

B.B.A. SEM – IV (2015 CBCS Course) : SUMMER - 2019

SUBJECT: BUSINESS LAWS

Day: Tuesday
Date: 16/04/2019

S-2019-1959

Time: 10.00 AM TO 01.00 PM
Max. Marks: 100

N.B.:

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

SECTION-I

- Q.1** Define offer and Acceptance. State the rules of valid offer and acceptance. (15)
- Q.2** Define partnership. Explain the procedure for registration of Partnership. (15)
- Q.3** What is capacity of parties under Contract Act, 1872? (15)
- Q.4** Define the following under the companies Act, 1956 (15)
i) Memorandum of Association
ii) Articles of Association
iii) Prospectus
- Q.5** Write short notes on any **THREE** of the following: (15)
a) Void Agreement
b) Transfer of property under sale of goods Act
c) Effect of non- registration of partnership firm
d) Shares

SECTION-II

- Q.6** Define Intellectual Property Right. Discuss the types of Intellectual Property. (20)
- Q.7** Discuss in detail three tier Redressal Agencies under Consumer Protection Act, 1986. (20)
- Q.8** Who is unpaid seller? What are different rights available to him under the Sale of Goods Act, 1930? (20)

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B.B.A. SEM – IV (2015 CBCS Course) : SUMMER - 2019

SUBJECT : INTERNATIONAL BUSINESS

Day : Saturday

Date : 20/04/2019

S-2019-1960

Time : 10.00 AM TO 01.00 PM

Max. Marks : 100

N.B.

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

SECTION – I

- Q.1** Explain Comparative Cost Theory as an advantage over Absolute Cost Theory. (15)
- Q.2** Discuss the role played by Multinational Corporations in International Business. (15)
- Q.3** Define 'Foreign Exchange Market'. State and explain in brief characteristic features thereof. (15)
- Q.4** Define Exchange Rate. Explain Direct and Indirect quotation of exchange rate. (15)
- Q.5** Write short notes on **ANY TWO** of the following. (15)
- a) S.E.Z.
 - b) NAFTA
 - c) Principal items of Export and Import from India

SECTION - II

- Q.6** Define Balance of Trade and Balance of Payment. In this context explain Basic and overall balance. (20)
- Q.7** Write a detailed note on role played by I.M.F. (20)
- Q.8** Write a detailed note on evolution, structure and function of WTO. (20)

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B.B.A. SEM – IV (2015 CBCS Course) : SUMMER - 2019

SUBJECT: RESEARCH METHODOLOGY

Day: Thursday
Date: 02/05/2019

S-2019-1961

Time: 10.00 AM TO 01.00 PM
Max. Marks: 100

N.B:

- 1) Attempt **ANY FOUR** questions from Section-I and **ANY TWO** questions from Section-II.
 - 2) Answers to both the sections should be written in SAME answer book.
 - 3) Use of non- programmable **CALCULATOR** is allowed.
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SECTION-I

- Q.1** Define Research, state the characteristics and importance of research in business. (15)
- Q.2** Describe the research process in detail, with suitable diagram (15)
- Q.3** Discuss the various sources of primary data in detail. (15)
- Q.4** Explain the various steps involved in processing of data. (15)
- Q.5** Write short notes on (ANY THREE): (15)
- a) Types of Research Reports
 - b) Qualities of Good Researches
 - c) Sources of errors in measurement
 - d) Hypothesis

SECTION-II

- Q.6** Why research report is important? Give a detail format of good research report. (20)
- Q.7** Discuss the various sources of secondary data and state the importance of secondary data in research. (20)
- Q.8** Design a detail questionnaire for a company dealing in e-business, It wants to know the feedback of its customers regarding online shopping experiences. (20)

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B.B.A. SEM – IV (2015 CBCS Course) : SUMMER - 2019
SUBJECT: HUMAN RESOURCE MANAGEMENT

Day: Thursday
Date: 25/04/2019

S-2019-1962

Time: 10.00 AM TO 01.00 PM
Max. Marks: 100

N.B.:

- 1) Answer ANY FOUR questions from Section I. Each question carries 15 Marks.
- 2) Answer ANY TWO questions from Section II. Each question carries 20 Marks.
- 3) Answers to Both the sections to be written in SAME answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

Q.1) Answer the following: (15 Marks X 1 = 15 Marks)

Describe the concept of Human Resource Management and the structure of HR department in large scale organization with suitable examples.

Q.2) Answer the following: (15 Marks X 1 = 15 Marks)

What do you mean by Job Analysis? Explain the process of Job Analysis.

Q.3) Answer the following: (15 Marks X 1 = 15 Marks)

Define Recruitment. Bring out its purpose and importance.

Q.4) Answer the following: (15 Marks X 1 = 15 Marks)

What is training? Write down any five methods of employee training.

Q.5) Answer the following: (15 Marks X 1 = 15 Marks)

Describe the different methods of Performance Appraisal.

Q.6) Write short notes on the following: Attempt ANY THREE (5 Marks X 3 = 15 Marks)

- a) Human Resource Information Systems (HRIS)
- b) Job evaluation.
- c) Management by objectives (MBO)
- d) Parties to IR and their Role.

SECTION - II

Q.7) Answer the following: (20 Marks X 1 = 20 Marks)

Supposing your company intends to set up a subsidiary in Thailand. Which country's nationals do you recruit to head the subsidiary—India, Thailand, or any other country? Justify.

Q.8) Answer the following: (20 Marks X 1 = 20 Marks)

Assume that 20 new sales executives are selected for marketing a new product for company manufacturing Consumer Durables. Design an Induction Training Programme for the sales executives.

Q.9) Answer the following: (20 Marks X 1 = 20 Marks)

Critically analyze pros and cons of Performance Based Payment in present era.

B.B.A. SEM – IV (2015 CBCS Course) : SUMMER - 2019

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT

Day: Friday
Date: 03/05/2019

S-2019-1963

Time 10.00 AM TO 01.00 PM
Max. Marks: 100

N.B.:

- 1) Answer ANY FOUR questions from Section I. Each question carries 15 Marks.
- 2) Answer ANY TWO questions from Section II. Each question carries 20 Marks.
- 3) Answers to Both the sections to be written in **SAME** answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

Q.1) Answer the following: (15 Marks X 1 = 15 Marks)

Describe the qualities and types of entrepreneur.

Q.2) Answer the following: (15 Marks X 1 = 15 Marks)

Explain Market assessment. How to conduct Market assessment?

Q.3) Answer the following: (15 Marks X 1 = 15 Marks)

What is business plan? Describe the contents of good business plan.

Q.4) Answer the following: (15 Marks X 1 = 15 Marks)

Illustrate the role of financial institutions in promoting entrepreneurship development in India.

Q.5) Answer the following: Attempt ANY ONE (15 Marks X 1 = 15 Marks)

- a) Explain the function of DIC and SIDBI.
- b) Discuss the objectives and the course content of an EDP (Entrepreneurship Development Program).

Q.6) Write short notes on the following: Attempt ANY THREE (5 Marks X 3 = 15 Marks)

- a) Functions of an entrepreneur
- b) Modalities of information collection
- c) Elevator Pitch
- d) Types of finance
- e) Motivational factors affecting entrepreneurship

SECTION -II

Q.7) Answer the following: Attempt ANY ONE (20 Marks X 1 = 20 Marks)

- a) Entrepreneurs are made or born? Discuss your answer stating suitable examples.
- b) How does environmental analysis help in spotting a business opportunity? Explain with suitable example.

Q.8) Answer the following: Attempt ANY ONE (20 Marks X 1 = 20 Marks)

- a) You want to start a new travel and tourism company in your city with various international tour packages. Present your business plan to bank manager for availing loan.
- b) An American company wants to start a new business in India. What are various sources of finance they can use to raise the funds?

Q.9) Answer the following: Attempt ANY ONE (20 Marks X 1 = 20 Marks)

- a) Explain the different schemes that are offered by the Government of India.
- b) Design an EDP for training the rural women to start their own business.
