
BBA-II Sem.-IV



LINA - IV (2010 Course) : OCT / NOV - 2012

Subject : Business Laws

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

Day : Saturday

Date : 29/12/2012



Time : 02.00 PM TO 05.00 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**.

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- Q.1 a)** A wants to start a company and wants to register it under The Companies Act 1956. Explain in detail the various documents required in the formation of the company.
- b)** Explain the types of Partners as stated under the Indian Partnership Act 1932.
- Q.2** "A contract emerges from the acceptance of an offer". Explain.
- Q.3** Define company. Explain the different types of company.
- Q.4** Discuss the working of The State Redressal Forum as per the Consumer Protection Act 1986.
- Q.5** Define Intellectual Property and explain its branches.
- Q.6** Discuss the concept of Competition Act 2002 with special emphasis to objects and features.
- Q.7** Write short notes on **ANY TWO** of the following:
- a) Distinguish between Sale and Agreement to sell
 - b) Define consumer complaint as per the Consumer Protection Act 1986
 - c) Conditions and Warranties
 - d) Formation of Partnership

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LINA - IV (2010 Course) : OCT / NOV - 2012

Subject : International Business

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

Day : Monday

Date : 31/12/2012



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.

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- Q.1 a) Discuss Fixed, Flexible & Managed exchange rates. (14)
b) Explain Heckscher-Ohlin theory of International Business.
- Q.2 Define International Business. What transactions are included in International Business? (14)
- Q.3 Discuss on latest foreign trade policy of India highlighting the role of special economic zones. (14)
- Q.4 Define "Balance of Payment" in this context what is deficit and surplus in Balance of Payment. (14)
- Q.5 Define International Marketing. Describe various functions of International Marketing (14)
- Q.6 What is multinational company? How domestic & international trade differs from each other. (14)
- Q.7 Write short notes on any **TWO** of the following (14)
a) SAARC
b) European Union
c) Managing global work force
d) IMF



LINA - IV (2010 Course) : OCT / NOV - 2012

Subject : Research Methodology

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

Day : Wednesday

Date : 02/01/2013



Time : 02.00 PM TO 05.00 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) Following data relate to the sales of certain article during depression. (07)

Sales Patterns	Not Hit by depression	Hit by depression	Total
Satisfactory	140	60	200
Not – Satisfactory	40	60	100
Total	180	120	300

Do the data suggest that the sales are significantly affected by depression?
Use Chi-square test at 5% level of significance.

b) Explain what you understand by the term 'Research'. Discuss its significance in present business scenario. (07)

Q.2 Describe the Exploratory Research. How is it important? (14)

Q.3 Compare the schedule and questionnaire method for collecting data giving suitable illustrations. (14)

Q.4 What is sampling? Discuss the importance of sampling in research. (14)

Q.5 Explain the steps involved in processing of data. (14)

Q.6 Explain the sources of error in measurement giving examples. (14)

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

- a) Format of a good research report
- b) Qualities of a good research and researcher
- c) Pilot surveys
- d) Role of Information Technology in Research



LINA - IV (2010 Course) : OCT / NOV - 2012

Subject : Entrepreneurship Development

Day : Saturday
Date : 05/01/2013



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

Time : 02.00 PM TO 05.00 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 Write a detailed note on business opportunity identification. [10]
- Q.2 a) What are the functions of an entrepreneur? Explain [05]
b) Describe the qualities and types of entrepreneur. [05]
- Q.3 Discuss the various sources of finance available to an entrepreneur with their pros and cons. [10]
- Q.4 Discuss the support of agencies like DIC, SIDBI etc. to entrepreneurship in India [10]
- Q.5 What do you understand by business plan? Describe the contents of a good business plan. [10]
- Q.6 Write short notes on **ANY TWO** of the following: [10]
a) Women entrepreneurship in India.
b) Entrepreneurial development
c) Central Government schemes for entrepreneurs.
d) Role of entrepreneurship in economic development.

SECTION – II

- Q.7 Many young persons like to meet other people, make acquaintances, find new addresses and locate new places. Will you consider such persons who have the potential to become future entrepreneur in courier business? What additional qualities should such persons develop to actually become successful in courier business? What challenges will they have to face? Offer your solutions. [15]
- Q.8 Mayank is from historical city of Gwalior, He has a great love for History. He remembers even small details of the former empires, kings, their battles and achievements. He is fluent in Hindi and English. He is confident in dealing with Government agencies. Through his skills he has built relations in the tourism trade. Though he belongs to lower middle class family he plans to be rich and famous. He wants to develop a tourism agency. Offer him your advice to set up new business. [15]
- Q.9 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? Justify. [15]