

B.B.A. SEM – IV (2015 CBCS Course) : WINTER - 2018

SUBJECT: BUSINESS LAWS

Day: Thursday
Date: 15/11/2018

W-2018-1730

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 book.
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SECTION-I

- Q.1** What is performance of contract? State the rules for performance of contract? **(15)**
- Q.2** Define and distinguish between conditions and warranties. **(15)**
- Q.3** State the composition, Jurisdiction and powers of District Consumer Forum. **(15)**
- Q.4** What are the powers and duties of Director under the Companies Act, 1956? **(15)**
- Q.5** Write short notes on any **THREE** of the following: **(15)**
- a) Features of competitions Act, 2002
 - b) Debentures
 - c) Expulsion of Partners
 - d) Contract of Sale of Goods

SECTION-II

- Q.6** Define Company. State in detail the procedure for Incorporation of Company. **(20)**
- Q.7** Explain the concept of Partnership and state the rights and duties of the partners under Partnership Act. **(20)**
- Q.8** What is consent? When the consent is said to be free under the Indian contract Act 1872. **(20)**

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B.B.A. SEM – IV (2015 CBCS Course) : WINTER - 2018

SUBJECT : INTERNATIONAL BUSINESS

Day : Saturday
Date : 17/11/2018

W-2018-1731

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 **SEPARATE** answer book.
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SECTION – I

- Q.1** Explain Porter Diamond Model and attributes thereof. **(15)**
- Q.2** Discuss the role played by Multinational Corporations in International Business. **(15)**
- Q.3** Define Foreign Exchange Market. Why it exists? **(15)**
- Q.4** Define Exchange Rate. Distinguish between Fixed and Flexible Rate. **(15)**
- Q.5** Write short notes on **ANY TWO** of the following. **(15)**
- a) SAARC
 - b) BRICS
 - c) Principal items of Export and Import from India

SECTION - II

- Q.6** Define Balance of Payment. Present structure of Balance of Payment. **(20)**
- Q.7** Brettonwoods conference gave birth to two important institutions viz I.M.F and I.B.R.D. and both had distinct and separate role to play with. Explain contribution of above institutions in promotion of World Trade **(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) : WINTER - 2018
SUBJECT: RESEARCH METHODOLOGY

Day: Wednesday
Date: 21/11/2018

W-2018-1732

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

SECTION-I

- Q.1** What do you mean by research? Explain objectives and motivations in research (15)
- Q.2** Discuss the various steps involved in the research process with suitable diagram. (15)
- Q.3** Differentiate between the census survey and sample survey. (15)
- Q.4** Explain the meaning, importance and steps involved in processing of data. (15)
- Q.5** Write short notes on (**ANY THREE**): (15)
- a) Use of computers in Research
 - b) Format of a good Research report
 - c) Chi-square test
 - d) Analysis of data

SECTION-II

- Q.6** Discuss in detail various sources of data. (20)
- Q.7** Explain in brief the various types of research design. (20)
- Q.8** Design a questionnaire, so as to conduct survey on customer satisfaction regarding mobile phones, make your assumptions. (20)

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B.B.A. SEM – IV (2015 CBCS Course) : WINTER - 2018

SUBJECT: HUMAN RESOURCE MANAGEMENT

Day: Saturday
Date: 24/11/2018

W-2018-1733

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 SEPARATE answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

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

Define Human Resource Management and Explain in detail functions of Human Resource Management.

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

What do you understand by Human Resource Planning? Explain the various steps involved in Human Resource Planning.

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

Illustrate in detail the difference between of Recruitment and Selection with suitable examples.

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

Define the term Training and Development. Highlight on-the-job methods of Employee Training.

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

Discuss the concept of Industrial Relations. What is the need and importance of healthy Industrial Relations in present era.

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

- a) Job Specification.
- b) Factors affecting recruitment.
- c) Settlement of Industrial Disputes
- d) Job evaluation

SECTION - II

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

Your organization is planning to expand its business, as a HR Manager is propose a plan for recruitment for various positions mentioning external and internal sources of recruitment. (Assume the necessary details of type and size of organization)

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

Prepare a detailed employee training calendar for training the employees to use computers for office administration.

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

Critically appraise the 360-degree feedback as a technique of appraisal.

B.B.A. SEM – IV (2015 CBCS Course) : WINTER - 2018

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT

Day: Tuesday
Date: 27/11/2018

W-2018-1734

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 SEPARATE answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

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

Explain the role of an entrepreneur in the economic development of a country.

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

Describe the steps involved in business opportunity identification and selection.

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

What are the steps involved in presenting business plan?

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

What is the role played by venture capital finance in promoting entrepreneurship?

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

- a) Explain the support of agencies like NSIC, DIC etc. to entrepreneurship in India.
- b) What do you mean by EDP (Entrepreneurship Development Program)? Explain the need and objective of an EDP.

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

- a) Market Assessment
- b) Environmental Analysis
- c) Types of entrepreneurs
- d) Process of funds obtained from financial institutions.
- e) Qualities of an entrepreneur

SECTION - II

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

- a) "Women entrepreneurship is importance socio-economic development" comment on it.
- b) Discuss the opportunities and threats in mobilization of finance and human resources in IT start-up in India.

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

- a) A good business plan is road map to success. Justify
- b) Write a business plan for starting a restaurant. Explain the unique features of your restaurant in the business plan.

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

- a) Design a basic EDP for the college graduates that can motivate them to become entrepreneurs.
- b) List and elaborate new opportunities for starting a business in the current economic scenario.
