

9. What are the management concepts? Explain managerial levels.
प्रबंधन की अवधारणा क्या है? प्रबंधकीय स्तर की व्याख्या कीजिए।
10. What is the relationship between 'Authority' and 'Responsibility'. Also discuss the difference between authority and responsibility.
'अधिकार' और 'जिम्मेदारी' में क्या संबंध है। और 'अधिकार' और 'जिम्मेदारी' में अंतर भी बताइए।
11. What is the transformational leadership. Compare the transactional leadership with transformational leadership.
परिवर्तनकारी नेतृत्व क्या है? परिवर्तनकारी नेतृत्व और कारोबारी नेतृत्व में तुलना कीजिए।
12. What is Motivation. Explain the types of motivation and major theories of motivation?
प्रेरणा क्या है? प्रेरणा के प्रकार और प्रमुख सिद्धान्त की व्याख्या कीजिए।
13. Explain the process of planning. What are the Relationship between planning and controlling?
नियोजन की प्रक्रिया बताइए। नियोजन और नियंत्रण में क्या संबंध है?

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A

(20222)

B.B.A.-I Sem.

(Printed Pages 4)

Roll No.

18073 (CV-III)
B.B.A. Examination, Dec.-2021

FUNDAMENTALS OF MANAGEMENT

(BBA-101)

(New Course)

Time : 1½ Hours]

[Maximum Marks : 75

Note : Attempt **all** the sections as per instructions.

सभी खण्डों को निर्देशानुसार हल कीजिए।

Section-A/खण्ड-अ

(Very Short Answer Type Questions)

(अति लघु उत्तरीय प्रश्न)

Note : Attempt any **two** questions. Each question carries **7.5** marks. Very short answer is required not exceeding **75** words. 2×7.5=15

P.T.O.

A

(Printed Pages 3)

(20222)

Roll No.

B.B.A-I Sem.

18074 (CV-III)

BBA Examination, Dec.-2021

Organizational Behaviour

BBA-102

(New Course)

Time : 1½ Hours]

[Maximum Marks : 75

Note : Attempt **all** the sections as per instructions.

Section-A

Note : Attempt any **two** questions. Each question carries 7.5 marks. Very short answer is required not exceeding 75 words. $2 \times 7.5 = 15$

1. What is Organisational Behaviour?
2. Define Self Esteem?
3. Explain Johari Window?

P.T.O.

4. What is group dynamics?
5. What do you understand by organisational change?

Section-B

Note : Attempt any **one** question out of the following three questions. Each question carries 15 marks. Short answer is required not exceeding 200 words. $1 \times 15 = 15$

6. Explain Vroom's Expectancy theory in brief.
7. Make a difference between formal and informal communication.
8. Explain different types of Groups.

Section-C

Note : Attempt any **two** questions out of the following five questions. Each question carries 22.5 marks. Answer is required in detail. $2 \times 22.5 = 45$

9. Discuss the nature of organisational goals. Why should organisations specify their goals clearly?

10. What is Personality? Explain various factors that play an important role in determining the personality of a person?
11. What is Leadership? Explain various styles of Leadership.
12. Explain the Likert's model of effectiveness. What are the factors for achieving organisational effectiveness?
13. Explain in detail the importance of group decision making and give reasons why groups can make higher quality decisions than individuals?

11. What is Monopoly? How is price and output is determined by a monopolist in short-term and long-term?
12. What do you understand by price discrimination? What are its objectives? Explain the conditions which make it profitable and possible.
13. What is meant by balance of payments? What are the causes of disequilibrium in the balance of payments of a country? Briefly discuss the measures to correct the adverse balance of payments in the developing countries.

A
(20222)
BBA-I Sem.

(Printed Pages 4)
Roll No.5008.....

18075 (CV-III)
BBA Examination, Dec.-2021
Managerial Economics
(Code No. BBA-103)

(New)

Time : 1½ Hours /

[Maximum Marks : 75

Note : Attempt questions from **all** Sections as per instructions.

Section-A

(Very Short Answer Questions)

Note : Attempt any **two** questions. Each question carries 7.5 marks. Very short answer is required not exceeding 75 words. $2 \times 7.5 = 15$

1. Define managerial Economics and discuss its nature.

2. What is demand? Explain its essential elements.
3. What is market? What are the essential elements of a market?
4. Explain peak load pricing and discuss its economic justification.
5. What is inflation? Why is it undesirable?

Section-B

(Short Answer Questions)

Note : Attempt any **one** question out of the following three questions. Each question carries 15 marks. Answer should not exceed 200 words. $1 \times 15 = 15$

6. Explain the law of demand. Why do demand curves slope downwards to the right?
7. Explain Price rigidity under oligopoly.
8. What is business cycle? Explain the different phases of business cycles.

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Section-C

(Detailed Answer Questions)

Note : Attempt any **two** questions out of the following five questions. Each question carries 22.5 marks. Answer is required in detail. $2 \times 22.5 = 45$

9. Economics is the science which studies human behaviour as a relationship between ends and scarce means which have alternative uses" Discuss and examine critically.
10. The data regarding sales of a certain commodity were recorded as follows:

Year	2010	2012	2015	2016	2020
Sales	20	25	28	27	30

(in' 000 units)

Assuming the same trend as in the past, project the sales for the years 2021 and 2023.

18075(CV-III)/3

P.T.O.

12. Define Bailment & Discuss the essential elements of a contract of Bailment?
13. "No Seller of goods can give the buyer of goods a better title to those goods than what he himself Possesses."Examine the statement and mention whether they are any exceptions to this rule.

A
(20222)
BBA-I Sem.

(Printed Pages 4)
Roll No. [REDACTED]

18077(CV-III)

BBA Examination, Dec.-2021

Business Law

(BBA-105)

(New)

Time : 1½ Hours] [Maximum Marks : 75

Note : Attempt **all** the Sections as per instructions.

Section - A

(Very Short Answer Questions)

Note : Attempt any **two** questions. Each question carries **7.5** marks. Very short answer is required not exceeding 75 words. $2 \times 7.5 = 15$

1. "Contract is an agreement enforceable at Law." Discuss.
2. What is an agreement? When does it become a contract?
3. What is acceptance? How can acceptance is made.
4. What is Contingent contract?
5. What do you understand by performance of a contract.

Section - B

(Short Answer Questions)

Note : Attempt any **one** question out of the following 3 questions. Each question carries **15** marks. Short answer is required not exceeding 200 words.

$$1 \times 15 = 15$$

6. What is Contract of Indemnity? What are its important features?

7. Define an unpaid seller. What are his rights?
8. Define the term 'Negotiable Instrument'. Explain the characteristics of a Negotiable Instrument.

Section - C

(Detailed Answer Questions)

Note : Attempt any **two** questions out of the following 5 questions. Each question carries **22.5** marks. Answer is required in detail. $2 \times 22.5 = 45$

9. Explain Limited Liability partnership. Define Eligibility to be Partner & Relationship of Partners.
10. Define Contract and Explain the essentials of a valid contract.
11. How can an acceptance be revoked? Is there any limit of time after which an acceptance cannot be revoked.

and a sum of ₹ 5000 was written off against goodwill account.

- (iii) Debentures amounting to ₹ 6000 were paid.

Prepare a cash-flow statement on the basis of the above data.

13. Following balances are taken from the books of Shree Priya. Prepare Trading and profit and Loss Account and Balance Sheet for the year ended 31st March 2019.

Particulars.	₹	Particulars.	₹
Capital	12,00,000	Drawings	2,10,000
Opening stock	4,50,000	Plant and machinery	2,40,000
Furniture	15,000	Purchases	29,50,000
		Insurances	15,000
Sales	43,50,000	Sales Returns	70,000
Purchases Return	40,000	Trade Expenses	20,000
Rent	50,000	Wages	4,00,000
Salaries	2,40,000	6% Investments	5,00,000
Bad Debts	10,000	Sundry Creditors	1,90,000
Sundry Debtors	4,00,000	Cash	1,22,000
Bills Payable	8,000		
Advertisement Exps	60,000	Miscellaneous Income	12,000
Patents	48,000		

Adjustments:

- Closing stock ₹ 7,50,000
- Depreciate Machinery by 10% and Furniture by 20%
- Wages ₹ 50,000 and Salaries ₹ 20000 are outstanding.
- Write off ₹ 50000 as further Bad Debts and create 5% Provision for Doubtful Debts. Also create a reserve for discount on Debtors @ 2%
- Investments were made on 1st July 2018 and no interest has been received so far.

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CV-III

A

(Printed Pages 4)

(20222)

Roll No.

BBA-I Sem.

18076(CV-III)

BBA Examination, Dec.-2021

Accounting and Financial Analysis

(BBA-104)

(New)

Time : 1½ Hours]

[Maximum Marks : 75

Note : Attempt all the sections as per instructions.

Section - A

(Very Short Answer Questions)

Note : Attempt any two questions. Each question carries 7.5 marks. Very short answer is required not exceeding 75 words. $2 \times 7.5 = 15$

- Book keeping is not a part of accounting. Do you agree with this statement?
- Give the rules of debit and credit?
- Write five limitations of ratio analysis?
- If net working capital for current year is ₹ 25,000, while it was (-) ₹ 40,000 in the previous year, What is the net change in working capital.
- What is a Cash flow statement.

P.T.O.

Section - B
(Short Answer Questions)

Note : Attempt any **one** question out of the following 3 questions. Each question carries **15** marks. Short answer is required not exceeding 200 words.

1×15=15

6. What is Accounting? Explain various functions of Accounting.
7. Journalise the following entries:
 - (i) Goods costing ₹ 500 given as charity.
 - (ii) Sold goods to Ram of ₹ 1,00,000, payable 25% by cheque at the time of sale and balance after 30 days of sale.
 - (iii) Received ₹ 975 from Vishnu in full settlement of his accounts of ₹ 1000.
 - (iv) Received a first and final dividend of 60 paise in a rupee from the official Receiver of Ranjan, who owed us ₹ 1000.
 - (v) Charge Interest on Drawings ₹ 1500.
8. Distinguish between a Balance sheet and Trial Balance.

Section - C

(Detailed Answer Questions)

Note : Attempt any **two** questions out of the following 5 questions. Each question carries **22.5** marks. Answer is required in detail. 2×22.5=45

18076(CV-III)/2

9. Explain various Accounting Principles in detail.
10. Ratio analysis plays an important role in the process of decision making in business. Examine this statement?
11. What is Funds Flow statement. What are its main objectives. Explain the procedure of preparation of Funds flow statement?
12. The following are the comparative balance sheets for the years 2019 and 2020.

Liabilities	2019 (₹)	2020 (₹)	Assets	2019 (₹)	2020 (₹)
Shareholders Funds:			Non Current Assets:		
Share Capital	70,000	74,000	Land	20,000	30,000
Reserve & Surplus	10,040	10,560	Goodwill	10,000	5,000
P & L A/c			Current Assets:		
Non Current Liabilities			Debtors	14,900	17,700
Debentures	12,000	6000	Inventories	49,200	42,700
Current Liabilities:			Cash	9,000	7,800
Creditors	10,360	11,840			
Reserve for discount on Debtors	700	800			
	1,03,100	1,03,200		1,03,100	1,03,200

The following additional information is available:

- (i) Dividends amounting to ₹ 3500 were paid during 2020.
- (ii) Land was purchased for ₹ 10000

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P.T.O.

74000 x 100
10000 = 740
74000
74000
74000

12. Discuss the 'Principle of Trusteeship' as given by Mahatma Gandhi.
13. What is Corporate Mission Statement? What are the components of Mission Statement? Discuss the need of Mission Statement.

A
(20222)
BBA-I Sem.

(Printed Pages 4)
Roll No.

18078 (CV-III)
BBA Examination, Dec.-2021
(Business Organisation and Ethics)
(BBA-106)
(New)

Time : 1½ Hours] [Maximum Marks : 75

Note : Attempt **all** the Sections as per instructions.

Section - A

Note : Attempt any **two** questions. Each question carries **7.5** marks. Very short answer is required not exceeding 75 words. $2 \times 7.5 = 15$

1. What is an economic activity?

2. Meaning of Promotion of a business.
3. Define a consumer cooperative society.
4. Meaning of Business Ethics.
5. Meaning of Social Audit.

Section - B

Note : Attempt any **one** question out of the following 3 questions. Each question carries **15** marks. Short answer is required not exceeding 200 words.

1×15=15

6. What is a Profession? Discuss characteristics of Profession.
7. Discuss that the size of market determines the size of a business unit.
8. Define Partnership. Discuss main contents of partnership deed.

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Section - C

Note : Attempt any **two** questions out of the following 5 questions. Each question carries **22.5** marks. Answer is required in detail. $2 \times 22.5 = 45$

9. What is meant by 'Business'? Discuss multiple objectives of Business. Have these objectives changed over a period of time?
10. What factors should an entrepreneur kept in mind while setting up a new business unit? Discuss in detail.
11. What is a Joint stock company? Discuss features of a Joint stock company. Why would you prefer this form of business organisation over the other form of business organisations?

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P.T.O.

8. What do you mean by Global Warming? Discuss its effect on climatic changes.
वैश्विक उष्मीकरण से आप क्या समझते हैं? जलवायु परिवर्तन पर इसके प्रभाव के बारे में बताइए।
9. What is ozone layer? Discuss its causes of depletion.
ओजोन परत क्या है? इसके अवक्षय के कारणों के बारे में बताइए।

Section-C/खण्ड-स

(Very Short Answer Type Questions)

(अति लघु उत्तरीय प्रश्न)

- Note :** This question carries **five** parts. Attempt any **two** parts.. Each part carries 10 marks. $2 \times 10 = 20$
इस प्रश्न के पाँच भाग हैं। किन्हीं दो भागों के उत्तर दें। प्रत्येक भाग 10 अंकों का है।
10. (i) Rain water Harvesting
वर्षा जल संचयन।
- (ii) What is HIV/AIDS?
एच आई वी/ ए आई डी क्या है?
- (iii) Effect of Covid-19 on human life.
मानव जीवन पर कोविड-19 का प्रभाव।
- (iv) Name of five wild life sanctuaries of India
भारत के पांच वन्य जीव-अभयारण्य के नाम।
- (v) Food chain and its components.
खाद्य शृंखला एवं उसके अवयव।

A

(20222)

BBA/BCA/ETC.

(Printed Pages 4)

Roll No

NP-3440 (CV-III)

BBA/BCA/ETC. Examination, Dec.- 2021

ENVIRONMENTAL STUDIES

(BBA/BCA/BJMC/ETC.-008)

Time : 1½ Hours]

[Maximum Marks : 100

Note : This paper is divided into **three** Sections-A, B and C. Section-A contains Descriptive Answer Questions, Section-B contains Short Answer Questions and Section-C contains Very Short Answer Questions. Attempt **all** the sections as per instructions.

इस प्रश्न-पत्र को तीन खण्डों-अ, ब तथा स में विभाजित किया गया है। खण्ड-अ में विस्तृत उत्तरीय प्रश्न, खण्ड-ब में लघु उत्तरीय प्रश्न तथा खण्ड-स में अति लघु उत्तरीय प्रश्न हैं। सभी खण्डों को निर्देशानुसार हल कीजिए।

Section-A/खण्ड-अ

(Descriptive Answer Questions)

(विस्तृत उत्तरीय प्रश्न)

Note : This section contains **six** questions, attempt any **two** questions. Each question carries 30 marks. Answer must be descriptive. $2 \times 30 = 60$
इस खण्ड में छः प्रश्न हैं, जिसमें से दो प्रश्न करने हैं। प्रत्येक प्रश्न 30 अंकों का है। उत्तर निबन्धात्मक होने चाहिए।

1. Discuss the meaning and importance of Environment. Also explain its components.
पर्यावरण के महत्व एवं अर्थ के बारे में बताइए। साथ ही इसके घटकों का वर्णन कीजिए।
2. What is disaster? Discuss any one main disaster of India in detail.
आपदा क्या है? भारत की किसी भी एक प्रमुख आपदा का विस्तार से वर्णन कीजिए।
3. What is Air Pollution? Analyse the factors responsible for Air Pollution.
वायु प्रदूषण क्या है? वायु प्रदूषण के लिए उत्तरदायी कारकों का विश्लेषण कीजिए।

4. What are the main sources of non-conventional and alternate sources of energy? Discuss.
ऊर्जा के विभिन्न गैर-परम्परागत तथा वैकल्पिक स्रोतों में प्रमुख कौन-कौन से हैं/ बताइए।
5. What is Eco-system? Discuss different components of an Eco-system.
पारिस्थितिकी तंत्र क्या है? एक पारिस्थितिकी तंत्र के विभिन्न घटकों का वर्णन कीजिए।
6. Define Human Development. Also write in brief Human Development Status in India.
मानव विकास को परिभाषित कीजिए। भारत में मानव विकास की स्थिति को संक्षेप में बताइए।

Section-B/खण्ड-ब

(Short Answer Type Questions)

(लघु उत्तरीय प्रश्न)

- Note :** This section contains **three** questions. Attempt any **one** question. Each question carries 20 marks. $1 \times 20 = 20$
इस प्रश्न में तीन प्रश्न हैं, जिसमें से एक प्रश्न करना है। प्रत्येक प्रश्न 20 अंक का है।
7. To rapid increase in population is responsible for environmental degradation. Discuss with examples.
जनसंख्या वृद्धि पर्यावरणीय विघटन के लिए उत्तरदायी है। उदाहरणों सहित व्याख्या कीजिए।

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P.T.O.

NP-3440 (CV-III)/2