

(i) Printed Pages : 3

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(ii) Questions : 7

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**Bachelor of Business Administration 2<sup>nd</sup> Semester**

**(2053)**

**PUNJABI**

**Paper-BBA 121A**

**Time Allowed : Three Hours]**

**[Maximum Marks : 45**

ਨੋਟ :- (1) ਸਾਰੇ ਪ੍ਰਸ਼ਨ ਲਾਜ਼ਮੀ ਹਨ।

(2) ਹਰ ਇੱਕ ਪ੍ਰਸ਼ਨ ਦੇ ਸਾਰੇ ਭਾਗ ਇੱਕੋ ਜਗ੍ਹਾ ਹੱਲ ਕੀਤੇ ਜਾਣ।

1. ਹੇਠ ਦਿੱਤਿਆਂ ਵਿੱਚੋਂ ਕਿਸੇ ਇੱਕ ਦੀ ਪ੍ਰਸੰਗ ਸਹਿਤ ਵਿਆਖਿਆ ਕਰੋ :

(ੳ) ਮੈਂ ਖੂਬ ਸਮਝਦਾਂ ਹਾਂ ਗਲੀ ਹੁਣ ਸਰਪਟ ਦੌੜੇਗੀ

ਮੈਂ ਉੱਠ ਬੈਠਾਂ

ਨਹੀਂ ਤਾਂ ਮੈਂ ਚੀਣਾ ਚੀਣਾ ਹੋ ਕੇ ਡਿਗ ਡੁੱਲ ਜਾਵਾਂਗਾ

ਜਾਂ ਕਿਸੇ ਦੀ ਨਜ਼ਰ ਦੇ —

ਤੇਜ਼ ਤਿਮ੍ਹਰੇ ਕਾਂਟੇ ਵਿੱਚ ਵਿੱਝ ਜਾਵਾਂਗਾ

ਬੋਟੀ ਮਾਸੇ ਜਿਹਾ, ਨੰਗਾ, ਅੱਧ-ਕੱਚਾ

ਜਿਸ ਨੂੰ ਨਾ ਕੋਈ ਖਾਵੇਗਾ

ਨਾ ਤੇਜ਼ ਤਿਮ੍ਹਰੇ ਕਾਂਟੇ ਦੀ ਸੂਲੀ ਤੋਂ ਹੇਠਾਂ ਲਾਵੇਗਾ।

(ਅ) ਡਰ ਜਾਏਗੀ ਮੇਰੀ ਮਾਂ

ਮੇਰਾ ਪੁੱਤਰ ਮੇਰੇ ਤੋਂ ਵੱਡੀ ਉਮਰ ਦਾ

ਕਿਹੜੇ ਸਾਧੂ ਦਾ ਸਰਾਪ

ਕਿਸ ਸ਼ਰੀਕਣ ਚੰਦਰੀ ਦੇ ਟੂਣੇ ਟਾਮਣ ਨਾਲ ਹੋਇਆ

ਡਰ ਜਾਏਗੀ ਮੇਰੀ ਮਾਂ

ਹੁਣ ਘਰਾਂ ਨੂੰ ਪਰਤਣਾ ਚੰਗਾ ਨਹੀਂ ਹੈ

ਏਨੇ ਡੁੱਬ ਚੁੱਕੇ ਨੇ ਸੂਰਜ, ਏਨੇ ਮਰ ਚੁੱਕੇ ਖੁਦਾ

ਜਿਉਂਦੀ ਮਾਂ ਨੂੰ ਵੇਖ ਕੇ, ਆਪਣੇ ਜਾਂ ਉਸ ਦੇ

ਪ੍ਰੇਤ ਹੋਵਣ ਦਾ ਹੋਏਗਾ ਤੋਖਲਾ।

5

2. ਕਿਸੇ ਇੱਕ ਕਵਿਤਾ ਦਾ ਸਾਰ ਜਾਂ ਕੇਂਦਰੀ ਭਾਵ ਲਿਖੋ :

(ੳ) ਧਰਤੀ ਮਾਤਾ (ਬਾਵਾ ਬਲਵੰਤ)

(ਅ) ਕਿਸ ਪਾਸੇ ਵੱਲ ? (ਪ੍ਰੀਤਮ ਸਿੰਘ ਸਫੀਰ)

(ੲ) ਕੰਡਿਆਲੀ ਥੋਰੂ (ਸ਼ਿਵ ਕੁਮਾਰ ਬਟਾਲਵੀ)

(ਸ) ਖਤਾਂ ਦੀ ਉਡੀਕ (ਸੁਰਜੀਤ ਪਾਤਰ)।

5

3. ਕਿਸੇ ਇੱਕ ਕਹਾਣੀ ਦਾ ਸਾਰ ਲਿਖੋ :

(ੳ) ਸੱਗੀ ਫੁੱਲ (ਗੁਰਦਿਆਲ ਸਿੰਘ)

(ਅ) ਬਰਫ ਦਾ ਦਾਨਵ (ਜਸਵੀਰ ਭੁੱਲਰ)।

5

4. ਕਿਸੇ ਇੱਕ ਦਾ ਜੀਵਨ, ਰਚਨਾ ਤੇ ਯੋਗਦਾਨ ਬਾਰੇ ਲਿਖੋ :

(ੳ) ਸੁਰਜੀਤ ਪਾਤਰ

(ਅ) ਗੁਰਬਚਨ ਸਿੰਘ ਭੁੱਲਰ।

8

5. ਤੁਸੀਂ ਆਪਣੇ ਘਰ ਦਾ ਫਰਨੀਚਰ ਵੇਚਣਾ ਚਾਹੁੰਦੇ ਹੋ। ਇਸ ਸੰਬੰਧੀ ਅਖਬਾਰ ਵਿੱਚ ਦੇਣ ਲਈ ਇਸ਼ਤਿਹਾਰ ਲਿਖੋ।

ਜਾਂ

ਕਾਲਜ ਵਿੱਚ ਮਨਾਏ ਗਏ ਵਣ-ਮਹਾਂਉਤਸਵ ਬਾਰੇ ਪ੍ਰੈਸ ਨੋਟ ਲਿਖੋ। 8

6. ਵਿਸ਼ਰਾਮ ਚਿੰਨ੍ਹ ਲਗਾਉ :

ਰੂਹੀ ਦੀ ਆਪਣੇ ਵਿਹੜੇ ਵਿੱਚ ਲਗਾਈ ਟਾਹਲੀ ਤੇ ਜਦੋਂ ਚਿੜੀਆਂ ਨੇ ਪਹਿਲੀ ਵਾਰ ਆਲ੍ਹਣਾ ਪਾਇਆ ਤਾਂ ਉਹਨੂੰ ਲੱਗਿਆ ਜਿਵੇਂ ਉਹਦੀ ਮਰ ਚੁੱਕੀ ਮਾਂ ਮੁਸਕਰਾ ਕੇ ਉਹਨੂੰ ਕਹਿ ਰਹੀ ਹੋਵੇ ਧੀਏ ਬੜਾ ਈ ਚੰਗਾ ਕੀਤਾ ਇਨ੍ਹਾਂ ਮਸ਼ੂਮ ਪੰਛੀਆਂ ਦੀਆਂ ਚੁੱਪ-ਅਸ਼ੀਸ਼ਾਂ ਘਰ ਵਿੱਚ ਬਰਕਤਾਂ ਭਰ ਦਿੰਦੀਆਂ 6

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

- (A) Imprest Account
- (B) Joint Venture
- (C) Liquidator
- (D) Monetary System
- (E) Notice of stoppage
- (F) Profit Margin
- (G) Revenue
- (H) Speculation
- (I) Tender
- (J) Write off.

8

(i) Printed Pages: 4 Roll No. ....

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Bachelor of Business Administration 2<sup>nd</sup> Semester  
(2053)

**BUSINESS STATISTICS**

Paper—BBA 122

Time Allowed : Three Hours] [Maximum Marks : 80

Note :—Attempt **FOUR** short answer type questions from Section A. Attempt **TWO** questions each from Sections B and C respectively.

**SECTION—A**

1. Discuss the scope of Statistics. 5
2. The frequency distribution of weight in grams of mangoes of a given variety is given below. Calculate the arithmetic Mean and Median :

Weight in grams	410–419	420–429	430–439	440–449
No. of Mangoes	14	20	42	54

Weight in grams	450–459	460–469	470–479
No. of Mangoes	45	18	7

3. What is Skewness ? How is it different from Kurtosis ? 5

4. Calculate Mean Deviation from Median for the following distribution :

Class Interval	50–100	100–150	150–200	200–250
f	7	18	25	31

Class Interval	250–300	300–350
f	15	4

5

5. From the following series of annual data, find the trend line by the method of semi-averages :

Year	2000	2001	2002	2003	2004
Actual Value	170	231	261	267	278

Year	2005	2006	2007	2008
Actual Value	302	299	298	340

5

6. The price index and quantity index of a commodity were 120 and 110 respectively in 2015 with base 2014. Find the value index number in 2015 with 2014 as base.

5

#### SECTION—B

7. (i) Why standard deviation is the most precise measure of dispersion as compared to other measures ?  
(ii) Highlight the important functions of Statistics.

7+8=15



8. (i) Calculate correlation coefficient  $r(x, y)$  from the following data :

$$n = 10, \Sigma x = 140, \Sigma y = 150, \Sigma(x - 10)^2 = 180,$$

$$\Sigma(y - 15)^2 = 215, \Sigma(x - 10)(y - 15) = 60$$

- (ii) Differentiate between positive and negative correlation.  
10+5=15

9. (i) Calculate the coefficient of variation of the two distributions. Which series is more variable ?

Weight in Kgs : 20-30 30-40 40-50 50-60 60-70 Total

Class A : 7 10 20 18 7 62

Class B : 5 9 21 15 6 56

- (ii) Point out the merits and demerits of Mode. 10+5=15

10. A panel of Judges A and B graded 7 debtors the following marks independently :

Debtor : 1 2 3 4 5 6 7

Marks by A : 40 34 28 30 44 38 31

Marks by B : 32 39 26 30 38 34 28

An Eighth debtor was awarded 36 marks by Judge A while Judge B was not present. Had Judge B been present, how many marks are expected to be awarded to Eighth debtor assuming same degree of relationship exists in judgment.

15

### SECTION—C

11. (i) Highlight the different methods for measuring trend component in time series.

- (ii) Explain the problems in analysis of time series.

10+5=15

12. Fit a linear trend to the following data by the least squares method. Also, estimate the production for the year 2009 :

Year : 2000 2002 2004 2006 2008

Production

(in 000 units) : 18 21 23 27 16

15

13. Calculate Laspeyre's, Paasche's and Fisher's indices for the following data :

Commodity	Base Year		Current Year	
	Price	Quantity	Price	Quantity
A	6.5	500	10.8	560
B	2.8	124	2.9	148
C	4.7	69	8.2	78
D	10.9	38	13.4	24
E	8.6	49	10.8	27

Also examine which of the above indices satisfy (i) Time reversal test (ii) Factor reversal test.

15

14. Find Bowley's coefficient of skewness from the following data :

Profits (in Rs.) : 10-20 20-30 30-40 40-50 50-60

No. of Companies : 15 20 30 10 5

15

(i) Printed Pages : 2

Roll No. ....

(ii) Questions : 14

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**Bachelor of Business Administration 2<sup>nd</sup> Semester**

**(2053)**

**ESSENTIALS OF BUSINESS ECONOMICS—II**

**Paper : BBAS123**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** This question paper consists of *three* parts. Attempt 4 questions from Part-A, each answer carries 5 marks and attempt *two* questions each from the other Parts, each answer carries 15 marks.

**PART—A**

1. Factors influencing consumption.
2. Limitations of macro economics.
3. Says's law of markets.
4. Objectives of monetary policy.
5. Theory of secular stagnation.
6. Marginal efficiency of capital.

**PART—B**

7. Methods of measuring national income, and problems in measuring national income.

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8. Critically explain the Keynesian theory of employment.
9. Nature and scope of macroeconomics.
10. Critically explain classical theory of employment.

**PART—C**

11. Critically explain Keynes investment multiplier.
12. Explain various instruments of fiscal policy.
13. What are the causes of inflation ? Suggest measures to control inflation.
14. What is the importance of investment and what are the factors affecting investment ?

(i) Printed Pages : 2 Roll No. ....

(ii) Questions : 14 Sub. Code : 

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**Bachelor of Business Administration 2<sup>nd</sup> Semester  
(2053)**

**LEGAL ASPECTS OF BUSINESS**

**Paper—BBA 124**

**Time Allowed : Three Hours] [Maximum Marks : 80**

**Note :—(1) Attempt any FOUR questions from Section A. Each question carries 5 marks.**

**(2) Attempt any TWO questions each from Section B and Section C. Each question carries 15 marks.**

**SECTION—A**

1. Differentiate between Void and Illegal agreements.
2. Define Fraud. How it is different from misrepresentation ?
3. What do you mean by Quasi Contracts ?
4. Differentiate between specific, ascertained and unascertained goods.
5. Explain the right to lien, how it is different from right to stoppage in transit ?
6. Explain the rights of consumer under Consumer Protection Act, 2019.

### SECTION—B

7. "All Contracts are agreement but all agreements are not contract". Explain.
8. What are the provisions related to a minor under Indian Contract Act, 1872 ?
9. State the various modes in which the contract may be said to be discharged.
10. What is contract of agency ? What are the essentials of contract of agency ?

### SECTION—C

11. What is the doctrine of caveat emptor ? Explain with exceptions.
12. "No one give who possess not" – Comment. Explain the exceptions to the rule.
13. Discuss the role of consumer protection councils in protecting the interest of consumers.
14. Explain the District Commission as consumer dispute redressal machinery under Consumer Protection Act.

(i) Printed Pages : 2

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(ii) Questions : 9

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Exam. Code :

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**Bachelor of Business Administration 2<sup>nd</sup> Semester**

**(2053)**

**PERSONALITY DEVELOPMENT AND PROFESSIONAL SKILLS**

**Paper : BBA-125**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—**(1) Attempt **four** questions from Section A.

(2) Attempt any **two** questions from Sections B & C.

**SECTION—A**

1. Attempt any **four** questions :

- (a) Explain unethical negotiation.
- (b) What are self management techniques ?
- (c) Differentiate efficient and inefficient reading.
- (d) Discuss the importance of time management skills.
- (e) What is an unacceptable team behaviour ?
- (f) Define email-etiquettes. 4×5

**SECTION—B**

2. Define self concept. Discuss the various factors affecting self concept.

3. What is creativity ? Discuss the techniques of enhancing creativity among individuals.
4. What are problem solving skills ? Discuss how to improve problem solving skills.
5. Discuss the techniques of public speaking. How can we overcome the nervousness in public speaking ? 15×2

#### SECTION—C

6. Define non-verbal communication. Discuss the ways to improve non-verbal communication.
7. Discuss the essentials of team. Explain in detail an effective team behaviour.
8. What is conflict ? What are the various sources of conflict ?
9. Explain stress management. Discuss the different strategies of reducing stress. 15×2



(i) Printed Pages : 6

Roll No. ....

(ii) Questions : 9

Sub. Code : 

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Exam. Code : 

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**Bachelor of Business Administration 2<sup>nd</sup> Semester  
(2053)**

**MANAGERIAL ACCOUNTING**

**Paper— BBA126**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** Attempt question *I* that is compulsory and *two* questions each from Unit-II and III respectively carrying 15 marks each.

**UNIT—I**

1. Attempt any **four** questions, each question carries **5** marks.

- (a) Explain the limitations of management accounting.
- (b) With the help of following information obtained from a company you are required to prepare a comparative statement of P & L for the years ending 31<sup>st</sup> March 2016 and 2015.

Particulars	31/3/16	31/3/15
Revenue	30% of material consumed	20% of material consumed
Expenses :		
Cost of material consumed	Rs.2400000	Rs.2000000
Other expenses	20% of material consumed	10% of material consumed
Tax	30%	30%

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[Turn over

(c) Agarwal and Company supplies you the following information regarding the year ending Dec, 31<sup>st</sup> 2022.

Cash sales Rs.80000, credit sales Rs.200000, return inward Rs.10000, opening stock Rs.25000, closing stock, Rs.30000, Gross profit ratio is 25%

Find out inventory turnover ratio ?

(d) What is meant by Absorption Costing ?

(e) From the following particulars prepare a marginal cost statement :

Sales 5000 units @ Rs.20/ unit, direct material Rs.30000, Direct Labour Rs.20000, Variable factory overhead 50% of direct labour, variable administration overheads are 100% of direct labour. Fixed overhead Rs.10000.

(f) What do you mean by key factor ? Explain with example.

#### UNIT—II

2. What is management accounting ? Discuss the features of management accounting ?
3. Following are the balance sheets of X and Y Ltd. for the year ending 31<sup>st</sup> March 2022.

Liabilities	X Ltd. Rs.	Y Ltd. Rs.
Equity Share Capital	300000	600000
Preference Share Capital	200000	320000
Reserve and surplus	68000	136000
Long term loans	230000	350000

Bills payable	4000	10000
Sundry creditors	24000	38000
Expenses outstanding	30000	42000
Proposed dividend	20000	60000
	<u>876000</u>	<u>1556000</u>
<b>Assets</b>		
Land & Building	160000	340000
Plant & Machinery	660000	1000000
Investments	10000	80000
Debtors	20000	50000
Stock	16000	60000
Prepaid expenses	2000	4000
Cash in hand	8000	22000
	<u>876000</u>	<u>1556000</u>

Compare the financial position of two companies and comment.

4. With the help of following information prepare a balance sheet of Satyam Ltd. :

Current Ratio	2.75
Quick Ratio	2.25
Working Capital	Rs.700000
Reserves and surplus	Rs.100000

Total current assets included stock, debtor and cash only which are in the ratio of 2:6:3

Total current liabilities included creditors and bills payable in the ratio of 3:2

Fixed assets are 50% of share capital

Share capital is 1200000. There are no other assets and liabilities.

5. Following is the summarised Balance Sheet of a company as on 31<sup>st</sup> March 2022 and 2023.

Liabilities	2022	2023
Share Capital	200000	250000
General Reserve	50000	60000
Profit & Loss	30500	30600
Bank Loan Long Term	70000	-----
Creditors	150000	135200
Provision for tax	30000	35000
	<u>530500</u>	<u>510800</u>
<b>Assets</b>		
Land & Building	200000	190000
Machinery	150000	169000
Stock	100000	74000
Debtors	80000	64200
Cash	500	600
Bank	-----	8000
Goodwill	-----	5000
	<u>530500</u>	<u>510800</u>

**Additional information**

1. Dividend paid Rs.23000
2. Assets of another company was purchased for a consideration of Rs.50000 payable in shares. The following are the assets were purchased : stock Rs.20000, Machinery Rs.25000.
3. Machinery further purchased for Rs.8000
4. Depreciation written off Rs.12000
5. Income tax provided during the year Rs.33000
6. Loss on sale of machinery Rs.200 was written of on general reserve. Prepare a cash flow statement.

UNIT—III

6. Differentiate among cost, costing and cost accounting. Explain the classification of cost.
7. From the following information calculate :
1. Break even point (units)
  2. Unit to be sold during the year to earn a target net income of Rs.5000 per month
  3. Number of units to earn a net Income of 25% on cost
  4. Selling price per unit if break even point is to be bought down by 15000 units.
  5. Selling price to earn a profit of 20% on sales by selling only 50000 units.

Fixed Factory overheads Rs.400000

Fixed selling and distribution overheads Rs.200000

Variable cost Rs.12/unit

Selling price Rs.20/unit.

8. A company seeks your advice whether to buy a particular article from outside or make it in the factory. The following information is given to you.
- (a) A plant costing Rs.100000 with a capacity of 40000 units per annum to produce will be needed. The life of plant is 5 years.
  - (b) A supervisor at a salary of Rs.3600 p.m. will have to be employed.



- (c) Raw material will be purchased at Rs.1.20 per unit and wages will be paid at 0.80 paise per unit.
- (d) Fixed overhead recovery rate is at 200% of wages.
- (e) Variable overheads are 150% of wages.
- (f) A loan can be arranged at 12% p.a. interest.
- (g) 20000 units at Rs.10 per unit from the market.

Give your advice.

9. Taj Limited, Mumbai is currently operating at 80 percent capacity. The profit and loss account shows the following :

Particulars	Rs. In lakh
Sales	640
Less	
Cost of Sales	
Direct material	200
Direct expenses	80
Variable overheads	40
Fixed overheads	260
Profit	60

The managing director has been discussing an offer from Middle East which will require 50 percent capacity of the factory. The price is 10% less than the current price in the local market. Order can not be split. You are asked by him to find out the most profitable alternatives. The factory capacity can be augmented by 10 percent by adding facilities at an increase of Rs.40 lakh in fixed cost.