of advertising? Discuss methods of measuring and effectiveness.

5. What do you mean by the term media planning? What is its importance to advertiser? Also explain the problems of media planning.

UNIT-III

6. Discuss the various strategies for enhancing sales. How does a company choose between penetration and skimming pricing strategies?

7. Describe in detail the steps involved in the personal selling process.

UNIT-IV

8. How do factors like nature of product, profile of the target market and company resources affect the sales job? Explain by taking the examples of the following selling situations:

   (a) Selling of a consumer durable product.

   (b) Selling of an industrial product.

9. What are the frequently utilized recruitment sources of sales persons? You are in the business of selling pharmaceuticals and are looking for young dynamic sales persons. What are the pros and cons of recruiting sales persons from your closest competitions?

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Roll No. ____________ Total No. of Pages : 04

Total No. of Questions : 09

BBA (Sem.–5)

CORPORATE ACCOUNTING

Subject Code : BBA-521-18

M.Code : 78196

Date of Examination : 16-06-2026

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 short notes on the following :

a) Share Vs. Stock

b) ABC Ltd. offers to its shareholders the right to buy 2 shares at Rs.35 each for every 8 shares held. The current market price of its share is Rs.60. Calculate the value of Right.

c) Any two sources from which Bonus Shares can be issued.

d) XYZ Ltd. issued a Debenture at Rs.100, repayable at Rs.105. Pass the Journal Entry at the time of issue and redemption of Debenture.

e) What is meant by Firm Underwriting?

f) Managerial Remuneration.

g) Miscellaneous Expenditure.

h) Minority Interest.

i) Subsidiary Company.

j) Recent trends in Corporate Financial Reporting.

SECTION-B

UNIT-I

2. A company invited the public to subscribe for 5,00,000 equity shares of Rs.10 each at a premium of Rs.1 per share payable on allotment. Payments were to be made as follows: On Application Rs.3, on Allotment Rs.3, on First call Rs.3, and on Final call Rs.2. Applications were received for 6,50,000 shares; applications for 1,00,000 shares were rejected and allotment was made proportionately to the remaining applicants. Both the calls were made and all the moneys were received except the final call on 15,000 shares held by Pritam which are forfeited after due notice. Later all these shares were issued to Jannat as fully paid at 8.50 per share. Pass Journal Entries in the books of the company.

3. What do you mean by Book Building? Discuss the procedure of Book Building process and its major limitations.

UNIT-II

4. ABC Ltd. had issued 11% 16,00,000 debentures of Rs. 100 each redeemable on 31st March 2025 at a premium of 5%. The company offered three options to debenture holders: (i) 13% Preference shares of Rs.10 each at Rs.10.50; (ii) 14% debentures of Rs. 100 at par; (iii) Redemption in cash. These options were accepted by holders of 4,00,000, 4,00,000, and 8,00,000 debentures respectively. Pass the necessary journal entries.

5. What do you mean by Preference Shares? How are Preference Shares redeemed? Give the Journal Entries regarding redemption of Preference Shares in the books of a company.

UNIT-III

6. Prepare in a summarised form the Statement of Profit and Loss of a company as per Companies Act, 2013 with imaginary figures.

7. Bell Limited was incorporated on July 1, 2024 to acquire a running business of Cat & Co. with effect from April 1, 2024. During the year 2024-25, the total sales were Rs. 75,00,000 with a Gross Profit on sale is 10%. Sales per month in the first half year were half of what they were in the later half year. The expenses charged to Profit and Loss Account include:

(i) Donation to Political Party Rs.30,000

(ii) Interest to vendors up to August 31, 2024 Rs.20,000

(iii) Depreciation Rs.3,00,000,

(iv) Directors' fees Rs.1,50,000,

(v) Preliminary expenses Rs.96,000,

(vi) Office expenses Rs.1,56,000

(vii) Selling expenses Rs.1,44,000

(viii) Audit Fees (Statutory Audit of a Company) Rs.1,00,000

(ix) Formation Expenses Rs.30,000

(x) General Expenses Rs.96,000.

Please ascertain pre-incorporation and post-incorporation profit for the year ended 31 March, 2025, and also compute the amount to be transferred to Capital Reserve Account.

UNIT-IV

8. What do you mean by Corporate Financial Reporting? What are the provisions regarding Corporate Financial Reporting in India?

9. From the following information, prepare the consolidated balance sheet as at March 31st 2025

PARTICULARS	Holding Co. H Ltd. (Rs.)	Subsidiary Co. S Ltd. (Rs.)
I. Equities and Liabilities		
Share Capital (Rs.100 each)	64,00,000	16,00,000
General Reserve	12,00,000	5,60,000
Profit and Loss Account	7,20,000	4,40,000
Creditors	9,60,000	6,40,000
TOTAL	92,80,000	32,40,000
II. Assets		
Fixed Assets	44,00,000	8,00,000
75% Share of S Ltd at Cost	22,40,000	-
Stock	8,40,000	14,16,000
Other Current Assets	18,00,000	10,24,000
TOTAL	92,80,000	32,40,000

while preparing the consolidate balance sheet as of 31st March 2025, please keep in mind the following adjustment

1. H Ltd acquired the shares on 31st July.
2. S Ltd earned a profit of Rs.3,60,000 for the year ended 31st March, 2025.
3. In January, 2025, S Ltd sold to H Ltd goods costing Rs.1,20,000 for Rs.1,60,000. On 31st March, 2025, half of the goods were lying unsold in H Ltd's warehouse.

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Roll No. [| | | | | | | | | | |] **Total No. of Pages : 02**

Total No. of Questions : 09

BBA (Sem.–5)

ORGANIZATION CHANGE AND DEVELOPMENT

Subject Code : BBA-532-18

M.Code : 78200

Date of Examination : 13-06-2026

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) Explain system theory.

   b) Discuss various characteristics of a team.

   c) Write a note on empowerment.

   d) Define action research.

   e) What is diagnosis? Discuss various methods of diagnosis.

   f) Define parallel learning structure.

   g) Define power. What are various sources of power?

   h) What is the purpose of third party peace making interventions?

   i) Define career anchors.

   j) Write a note on future of OD.

SECTION-B

PART-I

2. What do you mean by planned change? State its importance. Discuss Kurt Lewin's model of planned change with illustrations.

3. Define Organizational development. What are the important characteristics of OD? Briefly explain various values, assumptions and beliefs in OD.

PART-II

4. Elaborate on the phases of the OD process with the help of suitable illustrations.

5. State various reasons for resistance to change. Suggest the individual and organizational strategies to overcome the resistance.

PART-III

6. What are OD interventions? Discuss in detail the characteristics and classification of OD interventions.

7. What do you mean by structural interventions? Explain various types of structural interventions to improve organizational effectiveness.

PART-IV

8. Enumerate the distinctive characteristics of 'client-consultant relationship' in OD? Also discuss different issues that influence the Client and consultant relationship.

9. i) Discuss in detail various contemporary issues in OD?

   ii) Suggest various steps to improve quality in OD

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Roll No. Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.–5)

CONSUMER BEHAVIOUR

Subject Code : BBA-511-18

M.Code : 78195

Date of Examination :11-06-2026

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) Buying motives

(b) Types of consumers

(c) Difference between goods and services in consumer behaviour

(d) Learning in consumer behaviour

(e) Attitude

(f) Social class

(g) Reference group

(h) Family influence on buying behaviour

(i) Problem recognition stage

(j) Cognitive dissonance

SECTION-B

UNIT-I

2. What is consumer behaviour? Discuss its scope and significance in modern marketing.

3. Explain the role of consumer behaviour in marketing decision-making.

UNIT-II

4. Define learning. Explain the different theories of learning in consumer behaviour.

5. How does personality influence consumer buying behaviour? Explain with suitable examples.

UNIT-III

6. What are social factors? Explain the role of family and reference groups in influencing consumer behaviour.

7. Explain the concept of social class and its impact on consumer buying decisions.

UNIT-IV

8. Explain the process of consumer decision-making with suitable examples.

9. Define the diffusion process. Explain its importance in consumer behaviour.

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Roll No. [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]

Total No. of Pages : 03

Total No. of Questions : 09

BBA (Sem.–5)

OPERATION RESEARCH

Subject Code : BBA-501-18

M.Code : 78193

Date of Examination : 09-06-2026

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) Define Operations Research and state two of its objectives.

b) What is the Big-M method in Linear Programming?

c) Write the main difference between balanced and unbalanced transportation problems.

d) State two assumptions of the assignment problem.

e) What do you mean by "critical path" in project management?

f) Differentiate between PERT and CPM in one line each.

g) What is meant by replacement policy?

h) Define EOQ (Economic Order Quantity).

i) What is the role of artificial variables in LPP?

j) Mention any two applications of Operations Research in management.

SECTION-B

UNIT-I

2. Explain the Big-M method in Linear Programming. How does it differ from the Two-Phase method? Give an example situation where artificial variables are necessary.

3. A company produces two products P_1 and P_2. Each unit of P_1 requires 3 hours of machining and 1 hour of assembly, while each unit of P_2 requires 1 hour of machining and 2 hours of assembly. The company has 90 machining hours and 60 assembly hours available. Profit per unit is Rs. 60 for P_1 and Rs. 40 for P_2. Formulate and graphically solve the LPP to maximize profit.

UNIT-II

4. Solve the following transportation problem using Northwest Corner Method and find the initial feasible solution:

	B1	B2	B3	Supply
A1	4	8	8	50
A2	16	24	16	70
A3	8	16	24	30
Demand	20	50	80	

5. Discuss the formulation and applications of the Assignment Problem. How does the Hungarian method ensure an optimal solution?

UNIT-III

6. The following table shows the activities in a construction project and their durations. Draw the project network, determine the critical path and project completion time.

Activity	Predecessor	Duration (in weeks)
A	-	3
B	-	4
C	A	5
D	A, B	6
E	C	2
F	D, E	4

7. Explain the concepts of Slack, Float, and Crashing in project management with examples.

UNIT-IV

8. A machine costs Rs. 60,000 and its running cost is estimated as follows. The scrap value is negligible. Determine the optimum replacement period.

Year	1	2	3	4	5
Running Cost (Rs.)	10,000	12,000	15,000	18,000	22,000

9. Explain different Inventory Control Models used in Operations Research. Discuss the assumptions and limitations of the EOQ model.

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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: 02-06-2026

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. Explain briefly:

(a) Concept of services marketing.

(b) Intangibility in services.

(c) Perishability in services.

(d) Service delivery.

(e) Service recovery.

(f) Customer expectation of service.

(g) Why is physical evidence important for service sector.

(h) Explain relation of service and technology.

(i) Concept of servicescape.

(j) Ethical aspects in services marketing.

SECTION-B

UNIT-I

2. Explain the characteristics of services in comparison to goods in detail with suitable examples.

3. Discuss the service marketing mix and its components in detail with examples.

UNIT-II

4. What are key elements and strategies used in service recovery by organisations.

5. Describe the key considerations in managing and building customer relationships in services.

UNIT-III

6. Explain the process of pricing of services. What are the different approaches of pricing for service sector.

7. What is service innovation and design. Explain their key components in detail.

UNIT-IV

8. Discuss the channels for delivering services through intermediaries and electronic channels.

9. Explain the GAPS model of service quality with examples.

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 Questions: 09

Total No. of Pages :02

BBA (Sem.–6)

PERSONAL FINANCIAL PLANNING

Subject Code: BBA621-18

M.Code : 79351

Date of Examination: 23-05-2026

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 short notes on the following:**

a) Financial Independence

b) Cash Flow Mapping

c) Risk Diversification

d) Property Insurance

e) Fixed Income Securities

f) Tax Avoidance

g) Early Retirement Planning

h) Nomination

i) Biases in Personal Finance

j) NAV

SECTION-B

UNIT-I

2. What is personal financial planning? Discuss the process and importance of personal financial planning.

3. "Inflation, time value of money, and risk premium are important determinants of terminal value of investment." Elucidate with suitable examples. Also briefly discuss the role of time value of money in personal financial planning.

UNIT II

4. Differentiate between insurance and investment. Discuss the various principles of Insurance.

5. Write a detailed note on various types of non-life insurance. Also briefly discuss their role and importance in managing personal risk.

UNIT III

6. What do you mean by mutual funds? Write a detailed note on various types of schemes offered by mutual fund companies in India.

7. What do you mean by credit score? Discuss in detail the various factors affecting credit score of an individual.

UNIT IV

8. Compare and contrast various retirement plans such as pension plans, provident funds and annuity schemes. Also briefly discuss their advantages and limitations.

9. Discuss the ethical issues involved in personal financial planning. Explain the role of financial planners in ensuring transparency, integrity and client confidentiality.

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

Roll No. [ ] Total No. of Pages :02

Total No. of Questions: 09

BBA (Sem.–6)

TRAINING & DEVELOPMENT

Subject Code: BBA631

M.Code :79353

Date of Examination: 21-05-2026

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) What is meant by Learning?

   b) What do you understand by instruction technology?

   c) Discuss the significance of Training.

   d) What is training need assessment?

   e) Define Brainstorming.

   f) Define Critical Incidents.

   g) What is role play as a training method?

   h) Define Development.

   i) What is the difference between training and development?

   j) What is the evaluation of training programs?

SECTION-B

UNIT I

2. Explain the concept and principles of learning. Discuss various methods of learning.

3. Discuss the importance of teaching techniques and instructor behaviour in the learning process.

UNIT II

4. Explain the importance of training. Describe the process of training.

5. Discuss the methods of identifying training needs and evaluating training effectiveness.

UNIT III

6. Explain various On-the-Job methods with examples.

7. Explain various Off-the-Job methods with examples.

UNIT IV

8. Explain the concept of development and distinguish between training and development.

9. Discuss the process of evaluating training and development programs and the challenges involved.

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

Roll No. [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.–6)

CROSS CULTURAL HUMAN RESOURCE MANAGEMENT

Subject Code : BBA632

M.Code. : 79354

Date of Examination : 18-05-2026

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) Dimensions of culture.

   b) How does national culture influence organizational culture?

   c) What is sensitivity training?

   d) List the dimensions of the Edward T. Hall study.

   e) What do you mean by expatriates?

   f) State the influence of the international political environment on business.

   g) What do you mean by cross-cultural training?

   h) Discuss various types of knowledge.

   i) Define cross-cultural ethics.

   j) What do you mean by non-equity strategic alliances?

SECTION – B

UNIT– I

2. Define cross-cultural management. How does the culture of an organization influence the process of decision-making?

3. What do you mean by a cultural shift? State its importance. Explain the factors influencing a shift in culture with the help of suitable illustrations.

UNIT– II

4. What factors account for cultural similarities and differences? Explain the dimensions of Hofstede's model to carry out cross-cultural comparison.

5. Define cultural adaptation. What are the objectives of cultural adaptation? Illustrate the stages of cultural adaptation.

UNIT– III

6. Discuss in detail various approaches for international staffing with their advantages and disadvantages.

7. What is motivation? Explain the implications of Maslow's Need Hierarchy theory for motivating international employees.

UNIT– IV

8. What do you mean by the transfer of knowledge? Discuss the strategies used for the transfer of knowledge across borders.

9. What do you mean by strategic planning? Explain the steps of developing international strategies.

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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 : 14-05-2026

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) Agricultural Income.

b) State any two instances where the income of the Previous Year is assessable in the P.Y. itself instead of the A.Y.

c) House Rent Allowance.

d) Treatment of Unrealised Rent.

e) Advance Payment of Tax.

f) Difference between Form 16 and Form 16A.

g) Scrutiny Assessment under Sections 143(2) and 143(3).

h) ABC Ltd. in Jabalpur, Madhya Pradesh sells mobile phones worth ₹1,00,000 to a buyer in Mumbai, Maharashtra. The applicable GST rate for mobile phones is 18%. Discuss the GST implications in this case.

i) PAN Card.

j) GST Council.

SECTION – B

UNIT I

2. What are the basic objectives of taxation? Discuss in brief the history of Income tax in India. Also, discuss the scope of the Income Tax Act 1961.

3. During the previous year 2024-25, Ms. Gurneet, a foreign citizen, stayed in India for just 69 days. Determine her residential status for the assessment year 2025-26 on the basis of the following information:

(i) During 2021-22, Ms. Gurneet was present in India for 366 days.

(ii) During 2018-19 and 2017-18, Ms. Gurneet was in Japan for 359 and 348 days respectively and for the balance period in India.

UNIT II

4. Mr. Rahul used his house property for self-occupation till 1/8/2024 and let out the same for the remaining period for rent of ₹12,000 p.m. Compute his income from house property for the assessment year 2025-26 from the following details:

- Municipal value ₹2,00,000; Fair Rent ₹1,60,000; Standard Rent ₹1,92,000; Municipal tax 16%, Interest on loan ₹20,000 [Assume that he has opted for old regime].

5. Discuss the following in brief:

   (a) Deduction in respect of medical insurance premium [Section 80D]

   (b) Deduction under Section 80TTA for Interest on Savings Accounts

   (c) Deduction in respect of contributions given by companies to political parties [Section 80GGB]

UNIT III

6. Discuss in detail the provisions of Income Tax Act, 1961 regarding clubbing of income.

7. State the provisions regarding deduction of tax at source in respect of the following incomes:

   (i) Winning from Lotteries/Puzzles/Games (Section 194B).

   (ii) Payments to Contractors (Section 194C).

   (iii) Salary.

UNIT IV

8. Explain the provisions governing cancellation of GST registration. Also, describe the consequences of cancellation of GST registration.

9. Discuss the following in brief:

   (a) Reasons for introduction of GST in India.

   (b) Levy and collection of GST.

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Roll No. [ ] Total No. of Pages: 02

Total No. of Questions: 09

BBA (Sem.–6)

RETAILING AND LOGISTICS MANAGEMENT

Subject Code: BBA-612-18

M.Code: 79350

Date of Examination: 11-05-2026

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. (a) What do you mean by retailing

(b) Explain e-tailing

(c) What is the first step in retail planning process

(d) Name any one factor affecting site selection

(e) Define competitive advantage

(f) What is the first consideration while buying merchandise

(g) Describe two promotion strategies

(h) Differentiate between logistics and supply chain management

(i) Describe two key challenges in supply chain management

(j) How do we improve customer service in retailing

SECTION-B

UNITS-I

2. Explain the economic significance and opportunities in retailing. How would you describe the changing scenario in retailing.

3. Explain the buying process and various types of buying in retailing.

UNIT-II

4. Distinguish between retail strategy and financial strategy. What do we mean by target market.

5. How can we gain competitive advantage through human resources. Describe any one theory of motivating human resources.

UNIT-III

6. How do we plan for merchandise in retailing. Explain the various pricing decisions for merchandise.

7. How do we design a store layout? Give examples.

UNIT-IV

8. Describe the association between logistics and customer relationship management. Explain the structure and functions of logistics.

9. Describe in detail the logistics costs in organized retail in India.

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Roll No.

Total No. of Questions: 09

Total No. of Pages : 02

BBA (Sem.–6)

COMPANY LAW

Subject Code: BBA-602-18

M.Code: 79348

Date of Examination: 08-05-2026

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 a short note on the following:

a) Government Company

b) Pre-incorporation Contracts

c) Memorandum of Association

d) Doctrine of Indoor Management

e) Forfeiture of Shares

f) Debentures

g) NCLT

h) Dividend

i) Meeting

j) Calls on Shares

SECTION-B

UNIT I

2. What do you mean by a company? Discuss various types of companies as per Indian Companies Act, 2013.

3. Explain the concept of Lifting of Corporate Veil. Discuss the circumstances under which the corporate veil may be lifted with suitable examples.

UNIT II

4. What do you mean by Articles of Association? Discuss their contents and role in the internal management of a company.

5. What is a prospectus? Discuss the legal provisions relating to misstatement in a prospectus and the liabilities arising from it.

UNIT III

6. Who are directors? Explain the role, powers, and responsibilities of the Board of Directors in a company.

7. Describe the procedure for conducting a valid company meeting. Highlight the contents and importance of notice, agenda and minutes.

UNIT IV

8. What is meant by winding up of a company? Explain the different modes of winding up under the Companies Act, 2013.

9. What is audit? Discuss the eligibility, powers and duties of auditors under the Companies Act, 2013.

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Roll No. | | | | | | | | | | | | Total No. of Pages : 02

Total No. of Questions: 09

BBA (Sem–6)

STRATEGY MANAGEMENT

Subject Code: BBA 601-18

M.Code: 79347

Date of Examination: 05-05-2026

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) Corporate Restructuring

   (b) Combination strategies

   (c) Mission and purpose

   (d) SWOT Analysis

   (e) HR strategy

   (f) BCG matrix

   (g) Strategy curves

   (h) Strategic Review

   (i) SBU

   (j) Core competence

SECTION-B

UNIT - I

2. What is Strategic Management? Discuss different approaches of strategic management.

3. What is strategic management process? What are steps involved in it.

UNIT - II

4. What is Competitive Analysis? What tools and techniques are employed in it?

5. What is core competence? What are its attributes? Distinguish between core competence and competitive advantage.

UNIT - III

6. Write notes on

   (a) balanced scorecard

   (b) GE Nine cell Matrix

7. How can strategic choice be made? Explain differentiation strategy.

UNIT - IV

8. What is Strategy Implementation? What is relationship between strategy formulation and implementation?

9. What is Strategic Evaluation? Who does the performance evaluation and why it is essential for organization?

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