

Day: **Friday**  
Date: **27/04/2018**

**S-2018-1605**

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

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**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.
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**SECTION-I**

- Q.1** Discuss the provisions of the following under the Indian Partnership Act, 1932: (15)
- a) Essential characteristics of Partnership.
  - b) Formation of Partnership.
  - c) Test of Partnership.
- Q.2** “The Directors are brain of a company”. Enlist and elaborate his powers, duties and liabilities as laid down under the Companies Act, 1956. (15)
- Q.3** What is the jurisdiction of a Consumer Forum (The District Forum)? State the manner and procedure to be followed on admission of a complaint in District Forum as laid down under the Consumer Protection Act, 1986. (15)
- Q.4** Define and discuss the provisions as to Offer, Acceptance and Void Agreements as laid down under the Indian Contract Act, 1872. (15)
- Q.5** Write short notes on any **THREE** of the following: (15)
- a) Memorandum of Association
  - b) Intellectual Property Rights
  - c) Conditions and Warranties
  - d) ‘Complainant’ under the Consumer Protection Act, 1986

## SECTION -II

- Q.6** As a partner of a partnership firm enumerate the rights and duties of a partner (20)  
as laid down under the Indian Partnership Act, 1932.
- Q.7** Mr. Dixit has entered into a contract with Mr. Joshi under the Indian Contract (20)  
Act, 1872. Mr. Dixit does not perform his part of the contract, which amounts  
to Breach of contract. Discuss the various remedies available to Mr. Joshi  
under the Act.
- Q.8** Mrs. Pawar has dispatched goods to Mr. Kulkarni under a Contract of Sale. (20)  
Mr. Kulkarni refuses to execute the contract of Sale. Discuss the remedies  
available to Mrs. Pawar under the Sales of Good Act, 1930.

**SUBJECT : INTERNATIONAL BUSINESS**

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

- 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.

<b>Q.1</b>	Define International Business. Explain its nature and scope.	<b>[15]</b>
<b>Q.2</b>	Discuss the Theory of Absolute Cost Advantage. What are its assumptions and implication?	<b>[15]</b>
<b>Q.3</b>	How do you determine exchange rates? What are the advantages and disadvantages of fixed exchange rate system?	<b>[15]</b>
<b>Q.4</b>	Define the term 'Balance of Payment'. Distinguish the term balance of payments from balance of trade.	<b>[15]</b>
<b>Q.5</b>	Write short notes on <b>ANY THREE</b> of the following:	<b>[15]</b>
	a) Mercantilism theory	
	b) International Monetary Fund	
	c) SAARC	
	d) European Union	

<b>Q.6</b>	Explain in detail how the GATT is responsible for the establishment of WTO? How is the WTO different from GATT?	<b>[20]</b>
<b>Q.7</b>	What is Special Economic Zone? Critically comment on role of SEZ in International Business.	<b>[20]</b>
<b>Q.8</b>	Discuss the distinct concept of International Human Resource Management.	<b>[20]</b>



**B.B.A. SEM – IV (2015 CBCS COURSE) : SUMMER - 2018**  
**SUBJECT : RESEARCH METHODOLOGY**

Day : **Thursday**  
Date : **03/05/2018**

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

**S-2018-1607**

**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. Explain the importance of research in business. **(15)**
- Q.2** Why research report is important? State in detail the format of good research report. **(15)**
- Q.3** Explain various statistical methods used for analysis of data. **(15)**
- Q.4** Explain in brief, the various types of research design. **(15)**
- Q.5** Write short notes on **ANY THREE**: **(15)**
- a) Qualities of a good researcher
  - b) Types of research reports
  - c) Motives in research
  - d) Sources of secondary data.

**SECTION – II**

- Q.6** Explain various types of research in brief. **(20)**
- Q.7** What is primary data? Explain the primary and secondary data collection methods. **(20)**
- Q.8** An experiment was conducted to test the efficacy of chloromycetin in checking typhoid. In a certain hospital chloromycetin was given to 285 out of the 392 patients suffering from typhoid. The number of typhoid cases were as follows: **(20)**

	<b>Typhoid</b>	<b>No Typhoid</b>	<b>Total</b>
<b>Chloromycetin</b>	35	250	285
<b>No chloromycetin</b>	50	57	107
<b>Total</b>	85	307	392

With the help of  $\chi^2$  test the effectiveness of chloromycetin in checking typhoid.

(Given :  $\chi^2_{0.05}$  at 1 degree of freedom = 3.841).

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**B.B.A. SEM – IV (2015 CBCS COURSE) : SUMMER - 2018**

**SUBJECT : HUMAN RESOURCE MANAGEMENT**

Day : **Saturday**  
Date : **05/05/2018**

**S-2018-1608**

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

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**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** Explain the concept of Human Resource Management and role of modern HR Manager. [15]
- Q.2** What is Job Analysis? Explain importance and purpose in detail. [15]
- Q.3** Define Training. Explain significance of training need analysis. [15]
- Q.4** “Compensation is linked with performance”. Discuss. [15]
- Q.5** Explain the meaning and scope of Trade Union. [15]
- Q.6** Write a short note on **ANY TWO** of the following: [15]
- a) Job Analysis
  - b) Industrial Dispute
  - c) Employee Separation
  - d) Importance of HRIS

**SECTION – II**

- Q.7** Design an induction training plan for newly joined trainee engineers in manufacturing company. [20]
- Q.8** Prepare a note on factors affecting employee remuneration and incentives of Pharmaceutical Company. [20]
- Q.9** Prepare a Job Description and Job Specification for: [20]
- a) Marketing Executive
  - b) Asst. Manager – Finance of any banking organization

**B.B.A. SEM – IV (2015 CBCS COURSE) : SUMMER - 2018**

**SUBJECT : ENTREPRENEURSHIP DEVELOPMENT**

Day : **Tuesday**  
Date : **08/05/2018**

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

**S-2018-1609**

**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** Explain the concept of an 'Entrepreneur'. Explain various characteristics and functions performed by an entrepreneur. **[15]**
- Q.2** Explain the various sources of Business Ideas. Discuss various stages of identification of business opportunities. **[15]**
- Q.3** State and explain essential stages of development of Business Plan. **[15]**
- Q.4** List and elaborate in detail various essential contents of EDP (Entrepreneurship Development Program). **[15]**
- Q.5** Write short notes on **ANY TWO** of the following: **[15]**
- a) SIDCO
  - b) Venture Capital
  - c) Sources of information

**SECTION – II**

- Q.6** Explain the role of Government in promotion of Entrepreneurship in India. **[20]**
- Q.7** Prepare a detailed Business Plan for 'Product' of your choice. **[20]**
- Q.8** State and explain role of financial institutions like NSIC, SIDBI in promotion of Entrepreneurs. **[20]**

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