

Exam. Code : 105403

Subject Code : 1380

Bachelor in Business Administration (BBA) 3rd Semester

MANAGEMENT ACCOUNTING

Paper—BBA-307

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The **fifth** question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. “Management Accounting aims at facilitating effective management by providing information for managerial decisions”. Discuss the statement.
2. What are the functions and duties of a management accountant ? What are the tools and techniques of Management Accounting ?

SECTION—B

3. You have been given the following Balance Sheet of ABC Limited as on 31st March, 2016 and the additional information :

Balance Sheet

Liabilities	Rs.	Assets	Rs.
Share Capital	20,00,000	Goodwill	8,00,000
(Rs. 10 fully paid up shares)		Land & Building	20,00,000
		Plant & Machinery	10,60,000
Reserves & Surplus	20,00,000	Furniture	4,00,000
10% Debentures	20,00,000	Investments	13,30,000
Sundry Creditors	12,00,000	Stocks	16,00,000
Provision for tax	4,00,000	Debtors	3,60,000
Bills payable	1,50,000	Cash and Bank	2,00,000
Total	77,50,000	Total	77,50,000

The stock and debtors of the company as on 1st April, 2015 were Rs. 24,00,000 and Rs. 4,00,000 respectively; Sales of the company for the year ended on 31st March, 2016

were Rs. 90,00,000 on which company earned a gross profit of Rs. 18,00,000. Compute the following ratios :

- (a) Working Capital ratio
 - (b) Acid test ratio
 - (c) Stock Turnover ratio
 - (d) Average collection period
 - (e) Debt equity ratio
 - (f) Proprietary ratio
 - (g) Fixed Assets to Net Worth ratio
 - (h) Fixed Assets to long term funds ratio.
4. What do you mean by comparative financial statements ?
What are the objectives of preparing comparative financial statements ?

SECTION—C

5. What are the different responsibility centers which can be set up in an organization ? Explain the importance of responsibility accounting.

6. From the following Balance Sheet and the additional information, you are required to prepare Fund Flow Statement for the year ended 31st December, 2013 :

Liabilities	31 st Dec. 2012 Rs.	31 st Dec. 2013 Rs.	Assets	31 st Dec. 2012 Rs.	31 st Dec. 2013 Rs.
Share Capital	24,00,000	28,00,000	Buildings	32,00,000	38,00,000
General Reserve	24,00,000	26,00,000	Machinery	24,00,000	29,00,000
P/L A/c	12,00,000	10,00,000	Stocks	20,00,000	16,00,000
10% Debentures	24,00,000	24,00,000	Debtors	12,00,000	10,00,000
Sundry Creditors	16,00,000	18,00,000	Investments	14,00,000	12,00,000
Provision for tax	2,00,000	3,00,000	Cash	2,00,000	1,80,000
Outstanding expenses	2,00,000	80,000	Goodwill	—	1,00,000
Pre-received incomes	1,60,000	20,000	Prepaid expenses	90,000	1,20,000
			Outstanding incomes	70,000	1,00,000
	1,05,60,000	1,10,00,000		1,05,60,000	1,10,00,000

Additional information :

- During 2013 dividends of Rs. 1,20,000 were paid.
- Depreciation on Plant and Machinery amounted to Rs. 2,44,000.
- Provision for tax made during the year Rs. 3,00,000.
- Loss on sale of machinery amounted to Rs. 56,000.

SECTION—D

- “Working Capital should neither be excessive nor inadequate”. Examine the statement by giving reasons.
- What are the different approaches for determining Working Capital mix ? Which of these approaches do you think is the best ?

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Subject Code : 1377

Bachelor in Business Administration (BBA)

3rd Semester

**FUNDAMENTALS OF HUMAN RESOURCE
MANAGEMENT**

Paper-BBA-304

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— Attempt **five** questions in all, selecting at least **one** question from each Section. The **fifth** question may be attempted from any Section. Each question carries equal marks.

SECTION-A

1. Describe Human Resource Management. Explain in detail status and competencies of HR manager.
2. What is job analysis ? State in detail the various methods of collecting job data.

SECTION-B

3. Discuss the various problems associated with recruitment and selection.
4. What do you understand by employee retention ? What are the factors responsible for high employee turnover ?

SECTION-C

5. How does an organisation conduct a training programme ? Explain.
6. What are the essentials of an effective performance appraisal system ? Discuss.

SECTION-D

7. What is employee remuneration ? What are the challenges in remunerating employees ? Explain.
8. Define job evaluation. State the various methods of job evaluation.

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Subject Code : 1373

Bachelor in Business Administration (BBA)

3rd Semester

ENGLISH COMPULSORY

Paper-BBA-301

Time Allowed—3 Hours] [Maximum Marks—50

Note :— Attempt **five** questions, selecting at least **one** question from each Section and **fifth** from any Section. Each question carries **10** marks.

SECTION-A

1. Put in the correct word :

(i) The soup tastes _____. (good/well)

(ii) There's no need to get _____ just because I'm a few minutes late. (annoying/annoyed)

Put in so, such or such a :

(iii) I didn't realize you lived _____ long way from the city centre.

(iv) He always looks good. He wears _____ nice clothes.

(v) I have to go. I didn't realize it was _____ late.

Make **one** sentence from **two** using too or enough :

(vi) I can't drink this coffee. It's too hot.

(vii) Three people can't sit on this sofa. It isn't big enough.

(viii) We couldn't climb over the wall. It was too high.

Complete the sentences using the comparative form.

Use than where necessary :

(ix) Health and happiness are _____ money. (important)

(x) I want a _____ apartment. We don't have enough space here. (big)

10

2. Put the parts of the sentence in the correct order :

(i) some money/I borrowed/from a friend of mine.

(ii) on Saturday night/didn't see you/I/at the party.

Make **one** sentence from **two** using the word in brackets :

(iii) My foot was injured. I managed to walk home.
(although)

(iv) We live in the same street. We hardly ever see
each other. (despite)

Put in like or as :

(v) This tea is awful. It tastes _____ water.

(vi) Your English is very fluent. I wish I could speak
_____ you.

Use your own ideas to complete the following sentences :

(vii) Don't open the car door while _____.

(viii) It started to rain while _____.

Complete the sentences with the correct preposition :

(ix) Money isn't the solution _____ every problem.

(x) They were delighted _____ the present I gave
them. 10

SECTION-B

3. Write an essay on any one topic :

(i) Drug Menace in Punjab.

(ii) Role and Responsibility of Youth in building
Modern India. 10

4. Complete the sentences. Use the verb+the correct preposition :

(i) I don't understand this. Can you _____ it _____
me ? (explain)

(ii) I tried to contact Tina, but she didn't _____
my emails. (reply)

Complete the sentences with look for or look after.
Use the correct form of look :

(iii) Who _____ you when you were ill ?

(iv) Kate is _____ a job. I hope she finds soon.

Complete the second sentence so that it means the
same as the first :

(v) There are eleven players in a football team. A
football team consists _____.

(vi) Jane won the tournament, so I congratulated her.
I congratulated Jane _____.

Complete each sentence using a verb+on/off :

(vii) I _____ making the same mistake. It's very
frustrating.

(viii) Ben was _____ by his boss for being late for
work repeatedly.

Use your own ideas to complete these sentences. Use a preposition :

(ix) Chris prefers basketball _____.

(x) I spend a lot of money _____. 10

SECTION-C

5. Shelley's poem "To a Skylark" is a contrast between the life of a bird and the life of mankind. Discuss. 10

6. (i) What impression do you gather about Ulysses ?
Is he a heroic character ?

(ii) What is the central idea of the poem "Virtue" ? 10

SECTION-D

7. Complete the sentences with words from the list below :

authorities, contradict, diminish, initially, persistent, bias, core, domestic, secure, instituted, construction, debating, financial, integration, stability.

(i) She migrated to Canada because she viewed it as a country of economic and political _____.

(ii) He finally got a reply from the immigration office because of his _____ phone calls.

(iii) Some people think it's boring to do _____ chores, such as cooking and cleaning.

(iv) Learning the language of the destination country can facilitate the _____ of a newcomer.

(v) Because of its poor _____, the house constantly needed repairs.

(vi) The _____ stopped him at the border and asked to see his passport.

(vii) When their country entered the war, many people left to find a more _____ place to live.

(viii) Being unemployed for a long period of time can _____ a person's self-confidence.

(ix) A preferential system for the Dalits was _____ shortly after Indian independence in 1947.

(x) Governors in the United States are still _____ the advantages and disadvantages of strict immigration laws.

10

8. Find the words that are similar to the definitions given below :

(i) A weakness or an inability.

(ii) Things that encourage a person to do something.

- (iii) The ability to do something.
- (iv) A process of change.
- (v) A position or condition at a particular time.
- (vi) To communicate; to spend time with someone.
- (vii) The gradual weakening of something.
- (viii) To get rid of something completely.
- (ix) A long-term plan to achieve a goal.
- (x) A treatment to help a person get better. 10

Exam. Code : 105403

Subject Code : 1379

Bachelor in Business Administration (BBA) 3rd Semester
BBA-306 : INDIAN FINANCIAL SYSTEM

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— Question paper is divided into **four** sections A, B, C and D. Each section has **two** questions. Candidates are required to attempt **five** questions, selecting at least **one** question from each section. The **fifth** question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. Give an overview of Indian Financial System.
2. Discuss the role of SEBI as a regulatory body of financial markets.

SECTION—B

3. Examine the framework of Secondary Market in India.
4. Write a detailed note on Non Banking Financial Companies.

SECTION—C

5. Discuss the role of custodians, trustees and sponsors in mutual funds.
6. Throw light upon the IRDA Act of Insurance Companies.

SECTION—D

7. Discuss in detail various instruments of Capital market.
8. "FII's and FDI's play an important role in the economic development of a country." Explain.

Exam. Code : 105403

Subject Code : 1376

Bachelor in Business Administration (BBA) 3rd Semester

STATISTICS FOR BUSINESS

Paper : BBA-303

Time Allowed—3 Hours] [Maximum Marks—50

Note :—There are **EIGHT** questions. Candidates are required to attempt any **FIVE** questions. All questions carry equal marks.

SECTION—A

1. For the matrix $A = \begin{bmatrix} 1 & 1 & 1 \\ 1 & 2 & -3 \\ 2 & -1 & 3 \end{bmatrix}$ show that

$A^3 - 6A + 11I = 0$. Hence find A^{-1} . 10

2. Solve following system of equation using Cramer's rule :

$$x_1 - x_2 + x_3 = 6$$

$$2x_1 - x_2 + 2x_3 = 3$$

$$3x_1 + x_2 - x_3 = 3$$

find x, y, z. 10

SECTION—B

3. What do you mean by sampling ? Discuss in detail various non-random sampling methods. 10

4. From the following data of 122 persons find out the modal weight :

Weight (in lbs)	No. of Persons	Weight (in lbs)	No. of persons
100-110	4	140-150	33
110-120	6	150-160	17
120-130	20	160-170	8
130-140	32	170-180	2

10

SECTION—C

5. (a) Discuss in detail the properties of regression coefficients. 5
- (b) Calculate the rank correlation of following data :

X	12	15	18	20	16	15
Y	10	18	19	12	15	19

X	18	22	15	21	18	15
Y	17	19	16	14	13	17

5

6. (a) What do you mean by index numbers ? Discuss its utility. 5

- (b) Compute Laspeyres, Paasche, Fisher's, Bowley's and Marshall Edgeworth index numbers from following data :

	1980		1985	
Item	Price	Quantity	Price	Quantity
A	12	100	20	120
B	4	200	4	240
C	8	120	12	150
D	20	60	24	50

5

SECTION—D

7. Discuss in detail properties of Poisson and normal distribution. 10
8. A box contains 8 red, 3 white and 9 blue balls. If 3 balls are drawn at random find the probability that (a) all 3 are red, (b) 2 are red, (c) all 3 are white, (d) at least 1 is white. 10

Exam. Code : 105403

Subject Code: 1378

Bachelor in Business Administration (BBA) 3rd Semester

**BBA-305 : FUNDAMENTALS OF MARKETING
MANAGEMENT**

Time Allowed—3 Hours] [Maximum Marks—50

Note :— The paper consists of **four** sections A, B, C and D.
In each section there are **two** questions. Students
have to attempt **five** questions in all, with at least
one question from each section. The **fifth** question
may be attempted from any section. Each question
carries **10** marks.

SECTION—A

1. What is marketing and how it is different from selling?
Highlight the scope of marketing with examples.
2. Discuss the marketing environment. What are the factors
that influence the marketing decisions ?

SECTION—B

3. Why market segmentation is required ? Explain the bases
for segmenting the consumer markets in detail.
4. What is PLC ? Discuss the major decision taken by
marketing manager in each stage of PLC.

SECTION—C

5. How would you define the product ? Discuss the classification of product and their importance.
6. What is pricing ? Discuss the method for deciding the price for product.

SECTION—D

7. Describe the advertising. What are the different methods for budgeting the advertising expenses ?
8. Write short notes on the following :—
 - (a) Personal Selling
 - (b) Direct Marketing
 - (c) Word of mouth marketing
 - (d) Sales promotion.