

No. of Printed Pages : 03

Roll No. ....

**E501**

**Dual Degree B.B.A./M.B.A. Management  
EXAMINATION, Dec. 2019**

(Fifth Semester)

(Main Only)

(BBA/MBA)

BBA301B/MBAD301

COMPANY LAW

*Time : 3 Hours*

*[Maximum Marks : 75*

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Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

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**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(3-51/9) M-E501

P.T.O.

## Unit I

1. What are the main features of holding company and subsidiary company ? Also explain that in what manners a private company may be converted into public company ? **15**
2. Explain the following :
  - (a) Registration of Company (Sections 12 and 33)
  - (b) Memorandum of Association. **7½ each**

## Unit II

3. Differentiate equity share and preference share with their features and relevance for a company. **15**
4. Differentiate the following :
  - (a) Convertible debentures and non-convertible debentures
  - (b) Bonus shares and Rights Issue. **15**

## Unit III

5. Explain the powers, duties and role of directors for a company. **15**
6. Explain the following : **5 each**
  - (a) Can a minor be appointed as director of a Public Company or a Private Company ?
  - (b) Disqualification of Directors
  - (c) Number of Directors (Section 252).

## Unit IV

7. Differentiate compulsory winding-up and voluntary winding-up of company. On what different grounds a company can be compulsorily wound-up by the court ? Explain. **15**
8. Explain the following :
  - (a) Statutory meeting
  - (b) Objectives of Audit Report. **7½ each**

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**E502**

**Dual Degree BBA/MBA**

**EXAMINATION, Dec. 2019**

(Fifth Semester)

(Main Only)

MANAGEMENT

BBA/MBA

BBA303B/MBAD303

Business Environment

*Time : 3 Hours]*

*[Maximum Marks : 75*

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Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

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**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(1-04/17) M-E502

P.T.O.

### Unit I

1. Evaluate the growth of public sector and private sector and give a comparison in which sector the growth of private sector is better than public sector. 15
2. Explain the nature of Indian Economic System and analyze the effectiveness of this economic system. 15

### Unit II

3. What is the purpose of industrial policy ? Find out the relationship between Industrial Policy and Industrial development. 15
4. Why industrial licensing introduced in fifties and why we are moving from licensing to delicensing ? 15

### Unit III

5. Assess the current problem in Indian banks and how the Indian banks will overcome this problem. 15

6. (a) Capital Market Reforms. 8
- (b) Non-bank Financial Institutions. 7

### Unit IV

7. Why India has deficit in current account ? How RBI maintain the capital account and official reserve account ? 15
8. How the IMF is different from World Bank ? When and why countries seek the help of IMF ? 15

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Roll No. ....

**E504**

**Dual Degree BBA/MBA Management  
EXAMINATION, Dec. 2019**

(Fifth Semester)

(Main Only)

BBA307B/MBASD307

BBA/MBA

COMPUTER NETWORKING AND INTERNET

*Time : 3 Hours]*

*[Maximum Marks : 50*

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

**Note :** All question carry equal marks. Attempt any *five* questions, attempting at least *one* from each unit.

**Unit I**

1. What are the basic reasons for the use of computer network in business ? How does computer network help in business ?

2. Explain the transmission modes used in computer networks. What are the distinguishing features of each transmission mode ?

### Unit II

3. Illustrate different types of network architecture models. What are their advantages and disadvantages ?
4. Write short notes on the following :
  - (a) Network topologies
  - (b) TCP/IP model.

### Unit III

5. Discuss the development process and working mechanism of internet. How does the control mechanism of internet work ?
6. Write short notes on following :
  - (a) Website
  - (b) Hyperlinks
  - (c) Browser

### Unit IV

7. Explain the concept of e-Governance. What are the initiatives taken by government of India to improve e-Governance in the country ?
8. What are the major issues and considerations in networked economy ? How can we overcome these issues ?

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Roll No. 17008031024

**E506**

**Dual Degree B.B.A./M.B.A. Management  
EXAMINATION, Dec. 2019**

(Fifth Semester)

(Main Only)

**SALES AND DISTRIBUTION MANAGEMENT**

**BBA311B/MBAD311**

*Time : 3 Hours]*

*[Maximum Marks : 75*

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Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

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**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

### Unit I

1. What do you mean by Sale Management ? Explain the scope and importance of sale management.
2. What is Sales Forecasting ? Explain its importance.

### Unit II

3. What is the importance of Proper Selection and Recruitment of Sales People ? What are the various Sources of Recruitment ?
4. How can training needs of sales persons be identified ?

### Unit III

5. What do you mean Distribution Channel ? Explain its importance.
6. Discuss the factors considered while deciding the distribution channel for an organization.

### Unit IV

7. What do you mean by Supply Chain Management ? Explain its scope.
8. Write short notes on the following :
  - (a) Factors affecting for Transportation Cost
  - (b) Difference between Supply Chain and Logistics Management.