

2021  
B.B.A.-5<sup>th</sup> Semester  
BBA-301: Insurance and Risk Management

Time allowed: 3 Hours

Max. Marks: 80

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

\_\*\_\*\_\*\_

**SECTION-A**

- I. Attempt any four of the following: -
- (a) Explain principle of subrogation.
  - (b) Differentiate between life insurance and non-life insurance.
  - (c) Give importance of life insurance.
  - (d) Give functions of IRDA.
  - (e) Define Risk.
  - (f) Define Property Insurance. (4×5)

**SECTION-B**

- II. Define insurance. Give its importance. (15)
- III. (a) Explain the following: -
- (i) Principle of insurable interest
  - (ii) Principle of utmost good faith (8)
- (b) Explain the problems faced by insurance industry. (7)
- IV. Explain in detail the various types of Non-Life Insurance. (15)
- V. Explain in detail powers and duties of IRDA. (15)

**SECTION-C**

- VI. (a) What are the main characteristics of Insurance Risk?
- (b) What are the causes of Risk? (7+8)
- VII. Define Risk Management Process and give various risk handling techniques. (15)
- VIII. Give characteristics of business liability insurance and explain its types. (15)
- IX. What is concept of Worker's Compensation Insurance Policy? Explain in detail compensation insurance policy of any one organization. (15)

\_\*\_\*\_\*\_

2021  
B.B.A.-5<sup>th</sup> Semester  
BBA-302: International Business

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_ \*\_ \*-

**SECTION-A**

- I. Attempt any four of the following: -
- (a) Write a short note on UNCTAD.
  - (b) State the criticism of globalization.
  - (c) Discuss product life cycle in brief.
  - (d) Explain balance of payment crisis.
  - (e) What are the different forms of regional groupings?
  - (f) State the foreign trade promotion measures in India. (4×5)

**SECTION-B**

- II. Define International Business. Outline the drivers of international business. (15)
- III. Do you think that the euphoria associated with WTO initially has died down? (15)
- IV. How are international trade disputes resolved? (15)
- V. What is Mercantilism? How does it explain cross border business transactions? (15)

**SECTION-C**

- VI. How do various forms of economic integration differ? (15)
- VII. What are the major incentives for developed countries to invest in developing countries? (15)
- VIII. Discuss the recent trends in Indian Foreign Trade. (15)
- IX. Write detailed note on EXIM policy. (15)

- \*\_ \*\_ \*-

2021

Bachelor of Business Administration

Fifth Semester

BBA-303: Business Environment

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 the importance of economic planning in an under developed country?
  - What are the different elements of environment?
  - State the tools of monetary policy.
  - Discuss the problems relating to import of technology.
  - What is social audit?
  - Explain the relationship between business and government. (4x5)

**Section – B**

- What is economic environment? How is it important for business? (15)
- What is industrial policy? What are its objectives? (15)
- Explain the interaction matrix between various environment factors. (15)
- Discuss the process and techniques of environmental analysis. (15)

**Section – C**

- Bring out the salient features of our technological policy. (15)
- How does natural environment affect business? Discuss. (15)
- What are your arguments against social responsibility? (15)
- What is Securities and Exchange Board of India? Discuss the least amendments to SEBI Act. (15)

x-x-x

2021  
Bachelor of Business Administration  
Fifth Semester  
BBA-304: Entrepreneurship and Small Business Management

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:-
- Differentiate between entrepreneurship and Intrapreneurship.
  - How behavioral games help in Motivation?
  - Write a short note on National Institute For Entrepreneurship and Small Business Development (NIESBUD)
  - Write short note on Technical feasibility.
  - Write short note on marketing problems of small scale industries.
  - What are the reasons for the failure of business plan? (4x5)

**Section – B**

- "Entrepreneurs are born not made" Comment. (15)
- Explain the process of developing Entrepreneurial competencies. (15)
- What do you mean by an EDP? Discuss the role and relevance of EDP's. (15)
- Briefly discuss the criteria for selecting a new product. (15)

**Section – C**

- What are the problems faced by small scale industries? Also explain the remedial measures for the same. (15)
- Write down the salient features of MSMED Act 2006 (Micro, small and medium Enterprises Development Act). (15)
- What are the various risk taking attitude of an Entrepreneur? Explain the risk management process taken by an entrepreneur. (15)
- What is Project Report? Discuss the need of a Project Report before setting up a new unit. (15)

x-x-x

2021  
B.B.A.-5<sup>th</sup> Semester  
BBA-305: Consumer Behaviour

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_\*\_\* -

**SECTION-A**

- I. Attempt any four of the following: -
- (a) Write short note on organizational buying process.
  - (b) How are consumer attitudes formed?
  - (c) Explain the nature & scope of consumer behavior.
  - (d) What do you understand by cognitive dissonance?
  - (e) Impact of social class over consumer behavior.
  - (f) Write a short note on diversity of consumer behavior. (4×5)

**SECTION-B**

- II. What do you mean by reference groups? Discuss the role of reference groups in consumer behavior. (15)
- III. Discuss the major determinants of buying behavior. (15)
- IV. Write a detailed note on relationship of culture, sub-culture with consumer behavior. (15)
- V. Define perception. Discuss in detail the perception process. (15)

**SECTION-C**

- VI. Explain consumer satisfaction roles and buying behavior. (15)
- VII. What do you mean by diffusion of innovation and adoption of innovation? Discuss its process and also differential & both. (15)
- VIII. Explain the role of consumer behavior in formulating marketing strategies. (15)
- IX. What do you mean by researching the consumer behaviour? What is its process? Distinguish between consumer research and market research. (15)

- \*\_\*\_\* -

2021

B.B.A.-5<sup>th</sup> Semester

BBA-306: Sales and Distribution Management

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_\*\_\* -

**SECTION-A**

- I. Attempt any four of the following: -
- (a) Meaning of warehousing automation.
  - (b) Discuss the importance of inventory management.
  - (c) Explain sales budget.
  - (d) What are functions of sales manager?
  - (e) Uses of sales quota.
  - (f) Meaning of supply chain management (4×5)

**SECTION-B**

- II. What is personal selling? Explain various theories of personal selling. (15)
- III. Meaning and objectives of sales quota. Explain in detail various principles of ceiling sales quota. (15)
- IV. Define sales management. Importance of sales force and functions of sales manager. (15)
- V. Define sales budget. Process of sales budget and its uses of sales budget. (15)

**SECTION-C**

- VI. Meaning of physical distribution. Discuss the functions of various members of a distribution channel. (15)
- VII. What is distribution marketing? Explain features & types of warehousing. (15)
- VIII. What is inventory management? Discuss the various methods of inventory management. (15)
- IX. Explain in detail international sales and distribution management. (15)

- \*\_\*\_\* -

2021  
Bachelor of Business Administration  
Fifth Semester  
BBA-307: Financial Markets and Services

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:-
- Explain call money market.
  - Distinguish between primary market and secondary market.
  - Explain Special Purpose Vehicle (SPV).
  - Write a note on Commodity Markets.
  - What is the difference between close ended and open ended mutual funds?
  - What is known as Eurocurrency? (5x4)

**Section – B**

- II. Explain the working and functions of the Financial Markets and discuss the importance of financial markets in the economic development of a country. (15)
- III. Explain the following:-
- Certificate of Deposit
  - Commercial Paper
  - Treasury Bills (3x5)
- IV. Enlist and elucidate various reforms in secondary market after globalization. (15)
- V. What do you mean by listing of securities? What conditions are to be fulfilled by the issuer for listing of securities on stock exchange? (15)

**Section – C**

- VI. "The scope of merchant banking is great in India". Discuss. (15)
- VII. What are the functions performed by a Factor? Discuss the nature of factoring and describe the factoring mechanism. (15)

P.T.O.

(2)

- VIII. Define Venture Capital and explain the strategic role of venture capital in developing entrepreneurship in a country. (15)
- IX. Write a detailed note on the working and performance of mutual funds in India. (15)

x-x-x



2021  
B.B.A.-5<sup>th</sup> Semester  
BBA-308: Investment Management

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_ \*\_ \*\_ -

**SECTION-A**

- I. Attempt/Explain any four of the following: -
- (a) Define the term investment.
  - (b) What do you mean by Industry Analysis?
  - (c) Define trend line.
  - (d) What are the uses of CAPM?
  - (e) Define term 'Diversification'.
  - (f) How Treynor's measure is used in Portfolio evaluation? (4×5)

**SECTION-B**

- II. Discuss the features of investment programme. (15)
- III. State the meaning, rationale, procedure and limitations of the fundamental analysis. (15)
- IV. 'A technical analyst explains that the stock market acts like a barometer rather than a thermometer'. Elaborate the statement. (15)
- V. Define the efficient market hypothesis in each of its three forms. What are its implication? (15)

**SECTION-C**

- VI. What are the strengths and weaknesses of the Markowitz approach? (15)
- VII. What is meant by the optimal portfolio and how is it related to an efficient portfolio? (15)
- VIII. Under the CAPM, what is the efficient set called? State uses & limitation of CAPM. (15)
- IX. Differentiate value Vs Growth investing. Give logical reasons to support your answer. (15)

- \*\_ \*\_ \*\_ -

2021  
B.B.A.-5<sup>th</sup> Semester  
BBA-309: Social Security and Labour Welfare

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_\*\_\* -

**SECTION-A**

- I. Attempt any four of the following: -
- (a) Discuss the scope of social security in India.
  - (b) Describe the concept of Labour welfare.
  - (c) What is the objective of provident fund schemes under the act?
  - (d) Define 'Notional Extension'.
  - (e) Discuss the scope of payment of Gratuity Act, 1972.
  - (f) Define 'wages' under Payment of Bonus Act, 1963. (4×5)

**SECTION-B**

- II. Describe the various labour welfare activities undertaken by the Government of India. (15)
- III. Define 'Employee' under Employee's State Insurance Act, 1948. Also discuss the various benefits for an employee under the Act. (15)
- IV. Give short notes on: -
- (a) Dispute & claim under Employee's State Insurance Act, 1948.
  - (b) 'Contributions' under Employee's State Insurance Act, 1948.
  - (c) Differentiate between social security and labour welfare. (15)
- V. Discuss the objective and scope under Employees Provident Fund & Miscellaneous Provision Act, 1952. (15)

**SECTION-C**

- VI. Discuss the concept of standing order. Also explain certification process & enforcement of standing order. (15)

**P.T.O.**

(2)

- VII. Describe the various provisions of the Employees Compensation Act, 1923. (15)
- VIII. What is 'continuous service' under payment of Gratuity Act, 1972? Discuss the conditions for Payment & Forfeiture of Gratuity. (15)
- IX. Give a note on the following under Payment of Bonus Act, 1963: -
- (a) Disqualification for Bonus
  - (b) Payment of minimum bonus
  - (c) Payment of maximum bonus (15)

\_\*\_\*\_\*\_

2021

B.B.A.-5<sup>th</sup> Semester

BBA-310: Industrial Relations and Labour Legislations

Time allowed: 3 Hours

Max. Marks: 80

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

- \*\_\*\_\* -

**SECTION-A**

- I. Attempt any four of the following: -
- Explain psychological approach of industrial relations.
  - Define the term strike and lockout.
  - Explain industrial discipline and explain its types.
  - Define reformist unions under trade union structure.
  - What do you understand by minimum rate of wages?
  - What is the scope of payment of wages act? (4×5)

**SECTION-B**

- II. Define industrial relations. Discuss different factors which may affect the scope of industrial relations. (15)
- III. Define industrial conflicts. What is the importance and causes of industrial dispute? (15)
- IV. What do you mean by collective bargaining? Explain its types and process. (15)
- V. Explain the different approaches of Industrial relations. (15)

**SECTION-C**

- VI. Explain the different methods of settling industrial disputes as per the act. (15)
- VII. What is importance of trade unions? Discuss various obstacles faced by trade unions. (15)
- VIII. Explain minimum wage. Explain different provisions of Section-7 regarding different deduction from wages. (15)
- IX. What is the procedure for fixing minimum wages under minimum wages Act and what are the obligations of employer under this act? (15)

- \*\_\*\_\* -