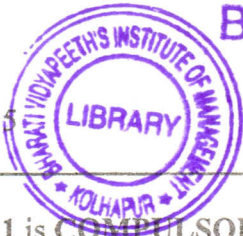


Subject : Business Laws

B.B.A. ~~II~~ / II / III

Day : Saturday

Date : 18/04/2015



Time : 10.00 AM TO 01.00 PM

Max Marks : 70 Total Pages : 1

N.B.:

- 1) Q.1 is **COMPULSORY**.
- 2) Each question carries **FOURTEEN** marks.
- 3) Attempt **ANY FOUR** questions from **Q.2 to Q.7**.

Q.1 a) "A minor has been supplied with the necessities of life by a grocer. He makes out a promissory note in favour of the Grocer. Is the Grocer entitled to claim payment under promissory note

- i) from the minor personally
- ii) against his estate

Explain with provisions as stated in the Contract Act 1872.

b) What are the essential requisites of Performance of Contract as per Act?

Q.2 Define Unpaid Seller. Explain the rights of the unpaid seller.

Q.3 Define Director. Explain his Duties, Powers and Liabilities.

Q.4 Write a note on the 3 tier Consumer Disputes Redressal Agencies.

Q.5 Explain the concept of Competition Act 2002.

Q.6 Define Intellectual Property and explain the subject matter of Intellectual Property Rights.

Q.7 Write short notes on **ANY TWO** of the following:

- a) Shares
- b) Types of Partners
- c) Conditions and Warranties
- d) Consumer, Complaints

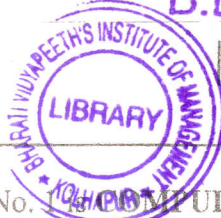
* * * *

Subject : International Business

B.B.A. I / II / III

Day : Monday

Date : 20/04/2014



23297

Time : 10.00 AM TO 01.00 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 a) Discuss role of MNC in generation of employment. (14)
b) Explain Smith theory of International Business.
- Q.2 Discuss on latest foreign trade policy of India highlighting the role of Special Economic Zones. (14)
- Q.3 Define multinational company. How domestic & international trade differs from each other. (14)
- Q.4 Explain in detail the objectives and functions of world bank. (14)
- Q.5 Define International Business. Describe in detail why companies engage in IB. (14)
- Q.6 What is "Balance of Payment"? In this context what is "Deficit" and "Surplus" in balance of payment? (14)
- Q.7 Write short notes on any **TWO** of the following (14)
a) Globalization
b) Factors affecting on Exchange Rates
c) Objectives of International Monetary Fund
d) NAFTA

Subject : Research Methodology

B.B.A. I / II / III

Day : Tuesday

Date : 21/04/2015



23298

Time : 10.00 AM TO 01.00 PM

Max Marks : 70 Total Pages : 1

N.B.

- 1) EACH question carries FOURTEEN marks.
- 2) Question 1 is **COMPULSORY**.
- 3) Attempt any **FOUR** questions from Q. 2 to Q. 7
- 4) Use of **non-programmable** scientific calculator is allowed.
- 5) Graph paper and **statistical tables** will be provided if necessary.

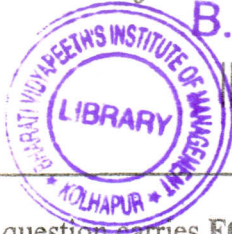
- Q.1 a) Draw a suitable questionnaire to collect information about the income, expenditure and savings pattern of employees of an organization. (07)
- b) Discuss the role of research in functional areas of management. (07)
- Q.2 What is research design? Discuss the components of a research design. (14)
- Q.3 Describe the qualities desirable in a good researcher. (14)
- Q.4 Explain the different methods of non-probability sampling giving suitable illustrations. (14)
- Q.5 Discuss the procedure of testing of hypothesis. (14)
- Q.6 What are secondary data? How are they useful? State the precautions to be taken while using secondary data. (14)
- Q.7 Write short notes on any **TWO**: (14)
- a) Considerations for framing a questionnaire
 - b) Types of research reports
 - c) Observation method for collecting data
 - d) Chi-Square test

* * *

Subject : Human Resource Management

Day : Wednesday

Date : 22/04/2015



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



Time : 10.00 AM TO 01.00 PM

Max Marks : 70 Total Pages : 1

N.B.

- 1) Each question carries **FOURTEEN** marks
- 2) Question I is **COMPULSORY**.
- 3) Attempt Any **FOUR** questions from Q.2 - Q.7.

Q.1 a) Define "Human Resource Management" Out line its objectives and functions.

b) You have recently joined as HR Manager for ABC software solution Limited. Prepare a plan for selection of software engineers to complete the procurement function.

Q.2 State the scope of HRP in globalised environment.

Q.3 What is job analysis? What are the uses of Job analysis? Explain the process of Job Analysis.

Q.4 Define Recruitment and explain the sources of recruitment.

Q.5 Explain, in short, factors affecting Employee Remuneration.

Q.6 What are the elements of sound, healthy and meaningful industrial relations?

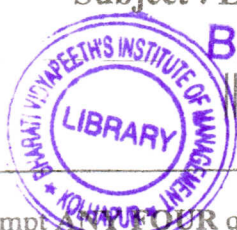
Q.7 Write short notes on Any **TWO** of the following:

- a) Types of interviews
- b) HRIS
- c) MBO
- d) Training Need Analysis.

* * * * *

Subject : Entrepreneurship Development

Day : Thursday
Date : 23/04/2015



B.B.A. H/II/III
23300

Time : 10.00 AM TO 01.00 PM
Max Marks : 70 Total Pages : 1

N.B.:

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Answers to both the sections should be written in the **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

SECTION – I

- Q.1 Define the term 'entrepreneur'. Discuss the characteristics and functions of an entrepreneur. [10]
- Q.2 Write a detailed note on business opportunity identification. [10]
- Q.3 What do you mean by a business plan? Explain the significance and the contents of a business plan to be forwarded for financial assistance to the banks. [10]
- Q.4 "Entrepreneurship development is the need of hour in India". Do you agree with this statement? Justify. [10]
- Q.5 How is the Government of India promoting entrepreneurship in the country? Explain. [10]
- Q.6 Write short notes on **ANY TWO** of the following: [10]
- a) Factors motivating entrepreneurs
 - b) Sources of finance
 - c) Support agencies for budding entrepreneurs
 - d) Qualities of an entrepreneur

SECTION – II

- Q.7 Imagine yourself to be in possession of a built space of 500 sq. ft., on the ground floor by the side of the main road, in a rapidly developing town. There is a water and three phase electricity connection at this place. It is currently vacant. Think of starting a business here. What business opportunities will you consider? How will you use them to start a new business? Explain. [15]
- Q.8 Mansoor is a well-known young cricketer playing for a famous sports club in his town. He could never afford branded cricket bats. Locally made bats, he feels are not good enough. He is an ordinary student in the final year of his degree course. Mansoor does not fancy working anywhere as an employee. His family runs a reputed carpentry business, employing many skilled carpenters, to produce household furniture on a large scale. Mansoor is keen on diversifying into a new business, using the reputations and current skills of the present business. Present your suggestions for Mansoor's new venture. [15]
- Q.9 It is often seen that young students from very poor families score heavily in the S.S.C. (10th) & H.S.C. (12th) Exam. Some even secure a top rank. Many among them express their desire to secure a god job in private sector or in a Government office. But very few want to start their own business. Comment upon this preference for a job over running one's own business [15]