

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2018 COURSE)

B.B.A. Sem-IV : WINTER- 2022

SUBJECT : HUMAN RESOURCE MANAGEMENT

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 28-11-2022

W-18832-2022

Max. Marks : 60

N.B :

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

SECTION - I

- Q.1** Explain the functions of Human Resource Management. (12)
- Q.2** Discuss the factors affecting the process of job design. (12)
- Q.3** What is Training? Discuss any two on the job training methods with its merits. (12)
- Q.4** Define performance appraisal and explain any two methods of the same. (12)
- Q.5** Write short notes on **ANY TWO** of the following: (12)
- a) Assessment Centers
 - b) Purpose of Induction
 - c) Objectives of Job Evaluation

SECTION - II

- Q.6** As a HR Manager, how will you conduct selection process for the role of Sales Executive. (12)
- Q.7** Prepare job description and job specification for the role of HR Manager. (12)
- Q.8** As a training Manager, what steps you will follow to identify the training needs of your employees? (12)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2018 COURSE)

B.B.A. Sem-IV : WINTER- 2022

SUBJECT : INTERNATIONAL BUSINESS

Day : Wednesday

Time : 10:00 AM-01:00 PM

Date : 30-11-2022

W-18833-2022

Max. Marks : 60

N.B :

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

SECTION - I

- Q.1** Define International Business. Explain the Porter's Model. (10)
- Q.2** What is BOT and BOP? Explain the structure of Balance of Payments. (10)
- Q.3** What is Forex Rate? How is the Forex Rate determined? (10)
- Q.4** Explain the objectives and functions of International Monetary Fund (IMF). (10)
- Q.5** Write short note on **ANY TWO** of the following: (10)
- a) Nature of International Business
 - b) Direction of India's Foreign Trade
 - c) Participants of Foreign Exchange Market

SECTION - II

- Q.6** Explain the Heckscher-Ohlin (HO) Theory. (15)
- Q.7** What are the objectives and functions of World Bank? (15)
- Q.8** Write a detailed note on current Foreign Trade Policy of India. (15)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2018 COURSE)
B.B.A. Sem-IV : WINTER- 2022
SUBJECT : BASICS OF BUSINESS RESEARCH

Day : Friday

Time : 10:00 AM-01:00 PM

Date : 2/12/2022

W-18834-2022

Max. Marks : 60

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N. B. :

- 1) Attempt **ANY THREE** questions from Section – I and attempt **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.
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SECTION – I

- Q. 1** Define the term 'Research'. Explain its role in decision making. (10)
- Q. 2** What is Sampling? List and explain various sampling techniques available to researcher. (10)
- Q. 3** What is Qualitative Research? List and explain various tools for conducting qualitative research. (10)
- Q. 4** Explain the concept of univariate, bivariate and multivariate analysed with suitable examples. (10)
- Q.5** Write short notes **ANY TWO** of the following: (10)
- a) Hypothesis
 - b) Primary Data v/s Secondary Data
 - c) Questionnaire

SECTION – II

- Q. 6** A researcher is assigned the job of reporting on the use and preferences of users of taxi services. Design a suitable research plan for the same. (15)
- Q. 7** List and elaborate various steps in Report Writing. (15)
- Q. 8** Design a suitable questionnaire to study the problem, faced by the rural entrepreneurs. (15)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2018 COURSE)

B.B.A. Sem-IV : WINTER- 2022

SUBJECT : BUSINESS LAWS

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 5/12/2022

W-18835-2022

Max. Marks : 60

N. B. :

- 1) Answer **Any THREE** questions from **Section – I**. Each question carries **10** marks.
- 2) Answer **Any TWO** questions from **Section – II**. Each question carries **15** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.

SECTION - I

- Q.1** Explain the Contract of Indemnity and Guarantee in detail. (10)
- Q.2** Define Consumer. What are the different rights available to consumer under Consumer Protection Act, 1986? (10)
- Q.3** Describe the various types of Negotiable Instruments under The Negotiable Instrument Act, 1881. (10)
- Q.4** What is role of director under Companies Act, 2013? (10)
- Q.5** Write short notes on : (**Any TWO**) (10)
- a) Contract of Agency
 - b) Breach of Contract
 - c) Nature of Partnership under The Limited Liability Partnership Act, 2008

SECTION - II

- Q.6** Who is P.I.O.? What are his functions under The Right to Information Act, 2005? (15)
- Q.7** Write essential conditions of an offer and acceptance. (15)
- Q.8** A agreed to purchase 200 tons of wheat from B out of a larger stock. A sent his men with sacks and 150 tons of wheat were put into the sacks. Then there was a sudden fire and entire stock was gutted. Who will bear the loss and why? (15)

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