

(Please write your Exam Roll No.)

Exam Roll No.

END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE 2017

Paper Code: BBA-202

Subject: Human Resource Management

BBA(TTM)-202

BBA(MOM)-202

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions.

- Q1 Attempt **any five** parts of the following:- **(3x5=15)**
(a) What is the experiential way of learning?
(b) Difference between promotions and appointments.
(c) Human capital.
(d) Importance of conducting training for employees.
(e) State the usefulness of emotional quotient.
(f) How to keep employees healthy in the organisation?
- Q2 What is the role of HRM strategic management in new millennium era? Give details. **(15)**
- Q3 How is training and development necessary for the organisation? Give details about developing training programme for workers. **(15)**
- Q4 Why is HR planning important in an organization? How job description and job specification helps in planning manpower effectively. **(15)**
- Q5 How social security is important? What different social security schemes are available for a worker? Give details about one of the social security schemes. **(15)**
- Q6 What are the various techniques and process of executive development in an organization? Explain. **(15)**
- Q7 How Job Evaluation helps in deciding compensation for any job. Explain with a suitable example. **(15)**
- Q8 Indicate the steps needed in recruitment of the employee. What different precautions HR manager has to take at the time of recruitment? **(15)**

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END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY JUNE 2017

Paper Code: BBA-204

Subject: Business Environment

BBA (MOM)-204

BBA (TTM)-204

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions including Q.No1 which is compulsory.

- Q1 Explain **any three** of the following:-
(a) Limitations of environment analysis.
(b) Objectives of monetary policy. Discuss only one.
(c) Role of Government policy.
(d) Technological leadership
(e) Relevance of micro economic environment
- Q2 What do you mean by business environment? What are the internal and external components of the business environment.
- Q3 Political and legal forces exercise a deep influence on business. Discuss with suitable examples.
- Q4 Discuss the powers and functions of Competition commission of India. How does it help in maintaining level playing field in the corporate world?
- Q5 What do you mean by state intervention in business. Explain with suitable examples done by our government in recent years.
- Q6 Define and explain the concept of cultural conformity. Explain the cultural factors that play a vital role in creating opportunities and chaos in business.
- Q7 (a) Explain the relevance of social responsibility of business.
(b) Discuss the rational of business ethics for our corporate sector.
- Q8 How does transfer of technology takes place? Explain the precautions required, and the legal issues for the import of foreign technology in our country.

END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY- JUNE 2017

Paper Code: BBA -206

Subject: Marketing Research

BBA (B&I)-206

BBA (TTM)-206

BBA (MOM)-206

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions including Q.No1 which is compulsory.
Select one question from each unit.

- Q1 (a) Indicate true/false (8)
- i. Type I error occurs when we reject true null hypothesis
 - ii. Ratio scale has arbitrary zero point.
 - iii. Non probability sampling does not provide equal chance to each element.
 - iv. Quota sampling is a probability sampling technique.
 - v. Literature review is done on the basis of hypothesis framed.
 - vi. Guttman scale is answered in Yes and No response format.
 - vii. Research design minimize bias and maximize reliability
 - viii. In exploratory research design we explore current status of a research/person/event.
- (b) Write short notes on **any three**:- (15)
- (a) Determining the Sample Size
 - (b) Types of Hypothesis
 - (c) Measures of Dispersion
 - (d) Observation Techniques
 - (e) Attitude Scales

UNIT-I

- Q2 What are the aims and objectives of marketing research? What are the steps involved in the research process? (13)
- Q3 What is the value of information collected through research in decision making? How experimental errors can distort the decisions taken? Explain with example.(13)

UNIT-II

- Q4 What is sampling? What are the advantages of sampling? Also state its limitations. How these limitations can be removed? (13)
- Q5 What are the types of measurement scale? Discuss their usage with relevant examples. (13)

UNIT-III

- Q6 What are the sources of data collection? Explain in detail. (13)
- Q7 What do you understand by sample design? What are its various types? (13)

UNIT-IV

- Q8 What are the steps involved in writing a research report. Give the sample of a research report. (13)
- Q9 Write short notes on following:- (6.5x2=13)
- (a) Factor analysis
 - (b) Conjoint Analysis

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END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY- JUNE 2017

Paper Code: BBA-208

Subject: Computer Application

BBA (TTM)-208

BBA (MOM)-208

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions.

- Q1 Define the following terms **(Any five)** (5x3=15)
- (a) HTTP
 - (b) FTP
 - (c) ISP
 - (d) CGi
 - (e) URL
 - (f) SMTP
 - (g) Web Server
 - (h) Domain Name
- Q2 (a) What is the use of Search engine and how it works? List and explain types of search engine. (10)
- (b) Explain any five searching techniques. (5)
- Q3 (a) What are the features of front Page? (5)
- (b) Explain the use of 3 views available in front page. (5)
- (c) What are the principles of designing good web site? (5)
- Q4 (a) Differentiate (with example) between the following **(Any three)** (9)
- <P> and

 - <Basefont> and
 - Container Tag and empty Tag
 - Internet and Intranet
- (b) Explain the use of following tags: **(Any three)** (6)
- <PRE>
 - <Blockquote>
 - <Div>
 - Comment Tag
- Q5 (a) Explain ordered list, unordered list and definition list. (9)
- (b) Write down the source code for given nested list. (6)
- 1. Input Devices
 - Keyboard
 - Mouse
 - Scanner
 - 2. CPU
 - (a) ALU
 - (b) MU
 - (i) Primary Memory
 - RAM
 - SRAM
 - DRAM

P.T.O.

BBA-208
P/2

➤ ROM

(ii) Secondary Memory

(a) HDD

(b) CD

(c) Pen drive

(c) CU

3. Output devices

(i) Printer

(ii) Monitor

Q6 (a) Compare various graphic file format. (7)

(b) What is the use of Imagemaps? Write down the source Code of creating imagemap with three different shapes. (8)

Q7 (a) Write and explain important attributes of following tags. (6)

--<Table>

--<Frame>

--<Form>

(b) What is style sheet? List and explain the types of cascading style sheets (9)

END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY-JUNE 2017

Paper Code: BBA-210 BBA(TTM)-210 BBA(B&I)-210	Subject: Business Law
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Time: 3 Hours **Maximum Marks: 75**

Note: Attempt any five questions including Q no.1 which is compulsory. Select one question from each unit.

- Q1 Write short notes on the following:- (5x5=25)
- (a) Remedies for breach of a contract.
 - (b) Independent Directors
 - (c) Promissory Notes and Bill of Exchange
 - (d) Statement in Lieu of a Prospectus
 - (e) Memorandum of Association and Articles of Association.

UNIT-I

- Q2 "All contracts are agreements but all agreements are not contracts." Explain the statement and discuss the essential elements of a contract. (12.5)
- Q3 Differentiate between- (12.5)
- (a) Bailment and Pledge
 - (b) Indemnity and Guarantee
 - (c) Agency by Estoppel ad Agency by Holding Out

UNIT-II

- Q4 (a) Discuss the meaning of 'goods' under the sale of Goods Act, 1930. (5)
(b) What are the rules as to passing of property from a seller to a buyer in a contract of sale of specific or ascertained goods? (7.5)
- Q5 Define Unpaid Seller. What are the rights of an unpaid seller against the good under the Sale of Goods Act, 1930? Explain. (12.5)

UNIT-III

- Q6 Define 'Holder' and 'Holder' in Due Course'. Explain the privileges of a 'Holder in Due Course'. (12.5)
- Q7 Define "Crossing of Cheques." Explain its different kinds. Discussion situations when a Banker 'must refuse' payment of customer's cheques. (12.5)

UNIT-IV

- Q8 Describe various kinds of meetings of a company. Explain the essential conditions of a valid meeting. (12.5)
- Q9 Explain the following:- (12.5)
- (a) Kinds of Resolutions
 - (b) Prevention of Oppression and mismanagement
 - (c) Qualifications of a Director

END TERM EXAMINATION

FOURTH SEMESTER [BBA] MAY- JUNE 2017

Paper Code: BBA-212

Subject: Taxation Law

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions.

- Q1 Attempt **any five** of the following:- (5x3=15)
- (a) Explain the provisions of advance tax along with the due dates of deposit of the same.
 - (b) What are the ten incomes which are fully exempt under **section 10** of the Income Tax Act, 1961?
 - (c) The income of a year is assessed in the next year called assessment year. However, in certain cases, the income of a year is assessed in the same year. Comment.
 - (d) Income of Mr. A from all the income heads is Rs. 5,80,000. Determine his tax liability for the assessment year 2017-18 given he purchased a life insurance policy on his life (sum assured-Rs. 2,00,000 on 2.08.2016) and the premium paid is Rs. 21,500.
 - (e) What are the clubbing provisions under the Income Tax Act, 1961?
- Q2 (a) How will you determine the residential status of an individual? (10)
- (b) Find out the status of Radhika (for assessment year 2017-18) who leaves India for Paris on 25.01.2017 and would return after 8 months. She was born in Delhi in the year 2000. Before 25.01.2017, she visited the United States from 12.05.2014 to 31.06.2015. (5)
- Q3 Write short notes on:- (5x3=15)
- (a) Section 80C
 - (b) Section 80D
 - (c) Section 80E
- Q4 Ravi Sharma submits you the following information regarding his salary income for the year 2016-17:
- | | |
|---|----------------------|
| (a) Basic salary | Rs. 15000pm |
| (b) DA | 40% of basic salary |
| (c) CCA | Rs. 300 pm |
| (d) Children education allowance for 2 children | Rs. 200 pm per child |
| (e) Transport allowance | Rs. 1000 pm |
- He is provided with a rent free unfurnished accommodation which is owned by the employer. The fair rental value of the house is Rs. 24000 p.a.
- Compute the gross salary assuming accommodation is provided in a city having population: (15)
- (a) Not exceeding 10 lakhs as per 2001 census.
 - (b) Exceeding 10 lakhs but less than 25 lakhs as per 2001 census.
 - (c) Exceeding 25 lakhs.
- Q5 What are the differences between Short Term Capital Gain and Long Term Capital Gain? (15)

Q6 What are the services given in the negative list? (15)

Q7 (a) What is deemed ownership under the head Income from House Property? (10)

(b) Mannu furnishes the following particulars in respect of a house property owned by him in Delhi. (5)

Municipal Vale	Rs 2,00,000
Fair rent	Rs. 2,40,000
Actual rent	Rs. 21,000
Municipal tax paid during the year	Rs. 20,000

The tenant vacated the property on 31st October 2016 and thereafter the property was let out for Rs. 25,000 per month. Mannu could not realize the rent for the months of September and October, 2016 due to the death of the earlier tenant. Calculate the income from house property for the assessment year 2017-18.

Q8 Explain briefly:- (7.5x2=15)

(a) Set off and carry forward of losses

(b) Procedure of registration under CST and the advantages of registration
