

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

Day : Friday

Date : 20/11/2015



Time : 10.00 AM TO 01.00 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.
- 3) Each question carries **FOURTEEN** marks.



- |     |    |  |      |
|-----|----|--|------|
| Q.1 | a) | Discuss the important provisions pertaining to "offer" and "acceptance" as stated under the Indian Contract Act, 1872.                 | (07) |
|     | b) | "Legality of object is one of the pre-requisites to formation of a valid contract". Elucidate with the help of suitable illustrations. | (07) |
| Q.2 |    | Define "Goods". Explain the different types of goods under the Sale of Goods Act, 1930.  | (14) |
| Q.3 |    | Discuss the various kinds of partners in a partnership firm.   | (14) |
| Q.4 |    | "Directors are the managing partners of a company". Comment on their qualification and disqualification.                               | (14) |
| Q.5 |    | Explain the role of the 3-tier redressal agencies constituted under the Consumer Protection Act, 1986.                                 | (14) |
| Q.6 |    | Give an overview of Intellectual Property Rights in India.   | (14) |
| Q.7 |    | Write short notes on (ANY TWO)   | (14) |
|     | a) | Scope and objectives of Competition Act 2002   |      |
|     | b) | Remedies for breach of contract of sale  |      |
|     | c) | Articles of Association  |      |
|     | d) | Dissolution of a firm  |      |



## Subject : Research Methodology

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

Day : Thursday

Date : 26/11/2015



26272

Time : 10.00 AM TO 01.00 PM

Max Marks : 70 Total Pages : 1

N.B.

- 1) **Q.1 is COMPULSORY.**
- 2) Attempt any **FOUR** questions from Q.2 to Q.7.
- 3) Each question carries **FOURTEEN** marks.
- 4) Use of non-programmable calculator is allowed.
- 5) Statistical tables will be provided if necessary.



- Q.1 a) Explain in brief the research process. (07)
- b) Distinguish between the primary source and secondary source of data. (07)
- Q.2 Explain giving suitable illustrations, the importance of research in business. (14)
- Q.3 Explain 'measurement' in research. Discuss the different sources of errors in measurement. (14)
- Q.4 How is sampling important in research? Explain giving suitable illustrations, the non-probability sampling techniques. (14)
- Q.5 a) Explain in brief the format of a good research report. (07)
- b) Discuss the considerations involved in framing a good questionnaire. (07)
- Q.6 Write short notes on any **TWO**: (14)
- a) Qualities of a good researcher
  - b) Statistical tools for data analysis
  - c) Advantages of research design
- Q.7 Given : (14)

	Passed	Failed
Day Classes	100	20
Evening Classes	40	660

Test using chi-square test, whether passing in examination and studying in day classes are independent?

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Subject : Human Resource Management

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

Day : Saturday

Date : 28/11/2015



Time : 10.00 AM TO 01.00 PM

Max Marks : 70 Total Pages : 1

N. B. :

- 1) Q. No. 1 is **COMPULSORY**.
- 2) Attempt **ANY FOUR** out of the remaining.
- 3) Figures to the right indicate **FULL** marks.



- Q. 1 What is Strategic Human Resource Management? Discuss nature of Strategic HRM in detail. (14)
- Q. 2 What are the scopes of HRM? Discuss the differences between Personnel Management and HRM. (14)
- Q. 3 Discuss various steps involved in Job Analysis. What is the use of information gathered during the process of Job Analysis? (14)
- Q. 4 Define Recruitment. How is it different from Selection? Explain various sources of Recruitment in short. (14)
- Q. 5 What is Performance Appraisal? Discuss in detail any two modern methods of Performance Appraisal. (14)
- Q. 6 As the HR Manager of a mid-size software firm, plan for an Induction Programme for a batch of 50 newly appointed software engineers. (14)
- Q. 7 Write short notes on **ANY TWO** of the following: (14)
- a) Management By Objective (MBO)
  - b) Off - the - Job Training
  - c) Industrial Relations
  - d) Settlement of Disputes

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Subject : Entrepreneurship Development

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

Day : Tuesday

Date : 01/12/2015



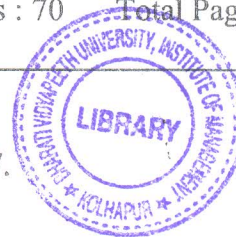
26274

Time : 10.00 AM TO 01.00 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 a) Define 'Entrepreneurship'. Explain different functions of entrepreneurs. (07)
- b) Explain the role of Entrepreneurship in economic development of India. (07)
- Q.2 Explain, with suitable examples "Business opportunity Identification and Selection". (14)
- Q.3 Prepare a detailed business plan for a food processing unit. (14)
- Q.4 Explain the contribution of financial institutions in promotion of entrepreneurship. (14)
- Q.5 Explain the role of following agencies in supporting the entrepreneurs. (14)
- a) SIDBI
- b) SISI
- Q.6 Evaluate the Entrepreneurship Development Program with reference to the course contents of the EDP. (14)
- Q.7 Write short notes on any **TWO** of the following: (14)
- a) Woman Entrepreneurship
- b) Market Assessment
- c) Importance of Environmental Analysis for the Entrepreneurs
- d) Types of Finance.