

2071  
Bachelor of Business Administration  
2<sup>nd</sup> Semester  
BBA121A: Punjabi

Time allowed: 3 Hours

Max. Marks: 45

ਨੋਟ:- ਸਾਰੇ ਸਵਾਲ ਲਾਜ਼ਮੀ ਹਨ। ਇੱਕ ਸਵਾਲ ਦੇ ਸਾਰੇ ਭਾਗ ਇੱਕਠੇ ਇੱਕੋ ਜਗ੍ਹਾ ਹੱਲ ਕੀਤੇ ਜਾਣ।

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1. ਹੇਠ ਲਿਖੇ ਕਾਵਿ-ਬੰਦਾਂ ਵਿੱਚੋਂ ਕਿਸੇ ਇੱਕ ਦੀ ਪ੍ਰਸੰਗ ਸਹਿਤ ਵਿਆਖਿਆ ਕਰੋ:-
  - (ੳ) ਸ਼ਾਮ ਨੂੰ ਜਦ ਮੜੀ ਤੇ ਦੀਵਾ ਬਲੇਗਾ  
ਗੁਰਦੁਆਰੇ ਸੰਖ ਵੱਜੇਗਾ  
ਉਹ ਬਹੁਤ ਆਵੇਗਾ ਯਾਦ  
ਉਹ ਕਿ ਜਿਹੜਾ ਮਰ ਗਿਆ ਹੈ  
ਉਹ ਕਿ ਜਿਸਦੀ ਮੌਤ ਦਾ  
ਇਸ ਭਰੀ ਨਗਰੀ 'ਚ ਬਸ ਮੈਨੂੰ ਪਤਾ ਹੈ।
  - (ਅ) ਡਾਂ ਦੇ ਸੀਨੇ ਦੇ ਵਿੱਚੋਂ  
ਜੰਮ ਜੰਮ ਮੋਈਆਂ ਨੇ ਸੱਭਿਅਤਾਂ,  
ਇਸ ਆਪਣੀ ਹਿੱਕ ਦੇ ਅੰਦਰ  
ਇੱਕ ਨਵਾਂ ਸਮਾਜ ਬਣਾਵਾਂ  
ਜਦ ਝੁੱਲਣ ਗਿਆਨ-ਹਵਾਵਾਂ  
ਦੁਬਿਧਾ ਦਾ ਦੁੱਖ ਤਾਂ ਮਿਟ ਜਾਏ  
ਕਿ ਕਿਸ ਪਾਸੇ ਵੱਲ ਜਾਵਾਂ। (5)
2. ਕਿਸੇ ਇੱਕ ਕਵਿਤਾ ਦਾ ਸਾਰ ਜਾਂ ਕੇਂਦਰੀ ਭਾਵ ਲਿਖੋ:-
  - (ੳ) ਕਿਸ ਪਾਸੇ ਵਲ? (ਪ੍ਰੀਤਮ ਸਿੰਘ ਸਫੀਰ)
  - (ਅ) ਤਰੱਕੀ (ਬਾਵਾ ਬਲਵੰਤ)
  - (ੲ) ਸੇਜ ਸੁਖਾਲੀ (ਡਾ. ਹਰਿਭਜਨ ਸਿੰਘ)
  - (ਸ) ਯਾਦ (ਸ਼ਿਵ ਕੁਮਾਰ ਬਟਾਲਵੀ) (5)
3. ਕਿਸੇ ਇੱਕ ਕਹਾਣੀ ਦਾ ਸਾਰ ਲਿਖੋ:-
  - (ੳ) ਦਰਦ ਵਿਛੋੜੇ ਦਾ ਹਾਲ (ਖਾਲਿਦ ਹੁਸੈਨ)
  - (ਅ) ਮੋਹ-ਸਿੱਟੀ (ਸੁਖਵੰਤ ਕੌਰ ਮਾਨ) (5)
4. ਕਿਸੇ ਇੱਕ ਦਾ ਜੀਵਨ, ਰਚਨਾ ਅਤੇ ਯੋਗਦਾਨ ਬਾਰੇ ਲਿਖੋ:-
  - (ੳ) ਸ਼ਿਵ ਕੁਮਾਰ ਬਟਾਲਵੀ
  - (ਅ) ਰਘੁਬੀਰ ਵੰਡ (8)
5. ਤੁਸੀਂ ਆਪਣੇ ਘਰ ਵਿੱਚ ਜਿਮ ਖੋਲ੍ਹਿਆ ਹੈ, ਇਸ ਸੰਬੰਧੀ ਅਖਬਾਰ ਵਿੱਚ ਦੇਣ ਲਈ ਇਸ਼ਤਿਹਾਰ ਲਿਖੋ।

ਜਾਂ

ਧਰਤੀ ਦਿਵਸ ਮੌਕੇ ਕਾਲਜ ਵਿਦਿਆਰਥੀਆਂ ਵਲੋਂ ਅਯੋਜਤ ਕੀਤੀ ਗਈ ਰੈਲੀ ਸੰਬੰਧੀ ਪ੍ਰੈਸ ਨੋਟ ਲਿਖੋ। (8)

P.T.O.

(2)

6. ਵਿਸਰਾਮ ਚਿੰਨ੍ਹ ਲਗਾਉ:-

ਲੈ ਕੁਝੇ ਪਾਰੇ ਤੇਰੇ ਤਾਏ ਦਾ ਘਰ ਆ ਤੂੰ ਬਾਹਰ ਕਿਉਂ ਖੜ੍ਹੀ ਏ ਕਹਿੰਦਿਆਂ ਤਾਈ ਕਰਤਾਰੇ  
ਨੇ ਸਾਨੂੰ ਅੰਦਰ ਬੁਲਾ ਕੇ ਮੰਜੇ ਤੇ ਬਿਠਾਇਆ ਤੇ ਪਾਰਬਤੀ ਦਾ ਸਿਰ ਪਲੇਸਦਿਆਂ ਕਹਿਣ ਲੱਗੀ  
ਪੁੱਤ ਕੁੱਵਖਤੇ ਨੀ ਤੁਰੀਦਾ ਸਗੋਂ ਭੈਣ ਦੇ ਵਿਆਹ ਤੇ ਚਾਰ ਦਿਨ ਪਹਿਲਾਂ ਆਉਂਦੀ (6)

7. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿੱਚੋਂ ਅੱਠ ਦੇ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ:-

- (a) Validity period
- (b) Under value
- (c) Index of profit
- (d) Preference shares
- (e) Open market operations
- (f) Quasi Negotiable instrument
- (g) Imputed income
- (h) Receipts and payment account
- (i) Tax equity
- (j) Security bond

(8)

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2071  
Bachelor of Business Administration  
Second Semester  
BBA-122: Business Statistics

Time allowed: 3 Hours

Max. Marks: 80

**NOTE:** Attempt four short answer type questions from Section–A. Attempt two questions each from Section B and C respectively.

$x-x-x$

**Section A**

1. Define types of correlation.
2. On a certain day the average closing price of a group of stocks on the New York Stock Exchange is \$35 (to the nearest dollar). If the median value is \$33 calculate the approximate value of mode. And comment on the skewness of data.
3. The following is a set of data from a sample of  $n=6$ :  
7, 4, 9, 7, 3, 12.  
Calculate the first quartile, the third quartile, and the interquartile range.
4. Calculate trend values by method of least squares from the data given below and also estimate the sales for year 1991:

Years	1986	1987	1988	1989	1990
Sales(in crores)	12	18	20	23	27

5. For 50 students of a class the regression equation of marks in Statistics ( $x$ ) on the marks in Accountancy ( $y$ ) is  $3y - 5x + 180 = 0$ . The mean marks in Accountancy is 43 and the variance of marks in Statistics is  $\frac{9}{16}$ th of the variance of marks in Accountancy. Find the mean marks in Statistics and the coefficient of correlation between marks in the two subjects.
6. Index numbers are economic barometers. Explain this statement.

(5\*4=20)

**Section B**

7. (i) What do you understand by measures of dispersion and its measures? Discuss its uses in business management.

(ii) The following are a sample of Motorola's stock prices in March 2007.

20, 20.6, 19.7, 19.9, 25.1, 20.2, 20.7, 20.6, 20.8, 20.2, 20.6, 20.2

Find the mean and the variance of the data. Also comment on the values obtained.

(7+8=15)

8. (i) Explain how statistics plays an important role in management planning and decision-making?  
(ii) Define Harmonic mean and Geometric mean. And give examples where these measures can be used.  
(iii) Discuss limitation of statistics in COVID-19 scenario.

(7+5+3=15)

P.T.O.

(2)

9. The HRD manager of a company wants to find a measure which he can use to fix the monthly income of persons applying for a job in the production department. As an experimental project, he collected data on 7 persons from that department referring to years of service and their monthly income.

Year of service:	11	7	9	5	8	6	10
Income (1000 Rs):	10	8	6	5	9	7	11

- (a) Calculate Rank correlation coefficient and interpret result.  
 (b) Calculate regression equation of income on years of service. (7+8=15)

10. A charitable organization decided to give old-age pension to people over sixty years of age. The scales of pensions were fixed as follows:

Age Group	Pension per month (Rs.)
60-65	200
65-70	280
70-75	320
75-80	360
80-85	450

- The ages of 25 persons who secured the pension are as given below:  
 74, 62, 84, 72, 61, 83, 72, 81, 64, 71, 63, 61, 60, 67, 74, 64, 79, 73, 75, 76, 69, 68, 78, 66, 67.  
 Calculate the monthly average pension payable per person and the standard deviation. (15)

### Section C

11. Compute price index and quantity index numbers for the year 2005 with 2000 as base year using

Commodity	Quantity (units)		Expenditure (Rs.)	
	2000	2005	2000	2005
A	100	150	500	900
B	80	100	320	500
C	60	72	150	360
D	30	33	360	297

- (i) Laspeyre's Method  
 (ii) Paasche's Method and  
 (iii) Fisher's method

(15)

12. (i) Define Skewness and Kurtosis.  
 (ii) From the following data, calculate the trend values using three years moving average:

(3)

Year	1989	1990	1991	1992	1993	1994	1995	1996
Values	506	620	1036	673	588	696	1116	738

(7+8=15)

13. (i) Discuss the importance and use of weights in the construction of general price index numbers.
- (ii) Explain briefly the additive and multiplicative models of time series. Which of these models is more popular in practice and why?

(7+8=15)

14. What are the tests to be satisfied by a good index number? Examine how far they are met by Fisher's Ideal index number.

(15)

x-x-x

Exam.Code:0022  
Sub. Code: 0869

2071  
Bachelor of Business Administration  
Second Semester  
BBAS-123: Essentials of Business Economics – II

Time allowed: 3 Hours

Max. Marks: 80

**NOTE:** Attempt four short answer type questions from Section–A. Attempt two questions each from Section B and C respectively.

x-x-x

**Section – A**

- I. Answer any four of the following:-
- a) Methods of measuring national income
  - b) Limitations of macro economics
  - c) Says's law of markets
  - d) What are the determinants of marginal efficiency of capital?
  - e) Theory of secular stagnation
  - f) Causes of inflation
- (4x5)

**Section - B**

- II. Explain the classical theory of income, output and employment. (15)
- III. Critically explain the Keynesian theory of employment? (15)
- IV. Critically explain the psychological law of consumption? (15)
- V. Explain the nature and scope of macro economics. (15)

**Section - C**

- VI. Critically explain Keynes investment multiplier? (15)
- VII. Explain various instruments of monetary policy? (15)
- VIII. What are the objectives of fiscal policy with special reference to a developing nation? (15)
- IX. What the importance of investment and what are the factors affecting investment? (15)

x-x-x

2071  
Bachelor of Business Administration  
Second Semester  
BBA-124: Legal Aspect of Business

Time allowed: 3 Hours

Max. Marks: 80

**NOTE:** Attempt four short answer type questions from Section-A. Attempt two questions each from Section B and C respectively.

x-x-x

**Section - A**

- I. Write short notes on any four of the following:-
- Define a Contract of Indemnity.
  - Who is Bailee?
  - What are Void Agreements?
  - Sale of unascertained goods
  - When goods are delivered to the buyer on approval or, "On sale or return". Explain.
  - What do you mean by "Service", "Deficiency in Service" and "Defect" under the Consumer Protection Act, 2019? (4x5)

**Section - B**

- II. "An agreement enforceable by law is a Contract". Comment. Discuss the essentials of a valid contract in brief. (15)
- III. What do you mean by "An Invitation to offer"? Explain. (15)
- IV. What do you mean by 'Undue Influence'? How it differs from Coercion? (15)
- V. What is agency by ratification? What are requisites of a valid ratification? (15)

**Section - C**

- VI. Whether a contract for manufacture, supply and installation of lifts in a building is a 'contract for sale of goods' or a works contract"? (15)
- VII. Discuss the doctrine of caveat Emptor is there any exception to it state in brief if any. (15)

P.T.O.

(2)

- VIII. What are the types of unpaid seller's rights under Sale of Goods Act, 1930? (15)
- IX. Who can file a complaint under the "Consumer Protection Act" 2019? What sort of complaint can be filed by a complainant under the Act? What reliefs are available to a consumer under the Act? Discuss. (15)

*x-x-x*



Exam.Code:0022  
Sub. Code: 0871

2071  
Bachelor of Business Administration  
Second Semester  
BBA-125: Personality Development and Professional Skills

Time allowed: 3 Hours

Max. Marks: 80

*NOTE: Attempt four short answer type questions from Section-A. Attempt two questions each from Section B and C respectively.*

x-x-x

**Section - A**

- I. Attempt any four of the following:-
- What is emphatic listening?
  - Difference between Lateral thinking and Vertical thinking.
  - What are unacceptable team behaviours?
  - What is creativity? Discuss the components of individual creativity.
  - Discuss the qualities of self-actualized persons.
  - Define work culture. (4x5)

**Section - B**

- II. Explain the concept of interpersonal skills. Elaborate the various stages of interpersonal relationships. (15)
- III. Define Time management. Explain the components of time management. Discuss the strategies to manage time at work place. (15)
- IV. What do you understand by presentation? What are the various factors affecting presentations? (15)
- V. Discuss the features of group discussion. Discuss the different types of group discussion. (15)

**Section - C**

- VI. What is negotiation? What is the role of communication in negotiation? (15)
- P.T.O.

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- VII. Explain team building. What are the essentials of an effective team? What are the skills required to become a good team player? (15)
- VIII. Define the concept of Learning Organization. Discuss the Dimensions of Learning Organization. Explain in detail the various ways to transform the organization into Learning Organization. (15)
- IX. What are Etiquettes? Discuss Business and Telephone Etiquettes in detail. (15)

x-x-x

2071  
Bachelor of Business Administration  
Second Semester  
BBA-126: Managerial Accounting

Time allowed: 3 Hours

Max. Marks: 80

**NOTE:** Attempt four short answer type questions from Section–A. Attempt two questions each from Section B and C respectively.

x-x-x

**Section – A**

1. Q: The current ratio is 2 : 1. State giving reasons which of the following transactions would improve, reduce and not change the current ratio:
  - (a) Payment of current liability;
  - (b) Purchased goods on credit;
  - (c) Sale of a Computer (Book value: Rs. 4,000) for Rs. 3,000 only;
  - (d) Sale of merchandise (goods) costing Rs. 10,000 for Rs. 11,000;
  - (e) Payment of dividend.
2. Q: Explain the process of preparation of common size statement with the help of any example of your choice.
3. Q:
  - a) If the net profits earned during the year is Rs. 50,000 and the amount of debtors in the beginning and the end of the year is Rs. 10,000 and Rs. 20,000 respectively, then What is the cash from operating activities.
  - b) If the net profits made during the year are Rs. 50,000 and the bills receivables have decreased by Rs. 10,000 during the year then what is the cash flow from operating activities?
4. Q: If the actual sales is Rs. 200000, Fixed Expense = Rs. 60000, Selling Price = Rs. 25 and Variable Cost per unit = Rs. 15. What is the Margin of Safety?
5. Q: What is the break even point if the fixed cost is Rs. 200000, Selling Price Per Unit = Rs25 and the variable cost per unit = Rs. 15
6. Q: write a note on P/V ratio.

**Section B**

7. Q: For each of the following transactions, separately calculate the resulting cash flow and state the nature of cash flow, viz., operating, investing and financing.
  - (a) Acquired machinery for Rs. 2,50,000 paying 20% by cheque and executing a bond for the balance payable.
  - (b) Paid Rs. 2,50,000 to acquire shares in Informa Tech. and received a dividend of Rs. 50,000 after acquisition.

(2)

- (c) Sold machinery of original cost Rs. 2,00,000 with an accumulated depreciation of Rs. 1,60,000 for Rs. 60,000.  
 d) Borrowed Rs. 60000 as Loan from Bank at Interest rate of 7% pa  
 e) Paid Interest Rs. 4200 on above loan  
 f) Invested in Shares of XYZ Limited Rs. 70000  
 g) Received Dividend of Rs. 1000 on above shares  
 h) Profit after Depreciation and Taxes Rs. 250000, depreciation and taxes charged respectively Rs. Rs. 10000 and Rs.35000.

8. Q: Compute Gross Profit Ratio, Working Capital Turnover Ratio, Debt Equity Ratio and Proprietary Ratio from the following information:

Paid-up Share Capital	Rs. 5,00,000
Current Assets	Rs. 4,00,000
Revenue from Operations	Rs. 10,00,000
13% Debentures	Rs. 2,00,000
Current Liabilities	Rs. 2,80,000
Cost of Revenue from Operations	Rs. 6,00,000

9. Q: Critically evaluate the various tools of financial analysis.

10. Q: What is a fund flow statement? Explain the process of preparation of fund flow statement with the help of any example of your choice.

#### Section C

11. Q: "Marginal Costing technique is of great help in taking various types of Important Managerial Decisions" Elaborate this statement.

12. Q: ABC Ltd has drawn up the following statement for the year 2019-20:

	<b>Rs.</b>
Materials	15,00,000
Labour and other variable cost	4,00,000
Fixed Manufacturing Expenses	5,00,000
Variable Selling and Distribution Expenses	3,50,000
Fixed administrative Overheads	<u>2,50,000</u>
	<b>30,00,000</b>
Sales Revenue @ Rs.50 per Unit	40,00,000
Net Profit (Budgeted)	10,00,000

The General manager suggests to reduce selling prices by 5% and expects to achieve an additional volume of 50%. The more intensive manufacturing program will involve additional costs of Rs. 40,000 for production planning. It will also be necessary to open an additional sales office at the cost of Rs. 1,20,000 per annum.

The sales manager on the other hand suggested that to increase selling price by 10%, which it is estimated will reduce sales volume by 10%. At the same time a saving in manufacturing overheads and general overheads of Rs. 50000 and Rs. 1,20,000 per annum respectively is expected on this reduced volume. Which of these two proposals would you accept and why? Show complete working.

13. Q: Write note on the followings:

- i) Margin of Safety
- ii) Key Factor
- iii) Break Even Chart

14. Q: ABC Limited is in the business of selling Televisions having a capacity to manufacture 50000 TVs in a year. At present ABC limited has a domestic market of only 40000 TVs and therefore it is manufacturing 40000 units. The Selling Price of one TV in the local market is Rs. 20000 and the variable cost it is incurring to make one TV is Rs. 13000. The fixed expenses being earned by the company is Rs. 1400000 p.a. Company gets an offer from foreign buyer to buy the 10000 units @ Rs. 14500 per unit which the company can meet by making use of the unutilised capacity.

- a) Guide the Company whether it should accept the foreign order of selling 10000 TVs at a Price of Rs.14500 per unit or not. Complete justification alongwith calculations is needed.
- b) If the above order of buying the additional 10000 TVs is from a domestic concern, then what is your advice to the company w.r.t. acceptance or rejection of order.