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END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

Paper Code: BBA101
BBA(B&I)101

Subject: Management Process and Organizational Behaviour

(BATCH- 2021 ONWARDS)

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

Q1 What is management? Give an overview of classical management theories.

Q2 Explain how planning involves making decisions today that will have an impact later. Assume you have been put in charge of creating a program to control paper waste for a company; as a part of sustainability measures. Set goals and develop plans. What controlling measures would you take?

Q3 What are attitudes? Describe its components. Discuss job related attitudes.

Q4 What is the difference between leadership and management? Describe any two types of leadership styles. Suggest in which situations, they are most relevant.

Q5 What is extrinsic and intrinsic motivation? As a manager, how would you use this understanding.

Q6 What is the difference between organizational culture and climate? How can a manager create a positive organizational culture?

Q7 Write a short note on **any one** of the following:

a) Power tactics
b) Values and organizational behaviour
c) Business process reengineering

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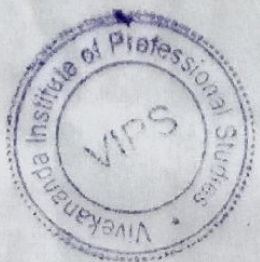

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END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

Paper Code: BBA103 / BBA(CAM)103 **Subject: Business Mathematics**

Time: 3 Hours **Maximum Marks: 75**

Note: Attempt five questions in all including Q.No.1 which is compulsory.

Q1 Answer **any five** from the following: **[5×5=25]**

a) Find the 20^{th} term of an A.P. with first term 5 and common difference 4.

b) Prove that, for all natural numbers n,

$$1.2 + 2.3 + 3.4 + \dots\dots\dots + n(n+1) = \left[\frac{n(n+1)(n+2)}{3}\right]$$

c) If $x^y = e^{x-y}$, show that $\frac{dy}{dx} = \frac{\log x}{(1+\log x)^2}$

d) If Prove: ${}^{1000}_{98}C = {}^{999}_{97}C + {}^{x}_{901}C$, Find the value of x.

e) Find the number of distinct permutations of the letters of the word MATHEMATICS

f) Find the rank of the matrix A, where $A = \begin{bmatrix} 1 & 3 & 4 & 3 \\ 3 & 9 & 12 & 9 \\ -1 & -3 & -4 & 3 \end{bmatrix}$ by transforming it into row – echelon form.

g) Define Consumer and Producer Surplus.

Q2 a) Two industries input – output relationship is given below in A with final demand (in units): **(7.5)**

Producing Industry	Input to Industry		
	I	II	Final Demand
I	50	75	75
II	100	50	50

If the gross output to increases to $\begin{matrix} I \\ II \end{matrix}\begin{pmatrix} 400 \\ 600 \end{pmatrix}$, determine the final demand which can be satisfied. Also test the Hawkins – Simon conditions.

P.T.O.

b) A salesman has the following record of sales during three months for three items A, B and C which have different rates of commission.

Months	Sales of Units			Total Commission drawn (in Rs.)
	A	B	C	
January	90	100	20	800
February	130	50	40	900
March	60	100	30	850

Find out the rates of commission on items A, B and C. **(5)**

Q3 The total cost function of a firm is $C(x) = \frac{1}{3}x^3 + 3x^2 - 7x + 16$, where x is the output, Determine: **(12.5)**

i) The Average Cost
ii) The Marginal Average Cost and Marginal Cost
iii) The rate of change of MC with respect to x
iv) Show that the Marginal average cost = $\frac{x(MC)-C(x)}{x^2}$

Q4 a) Evaluate the following: **(9)**

i) $\int \frac{1}{x\log x[\log(\log x)]}dx$

ii) $\int e^x(1+x)\log(xe^x)\,dx$

iii) $\int \frac{e^{2\log x}-1}{e^{2\log x}+1}\cdot\frac{1}{x}dx$

b) $\int_0^1 \frac{(2-2x)dx}{x^2+7x+12}$ **(3.5)**

Q5 a) If p times the pth term of an A.P. is equal to q times the qth term of the A.P., show that the (p+q)th term is zero. **(4)**

b) Find the number of numbers less than 1000 and divisible by 5, which can be formed with the digits 0, 1, 2, 3, 4, 5, 6, 7, 8 and 9, no digit being repeated in any number. **(4)**

c) In a multinational firm, 4 posts fall vacant and 35 candidates apply for the posts. In How many ways, can the selection be made, if **(4.5)**

i) a particular candidate is always excluded?
ii) a particular candidate is always included?

P.T.O.

Q6 A multiproduct firm produces two commodities X_1 and X_2 whose prices per unit are 12 and 18 respectively. Assuming the firm's cost function as:

$$C = 2x_1^2 + x_1x_2 + 2x_2^2$$

Obtain the optimum levels of its products which maximize profit. **(12.5)**

Q7 a) Find the consumer's surplus and producers' surplus under pure competition for demand function $x = \frac{25}{4} - \frac{p}{8}$ and supply function $p = 5 + x$, where p is price and x are quantity. **(8)**

b) The marginal cost and marginal revenue functions of a product are given by $MC = 20 + \frac{x}{20}$ *and* $MR = 30$. The fixed cost is 200. Determine the maximum profit and the profit maximizing level output. **(4.5)**

Q8 a) A company charges Rs. 6000 for a television set on orders of 50 or less sets. The charge is reduced on every set by Rs. 75 per set for each set ordered in excess of 50. Find the largest size order the company should allow to receive a maximum revenue. **(5)**

b) A student has 4 places where he can eat lunch. The college canteen charges Rs. 8 for a Dosa, Rs. 3 for French fries and Rs. 5 for a soft drink. The campus coffee house charges Rs. 10 for a Dosa, Rs. 2 for French fries and Rs. 4.50 for a soft drink. A fast-food place charges Rs. 8 for a Dosa, Rs. 4 for French fries and Rs. 5 for a soft drink. A nearby restaurant serves Rs. 12 for a Dosa, Rs. 5 for French fries and a free soft drink for any order. **(7.5)**

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END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY-FEBRUARY 2023

Paper Code: BBA 105
BBA (B&I) 105
BBA (CAM) 105

Subject:-: Financial Accounting and Analysis

Time: 3 Hours ***Maximum Marks: 75***

Note: Attempt five questions in all including Q.No.1. Which is compulsory.

Q1. Answer **any five** from the following: **(5x5=25)**

a) Difference between accounting and book keeping
b) IFRS
c) Human Resource Accounting
d) Social Responsibility Accounting
e) What is right issue?
f) Explain deferred revenue expenditure.
g) Explain sinking fund
h) advantages of petty cash book

Q2. What do you mean by accounting? Who are the parties interested in accounting Information? **(12.5)**

Q3. From the following Trial balance of Sovera medicos, Prepare a profit and loss account for the year ended March 31st, 2022. **(12.5)**

Trial balance

Particulars	Debit Rs	Credit Rs
Capital		2,50,000
Inventory (on April 1st ,2021)	60,000	
Account receivable	1,00,000	
Accounts payable		70,000
Sales		6,00,000
Purchases	3,70,000	
Sales Returns	20,000	
Purchase Returns		10,000
Discount received		10,000
Bills payable		40,000
Rent received		10,000
Insurance	10,000	
Drawing	20,000	
Land & building	1,50,000	
Freehold Property	50,000	
Plant &Machinery	50,000	
Petty expenses	6,000	
Cash at Bank	20,000	
Furniture	30,000	
Freight	20,000	
Wages	15,000	
Salaries	15,000	
Advertisement	10,000	
Postage and Telephone	10,000	
General expenses	34,000	
Total	9,90,000	9,90,000

P.T.O.

Adjustment

(a) Inventory was valued on March 31, 2022 at Rs 95,000.
(b) Depreciate Plant and Machinery by15% and Furniture By 10%.
(c) Provide for interest on Capital at 10% and interest on Drawing at 6%.
(d) Provide for following outstanding expenses. Wages Rs 10,000, Salaries Rs 7,000, General Expenses Rs 5,000
(e) Insurance was prepaid to the extend of Rs 3,000
(f) A sum of Rs 2000 was earned by the way of discount but not yet received and hence not included in accounts.
(g) A sum of Rs 3,000 represents rent received in advance but not yet due.
(h) A provision of 2% is required on debtor towards bad and doubtful debts.
(i) A provision of 50% towards taxation on profits (before taxation) is required

Q4. Pass the following journal entries: **(12.5)**

(a) Salaries paid Rs10,000 after deduction Rs1,000 as income tax, Rs 1,500 as employee's share of provident fund but before employer's share of provident fund Rs1,500.
(b) Goods worth Rs60,000 are insured against loss by floods. The policy is for Rs50,000. Actual loss caused by flood is Rs36,000. The insurance company admits the claim and pays the cash proportionately.
(c) Old machine of the book value of Rs40,000 is exchanged for a new machine of Rs1,20,000. The old machine is valued at Rs25,000 for exchange purpose by machine tools ltd.
(d) Purchased 100 shares of LM ltd @ Rs75 per share(Face value Rs100 per share); brokerage paid 5%.
(e) Paid salaries to staff Rs 6,000 and recovered from travelling salesman Rs1,500 for goods supplied to him after deducting his travelling expenses of Rs 50.

Q5. Explain the need and significance of depreciation? What factors should be considered for determining the amount of depreciation? **(12.5)**

Q6. Standard cotton mills ltd issued 50,000 shares of Rs 10 each at the maximum **(12.5)**

Discount permitted by the companies act, payable as follows:

On application	Rs 2 per shares
On allotment	Rs 3 per shares
On first call	Rs 1.50 per share
On final call	the balance amount

Application was received for 75,000 shares. The director made pro-rata allotment to applicant for 60,000 shares. Mr Raj kumar did not pay the allotment money on 100 shares while Ms kavita did not pay final call on 60 shares. Pass the journal entries.

Q7. Mr. X Purchased second hand machinery on 1st February, 2009 for Rs 50,00 Paid Rs 11,000 for its overhauling and Rs 5,000 for its installation which was Completed by 31st March, 2009. The company provides depreciation on its Machinery at 15% on diminishing balance method from the date it was put to use and closes its books on 31st Dec every year. On 1st October, 2010, a repair work was carried out on the Machine and Rs 5,000 were paid for the same. The machine was sold on 31stOctober 2011 for a sum of Rs 11,000 and amount of Rs 1,000 was paid as dismantling charge. Prepare machinery account from 2009 to 2011. **(12.5)**

Q8. Pass journal entries: **(12.5)**

(a) Issues of Rs 50,000, 13% debenture at par.
(b) Issues of Rs 50,000, 13% debenture at a discount of 5 %, redeemable at par.
(c) Issues of Rs 50,000, 13% debenture at par redeemable at 10% premium.
(d) Issues of Rs 50,000, 13% debenture at a premium of 5 %, redeemable at par.
(e) Issues of Rs 50,000, 13% debenture at a discount of 5 %, redeemable at 5%

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END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

Paper Code: BBA-107
BBA(B&I)-107
BBA(CAM)-107

Subject: Business Economics

Time: 3 Hours **Maximum Marks: 75**

Note: Attempt five questions in all including Q. No.1 which is compulsory. All questions carry equal marks.

Q1 Explain briefly **any five** from the following:-
(a) Cross elasticity of Demand
(b) Sweezy Kinked Demand Curve model
(c) Distinguish between Private cost &Social cost
(d) Opportunity Cost
(e) Law of Equi marginal utility
(f) Law of returns to scale
(g) Marginalism& Incrementalism
(h) Production Function

Q2 What are the characteristics of Monopolistic competition? Compare the characteristics of monopolistic competition with those of perfect competition.

Q3 (a) What is meant by Envelope curve (LAC)? Explain Graphically.
(b) What are the steps involved in Demand Forecasting?

Q4 Explain Demand Schedule, Demand curve and Demand function. Derive a demand curve from the demand function: Q= 50 - 10P.

Q5 (a) What is meant by the term "equilibrium" in Economics?
(b) Explain consumer's Equilibrium by using the Cardinal Utility Approach.

Q6 What is price discrimination? How price is determined under it? Is price discrimination useful to society?

Q7 Profit maximization remains the most important objective of business firmsinspite of multiplicity of alternative business objectives. Comment.

Q8 A monopoly firm can earn super normal profits but will never suffer losses? Comment and substantiate your views using suitable illustrations.

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(Please write your Exam Roll No.) Exam Roll No. .....

END TERM EXAMINATION

FIRST SEMESTER [BBA] FEBRUARY 2023

Paper Code: BBA-109
BBA (B&I)-111
BBA (CAM)-109

Subject:-IT Applications in Business

Time: 3 Hours **Maximum Marks: 75**

Note: Attempt five questions in all including Q.No.1.which is compulsory.

Q1. Answer **any five** of the following questions, briefly:- **(5x5=25)**
(a)What are the characteristics of Computer? Explain them.
(b)What are the different types of input devices? Explain them.
(c)Explain the differences between the software and firmware.
(d)What are the advantages of database approach over file system? Explain
(e)What is a Compiler? How is it different from that of Interpreter? Explain.
(f)What do you mean by Presentation Software? Explain with suitable example.
(g)What is intranet? How is it different from that of extranet? Explain with suitable example.

Q2. (a) What do you mean by the classification of Computers? Explain them with suitable example. **(6)**
(b)What are the different types of storage devices? Briefly compare and contrast them. **(6.5)**

Q3. (a) What is an Operating System? What are its primary functions? Explain them. **(6)**
(b)What are the different types of Computer Programming Languages? Briefly explain them. **(6.5)**

Q4. (a)What are the various Sort and Filter Tools in MS-Excel? Explain with suitable example. **(6)**
(b)What is Pivot Table? How to analyze data with Pivot Table? Explain with suitable example. **(6.5)**

Q5. What is a Network Architecture? Briefly explain the functions of all the seven layers of ISO - OSI Reference Model. **(12.5)**

Q6. (a) What are the different types of transmission media? **(6)**
(b) What are the different types of network topologies? Explain them briefly. **(6.5)**

Q7. (a) What do you mean by Internet Services? Explain with suitable example. **(6)**
(b)List and explain any two applications of IT in day to day business. **(6.5)**

Q8. Write short notes on the following:- **(6+6.5=12.5)**
(a) Electronic Spreadsheets
(b) Cloud Computing

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END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY 2024

Paper Code: BBA(CAM)101 BBA(B&I)101 BBA-101	SUBJECT: Management Process and Organizational Behaviour (Batch 2021 onwards)
Time: 3 Hours	Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

Q1 Who is a manager? What are his/her skills? Discuss three managerial levels.

Q2 What are the different types of plans? Discuss the planning process in detail.

Q3 How does the X, Y, Z theory of motivation proposed by Douglas McGregor contribute to our understanding of employee motivation in the workplace?

Q4 How do different control techniques contribute to effective management in organizations? Give suitable examples.

Q5 What is personality? How does the Big Five Personality Model contribute to our understanding of individual differences in personality?

Q6 What is learning? Compare and contrast classical conditioning and operant conditioning, providing examples to illustrate the principles of each.

Q7 Discuss stages of group development. Explain the key characteristics of each stage.

Q8 Write a short note on **any two** of the following:

a) Managing effective team

b) Components of attitudes

c) Delegation vs Decentralizatio

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(Please write your Exam Roll No.)

END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY 2024

Paper Code: BBA-103
BBA(CAM)-103

Subject: Business Mathematics

Time: 3 Hours

Maximum Marks: 60

Note: Attempt any five questions.

Q1 a) Use the principle of mathematical induction to prove that (6)
$1^3 + 2^3 + 3^3 + \ldots\ldots + n^3 = \left(\frac{n(n+1)}{2}\right)^2$

b) Find the first term of an A.P. whose common difference is 3 and (6)
whose 7th term is 11

Q2 a) A question paper contains ten questions divided into two groups of five questions each. In how many ways can an examinee answer six questions taking at least two questions from each group? (6)

b) How many words can be formed by the letters of the word 'EXAMINATION' taken all together? How many of them have no two vowels coming together? (6)

Q3 a) If $y = \sqrt{u}$ and $u = 5 + 7x + x^3$, find dy/dx. (6)

b) Find dy/dx when $x^3+y^3 = xy$. (6)

Q4 a) The total cost C(x) of a firm is: $C(x) = 1500 + 30x + x^2$, where x is the output. Determine: (6)

i) The Average Cost
ii) The Marginal Cost
iii) The Marginal Cost when 20 units are produced
iv) The actual cost of producing twenty first unit

b) Find the absolute maximum and minimum values of the function $f(x) = 2x^2 - 8x + 1$ in the closed interval $[0,3]$. (6)

Q5 a) Solve the following system of linear equations using Gauss Jordan Elimination method: (6)

$X + 2y + 3z = 1$
$X + 3y + 5z = 2$
$2x + 5y + 9z = 3$

b) Show that the matrix $A = \begin{matrix} 5 & 3 & 1 \\ 2 & -1 & 2 \\ 4 & 1 & 3 \end{matrix}$ satisfies the equation $A^3 - 7A^2 - 5A + 13I = O$. Hence obtain A^{-1}. (6)

Q6 a) Find the consumer's surplus when market price p=4 and the demand function for a commodity is given by $p = 100 - 8x$. (6)

b) Find the area of the region bounded by the curve $y = x^2$, the x-axis and the lines x=2 and x=3. (6)

P.T.O.

a) Evaluate the following integrals

(i) $\int x \log x \, dx$ (6)

(ii) $\int \frac{\log x}{\sqrt{x}} dx$

b) If the marginal revenue is given by $MR = 15 - 2x - x^2$, then find the total revenue and the demand function. Also, find the maximum revenue. (6)

a) A firm has two machines M_1 and M_2 costing Rs 15,000 and Rs 30,000. Each has 5 years life with scrap value nil. Find depreciation of each machine for each year using matrix notation if both are depreciated by sum of the year's digit method (6)

b) Find the sum of all natural numbers between 250 and 1000, which are exactly divisible by 3 (6)

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(Please write your Exam Roll No.)

END TERM EXAMINATION

FIRST SEMESTER [BBA] JANUARY 2024

Paper Code: BBA-107
BBA(B&I)-107
BBA (CAM)-107

Subject: Business Economics

Time: 3 Hours

Maximum Marks: 60

Note: Attempt all questions as directed. Internal choice is indicated.

[4x5=20]

Q1 Answer **any five** of the following questions:-
(a) Marginal Revenue and Incremental Revenue.
(b) Consumer Surplus.
(c) Advertising elasticity of demand
(d) Opportunity Cost
(e) Difference between fixed cost and variable cost
(f) Factors of production function
(g) Key features of perfect competition
(h) Short run and long run

UNIT-I

Q2 How you can use Business Economics for develop your Business? Define its contribution in detail. (10)

OR

Q3 Describe the market forces and how these forces determine Market equilibrium? (10)

UNIT-II

Q4 What do you mean by Cardinal Utility Approach? How it is superior from Cardinal Utility Approach? (10)

OR

Q5 Why Demand Forecasting is necessary for Entrepreneur? "Quantitative Method is more useful than Qualitative Method" Discuss it properly. (10)

UNIT-III

Q6 What to you understand from factors of production? Describe the long run production function. (10)

OR

Q7 Describe the various types of cost. How economies and diseconomies of scale affect the production function? (10)

UNIT-IV

Q8 What is a kinked demand curve? How it is used to explain price rigidity in the Oligopoly market? (10)

OR

Q9 Discuss the features of Monopoly; Determine the price discrimination strategy of monopoly with suitable examples. (10)

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