

Total No. of Questions : 5]

SEAT No. :

**P1215**

**[4767]-3001**

[Total No. of Pages : 2

**B.B.A**

**PERSONALITY DEVELOPMENT**

**(New 2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks*

**Q1)** Define Habits. Explain in detail Habits of highly effective people. **[15]**

OR

What is personality traits. Explain consequences of negative attitude.

**Q2)** Explain Big Five model of personality development. **[15]**

OR

Explain factors affecting personality development.

**Q3)** What is Self - Appraisal. Explain Tips and importance of Self - Appraisal. **[15]**

OR

What is Self - introspection. Explain importance of Introspection and self - Introspection skills.

**Q4)** What is Ego management. How an individual can manage egoistic insult. **[15]**

OR

Explain manner's and etiquettes in detail.

**P.T.O.**

**Q5) Short notes (Any Four):**

**[20]**

- a) Ego and super Ego.
- b) Significance of self - esteem.
- c) Body language.
- d) Negative attitude.
- e) Mind Mapping.
- f) Group skills.

*EEE*

Total No. of Questions : 6]

SEAT No. :

**P1216**

**[4767]-3002**

[Total No. of Pages : 2

**B.B.A**

**(302) BUSINESS ETHICS  
(2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *Q. No. 1 is compulsory.*
- 2) *Solve any four from the remaining.*

**Q1)** Analyse the following situation. State whether it is ethical or unethical and justify: **[20]**

- a) Subrato Roy of Sahara confessed that he is in loss by 2000 crs. & cant pay to the shareholders which led him to jail, so explain what was his ethical responsibility to avoid this?
- b) Some Industries are progressing on the basis of Espionage i.e. spying in other industries.
- c) Advertisements of some products which will lead to addiction. Explain how its an ethical business.
- d) "A working in a reputed company but never gets his bonus. How the company is ethical or unethical.

**Q2)** What is ethics? Explain the nature and importance of ethics. **[15]**

**Q3)** Explain Gandhian philosophy of ethical behaviour. **[15]**

**Q4)** Explain relation between corporate social responsibility and business ethics. **[15]**

**Q5)** Describe types of ethics according to its functions. **[15]**

**P.T.O.**

**Q6)** Write any three short notes:

**[15]**

- a) Marketing ethics in foreign trade.
- b) Intellectual property right.
- c) Social Audit.
- d) Global ethical issues.
- e) Factors influencing business ethics.

*EEE*

Total No. of Questions : 5]

SEAT No. :

**P1217**

**[4767]-3003**

[Total No. of Pages : 2

**B.B.A.**

**HUMAN RESOURCE MANAGEMENT AND ORGANISATIONAL  
BEHAVIOUR**

**(New 2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks*

**Q1)** Define HRM and explain various functions of HRM. **[15]**

OR

- a) External Sources of Recruitment.
- b) Challenges before HRM.

**Q2)** What is HRP. Explain the factors influencing estimation of Human Resource. **[15]**

OR

Explain the concept and process of selection.

**Q3)** Explain the concept and methods of Management Development. **[15]**

OR

What are the objectives of Performance Appraisal. Explain the techniques of performance Appraisal.

**Q4)** Explain Wage and Salary Administration. Also explain the factors influencing employee remuneration. **[15]**

OR

Define OB. Explain disciplines contributing OB.

**P.T.O.**

**Q5)** Write short notes (Any Four):

**[20]**

- a) Distinguish between Training & Development.
- b) Fringe Benefits.
- c) Resistance to Change.
- d) Recruitment Policy.
- e) Evaluation of training programme.
- f) 360 degree Appraisal.

*EEE*

Total No. of Questions : 5]

SEAT No. :

**P1218**

**[4767]-3004**

[Total No. of Pages : 4

**B.B.A.**

**MANAGEMENT ACCOUNTING**  
**(New 2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Define 'Management Accounting'. Explain the Scope and Techniques of Management Accounting. **[16]**

OR

Describe concept of 'Working Capital'. Explain various factors which affect the requirement of Working Capital. **[16]**

**Q2)** The following is the Trading and Profit and Loss Account of Shri Sai Company Ltd. for the year ending 31<sup>st</sup> March 2014 and the Balance Sheet as on that date: **[16]**

**Trading & Profit and Loss Account**

Particulars	Amount	Particulars	Amount
To Opening Stock	1,45,000	By Sales	7,50,000
To Purchase	6,10,000	By Closing Stock	1,55,000
To Gross Profit c/d	1,50,000		
	9,05,000		9,05,000
To Expenses	80,000	By Gross Profit b/d	1,50,000
To Net Profit	70,000		
	1,50,000		1,50,000

**P.T.O.**

### Balance Sheet

Liabilities	Amount	Assets	Amount
Share Capital	7,00,000	Fixed Assets	5,50,000
Reserve & Surplus:		Current Assets:	
Balance                    50,000		Stock	1,55,000
Profit for the year <u>70,000</u>	1,20,000	Debtors	80,000
Bank Overdraft	35,000	Cash	2,20,000
Creditors	1,50,000		
	10,05,000		10,05,000

You are required to calculate the following ratios:

- a) Current Ratio;
- b) Liquid Ratio;
- c) Gross Profit Ratio;
- d) Stock Turnover Ratio.

OR

Define 'Fund Flow Statement'. Describe the procedure for the preparation of Fund Flow Statement. [16]

**Q3)** Prepare Cash Budget in the books of Girme Farms Ltd. for the next four months from February to May the following information. The company has a bank overdraft of Rs. 18,000 on 31<sup>st</sup> January 2014. [16]

Details	January	February	March	April
Sales	2,00,000	3,00,000	3,20,000	3,50,000
Purchases	1,20,000	2,00,000	1,80,000	2,10,000
Wages and salaries	40,000	58,000	60,000	60,000
Other receipts	10,000	12,000	8,000	5,000
Other payments	22,000	32,000	32,000	40,000



Other information:

- a) 80% of sales and purchases are on credit. The payment to creditors is made after 1 month and debtors pay after 2 months.
- b) Wages and salaries and all payments are paid in the next month.
- c) Cash Sales for May and June are Rs.80,000 and Rs.75,000 respectively and the credit sales for February are Rs. 1,40,000. Cash purchases for May are Rs. 46,000.

OR

What is 'Working Capital'. Explain the factors affecting the need of Working Capital. [16]

- Q4)** From the following information provided by Sanjeevani Limited, prepare a statement showing working capital requirement for a level of activity of 75,000 units of production. [16]

Particulars	Amount Per Unit	Amount Per Unit
Selling Price		400
Raw Material Price	120	-
Direct Labour Price	80	-
Overheads	100	-
Total Cost	300	-

Additional Information:

- a) Raw Material is in stock on an average of one month.
- b) Material is in process for 2 weeks (Raw Material full, labour and overheads at a 50% completion stage).
- c) Finished goods are in the stock on an average of one month.

- d) Credit period allowed by suppliers is one month and debtors pay in 2 months.
- e) Cash in hand and in bank is expected to be Rs. 60,000.
- f) Lag in payment of overheads and wages is one month.

**Q5) Write notes (Any Four):**

**[16]**

- a) Strategic Management Accounting.
- b) Comparative Financial Statements.
- c) Cash Flow Statement.
- d) Leverage / Solvency Ratios.
- e) Trend Percentage.
- f) Functions of Management Accounting.

*EEE*

Total No. of Questions : 5]

SEAT No. :

**P1219**

**[4767]-3005**

[Total No. of Pages : 2

**B.B.A**

**BUSINESS ECONOMICS (Macro)**

**(2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks*
- 3) *Draw neat and well labeled diagrams wherever necessary.*

**Q1)** Define macroeconomics. Explain its nature, scope, importance and limitations. **[15]**

OR

Describe the Keynesian Theory of Income and Employment.

**Q2)** Define National Income. Describe the different methods used for measurement of national income. **[15]**

OR

What is Monetary Policy? Explain various tools of monetary policy.

**Q3)** What is marginal efficiency of capital? How does it affect Investment? **[15]**

OR

What is Business Cycle? Explain nature, characteristics and phases of business cycle.

**Q4)** Explain in detail the process of credit creation with suitable example. **[15]**

OR

What is inflation? Distinguish between demand pull and cost push inflation.

**P.T.O.**

**Q5) Write Short Notes (Any Four):**

**[20]**

- a) Say's law.
- b) National income at market price and factor cost.
- c) Deflation.
- d) Fiscal policy.
- e) GDP and GNP.
- f) Aggregate Expenditure Function.

*EEE*

Total No. of Questions : 5]

SEAT No. :

**P1220**

**[4767]-3006**

[Total No. of Pages : 2

**B.B.A**

**306: IT IN MANAGEMENT  
(2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks*

**Q1)** What are the types of computer memory? Explain in detail. **[15]**

OR

Explain the types of computer in detail.

**Q2)** What is DBMS? Explain database trends in short. **[15]**

OR

What is traditional file environment? Enlist the problems in traditional file processing and compare traditional file system and DBMS.

**Q3)** Explain current trends in It management in detail. **[15]**

OR

Explain different types of network topologies with diagrams in detail.

**Q4)** What is World Wide Web? Explain its components. **[15]**

OR

What is project? What is project management? Explain in detail its application in IT management.

**P.T.O.**

**Q5) Write Short Notes on (any four):**

**[20]**

- a) TCP/IP.
- b) Management issues and decision.
- c) Change management.
- d) Use of social network in business.
- e) IT infrastructure for Digital firm.
- f) ICT applications.

*EEE*

Total No. of Questions : 5]

SEAT No. :

**P1159**

**[4767] - 301**

[Total No. of Pages : 2

**B.B.A.**

**PERSONALITY DEVELOPMENT**

**( Old 2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

**Q1)** Explain in detail stephen covey's 7 Habits of Highly Effective People. **[15]**

OR

Elaborate in detail Introspection and self Assessment.

**Q2)** Define Positive Self Esteem. Discuss DO's and Don'ts of Positive self Esteem. **[15]**

OR

Explain in detail "360 Degree Assessment".

**Q3)** Define term Motivation. Explain Abraham Maslow's Need Hierarchy Theory of Motivation. **[15]**

OR

Explain the factors affecting Personality Development in detail.

**Q4)** What do you mean by Time Management. Explain the importance and tips for time management. **[15]**

OR

Explain Big five Model in detail.

**P.T.O.**

**Q5) Write Short notes (Any four)**

**[20]**

- a) Mind Mapping.
- b) Self Development.
- c) Extroversion.
- d) Symptoms of Negative Self Esteem.
- e) SWOT.
- f) Body Language.





Total No. of Questions : 5]

SEAT No. :

**P1160**

**[4767] - 302**

**[Total No. of Pages : 2**

**B.B.A.**

**BUSINESS LAW**

**(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** State and explain the provisions relating to the performance of a contract. **[15]**

OR

Discuss various Remedies available to the aggrieved party in breach of contract.

**Q2)** Define and explain the term 'contract of sale', 'sale' and 'Agreement to sell'.  
Explain the important features of contract of sale. **[15]**

OR

Define and explain the term 'Unpaid seller'. Explain his rights against the goods.

**Q3)** Elaborate the concept of partnership with its salient features and discuss kinds of partnership. **[15]**

OR

Under what circumstances a firm is dissolved under the Indian Partnership Act, 1932. Explain fully.

**Q4)** State and explain various stages of formation of a company. **[15]**

OR

**P.T.O.**

State various kinds of Meetings under the companies Act, 1956 and explain in brief the rules for conducting those meetings.

**Q5) Write Short notes on (Any four)**

**[20]**

- a) Undue Influence.
- b) Effects of Non-Registration of firm.
- c) Share capital structure of a company.
- d) Disqualification of a Director.
- e) Complainant under CPA, 1986.
- f) National commission under CPA, 1986.



Total No. of Questions : 5]

SEAT No. :

**P1161**

**[4767] - 303**

**[Total No. of Pages : 2**

**B.B.A.**

**313: HUMAN RESOURCE MANAGEMENT AND ORGANIZATIONAL BEHAVIOUR  
(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Define Human Resource Management. Differentiate between HRM and Personnel Management. **[15]**

OR

What do you mean by HRP? Explain in detail process of HRP.

**Q2)** What is selection? Explain in detail selection procedure. **[15]**

OR

What do you mean by Management Development? Explain in detail methods of Management Development.

**Q3)** Explain importance of wage and salary Administration. What are the factors affect Employee Remuneration? **[15]**

OR

Discuss various methods of performance Appraisal.

**Q4)** What are the forces leading to change? Why is change resisted? **[15]**

OR

Define O.B. Explain in detail disciplines contributing to O.B.

**P.T.O.**

**Q5) Write Short notes on (Any four)**

**[20]**

- a) Objectives of HRM.
- b) Recruitment policy.
- c) Off-the-Job Training methods.
- d) Fringe Benefits.
- e) O.D.Program.
- f) Challenges before HRM.



Total No. of Questions : 5]

SEAT No. :

**P1162**

**[4767] - 304**

[Total No. of Pages : 3

**B.B.A.**

**MANAGEMENT ACCOUNTING  
(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory and carry equal marks.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Define Management Accounting. Explain in detail advantages and limitations of Management Accounting. **[16]**

OR

What is Working Capital? Explain its importance. Describe various sources of Working Capital.

**Q2)** From the following particulars, you are required to calculate: **[16]**

- a) Current Ratio
- b) Liquid Ratio
- c) Gross Profit Ratio
- d) Debt Equity Ratio

Particulars	Rs.	Particulars	Rs.
Annual Sales	74,40,000	Paid up. Capital	15,00,000
Gross profit	7,44,000	Reserves & Surplus	6,00,000
Fixed assets	16,50,000	7% Debentures	5,00,000
Inventories	9,10,000	Bank Overdraft	2,00,000
Sundry Debtors	12,40,000	Sundry Creditors	12,00,000
Short term Investments	1,60,000	Cash Balance	40,000

**P.T.O.**

**Q3)** ABC Co. Ltd. furnishes the following data:

**[16]**

Particulars	Rs.
Sales	1,70,000
Variable Overheads	1,30,000
Gross Profit	70,000
Fixed Overheads	30,000
Net Profit	50,000

Find out:

- a) P/V Ratio
- b) Break-even point.
- c) Net Profit when Sales are Rs. 5,00,000
- d) Sales required to earn a profit of Rs. 90,000

OR

Define Marginal Costing. Explain in detail advantages and limitations of Marginal Costing.

**Q4)** From the following information, you are required to estimate the net working capital:

**[16]**

Particulars	Cost Per Unit (Rs.)
Raw Material	400
Direct Labour	150
Overheads (Excluding depreciation)	300
Total Cost	850

Additional Information:

Selling Price	1000 per unit
Out put	52,000 units
Raw Materials in stock	Average 4 weeks

Work in Progress (assumed 50% completion stage with full material consumption)	Average 2 weeks
Finished Goods in Stock	Average 4 weeks
Credit allowed by suppliers	Average 4 weeks
Credit allowed to debtors	Average 8 weeks
Cash at Bank is expected to be:	Rs. 50,000

Assume that production is sustained at an even pace during the 52 weeks of the year. All sales are on credit basis.

OR

What do you mean by Ratio Analysis? Explain necessity and advantages of Ratio Analysis.

**Q5)** Write Short notes on (Any four)

**[16]**

- a) Difference between Financial Accounting and Management Accounting.
- b) Flexible Budget.
- c) Break-even Analysis.
- d) Role of Management Accountant in Modern Business.
- e) Limitations of Ratio Analysis.
- f) Cash Flow Statement.



Total No. of Questions : 5]

SEAT No. :

**P1163**

**[4767] - 305**

[Total No. of Pages : 2

**B.B.A.**

**BUSINESS ECONOMICS (Macro)  
(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat and well labeled diagrams wherever necessary.*

**Q1)** “Macroeconomics discusses the functioning of the economy as a whole”.  
Critically examine the given statement. **[15]**

OR

What is National Income? Distinguish between Gross Domestic Product (GDP) and Gross National Product (GNP).

**Q2)** Critically examine Say’s Law of Market. **[15]**

OR

Explain the principle of acceleration with suitable examples.

**Q3)** Discuss the phases and features of Business Cycle. **[15]**

OR

What is monetary policy? Explain the various tools of Monetary Policy.

**Q4)** What is inflation? Explain its types. **[15]**

OR

Describe the Circular Flow of Macroeconomic activity.

**P.T.O.**



**Q5) Write Short notes (Any four)**

**[20]**

- a) Average and Marginal Propensity to Save
- b) Fiscal Policy.
- c) Stock and Flow concept of National Income.
- d) Concept of marginal efficiency of capital.
- e) Aggregate Supply.
- f) Investment Multiplier.



Total No. of Questions : 4]

SEAT No. :

**P1164**

**[4767] - 306**

[Total No. of Pages : 2

**B.B.A.**

**INFORMATION TECHNOLOGY IN MANAGEMENT**

**(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw the diagrams wherever necessary.*

**Q1)** Attempt the following (Any Four).

**[4×5 = 20]**

- a) What are the advantages of Linux Operating system?
- b) Explain Three-tier ERP Architecture.
- c) Explain any two computer hardware and software with example.
- d) How to create tables in Power point.
- e) Explain System software.

**Q2)** Attempt the following: (Any four)

**[4×5 =20]**

- a) Explain different types of Topology.
- b) What is Knowledge Management Systems? Explain types of Knowledge Management Systems.
- c) What are the disadvantages of ERP?
- d) Explain any two Biometrics techniques for System Authorization.
- e) What are the various Security Threats for an information?

***P.T.O.***

**Q3)** Attempt the following (Any four):

**[4×5 = 20]**

- a) Define MIS? Explain use of MIS.
- b) What are the characteristics of Object Orientation?
- c) Explain Firewall. Explain its advantage to protect System.
- d) Compare Ring and Star topology.
- e) Explain any 5 IT Act.

**Q4)** Write short notes (Any Four)

**[4×5 = 20]**

- a) Unix operating system.
- b) TPS.
- c) Types of Networks.
- d) Object oriented analysis (OOA)
- e) Use of Internet.



Total No. of Questions : 5]

SEAT No. :

**P1223**

**[4767] - 4002**

[Total No. of Pages : 2

**S.Y.B.B.A.**

**402: INDUSTRIAL RELATIONS AND LABOUR LAWS**

**( New 2013 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Discuss the various approaches towards the study of Industrial Relations. **[15]**

OR

Discuss the concept of Trade union and its functions in detail.

**Q2)** Define “Industrial Dispute”. what are its causes? **[15]**

OR

What is conflict? Discuss the conflict Resolution Method of conciliation and Arbitration in detail.

**Q3)** Discuss the provisions related to Health under the factories Act, 1948. **[15]**

OR

Discuss the concept of

- a) Strikes and lay outs
- b) Lay-off
- c) Retrenchment

**P.T.O.**

**Q4)** Define Trade union. Discuss the provisions relating to Registration of Trade union. **[15]**

OR

What is Worker's participation in Management? (WPM). Discuss its meaning, Advantages and Disadvantages.

**Q5)** Write Short notes on (Any four) **[20]**

- a) Features of collective Bargaining.
- b) Provisions Relating to leave with wages.
- c) Powers of labour court and Industrial court.
- d) Concept of Employee Engagement.
- e) Meaning of Wages under Minimum wages Act, 1948.
- f) Mediation.



Total No. of Questions : 5]

SEAT No. :

**P1224**

**[4767] - 4003**

[Total No. of Pages : 4

**B.B.A.**

**BUSINESS TAXATION**  
**(2013 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** State the rules for determining residential status of an assessee for income tax purpose. **[16]**

OR

Define Income. Explain any ten incomes exempted u/s 10 from tax.

**Q2)** What is chargeability of Tax under the head 'Income from House Property'? **[16]**

OR

How assessment of Firm and assessment of a Partner is made?

**Q3)** a) Write short notes: (Any two) **[8]**

- i) Previous Year and Assessment Year
- ii) Person
- iii) Tax Deducted at source
- iv) Methods of Payment of Tax

b) Mr. Sushil has purchased a house property for Rs. 3,00,000 on 1<sup>st</sup> May 1975. The following expenses are incurred by him for making addition and alteration to the house property. **[8]**

**P.T.O.**

Cost of Construction in 1979-80	Rs. 3,60,000
Cost of Construction of second floor in 1984-85	Rs.4,40,000
Renovation of the property in 1997-98	Rs.2,50,000

Fair market value of the property on 1<sup>st</sup> April 1981 is Rs. 7,20,000. The house property was sold in November 2014 for Rs. 1,25,50,000 by incurring expenditure of Rs. 1,50,000 on transfer.

The cost inflation index: 1981-82-100, 1984-85-125, 1997-98-335, 2014-15-1024.

**Q4)** Mrs. Leela is employed in a Company at Kolkata and she furnished the following particulars of income for the F.Y. 2014-2015. **[12]**

- a) Basic Salary Rs. 30,000 p.m.
- b) Dearness allowance Rs. 8,000 p.m. (Out of which Rs. 3,000 p.m. consider for retirement benefits).
- c) Advance salary for April 2015 Rs. 30,000.
- d) Employers contribution to R.P.F. is 14% of Salary.
- e) Interest on R.P.F. at 12% Rs. 39,000.
- f) She is provided with furnished accommodation at Kolkata by the employer. the fair rental Value of Bunglow is Rs. 10,000 p.m. Cost of Furniture Rs. 50,000. Rent paid for accommodation by Mrs. Leela is Rs. 2,000 p.m.
- g) The Company has provided with the facility of sweeper, watchman and servant, who are paid by the employer Rs. 1,200 p.m., Rs. 1,600 p.m. and Rs. 1,500 p.m. respectively.
- h) A Gift of Rs. 8,000 by a cheque, on her birthday is given by the employer
- i) Hospital Bill reimbursed by the employer Rs. 16,000.
- j) Gas electricity and water bills Paid by the employer Rs. 10,000.
- k) Professional tax paid Rs. 2,500.

Compute her taxable income from salary for the A.Y. 2015-16.

OR

The following is the receipts and Payments account of medical practitioner for the year ending 31<sup>st</sup> March 2015. [12]

Receipts	Amt (Rs.)	Payments	Amt (Rs.)
To Balance b/d	2,10,000	By Clinic Rent	2,50,000
To Visiting fees	3,05,000	By Staff Salaries	2,00,000
To Consultation fees	2,75,000	By Electricity & Water	12,000
To Sales of Medicines	1,50,000	By Medical Books	6,000
To Sale of Old Equipment at book value	6,000	By Purchases of Medicines	90,000
To Operation Theatre Rent	1,25,000	By Motor Car Expenses	90,000
To Interest & Dividend	25,000	By Audit Fees	40,000
		By Staff Welfare expenses	12,000
		By Entertainment expenses	8,000
		By Surgical equipments	1,60,000
		By Balance c/d	2,28,000
	1,096,000		1,096,000

Additional Information:-

- Depreciation as per Income Tax Rules on Motor Car for professional use Rs. 8,000.
- One third of Motor Expenses relate to personal use.
- The Rate of Depreciation on surgical equipment is 15%. The W.D.V. of equipment brought forward from earlier was Rs. 43,000.
- Audit fees include income tax appeal expenses Rs. 6,000

Compute the taxable income from profession for the A.Y. 2015-16.



**Q5)** Mr. Rakesh is working in India Ltd., Chennai has furnished the following details of income for the year ended 31<sup>st</sup> March 2015. **[20]**

- a) Basic salary Rs. 50,000 p.m,
- b) Dearness allowance 40% of salary (not considered for retirement benefits)
- c) Bonus equals to two month's basic salary.
- d) Helper Allowance Rs. 1,000 p.m.
- e) Reimbursement of educational expenses Rs. 20,000 by his employer.
- f) Employers Contribution to R.P.F. 15% of salary.
- g) Travelling allowance for his official tours 25,000 (Actual expenditure Rs. 20,000).
- h) Mr. Rakesh is the owner of house property, which he has let out for annual rent Rs. 4,80,000. Fair Rent Rs. 5,00,000. Municipal Valuation Rs. 4,50,000. He paid municipal taxes Rs. 20,000. Interest paid on borrowed capital Rs. 1,55,000 and principal amount repaid Rs. 50,000.
- i) Income from Business 2,50,000.
- j) Mediclaim Insurance Premium Rs. 25,000 for his mother who is 65 years old.
- k) Dividend received from an Indian company Rs. 30,000.
- l) Interest on Government securities Rs. 15,000 (gross) received.
- m) Income from units of UTI Rs. 45,000.
- n) He deposited Rs. 70,000 in S.B.I as fixed deposit for 5 years.
- o) Donation paid to Government for the promotion of family planning Rs. 20,000.
- p) His contribution to P.P.F. Rs. 50,000.
- q) The company has deducted income tax Rs. 80,000.
- r) Professional tax Rs. 2,500 p.a.

Compute the taxable income and tax liability for the assessment year 2015-16 of Mr. Rakesh.



Total No. of Questions : 5]

SEAT No. :

**P1225**

[4767] - 4004

[Total No. of Pages :2

**B.B.A.**

**INTERNATIONAL BUSINESS**

**(Semester-IV) (2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw diagrams wherever necessary.*

**Q1)** Explain in detail Heckscher-Ohlin theory of International trade. **[15]**

OR

“India is emerging economic superpower”. Discuss this statement in light of current Foreign Trade Policy (2004-09) of India.

**Q2)** What is Multinational Corporation? Describe its role and Importance in International Business. **[15]**

OR

Explain various exchange rates i.e. Fixed, Flexible and Managed.

**Q3)** What is Balance of Payment? Explain the causes of disequilibrium in Balance of Payment and suggest the remedial measures to Balance of Payment. **[15]**

OR

Explain the objectives and functions of ASEAN.

**Q4)** Explain objectives and functions of World Bank. **[15]**

OR

Case Study

### **Hyundai's Marketing Strategies in India**

In August 2004, a leading business newspaper reported that Hyundai Motors India Limited (HMIL), an Indian subsidiary of South Korea based Hyundai Motors Company (HMC) was expected to reduce the price of its flagship car Santro by as much as Rs. 40,000. Industry experts were expecting a reduction in Santro's price in response to the price war being waged by the market leader in India. Maruti Udyog Limited (MUL), which had reduced the price of its largest selling car in the B segment, Alto by Rs. 58000 in two price cuts starting from September 2003. This move had resulted in Alto replacing Santro as the largest selling car in B segment in the period January to June 2004.

**P.T.O.**

Rebutting the report on price cuts, HMIL's managing director, BVR Subbu said, "We are not cutting prices on the Santro. We have allowed our competitors the prerogative of cutting prices". Several dealers of HMIL also felt that the company would not reduce Santro's price as it had not adopted such tactics earlier.

Santro had been the most successful product of HMIL and was also the largest selling car in the B segment till the fiscal year 2003-04. Introduced in the late 1998, Santro had emerged as the second largest selling car in India after MUL's M800 and had retained its position till March 2004.

In mid 2004, HMIL with its four models, Santro, Accent, Sonata and Elantra was the second largest car company in India with 19% market share in the industry. The company was planning to launch another model 'Getz', in September 2004.

Analysts attributed HMIL's success to its ability to launch technologically superior products and its innovative marketing strategies. However, they expressed concerns that the company relied heavily on Santro and any fall in demand for that model would hit the company.

It was felt that the introduction of new cars by the competitors and upgrading and price reduction of existing cars in the B segment would affect Santro's sales, thereby leading to a loss in its market share.

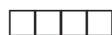
Questions:

- a) Explain the Hyundai's marketing strategies as a leading player.
- b) Examine and analyse the marketing mix of Hyundai Motors in the Indian passenger car industry.
- c) Compare and contrast the marketing strategy of Hyundai with other leading players in the Indian passenger car Industry.

**Q5) Write short notes on: (Any Four):**

**[20]**

- a) SAARC Preferential Trading Arrangement(SAPTA).
- b) Importance of International Business.
- c) Code of conduct of MNCs.
- d) IMF.
- e) NAFTA.
- f) WTO.



Total No. of Questions : 5]

SEAT No. :

**P1226**

**[4767] - 4005**

[Total No. of Pages :1

**S.Y.B.B.A.**

**405: MANAGEMENT INFORMATION SYSTEM**

**(Semester-IV) (2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Explain why MIS is an instrument for the organizational change. **[15]**

OR

Explain the use of Information for competitive advantage.

**Q2)** Explain types of information and its attributes. **[15]**

OR

Explain Classical Model of Decision making.

**Q3)** Explain intellectual property right related to IT services. **[15]**

OR

Explain CASE tools with neat labeled diagram.

**Q4)** Group decision support system may be considered the best method of decision-making. Comment. **[15]**

OR

Explain Executive Information System in detail.

**Q5)** Write short notes on: (any four): **[20]**

- |                              |                                    |
|------------------------------|------------------------------------|
| a) The Administrative model. | b) Characteristics of Information. |
| c) Spiral model.             | d) Artificial Intelligence.        |
| e) Quality Assurance.        | f) Global Information system.      |

Total No. of Questions : 7]

SEAT No. :

**P1166**

**[4767] - 401**

[Total No. of Pages : 1

**B.B.A.**

**411: PRODUCTION AND OPERATION MANAGEMENT  
(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) Answer any five questions.*
- 2) All questions carry equal marks.*
- 3) Draw diagram/sketch wherever necessary.*

*Q1)* What is 'Plant Layout'? Explain the types of layout.

*Q2)* Define 'Product Design'? State the factors affecting product design.

*Q3)* Explain the importance and procedure of Production Planning.

*Q4)* What is Works Study? State its scope and applications.

*Q5)* What is Productivity? Explain importance and measurement of productivity.

*Q6)* Explain the necessity of safety in an industrial set up.

*Q7)* Write short notes: (Any Four)

- a) Batch Production System.
- b) Product Simplification.
- c) SIMO Chart.
- d) Flow process chart.
- e) Importance of Quality Control.
- f) Importance of Ergonomics.
- g) Status of Governing safety.



Total No. of Questions : 7]

SEAT No. :

**P1167**

**[4767] - 402**

**[Total No. of Pages : 1**

**B.B.A.**

**INDUSTRIAL RELATIONS AND LABOUR LAWS**

**(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *Attempt any four questions.*
- 2) *All questions carry equal marks.*

**Q1)** Define IR. Explain the scope and Importance of IR.

**Q2)** What is collective bargaining? Explain the features and pre-requisites of the same.

**Q3)** Explain the concept of WPM. What are the levels of WPM? What is role of WPM in maintaining good IR.

**Q4)** Explain the objectives of Industrial Dispute Act 1947.

Differentiate between

- a) Strike and lockout
- b) Lockout and layoff

**Q5)** What are the welfare measures under Factories Act, 1948?

**Q6)** Explain the provisions under Contract Labour Act, 1970, for welfare of contract labours.

**Q7)** Write short notes: (Any two)

- a) Illegal strikes and lockouts under MRTP.
- b) Authorities under various Labour Laws.
- c) Recognition of union under MRTP.
- d) Model Grievance Procedure.



Total No. of Questions : 7]

SEAT No. :

**P1168**

**[4767] - 403**

[Total No. of Pages : 4

**B.B.A.**

**BUSINESS TAXATION**  
**(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *Attempt any five questions.*
- 2) *Figures to the right indicate full marks.*

**Q1)** What is Residential Status? State the rules for determining Residential status of an individual. **[16]**

**Q2)** What do you mean by Gross Annual Value? How it is calculated? **[16]**

**Q3)** Write short notes (Any Two): **[2×8 = 16]**

- a) Give at least 8 items of incomes exempted from tax u/s 10.
- b) What is Agriculture Income? Explain.
- c) Income Chargeable under the head 'Income from other Sources;.

**Q4)** Write Short Notes (Any Four) **[4×4 = 16]**

- a) Meaning of Salary.
- b) Various Heads of Income.
- c) Types of Capital Gain.
- d) Slab of Income Tax
- e) Powers of Income Tax Officers
- f) Tax Deducted at Source (TDS).

**P.T.O.**

**Q5)** Mr. Ravi employee of a XYZ India Ltd., Kolkata receive the following salary and perquisites from his employer during the financial year 2014-15. [16]

- a) Basic pay Rs. 20,000 p.m.
- b) Dearness Allowance Rs. 6,000 p.m. (Rs. 2,000 p.m. enters into retirement benefits)
- c) Educational allowance for two children at Rs. 1,000 p.m. per child and hostel expenditure allowance for elder son Rs. 1,350p.m..
- d) Commission on sales Rs. 40,000.
- e) City Compensatory Allowance Rs. 200 p.m.
- f) Entertainment allowance Rs. 600 p.m.
- g) House Rent Allowance Rs. 2,000 p.m.
- h) Employer's contribution towards recognized provident fund Rs. 35,000
- i) Interest credited to recognized provident fund account was @13% p.a. amounted to Rs. 16,250.
- j) Hospital bill reimbursed by the employer Rs. 12,000.
- k) He has been provided with a motor car of 1.8 litre engine capacity (i.e. 1800cc) power with driver for his official as well as personal use. Running and maintenance expenses are borne by the company.
- l) He has been provided free services of Gardner Rs. 1,400 p.m. and Cook Rs. 1,400 p.m.
- m) Rent paid by the assessee for the house Rs. 2,500 p.m.
- n) Professional Tax Rs. 2,500 p.a. and LIP of Rs. 15,000 p.a. paid by the employer.

Compute his income from salary for the assessment year 2015-16.



**Q6)** Mr. Rudra is the proprietor of business. His Profit and Loss Account for the year ending 31<sup>st</sup> March, 2015 is as follows: **[16]**

Particulars	Amt (Rs.)	Particulars	Amt (Rs.)
To Office Salaries	70,000	By Gross Profit	3,45,000
To Interest on Capital	10,500	By Interest on Fixed	
To Rent and Taxes	20,000	Deposits	15,800
To Motor Car expenses	10,000	By Dividend	5,000
To Depreciation	79,000	By Gift from a Friend	3,500
To Sales Tax	35,000	By Bad Debts Recovered	4,000
To Legal Charges	15,500	(Not allowed as deduction	
To RDD	7,000	earlier)	
To Bonus	16,000		
To Advance Income Tax Paid	14,000		
To Gifts & Presents to			
employees	1,500		
To Net Profit	94,800		
	<b>3,73,300</b>		<b>3,73,300</b>

Additional Information:

- a) Office Salaries includes Rs. 5,000 paid to domestic servant.
- b) Sales Tax includes 4,000 as penalty and Rs. 3,000 as interest for late payment of sales tax charged by the sales tax authority.
- c) Allowable amount of depreciation as per income tax rule is Rs. 76,000.
- d) Advertisement includes Rs. 750 as expenditure incurred for selling household furniture.

Compute the Business income of Mr. Rudra for the AY 2015-16.

**Q7)** Mr. Mayuresh a resident individual the following information for the year ended 31<sup>st</sup> March, 2015. **[16]**

- a) Basic Salary Rs. 30,000 p.m.
- b) Commission fixed Rs. 65,000 p.a.
- c) Employers contribution to R.P.F Rs. 38,400 and equal contribution made by an employee.
- d) He has been provided with a 1650cc car for both official and private purpose. The assessee pays the running and maintenance expenses for the personal use of car.
- e) He paid Rs. 2,700 Professional Tax.
- f) He has given one of his house on rental basis at Rs. 3,000 p.m. Municipal Value of the same house is Rs. 40,000. He paid municipal tax Rs. 3,000 & Ground Rent Rs. 1,000.
- g) Income from Business Rs. 1,05,200.
- h) He received the following:
  - i) Interest on Bank Deposits Rs. 35,000
  - ii) Interest on company deposits Rs. 8,000
  - iii) Dividend from domestic company Rs. 8,000
  - iv) Maturity claim of LIC Rs. 50,000
- i) His savings & investments are as follows:
  - i) Fixed deposits with Bank of Maharashtra Rs. 60,000
  - ii) Mediclaim Insurance Premium Rs. 21,000 on the life of his father (Having age more than 65 years).
  - iii) Tuition fees Rs. 8,000

Compute his total income and of tax liability for the A.Y. 2015-16.



Total No. of Questions : 5]

SEAT No. :

**P1169**

**[4767] - 404**

[Total No. of Pages : 2

**B.B.A.**

**414: INTERNATIONAL BUSINESS  
(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw diagrams wherever necessary.*

**Q1)** Explain the nature of International Business. Illustrate with a diagram. **[15]**

OR

Critically evaluate Ricardian theory of comparative cost advantage.

**Q2)** Discuss the Role of Multinational corporation in India. **[15]**

OR

Critically evaluate with suitable examples the financing policies of International monetary fund.

**Q3)** Explain in detail: **[15]**

- a) Crawling Peg System.
- b) Clean Float system.

OR

What are the uses of SDRs? List out its merits & demerits.

**Q4)** What is world trade organisation? Explain its objectives & principles of world trade organisations. **[15]**

OR

What are the objectives and promotional measures of Foreign trade policy?

**P.T.O.**

**Q5) Write Short notes on (Any four)**

**[20]**

- a) Pattern of India Imports.
- b) Trims & Trips.
- c) Features of SAPTA Agreement.
- d) The World Bank & India.
- e) Current Account and Capital Account.
- f) Spot & forward market.



Total No. of Questions : 2]

SEAT No. :

**P1170**

**[4767] - 405**

[Total No. of Pages : 1

**S.Y.B.B.A.**

**MANAGEMENT INFORMATION SYSTEMS**

**(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Solve any five of the following:

**[60]**

- a) Explain the 'general model of system' in detail and state various types of systems.
- b) Explain in detail Quality of Information and Value of Information concept.
- c) Explain structure of MIS based on Management Activities and functions.
- d) Explain in detail 'Herbert Simon Model' in decision-making process.
- e) Explain MIS for Personnel Management in detail.
- f) Explain the phases of decision making, and information needed for the different phases for decision making.
- g) What is EIS? Explain characteristics and benefits of EIS.

**Q2)** Write short notes (any four)

**[20]**

- a) Open and closed system
- b) Information needs of Manager at different levels.
- c) MIS vs. Data processing
- d) Law of Requisite Variety.
- e) Life Cycle Approach
- f) Sensitivity Analysis.

