

B.B.A. SEM – IV (2015 CBCS COURSE) : WINTER - 2017
SUBJECT: BUSINESS LAWS

Day: **Friday**
Date: **10/11/2017**

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

W-2017-1529

N.B.:

- 1) Attempt any **FOUR** questions from Section –I. Each question carries **15** marks.
- 2) Attempt any **TWO** questions from Section –II. Each question carries **20** marks.
- 3) Answers to both the sections should be written in **SEPARATE** answer books.

SECTION-I

- Q.1** “In a Partnership the partners must act with utmost good faith as it forms the basis of Partnership”. Discuss with respect to duties of partners as laid down under the Indian Partnership Act, 1932. **(15)**
- Q.2** Enlist and Enumerate the following under the Companies Act, 1956:- **(15)**
a) Appointment of Directors
b) Position of Directors
c) Powers of Directors
- Q.3** What is Jurisdiction of State Commission? Give an overview of the functioning of the State Commission under the Consumer Protection Act, 1986. **(15)**
- Q.4** Define and discuss Capacity of parties, Free Consent and Void Agreements under the Indian Contract Act, 1872. **(15)**
- Q.5** Write short notes on any **THREE** of the following: **(15)**
a) Articles of Association
b) Types of Intellectual Property Rights
c) Types of Goods under Sale of Goods Act, 1930
d) Caveat emptor

SECTION -II

- Q.6** Mrs. Roy wants to register her partnership firm. Discuss the procedures she would follow for registration of partnership firm as stated under the Indian Partnership Act, 1932. Also state the effects of non-registration of partnership firm. **(20)**
- Q.7** Mr. Khan sales goods to Mr. Inamdar under the Sale of Goods Act, 1930. The goods are stolen property. Discuss the various provisions about conditions and warranties under the Act, further mention which is applicable in this case. **(20)**
- Q.8** Discuss the circumstances under which contract is said to be discharged under the Indian Contract Act, 1872. **(20)**

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B.B.A. SEM -- IV (2015 CBCS COURSE) : WINTER - 2017

SUBJECT : INTERNATIONAL BUSINESS

Day : **Monday**
Date : **13/11/2017**

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

W-2017-1530

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 **SEPARATE** answer books.
- 3) Figures to the right indicate **FULL** marks.

SECTION – I

- Q.1** Discuss the origin, objectives and functions of World Bank. [15]
- Q.2** Discuss the theory of Comparative Cost advantage. What are its assumptions and implications? [15]
- Q.3** How do you determine exchange rates? What are the advantages and disadvantages of flexible exchange rate system? [15]
- Q.4** What is International HRM? How does it differ from domestic HRM? [15]
- Q.5** Write short notes on **ANY THREE** of the following: [15]
- a) Porter's Model
 - b) NAFTA
 - c) SEZ
 - d) Current foreign trade policy of India

SECTION – II

- Q.6** Describe the organization structure of WTO. Explain the role of India in WTO and WTO's role in Indian socio-economic development. [20]
- Q.7** Define the term Balance of Payment. Explain the trends in India's balance of payment position. What are the reasons for disequilibrium in the Balance of Payments? [20]
- Q.8** Define the term Multinational Corporations. Critically comment on role and importance of MNC in International Business. [20]

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B.B.A. SEM – IV (2015 CBCS COURSE) : WINTER - 2017
SUBJECT : RESEARCH METHODOLOGY

Day : **Wednesday**
Date : **15/11/2017**

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

W-2017-1531

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 **SEPARATE** answer book.
- 3) Use of non-programmable calculator is allowed.

SECTION – I

- Q.1** Define research and explain its characteristics in brief. (15)
- Q.2** What is Primary Data? Explain various primary data collection methods. (15)
- Q.3** What is processing of data? Explain in brief the various steps involved in processing of data. (15)
- Q.4** Describe in brief the layout of a research report covering all relevant points. (15)
- Q.5** Write short notes on **ANY THREE**: (15)
- a) Qualities of good researcher
 - b) Types of research report
 - c) Type I and Type II errors in hypothesis testing
 - d) Importance of research in business

SECTION – II

- Q.6** Explain in brief the various types of research. (20)
- Q.7** Discuss the various types of research design. (20)
- Q.8** On the basis of information given below about the treatment of 200 patients suffering from a disease, state whether the new treatment is comparatively superior to the conventional treatment. (20)

Treatment	No. of Patients	
	Favourable Response	No Response
New	60	20
Conventional	70	50

For drawing your inference, use the value of χ^2 for one degree of freedom at 5% level of significance, viz, 3.841.

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B.B.A. SEM – IV (2015 CBCS COURSE) : WINTER - 2017

SUBJECT : HUMAN RESOURCE MANAGEMENT

Day : **Friday**
Date : **17/11/2017**

W-2017-1532

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 **SEPARATE** answer books.
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SECTION – I

- Q.1** Discuss the importance of Human Resource Management and explain Human Resource Management functions and objectives. **[15]**
- Q.2** Explain the term selection. Elaborate the process of recruitment and selection. **[15]**
- Q.3** Explain in detail steps involved in training programmes. **[15]**
- Q.4** What are the methods of performance appraisal? **[15]**
- Q.5** Elaborate various methods of employee separation. **[15]**
- Q.6** Write a short note on **ANY TWO** of the following: **[15]**
- a) Job Description
 - b) Assessment Centers
 - c) Training Evaluation
 - d) Induction and Placement

SECTION – II

- Q.7** Design a training program for newly joined Sales Executive in FMCG Company. **[20]**
- Q.8** “Organizational strategies have linkage with HR – strategies”. Discuss. **[20]**
- Q.9** Design a performance appraisal plan for management staff of Automobile Company. **[20]**

B.B.A. SEM – IV (2015 CBCS COURSE) : WINTER - 2017

SUBJECT : ENTREPRENEURSHIP DEVELOPMENT

Day : **Monday**

Date : **20/11/2017**

Time : **10.00 AM TO 01.00 PM**

Max. Marks : 100

W-2017-1533

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 the **SEPARATE** answer books.
 - 3) Figures to the right indicate **FULL** marks.
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SECTION – I

- Q.1** Define 'Entrepreneurship'. Explain its functions and role in economic development of India. **[15]**
- Q.2** What is meant by 'Business Opportunities'? What are the various sources of Business Ideas? **[15]**
- Q.3** What is the significance and content of 'Business Plan'? Explain it in detail. **[15]**
- Q.4** Discuss various sources of financial assistance available to the entrepreneur. Also elaborate the concept of Venture Capital. **[15]**
- Q.5** Write short notes on **ANY TWO** of the following: **[15]**
- a) Women Entrepreneurship
 - b) NSIC
 - c) Factors motivating Entrepreneurship

SECTION – II

- Q.6** Prepare a detail business plan for production and marketing of Bakery Products. **[20]**
- Q.7** Develop an EDP (Entrepreneurship Development Program) to train entrepreneurs of your area. **[20]**
- Q.8** State and explain the various schemes offered by SISI, SIDBI and RDC's to the entrepreneur. **[20]**

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