(Please write your Exam Roll No.) *Exam Roll No. .....*

END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE 2018

Paper Code: BBA-202 ***Subject: Human Resource Management***
BBA(MOM)-202
BBA(TTM)-202

Time: 3 Hours ***Maximum Marks: 75***

Note: Attempt any five questions.

Q1 Write notes on **any three** of the following:- **(5x3=15)**
(a) Induction Process
(b) Career Planning
(c) Evolution of Human Resource Management
(d) Employee welfare
(e) Internal Mobility

Q2 Discus the operative functions of Human Resources Management. What are the qualities of a good human resources manager? **(15)**

Q3 Human Resource Planning involves the movement of an organisation, from its current manpower needs to the desired manpower needs. Discuss the various steps in human resource planning. **(15)**

Q4 (a) Discuss the need for scientific selection process. **(6)**
(b) Discus the various types of selection interviews. **(9)**

Q5 Elaborate the need for effective training in an organisation. Also discuss the various on the job training methods. **(15)**

Q6 What are the limitations of conventional methods of performance appraisal? Explain whether 360 degree appraisal would be able to over come these limitations. **(15)**

Q7 Explain the concept of job evaluation and discuss any two methods of job evaluation. **(15)**

Q8 What are the challenges of New Millennium for a human resources manager? Explain what strategies need to be adopted under the circumstances? **(15)**

Q9 (a) Explain the concept of ESOP. How does it motivate employees? **(7)**
(b) Discus the process of Job Analysis. **(8)**

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END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE 2018

Subject: Business Laws

Paper Code: BBA(G)-210
BBA(B&I)-210
BBA(TTM)-210

Maximum Marks :75

Time : 3 Hours

Note: Attempt all questions as directed. Internal choice is indicated.

Q1 Write short notes on the following:- (5x5=25)

(a) Difference between a contract of indemnity and contract of Guarantee.

(b) Difference between Bailment and Pledge.

(c) Relationship between the Articles of Association and Memorandum of Association of a company.

(d) Difference between Holder and Holder in due course.

(e) Differentiate between conditions and warranties.

UNIT-I

Q2 "All contracts are agreements but all agreements are not contracts". Comment. (12.5)

OR

Q3 Discuss briefly the duties and rights of an agent against his principal as provided in the contract of Agency. (12.5)

UNIT-II

Q4 "No seller of goods can give the buyer of goods a better title to those goods than he himself possesses". Explain the statement and mention whether there are any exceptions to this rule. (12.5)

OR

Q5 Enumerate the rights and duties of the buyer and a seller in respect of the sale of goods. (12.5)

UNIT-III

Q6 Define negotiable instrument. What are the essential features of Negotiable Instrument? (12.5)

OR

Q7 When a negotiable instrument is considered as dishonoured? What are the duties of a holder upon such dishonor? (12.5)

UNIT-IV

Q8 "The Company is a legal entity distinct from its members". In what cases do the court disregard this principle? (12.5)

OR

Q9 Discuss the provisions of the Companies Act relating to meetings. (12.5)

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END TERM EXAMINATION

FOURTH SEMESTER (BBA) MAY-JUNE 2018

Paper Code: BBA-204
BBA(TTM)-204
BBA(MOM)-204

Subject: Business Environment

Time: 3 Hours **Maximum Marks: 75**

Note: Attempt any five questions. All questions carry equal marks.

Q1 What do you mean by business environment? Explain different environmental factors creating an impact on business.

Q2 What is environmental analysis? What are its objectives? Discuss the technique used by a firm for environmental analysis. What are the limitations of environmental analysis process?

Q3 Discuss the objectives of monetary policy of India. Explain the limitations of monetary policy of India and also give suggestions for improved functioning of monetary policy.

Q4 Explain the objectives of fiscal policy in a developing country like India and examine its role in achieving these objectives.

Q5 What are the social responsibilities of a business? What can the government do in order to make Indian business organisations more responsible?

Q6 State the importance of state government intervention in ensuring the sustainable growth of a country. Critically assess the steps of Indian Government in this regard.

Q7 What do you understand by 'technical leadership'. Why few countries are advanced/leader technically while the others are followers? Which measures can be taken to make India technically independent?

Q8 (a) Discuss the impact of technological development on the functioning of a business.

(b) What is corporate governance? What is its importance for a business?

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END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE 2018

Paper Code: BBA-206 *Subject: Marketing Research*
BBA(TTM)-206
BBA(MOM)-206
BBA(B&I)-206

Time: 3 Hours *Maximum Marks: 75*

Note: Attempt any five questions.

Q1 Define marketing research and explain its importance for marketers. Give examples to illustrate. **(15)**

Q2 Explain the various types of research designs and the situations when each is most likely to be used. Also identify the data collection methods which are typically used under the various research designs. **(15)**

Q3 Distinguish between probability and non-probability sampling and describe any two specific techniques under each type. **(15)**

Q4 (a) Discuss the major challenges in measuring consumer attitudes. **(7.5)**
(b) Develop a 10-item Likert scale to measure consumer attitudes towards on-line shopping. **(7.5)**

Q5 Identify three situations when it would be appropriate to use observation as a data-collection technique and discuss the advantages and limitations of the observation method in marketing research. **(15)**

Q6 Make a set of recommendations designed to help avoid some of the common pitfalls in designing a market research questionnaire. Use examples to illustrate. **(15)**

Q7 Explain the various steps in hypothesis-testing using a suitable example to illustrate your answer. **(15)**

Q8 Write short notes on the following: **(5x3=15)**
(a) Factor Analysis
(b) Cluster Analysis
(c) Multi-Dimensional Scaling

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END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE- 2018

Paper Code: BBA-212 **Subject: Taxation Laws**
BBA(TTM)-212

Time: 3 Hours **Maximum Marks: 75**

Note: Attempt any five questions. All questions carry equal marks.

Q1 Following details are furnished by Mr. Swami for the year ended 31-03-2018.

	Rs.
(a) Profit on sale of shares in Indian Company, sold in India but proceeds received in France.	30,000
(b) Dividend from a Korean company received in France	50,000
(c) Rent from property in Sri Lanka deposited in Sri Lanka but later remitted to India through approved banking channels. Gross	1,00,000
(d) Dividend from ABC (P) Ltd.	20,000
(e) Income from nursery in Gujarat	40,000

Compute the total income of Mr. Swami if he is
(a) Resident and ordinarily resident.
(b) Resident but not ordinarily resident
(c) Non-Resident

Q2 Compute the income of Mr. Ram chargeable under the head "Salaries" given the following:-
Mr. Ram joined ABC Ltd. on 1st June 2017. Emoluments paid and benefits allowed by the company to Mr. Ram are as follows:

	Rs.
Basic Salary	40,000
Dearness Allowance	20,000
Bonus	30,000

- A furnished accommodation in Delhi belonging to the company is provided free. Cost of furniture therein Rs 3,00,000.
- Motor Car (with engine cc lees than 1.6 litres) owned by the company along with a chauffeur for official and personal purpose.
- Salary of sweeper paid by the company Rs 1,000 p.m.
- Education provided for Ram's son without any fee. Cost of providing education by school is Rs 750 p.m.
- Admission fee for corporate membership of a club paid Rs 1,20,000. (Bills for club facilitates were paid by Mr. Ram himself). Compute the income of Mr. Ram.

Q3 Give ten examples of income which are totally exempted from income tax and an example of income which form part of total income but is exempt from income tax at average rate.

Q4 How do you arrive at 'annual value' of a house property which is partly let out and partly self-occupied for the whole previous year? What deductions are allowed from annual value in computing the taxable income from house property?

Q5 Discuss provisions regarding "set off" and "carry forward of losses".

Q6 What are the payments from which tax is deducted at source? How is tax credit given in respect of such tax?

Q7 When does the liability to advance tax arise? How is it computed and paid? Explain with examples.

Q8 Write short notes on the following:-
(a) Registration for Service Tax
(b) Clubbing of Income.

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