

(20519)

Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18047**

B.B.A. IInd Semester Examination, May-2019

**ORGANISATION BEHAVIOUR**

(BBA-201)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

**(Very Short Answer Type Questions)**

*Note :- Attempt all five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.*

1. What are the features of Organisation Behaviour ?
2. What is the importance of motivation in an Organisation ?

**NA-582**

( 1 )

Turn Over

3. What is group dynamics ?
4. Briefly describe the features of theory 'Y'.
5. State the utility of transactional analysis.

**Section-B**

**(Short Answer Type Questions)**

*Note :- Attempt any two questions out of the following three questions. Each question carries 7.5 marks. Short answer is required not exceeding 200 words.*

6. Explain the types of intra-personal conflicts.
7. How does selectivity affect perception ?
8. What are the functions of a leader ? Explain.

**Section-C**

**(Long Answer Type Questions)**

*Note :- Attempt any three questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.*

9. What is meant by personality ? Discuss personality traits of a successful manager.

**NA-582**

( 2 )

10. Discuss McGregor's Theory 'X' and Theory 'Y' about the behaviour of the human beings.

11. Explain the challenges organisation behaviour in context of present day environment.

12. Distinguish between formal and informal communication. What are the essential elements of good communication system ?

13. Explain the concept of group norms. What are the problems created by the group norms for the organization ?

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(20519)

Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18044**

B.B.A. IInd Semester Examination, May-2019

**BUSINESS COMMUNICATION**

(BBA-202)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

(Very Short Answer Type Questions) 3x5=15

*Note :- Attempt all the five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.*

1. Explain the terms encoding and decoding as they used in describing the process of communication.
2. Explain advantages of formal communication in brief.

**NA-579**

( 1 )

Turn Over

3. What is Order Letter ?

4. What is Oral Presentation ?

5. What do you mean by Video Conferencing ?

**Section-B**

(Short Answer Type Questions) 7½x2=15

*Note :- This section contains three questions. Attempt any two questions. Each question carries 7½ marks. Short answer is required not exceeding 200 words.*

6. Explain Communist Communication Theory.
7. Distinguish between Formal and Informal Communication.
8. What is Seminar ? How a seminar conducted ?

**Section-C**

(Long Answer Type Questions) 15x3=15

*Note :- Attempt any three questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.*

9. What do you mean by Communication Process ? Explain main models of communication.

**NA-579**

( 2 )

10. Explain the meaning of Grapevine Communication and describe its characteristics and types.
11. Explain the difference between Enquiry Quotation and Order Letters.
12. "Para-language is closest to non-verbal communication." Explain it.
13. Information and information technology are the new 'divers of this age. Explain.

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(20519)

Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18043**

B.B.A. IInd Semester Examination, May-2019

**BUSINESS ENVIRONMENT**

(BBA-205)

Time : 3 Hrs. ]

[ M.M. : 75

Note :- Attempt all the Sections as per instructions.

**Section-A**

(Very Short Answer Type Questions) 3×5=15

Note :- Attempt all the five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.

1. What do you understand by Industrial Policy ?
2. What is meant by Disinvestment ?
3. What is meant by Bank Rate ?

NA-578

( 1 )

Turn Over

4. What do you understand by Direct Foreign Investment (FDI) ?
5. What do you understand by Trade Related Intellectual Property Rights (TRIPS) ?

**Section-B**

(Short Answer Type Questions) 7½×2=15

Note :- Attempt any two questions out of the following three questions. Each question carries 7½ marks. Short answer is required not exceeding 200 words.

6. What are the responsibilities of a business firm towards society ?
7. Explain the main objectives of Privatisation.
8. Why there is need for foreign capital in India ?

**Section-C**

(Long Answer Type Questions) 15×3=45

Note :- Attempt any three questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.

9. What is meant by Economic Systems ? Discuss the merits and demerits of capitalism.

NA-578

( 2 )

10. Give arguments in favour of public sector in India.  
Discuss the problems of public sector undertakings.
11. Explain the main features of Present Industrial Policy of India. How far it will be helpful in the rapid industrial growth of the country ?
12. What do you understand by Globalisation ? State the positive and negative implications of Globalisation.
13. "WTO converts the globe into a village". Are you agree ? Comment critically.

(20519) Roll No. ....

Total Questions : 13 ] [ Printed Pages : 4

**18048**

B.B.A. IInd Semester Examination, May-2019

**BUSINESS STATISTICS**

(BBA-204)

Time : 3 Hrs. ] [ M.M. : 75

Note :- Attempt all the Sections as per instructions.

**Section-A**

(Very Short Answer Type Questions)

Note :- Attempt all the five questions. Each question carries 3 marks.

1. Define Statistical Investigation.
2. Stratified Random Sampling.
3. Define the term Histogram and Frequency Polygon.

**NA-583**

( 1 )

Turn Over

4. In a moderately asymmetrical distribution, the values of mode and median are 32.1 and 35.4 respectively. Find the mean value.

5. Calculate G. M. from the following :

X : 10, 110, 135, 120, 50, 59, 60, 7

**Section-B**

(Short Answer Type Questions)

Note :- This section contains three questions. Attempt any two questions. Each question carries 7½ marks.

6. What are the uses of coefficient of variation in Statistical Analysis ? Discuss.
7. Discuss the merits and demerits of Rank Correlation Coefficient.
8. (a) A card is drawn from a pack of cards. Find the probability of getting a queen or a diamond or a red card.  
  
(b) A bag contains 6 red and 4 green balls. Two balls are drawn blind folded once by one without replacement. What is probability that both will be of red colour ?

**NA-583**

( 2 )

**Section-C**

**(Long Answer Type Questions) 3×15=45**

**Note :-** This section contains five questions. Attempt any *three* questions. Each question carries 15 marks.

- 9. Define Statistics. Discuss its application in the management of business enterprises. What are its limitations, if any ?
- 10. Define probability and explain the importance of this concept in statistics.
- 11. Define classification and explain in brief the various type of classifications.
- 12. Find out missing frequencies in the following incomplete distribution :

C.I.	0-10	10-20	20-30	30-40	40-50
<i>f</i>	3	?	20	12	?

The values of Median and Mode are 27 and 26 respectively.

- 13. Calculate Karl Person's coefficient of correlation from the following data and interpret it :

Age of Husband (Year)	Age of Wife (Year)
25	20
26	22
27	24
28	25
30	26
32	27
35	31



(20519)

Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18045**

B.B.A. IInd Semester Examination, May-2019

**INDIAN ECONOMY**

(BBA-203)

Time : 3 Hrs. ]

[ M.M. : 75

Note :- Attempt all the Sections as per instructions.

**Section-A**

(Very Short Answer Type Questions)

Note :- Attempt all the *five* questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.

1. Explain economic growth and development.
2. Explain population policy of India.
3. Discuss Planning Commission.

**NA-580**

( 1 )

Turn Over

4. What do you mean by Mixed Economy ?

5. What do you mean by Agricultural Productivity ?

**Section-B**

(Short Answer Type Questions)

Note :- This section contains three questions. Attempt any *two* questions. Each question carries 7½ marks. Short answer is required not exceeding 200 words.

6. Explain briefly the main characteristics of Indian Economy.
7. Explain factors affecting Economic Development.
8. Explain the problems of Cotton Industry in India.

**Section-C**

(Long Answer Type Questions)

Note :- Attempt any *three* questions out of the following five questions. Each question carries 15 marks.

9. Explain the population problem in India and suggest measures for the solution of the problem.
10. Explain problems and prospects of Indian Agriculture.

**NA-580**

( 2 )

11. Discuss the progress of iron and steel industry in India. Give its main problems and suggest measures for removing its problems.
12. Explain the role of Commercial Banks in the economic development of India.
13. Explain in brief the role of small scale industries in India.

(20519)

Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18047**

B.B.A. IInd Semester Examination, May-2019

**ORGANISATION BEHAVIOUR**

(BBA-201)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

**(Very Short Answer Type Questions)**

*Note :- Attempt all five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.*

1. What are the features of Organisation Behaviour ?
2. What is the importance of motivation in an Organisation ?

**NA-582**

( 1 )

Turn Over

3. What is group dynamics ?
4. Briefly describe the features of theory 'Y'.
5. State the utility of transactional analysis.

**Section-B**

**(Short Answer Type Questions)**

*Note :- Attempt any two questions out of the following three questions. Each question carries 7.5 marks. Short answer is required not exceeding 200 words.*

6. Explain the types of intra-personal conflicts.
7. How does selectivity affect perception ?
8. What are the functions of a leader ? Explain.

**Section-C**

**(Long Answer Type Questions)**

*Note :- Attempt any three questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.*

9. What is meant by personality ? Discuss personality traits of a successful manager.

**NA-582**

( 2 )

10. Discuss McGregor's Theory 'X' and Theory 'Y' about the behaviour of the human beings.

11. Explain the challenges organisation behaviour in context of present day environment.

12. Distinguish between formal and informal communication. What are the essential elements of good communication system ?

13. Explain the concept of group norms. What are the problems created by the group norms for the organization ?

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(20519) Roll No. ....

Total Questions : 13 ] [ Printed Pages : 7

**18046**

B.B.A. IInd Semester Examination, May-2019

**PRINCIPLES OF ACCOUNTING**

(BBA-206)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

(Very Short Answer Type Questions)

*Note :-* Attempt all the *five* questions. Each question carries 3 marks. Very short answer is required not exceeding **75** words.

1. Discuss the methods of valuation of Goodwill.
2. What is Hire Purchase System ?

**NA-581**

( 1 )

Turn Over

3. What do you mean by Short working ?
4. Discuss the concept of GAAP.
5. What is Joint Venture ?

**Section-B**

(Short Answer Type Questions)

*Note :-* This section contains three questions. Attempt any *two* questions. Each question carries  $7\frac{1}{2}$  marks. Short answer is required not exceeding **200** words.

6. Name various accounting standards issued by the Institute of Chartered Accountants of India. Explain any *four*.
7. Jolly and Company took a lease of coal mine from Panjab Minerals for a period of 30 years with royalty of ₹ 5 per tonne. Minimum rent was ₹ 44,000 per year with a right to recoup short workings during the first three years of the lease. The annual output is as follows :

**NA-581**

( 2 )

Year	2017	2018	2019
Output in tonnes	2,000	3,600	9,000

Journalise above transactions in the books of Jolly and Company.

8. What do you mean by Consignment ? Give journal entries in the books of Consignor and Consignee.

**Section-C**

**(Long Answer Type Questions)**

*Note :-* Attempt any *three* questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.

9. What do you mean by Instalment Payment System ? How is it differ from Hire Purchase System ? Give journal entries in the books of purchaser and vendor under instalment payment system.

10. X Company has its Branch at Lucknow. Goods are invoiced to this branch at 20% profit on invoice price. From the following details prepare Branch Account in the books of Head Office showing Branch profit :

Goods supplied to Branch at invoice price	38,000
Wages paid by Head Office	1,520
Rent paid by Head Office	1,800
Sundry expenses paid by Head Office	200
Cash sales	24,800
Cash received from Debtors	10,000
Credit sales	11,200
Discount allowed to customers	400
Goods spoiled	100
Goods returned by customers	200

11. Rajat purchased a machine on 1st Jan., 2013 from Umang on Hire Purchase System. Cash price of machine is ₹ 81,700. Payment of machine is to be made in three equal annual instalments of ₹ 30,000 each. Vendor charges interest @ 5% p.a. Rajat charges depreciation @ 25% per annum on WDV of machine. Prepare necessary accounts in the books of Rajat.

12. Under what circumstances partnership firm is dissolved ? What journal entries will you pass in case of dissolution of a partnership firm ?

13. Balance sheet of A, B and C, who shared profits and losses in the ratio of 6 : 5 : 4 respectively, as on 31st March, 2018 was as under :

Liabilities	(₹)	Assets	(₹)
Sundry creditors	15,000	Land and building	50,000
Bills payable	7,000	Furniture	7,500
Capitals :		Stock	38,000
A	40,000	Debtors	15,000
B	35,000	Bills Receivable	7,500
C	<u>25,000</u>	Cash in hand	4,000
	1,00,000		
	<u>1,22,000</u>		<u>1,22,000</u>

It was decided to admit D on 1st April, 2018 and given him 1/10 share in profits according to the following terms :

- (a) The new partner would brings ₹ 15,000 as his share in capital and ₹ 7,000 as goodwill in cash which will directly be taken by the old partners.

- (b) Stock would be revalued at ₹ 34,200 and furniture at ₹ 6,600.
- (c) Provision for bad debts to be made ₹ 1,300.
- (d) Land and building to be appreciated by ₹ 15,000.

Pass necessary journal entries to record the above transactions. Prepare necessary Ledger Account and New Balance Sheet of A, B, C and D.

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Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 3

**18044**

B.B.A. IInd Semester Examination, May-2019

**BUSINESS COMMUNICATION**

(BBA-202)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

(Very Short Answer Type Questions) 3x5=15

*Note :- Attempt all the five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.*

1. Explain the terms encoding and decoding as they used in describing the process of communication.
2. Explain advantages of formal communication in brief.

**NA-579**

( 1 )

Turn Over

3. What is Order Letter ?

4. What is Oral Presentation ?

5. What do you mean by Video Conferencing ?

**Section-B**

(Short Answer Type Questions) 7½x2=15

*Note :- This section contains three questions. Attempt any two questions. Each question carries 7½ marks. Short answer is required not exceeding 200 words.*

6. Explain Communist Communication Theory.
7. Distinguish between Formal and Informal Communication.
8. What is Seminar ? How a seminar conducted ?

**Section-C**

(Long Answer Type Questions) 15x3=15

*Note :- Attempt any three questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.*

9. What do you mean by Communication Process ? Explain main models of communication.

**NA-579**

( 2 )

10. Explain the meaning of Grapevine Communication and describe its characteristics and types.
11. Explain the difference between Enquiry Quotation and Order Letters.
12. "Para-language is closest to non-verbal communication." Explain it.
13. Information and information technology are the new 'divers of this age. Explain.

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Roll No. ....

Total Questions : 13 ]

[ Printed Pages : 4

**18048**

B.B.A. IInd Semester Examination, May-2019

**BUSINESS STATISTICS**

(BBA-204)

Time : 3 Hrs. ]

[ M.M. : 75

Note :- Attempt all the Sections as per instructions.

**Section-A**

(Very Short Answer Type Questions)

Note :- Attempt all the five questions. Each question carries 3 marks.

1. Define Statistical Investigation.
2. Stratified Random Sampling.
3. Define the term Histogram and Frequency Polygon.

**NA-583**

( 1 )

Turn Over

4. In a moderately asymmetrical distribution, the values of mode and median are 32.1 and 35.4 respectively. Find the mean value.
5. Calculate G. M. from the following :  
X : 10, 110, 135, 120, 50, 59, 60, 7

**Section-B**

(Short Answer Type Questions)

Note :- This section contains three questions. Attempt any two questions. Each question carries 7½ marks.

6. What are the uses of coefficient of variation in Statistical Analysis ? Discuss.
7. Discuss the merits and demerits of Rank Correlation Coefficient.
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(b) A bag contains 6 red and 4 green balls. Two balls are drawn blind folded once by one without replacement. What is probability that both will be of red colour ?

**NA-583**

( 2 )

**Section-C**

**(Long Answer Type Questions) 3×15=45**

**Note :-** This section contains five questions. Attempt any *three* questions. Each question carries 15 marks.

- 9. Define Statistics. Discuss its application in the management of business enterprises. What are its limitations, if any ?
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The values of Median and Mode are 27 and 26 respectively.

- 13. Calculate Karl Person's coefficient of correlation from the following data and interpret it :

<b>Age of Husband (Year)</b>	<b>Age of Wife (Year)</b>
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27	24
28	25
30	26
32	27
35	31

(20519) Roll No. ....

Total Questions : 13 ] [ Printed Pages : 7

**18046**

B.B.A. IInd Semester Examination, May-2019

**PRINCIPLES OF ACCOUNTING**

(BBA-206)

*Time : 3 Hrs. ]*

*[ M.M. : 75*

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

**Section-A**

**(Very Short Answer Type Questions)**

*Note :- Attempt all the five questions. Each question carries 3 marks. Very short answer is required not exceeding 75 words.*

1. Discuss the methods of valuation of Goodwill.
2. What is Hire Purchase System ?

**NA-581**

( 1 )

Turn Over

3. What do you mean by Short working ?
4. Discuss the concept of GAAP.
5. What is Joint Venture ?

**Section-B**

**(Short Answer Type Questions)**

*Note :- This section contains three questions. Attempt any two questions. Each question carries 7½ marks. Short answer is required not exceeding 200 words.*

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**NA-581**

( 2 )

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**Section-C**

**(Long Answer Type Questions)**

**Note :-** Attempt any *three* questions out of the following five questions. Each question carries 15 marks. Answer is required in detail.

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A	40,000	Debtors	15,000
B	35,000	Bills Receivable	7,500
C	<u>25,000</u>	Cash in hand	4,000
	1,00,000		
	<u>1,22,000</u>		<u>1,22,000</u>

It was decided to admit D on 1st April, 2018 and given him 1/10 share in profits according to the following terms :

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- (b) Stock would be revalued at ₹ 34,200 and furniture at ₹ 6,600.
- (c) Provision for bad debts to be made ₹ 1,300.
- (d) Land and building to be appreciated by ₹ 15,000.

Pass necessary journal entries to record the above transactions. Prepare necessary Ledger Account and New Balance Sheet of A, B, C and D.

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