



Day : Saturday

Date : 15/11/2014



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.

Q.1 a) State briefly the law relating to "Capacity of Parties to Contract" under the Indian contract Act, 1872.

b) C with the intention of inducing D to enter into a contract with him makes a statement to D, which is infact untrue and thereby induces D to enter into the contract. What are D's rights? Explain the provisions as to "Free consent" under the Indian Contract Act, 1872.

Q.2 Define and distinguish between conditions and warranties under the Sale of Goods Act, 1930.

Q.3 State the necessity for registration and effect of non registration of a partnership firm.

Q.4 Discuss the role of the Director in the management of a company.

Q.5 Write a note on: The Consumer Dispute Redressal Agencies.

Q.6 Define and contrast between Memorandum of Association and Articles of Association.

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

- a) Features of Competition Act
- b) Branches of Intellectual Property Rights.
- c) Void agreements
- d) Rights and duties of partner

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LINA - IV (2010 Course) : WINTER - 2014

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

Day : Monday

Date : 17/11/2014



20641

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) Figures to the right indicate **FULL** marks.

Q.1 "International Business plays vital role in the economic development of the country". Discuss the statement with examples. [14]

Q.2 Explain Heckscher-Ohlin Theory of International Trade. [14]

Q.3 Write a note on Foreign Exchange Market. [14]

Q.4 Explain the contents of Balance of Payment. [14]

Q.5 Write evolution, structure and functions of European Union. [14]

Q.6 Write a detailed note on Special Economic Zone. [14]

Q.7 Write short notes on **ANY TWO** of the following: [14]

- a) International Human Resource
- b) IMF
- c) Mercantilism

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Day : Tuesday

Date : 18/11/2014



20642

Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

N.B. :

- 1) **Question No.1 is COMPULSORY.**
- 2) Each question carries **FOURTEEN** marks.
- 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** What are the advantages of questionnaire method of data collection? Design a suitable questionnaire to find out the advertisement effectiveness of any product of your choice. (14)
- Q.2** Discuss the importance of research report. Explain briefly the format of research report. (14)
- Q.3** Discuss the significance of research design. Also discuss the characteristics of good research design. (14)
- Q.4** Discuss the research process in detail. (14)
- Q.5** Explain the term primary data. Discuss techniques of primary data collection. (14)
- Q.6** Explain briefly the different techniques used for analysis of data. (14)
- Q.7** Write short notes on **ANY TWO** of the following : (14)
- a) Chi square test
 - b) Sources of error in measurement
 - c) Types of research
 - d) Role of computer in research

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LINA - IV (2010 Course) : WINTER - 2014

B.B.A. - I / II / III
Subject : Human Resource Management

Day : Wednesday
Date : 19/11/2014



Time : 02.00 PM TO 05.00 PM
Max Marks : 70 Total Pages : 1

N.B.:

- 1) **Q.1** is **COMPULSORY**. Out of the remaining attempt any **FOUR** questions.
- 2) Each question carries **EQUAL** marks.

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- Q.1** Define HRM? Explain in detail the nature and scope of HRM in today's context.
- Q.2** Define Human Resource Planning. Explain the various steps involved in the Human Resource Planning process.
- Q.3** Define 'training'. Elaborate in detail the various factors considered in Training Need Analysis.
- Q.4** Discuss the importance of Job Evaluation and explain in detail any one method of Job Evaluation.
- Q.5** What do you understand by the term 'Industrial Relations'? Explain in detail the various methods for resolving Industrial Disputes in India.
- Q.6** Write short notes on Any **TWO** of the following:
- a) Factors affecting employee remuneration
 - b) Assessment center
 - c) Types of interviews
- Q.7** What is MBO? Explain its process. How MBO can be used as an effective way of monitoring performance?

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Subject : Entrepreneurship Development

Day : Thursday

Date : 20/11/2014



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) Figures to the right indicate **FULL** marks.

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- Q.1** Explain in detail the characteristics, functions and types of entrepreneurs. (14)
- Q.2** Discuss in detail opportunity identification and selection, with suitable examples. (14)
- Q.3** What are the different areas covered in business plan? Explain in detail. (14)
- Q.4** What is the role played by Venture Capital Finance in promoting Entrepreneurship? (14)
- Q.5** Discuss the role & importance of the following government agencies for development of entrepreneurship. (14)
- a) DIC
 - b) SIDBI
- Q.6** What are the different factors motivating a person to become Entrepreneur? (14)
- Q.7** Write short notes on (Any TWO) (14)
- a) Market Assessment
 - b) Elevator Pitch
 - c) Intrapreneur

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