

Exam Code: 121703
(50)

Paper Code: 3245

Programme: Bachelor of Business Administration
Semester-III

Course Title: Statistics for Business

Course Code: BBRL-3173

Time Allowed: 3 Hours

Max Marks: 80

Note:- Attempt five questions, selecting one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks each.

Section-I

1. Solve the following equations for x, y and z .

$$7x - y - 8 = 0$$

$$10x - 2y + z = 8$$

$$6x + 3y - 2z = 7$$

16

2. (a) Discuss the properties of determinant. 8
(b) Draw a suitable diagram to represent the following information:

Plans	Deficit financing during the Plans Rs.(in crore)
I	550
II	950
III	1133
IV	3750
V	2780
VI	5000
VII	14000

8

Section-II

3. Find the missing frequency in the following distribution if $N=100$ and median=30

Marks:	0-10	10-20	20-30	30-40	40-50	50-60
No students:	10	?	25	30	?	10

16

4. An analysis of the monthly wages paid to worker in Firm A and B belonging to the same industry gives the following results:

	Firm A	Firm B
No. of workers	500	600
Average monthly wage(Rs.)	186	175
Variance of distribution of wage (Rs.)	81	100

- (i) Which Firm pays a larger wage bill?
(ii) In which firm is there greater variability in individual wages?
(iii) Find the combined mean and standard deviation of wages of the two firms taken together.

16

Section-III

5. Explain briefly the components of time series.

16

6. The following table gives the marks in Economics and statistics of 10 students selected at random.

Marks in Economics	25	28	35	32	31	36	29	38	34	32
Marks in Statistics:	43	46	49	41	36	32	31	30	33	39

Find (i) The two regression equations

- (ii) The most likely marks in statistics when marks in economics are 30.

16

Section-IV

7. Construct Index Number of Prices from the following data by

- a) Laspeyre's Method
- b) Paasche's Method and
- c) Fisher's Method

Commodity	1994		1995	
	Price (Rs.)	Value (Rs.)	Price (Rs.)	Value (Rs.)
A	8	100	10	90
B	10	60	11	66
C	5	100	5	100
D	3	30	2	24
E	2	8	4	20

16

8. Explain the properties of Normal distribution.

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Exam Code: 121703
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Paper Code: 3246

Programme: Bachelor of Business Administration
Semester-III

Course Title: Fundamentals of Human Resource Management

Course Code: BBRL-3324

Time Allowed: 3 Hours

Max Marks: 80

Candidates are required to attempt five questions, selecting at least one question (carries 16 marks each) from each section(A-D). The fifth question may be attempted from any section.

Section- A

1. Discuss various functions of Human resource Management.
2. Discuss various methods of collecting job data.

Section-B

3. Explain the factors governing recruitment.
4. Explain the factors responsible for high employee turnover.

Section- C

5. Explain the process of training in detail.
6. Discuss various techniques of performance appraisal.

Section -D

7. Explain various components of employee remuneration.
8. Explain the various methods of job evaluation.

Exam Code: 121103
(50)

Paper Code: 3247

**Programme: Bachelor of Business Administration
Semester-III**

Course Title: Fundamentals of Marketing Management

Course Code: BBRL-3325

Time Allowed: 3 Hours **Max Marks: 80**

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 16 marks.

SECTION-A

1. Define marketing. Discuss the features and importance of marketing.
2. Explain in detail the microenvironment factors of marketing.

SECTION-B

3. Explain the Buying Decision Process. Give the advantages of Buying Decision Process.
4. Explain in detail. the various levels of marketing segmentation.

SECTION-C

5. Explain the features of a product in detail. Also explain product differentiation.
6. Give difference between brand logo and brand mark. Explain the features of branding

SECTION-D

7. Differentiate between Direct Marketing and Personnel Selling. Give suitable examples
8. Explain the various methods of sales promotion in detail with the help of examples.

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Exam Code: 121703
(50)

Paper Code: 3248

**Programme: Bachelor of Business Administration
Semester-III**

Course Title: Indian Financial System

Course Code: BBRL-3326

Time Allowed: 3 Hours

Max Marks: 80

Attempt 5 questions, selecting one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section—A

1. How financial system is useful for an economy? Explain the constituents of Indian financial system.
2. Give an overview of Securities Contract (Regulations) rules governing financial markets.

Section— B

3. Briefly explain the various components of money market. Also discuss the characteristics of developed money market.
4. Explain the meaning and functions of stock exchange? Give the listing procedure in detail.

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Section — C

5. What do you mean by mutual funds? Explain the various schemes and products of mutual funds.
6. Critically discuss the role of NBFC's in Indian Financial System.

Section — D

7. "FI's and FDI's play very important role in the economic development of a country". Explain.
8. Define capital market. Describe various instruments of capital market.

1. How financial system is useful for an economy? Explain the constituents of Indian financial system.

2. Give an overview of Securities Contract (Regulations) Act governing financial market.

Section—B

3. Briefly explain the various components of money market. Also discuss the characteristics of developed money market.
4. Explain the meaning and functions of stock-exchange? Give the listing procedure in detail.

Exam Code: 121703
(50)

Paper Code: 3249

**Programme: Bachelor of Business Administration
Semester-III**

Course Title: Management Accounting

Course Code: BBRL-3327

Time Allowed: 3 Hours

Max Marks: 80

NOTE: Candidates are required to attempt five questions, selecting one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

SECTION-A

1. Explain the nature and functions of Management Accounting. 16
2. The following are the Balance Sheets of XYZ Ltd. for the years 2019 and 2020. Prepare a Comparative Balance Sheet and comment on the financial position of the concern. 16

Balance Sheet
As on 31st December

Liabilities	2019 (Rs.)	2020 (Rs.)	Assets	2019 (Rs.)	2020 (Rs.)
Equity Share Capital	6,00,000	8,00,000	Land & Building	3,70,000	2,70,000
Reserves & Surplus	3,30,000	2,22,000	Plant & Machinery	4,00,000	6,00,000
Debentures	2,00,000	3,00,000	Furniture & Fixtures	20,000	25,000
Long term loans	1,50,000	2,00,000	Other Fixed assets	25,000	30,000
Bills payable	50,000	45,000	Cash in hand	20,000	80,000
Sundry Creditors	1,00,000	1,20,000	Bills receivable	1,50,000	90,000
Other Current Liabilities	5,000	10,000	Sundry Debtors	2,00,000	2,50,000
			Stock	2,50,000	3,50,000
			Prepaid Expenses	—	2,000
	14,35,000	16,97,000		14,35,000	16,97,000

SECTION-B

- Explain the following ratios with suitable examples:
 - Acid Test Ratio
 - Debtors Turnover Ratio
 - Operating Profit Ratio
 - Return on Investment Ratio $4 \times 4 = 16$
- The following are the Balance Sheets of ABC Ltd. for the years 2015 and 2016. You are required to prepare a Funds Flow Statement.

Balance Sheet
As on 31st December

Liabilities	2015 (Rs.)	2016 (Rs.)	Assets	2015 (Rs.)	2016 (Rs.)
Equity Share Capital	2,00,000	2,40,000	Land & Building	1,05,000	1,50,000
8% Debentures	50,000	—	Plant & Machinery	2,90,000	3,20,000
Share Premium	—	10,000	Furniture	9,000	10,000
General Reserve	30,000	50,000	Inventories	1,30,000	1,05,000
Profit & Loss A/C	48,000	68,000	Sundry Debtors	75,000	85,000
Sundry Creditors	1,30,000	1,50,000	Cash	15,000	26,000
Proposed Dividend	20,000	24,000			
Provision for Depreciation:					
Plant & Machinery	1,40,000	1,50,000			
Furniture	6,000	4,000			
	6,24,000	6,96,000		6,24,000	6,96,000

Additional Information:

- Furniture which cost Rs. 5,000, written down value Rs. 1,000, was sold during the year 2016 for Rs. 2,000.
- Plant & Machinery which cost Rs. 20,000 and in respect of which Rs. 13,000 had been written off as depreciation, was sold for Rs. 3,000.
- The dividend of 2015 was paid in 2016. 16

SECTION-C

- What do you mean by Management Reporting? What is its significance? Discuss the various kinds of reports prepared for different levels of management. 16
- What is the importance of Working Capital Management? Explain the factors influencing working capital requirements. 16

SECTION-D

- What is meant by responsibility centres? How are these centres determined and for what purpose? 16
- Explain the various methods of Transfer Pricing. How would you select a transfer pricing method? 16