



LINA - IV (2010 Course) : OCT. / NOV. - 2013

Subject : Business Laws
B.B.A. - I / II / III

Day : Friday

Date : 08/11/2013



Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B.:

- 1) **Q. No. 1 is COMPULSORY.**
- 2) Attempt Any **FOUR** questions from **Q. No. 2 to Q. No. 7.**
- 3) Each question carries **14** marks.

-
- Q.1 a)** Explain the Legal Rules regarding a valid offer.
- b)** Describe the various ways of Discharge of Contract.
- Q.2** What is a contract of Sale of Goods? Discuss the essential characteristics of a contract of Sale of Goods.
- Q.3** "Although sharing of profits is an essential element of partnership, it is not the sole test". Comment.
- Q.4** Explain the various types of relief which are available to a consumer in case of defects in goods and deficiency in services under The Consumer Protection Act 1986.
- Q.5** What is Intellectual Property? Explain its various forms with their features.
- Q.6** Define Company. Explain the essential features of the company.
- Q.7** Write short notes on Any **TWO** of the following:
- a)** Object of Competition Act 2002.
 - b)** Debentures
 - c)** Memorandum of Association
 - d)** Unpaid Seller.



LINA - IV (2010 Course) : OCT. / NOV. - 2013

Subject : International Business **B.B.A. - I / II / III**

Day : Monday

Date : 11/11/2013



Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B:

- 1) Question no. 1 is **COMPULSORY**.
- 2) Attempt any **FOUR** questions from question no.2 to question no.7
- 3) All questions carry **EQUAL** marks.

-
- Q.1** What are MNC's? Explain the role and function of MNC's. (14)
- Q.2** Define International Business. Discuss nature and scope of International Business. (14)
- Q.3** Explain the Heckscher Ohlin Theory of Trade. (14)
- Q.4** Discuss various factors that affect the Exchange Rate. (14)
- Q.5** Explain the arguments for and against globalization. (14)
- Q.6** Explain in detail 'Current Account and Trade Account. (14)
- Q.7** Write short notes on any **TWO** of the following: (14)
- a) Direct vs. Indirect Rate
 - b) Micro Environment
 - c) IMF
 - d) LPG



LINA - IV (2010 Course) : OCT. / NOV. - 2013

Subject : Research Methodology

B.B.A. - I / II / III

Day : Wednesday

Date : 13/11/2013



15228

Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B.:

- 1) Q. No 1 is **COMPULSORY**.
- 2) Attempt any **FOUR** questions from Q. No 2 to Q. No 7.
- 3) Each question carries **FOURTEEN** marks.
- 4) Use of non -programmable scientific **CALCULATOR** is allowed.
- 5) Graph paper and statistical tables will be provided if necessary.

-
- Q.1** a) Draw the suitable questionnaire to investigate the customer satisfaction of any Car Model. (07)
- b) Explain importance of Research in business. (07)
- Q.2** Explain briefly the different techniques used in analysis of data. (14)
- Q.3** Discuss the methods of primary Data Collection. (14)
- Q.4** "Computer has brought revolution in research practices". Explain this with suitable examples. (14)
- Q.5** Define research design. What are the types of research design? (14)
- Q.6** What is research report? Discuss the significance of research report in detail. (14)
- Q.7** Write short notes on any **TWO** of the following: (14)
- a) Quality of good researcher
 - b) Chi-square test
 - c) Literature review
 - d) Sources of Secondary Data

* * *



LINA - IV (2010 Course) : OCT. / NOV. - 2013

Subject : Human Resource Management

B.B.A. - I / II / III

Day : Saturday

Date : 16/11/2013



Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B.

- 1) **Q.No. 1 is COMPULSORY.** Out of the remaining attempt any **FOUR** questions from Q.No. 2 to 7.
- 2) Figures to the right indicate **FULL** marks.

Q.1 Discuss the nature of disputes in any industry of your choice and explain the methods of settlement for maintaining peaceful Industrial Relations. (14)

Q.2 Explain in detail the evolution of Human Resource Management. (14)

Q.3 "Performance Appraisal system helps the management to decide the employee remuneration and incentive". Discuss. (14)

Q.4 Explain the importance of Training and Development and discuss the various methods of training. (14)

Q.5 Define Human Resource Planning and discuss the constraints of Human Resource Planning. (14)

Q.6 Write a detailed note on International Human Resource Management. (14)

Q.7 Write short notes on any **TWO**: (14)

- a) Job Analysis
- b) MBO
- c) Contemporary issues involved in Job Design
- d) Trade Unions



LINA - IV (2010 Course) : OCT. / NOV. - 2013

Subject : Entrepreneurship Development
B.B.A. - I / II / III

Day : Tuesday

Date : 19/11/2013



Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B.:

- 1) **Q. No. 1 is COMPULSORY.**
- 2) Attempt any **FOUR** questions from **Q. No. 2 to Q. no. 7.**
- 3) Each question carries **14** marks.

-
- Q.1** a) Elaborate the evolution of the concept of entrepreneur.
b) How does entrepreneurial culture affect entrepreneurship?
- Q.2** Explain the challenges and prospects for women entrepreneurship in India.
- Q.3** Illustrate the role of financial institutions in promoting entrepreneurship development in India, with special emphasis on their liberalized schemes of assistance for working capital and long term, loans etc.
- Q.4** Elaborate the role of state Government in providing incentives, subsidies, grants and tax concessions to the entrepreneurs and new ventures.
- Q.5** What is business plan? Design the business plan for enterprise of your own choice.
- Q.6** You are planning to start a food products company dealing with preparation of coconut drinking water and other fruit juices. Conduct an environment analysis to judge the business prospects for this. Discuss how you will assess the market.
- Q.7** Write short notes on Any **TWO** of the following:
a) Business opportunity Identification
b) SISI
c) Venture capital
d) Entrepreneurship Development programme

