

No. of Printed Pages : 03

Roll No.

A-501

A-501

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

BBA-101-B/MBAD-101

BUSINESS ORGANISATION

Time : 3 Hours]

[Maximum Marks : 75

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 : Attempt *Five* questions in all, selecting at least *one* question from each Unit. Q. No. 1 is compulsory. All questions carry equal marks.

1. (a) Define Business.

- (b) Define Business Organisation.
- (c) Distinguish between trade, commerce and business.
- (d) Define Joint Stock Company.
- (e) What is Memorandum of Association ?
- (f) Differentiate between short term and long term finances. 2½×6=15

Unit I

- 2. Discuss in detail the various classification of business activities. 15
- 3. Write a detailed note on social responsibility of Business and Business Ethics. 15

Unit II

- 4. Discuss in detail various forms and formation of Business Enterprise. 15
- 5. What is the concept of Entrepreneurship ? Discuss the process of setting up a business enterprise. 15

Unit III

- 6. Discuss in detail the process of formation of a company. 15
- 7. Write a detailed note on sources of Business Finance. 15

Unit IV

- 8. What type of role a government can play in business ? Discuss in detail. 15
- 9. What do you mean by emerging formats of Business Organisation ? Discuss in detail about Franchising and Mergers, Acquisitions and Take overs. 15

No. of Printed Pages : 03

Roll No.

A-151

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

BUSINESS ORGANISATION

BBA-101

Time : 3 Hours

[Maximum Marks : 70

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 : Attempt *Five* questions in all, selecting at least *one* question from each Unit. Q. No. 1 is compulsory. All questions carry equal marks

1. Explain the following :
 - (a) Profession
 - (b) Business objectives
 - (c) MNC
 - (d) Cooperative Societies
 - (e) Any two features of a business plan
 - (f) Types of business combinations
 - (g) Entrepreneur.

Unit I

2. Define the scope of business. Differentiate between business, commerce and trade. 14
3. (a) What is meant by systems approach ?
What are the features of a business system ? 7
- (b) Why is it important to study business environment ? 7

Unit II

4. Define Partnership. What are its advantages and disadvantages ? 14

5. What is meant by a Joint Stock Company ?
Explain the features of a Joint Stock Company.

14

Unit III

6. Define Entrepreneurship. Explain the entrepreneurial opportunities in contemporary business environment of a developing country like India. 14
7. Explain the factors affecting the choice of a suitable form of business organisation. 14

Unit IV

8. (a) Discuss the role of government in business. 7
- (b) What do you mean by stock exchange ?
Discuss the role of stock exchanges in India. 7
9. Write short notes on the following :
 - (a) Role of CII Associations 7
 - (b) Role of FICCI. 7

7. Bharat Rasayan Ltd. bought a machine on 1st April, 2005 at a cost of Rs. 46,00,000. Useful life of the machine was estimated to be 10 years with a residual value of Rs. 6,00,000. The company charged depreciation on SLM basis. On 1st April, 2011, the company revalued the machine at Rs. 36,00,000 with remaining useful life of four years and residual value of Rs. 6,00,000. Show the transactions in the books of the company.

Unit IV

8. Show the proforma of a profit and loss account. Identify the main accounting principles that have a bearing on profit and loss account.
9. Discuss in detail the concept and sources of income and expenditure. What is the impact of uncertainty on revenue recognition ?

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Roll No.

A-502

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

FINANCIAL ACCOUNTING

BBA-103-B/MBAD-103

Time : 3 Hours

[Maximum Marks : 75

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 : Attempt compulsory Q. No. 1 and *four* other questions (*one* from each Unit). All questions carry equal marks.

1. Attempt any *five* parts, each of 3 marks. Briefly explain the following :
- (a) Meaning and advantages of double entry system.

- (b) Business entity concept.
- (c) Difference between journal and ledger.
- (d) Meaning of bad debts and need for provisions for bad debts.
- (e) "Depreciation is a cash-less expenditure."
- (f) Meaning of trading account and need for preparing.
- (g) Features of non-profit organisations.

Unit I

2. Discuss the meaning and nature of financial accounting who need the financial accounting information ? Why ?
3. What is the need for accounting standards ? Describe the process followed by Accounting standard board for laying down new accounting standards.

Unit II

4. The following balances were extracted from the books of a company as on 31/12/2011 :

Particulars	Dr.	Particulars	Cr.
Purchases	1,12,50,000	Creditors	28,12,500
Capital	93,09,375	Discount	
Inventories		allowed	1,50,000
(01/01/2011)	37,50,000	Bank balance	46,87,500

Sales	1,68,75,000	General	
Discount earned	84,375	expenses	5,62,500
Debtors	26,25,000	Bad Debts	75,000
Freight	22,500	Furniture	9,37,500
Cash in hand	1,83,750	Wages &	
Machinery	18,75,000	salaries	11,25,000
Provision for		Repair	1,87,500
depreciation	5,62,500	Purchase return	1,87,500
Sales return	5,62,500	Rent received	2,25,000
Premises	22,50,000	Interest earned	1,87,500

Prepare the trial balance from the above information.

5. Describe the various stages in the accounting process.

Unit III

6. Explain the meaning and causes of depreciation. How are the amounts of depreciation and provisions for depreciation decided ?

Unit IV

8. What is the meaning of Differentiation ? How is it different from integration ? 14
9. Solve the following by using Matrix method : 14
- $2x - 3y = 13, 4x + y = 5$

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Roll No.

A-152

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

(BBA)

BBA-103

BUSINESS MATHEMATICS

Time : 3 Hours]

[Maximum Marks : 70

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 : Attempt *Five* questions in all. Q. No. 1 is compulsory. Attempt other *four* questions, selecting *one* question from each Unit. All questions carry equal marks.

1. Attempt all the following questions :

- Define set with example.
- What do you understand by minor and cofactor of a matrix?
- Integrate the function $(2x - 3)^2$ with respect to x .
- Define arithmetic progression.
- A coin is tossed three times. Write their possible outcomes.
- Find Cartesian product of $A = (5, 6)$ and $B = (3, 4)$?
- Two business applications of geometric progression. $2+2+2+2+2+2+2=14$

Unit I

2. What are the different types of Sets? Explain with examples the presentation and equality of Sets. 14

3. If $U = \{a, b, c, d, e, f\}$; $A = \{a, b, c, d\}$, $B = \{b, c, d, e\}$ and $C = \{c, d, e, f\}$, then check that : 14

- $A \cup (B \cap C) = (A \cup B) \cap (A \cup C)$
- $(A \cap B)' = A' \cup B'$
- $(A \cup B)' = A' \cap B'$

Unit II

- Define Logarithm. Write down the different laws of Logarithm. 14
- Find the sum of the series $2 \times 5 + 5 \times 8 + 8 \times 11 + \dots$ up to n terms. 14

Unit III

- What is the Binomial theorem? Explain the General and Middle terms of Binomial theorem. 14
- If ${}^n P_5 = 20 {}^n P_3$ then find the value of n . 14

Unit IV

8. Explain and illustrate the determination of equilibrium price and output under perfect competition in the short run. How does a firm's long run equilibrium differ from its short run equilibrium ? 15
9. What is meant by product differentiation ? What methods are generally adopted by the firms under monopolistic competition for differentiation on their products from those of the rival firm ? How does product differentiation help firms under monopolistic competition ? 15

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Roll No.

DEC-2017

A-503

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

(BBA)

BBA-105B/MBAD-105

**MICRO ECONOMICS FOR BUSINESS
DECISIONS**

Time : 3 Hours

[Maximum Marks : 75

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 : Q. No. 1 is compulsory. Attempt *one* question from each Unit. All questions carry equal marks.

No. of Printed Pages : 07

Roll No.

A-153

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

(BBA)

BBA-105

FINANCIAL ACCOUNTING

Time : 3 Hours]

[Maximum Marks : 70

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 : Q. No. 1 is compulsory. Attempt any *one* question from each unit (Four from all units). All questions carry equal marks.

1. State the following : 2 each

- (a) Revenue Expenditures
- (b) Income received in advance
- (c) Discount on creditors
- (d) Del Credere Commission
- (e) Name of methods for keeping the records of a joint venture business
- (f) Interest Suspense Method
- (g) Operating lease.

Unit I

2. Explain the relevance of the following accounting principles with examples : 4+4+6

- (a) Realisation Concept
- (b) Cost Concept
- (c) Matching Concept.

3. Explain the process of financial accounting from recording of transaction to preparation of trial balance, Profit and Loss account and Balance sheet with at least 14 imaginary transactions. 14

Unit II

4. XYZ Ltd. purchased a Machine on 01/04/2007 for Rupees 3,70,000 and installed at a cost of Rupees 30,000. On 01/10/2008, it purchased another machine for Rupees 1,00,000 and on 01/10/2009 it sold off the first machine purchased in 2007 for Rupees 2,80,000. On the same date it purchased a machinery for Rupees 2,50,000. On 01/10/2010, the second machinery purchased for Rupees 1,00,000 was sold off for Rs. 20,000.

Prepare Machinery Account for the period 2007 to 2011 by providing Written down method of depreciation with 20% p.a. rate of depreciation on 31st March. 14

5. Explain the following with their accounting treatment : 5+4+5

- (a) Outstanding expenses and prepaid expenses

- (b) Provision for doubtful debts on debtor's and discount on debtors
 (c) Implied interest and Deferred revenue expenditures.

Unit III

6. The following is the Receipts and Payment account of Anil Society for the year ended 31st Dec., 2016 :

Receipts	Rs.	Payments	Rs.
Cash in hand, 1st Jan., 2016	15,000	Bank O/D, 1st Jan., 2016	31,000
Subscription :		Investment on securities	30,000
2015	2,000	Furniture	14,500
2016	1,62,000	Salary	62,000
2017	2,500	Printing and Stationery	8,900
Entertainment proceeds	20,000	Entertainment expenses	17,100
Entrance fees	6,700	Sundry expenses	14,200
Interest on securities	4,800	Cash on 31-12-2016	5,500
Sale of old chair (book value Rs. Nil)	1,200	Bank on 31-12-2016	31,000
	2,14,200		2,14,200

M-A-153

You are required to prepare income and expenditure account for the year ended 31st December, 2016 and balance sheet as on that date after considering the following :

- (i) The society has 1,800 members, each paying annual fees of Rs. 100. Subscription amounting to Rs. 900 was still in arrears for the year 2015.
- (ii) Stock of stationary on 31 December, 2015 was Rs. 1,250 and on 31st December, 2016 was Rs. 870.
- (iii) Entrance fees are to be capitalized.
- (iv) Depreciate fixed assets by 10%.
- (v) On 31st December, 2015, premises stood in the books at Rs. 2,45,000 and investment at Rs. 65,000.
- (vi) Salary of Rs. 5,500 for December, 2016 is outstanding. Expenses accrued on 31st December, 2015 were Rs. 1,320. The society had paid Rs. 5,000 in 2015 for telephone charges out of which Rs. 1,250 is related to the year 2016.

(3-30/7) M-A-153

P.T.O.

7. Explain the following with examples : 7 each
- (a) Memorandum joint venture account
 - (b) Two sided Errors.

Unit IV

8. Parveen Brothers of Delhi consigned 400 packets of baby foods to its Mumbai agent. Anand Brothers, at a pro forma invoice price of Rs. 120 per packet (showing a profit of 25% on the cost price). The terms of the consignee is entitled to a commission of 5% on gross sales plus one-fifth of profit on consignments after charging his commission and share of profit and is to bear all expenses except those expenses incurred up to the consignee's godown.

Parveen Brothers paid Rs. 3,800 for the freight and insurance charges towards the consignment.

Anand Brothers sent a draft for 60% of the invoice value of the goods consigned as an advance. It sold 75% of the consignments at Rs. 41,200 and incurred the following expenses :

Unloading and clearing charges : Rs. 320,
Inward carriage : Rs. 420, Selling and
distribution : Rs. 500, Sundry expenses :
Rs. 600.

Anand Brothers remitted the balance owing on it by a demand draft.

You are required to give the necessary account in the books of the consignor. 14

9. (a) What is Hire Purchase System ? It is credit sale ? Distinguish between Hire Purchase System and installment Payment system.
- (b) Explain the accounting treatment of lease with example. 7 each

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Roll No.

A-154

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

(BBA)

BBA-107

COMPUTER FUNDAMENTALS

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 : Attempt *Five* questions in all, selecting at least *one* question from each Unit. Q. No. 1 is compulsory. All questions carry equal marks.

1. Write short notes on the following : $5 \times 3 = 10$
- (a) Firmware
 - (b) Binary number system
 - (c) Use of computer in book publication
 - (d) Printers
 - (e) Hexadecimal number system.

Unit I

2. Differentiate in between digital and analog computers. Also discuss major components of a digital computer ? 10
3. What is the difference between hardware and software ? Explain with example. 10

Unit II

4. Convert the following numbers : $5 \times 2 = 10$
- (a) $(11010)_2 = (?)_{10}$
 - (b) $(25)_{10} = (?)_2$
 - (c) $(101110)_2 = (?)_8$
 - (d) $(528)_{10} = (?)_{16}$

5. (a) Add 10011 and 10011 in both decimal and binary form. $5 \times 2 = 10$
- (b) Subtract 01010_2 from 10000_2 .

Unit III

6. Discuss various types of input and output devices. 10
7. Compare and contrast secondary memory and backup memory. 10

Unit IV

8. How computers can be useful in offices ? 10
9. Discuss various applications of computer in medical field. 10

of Printed Pages : 05

Roll No.

A-504

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

BBA-107-B

Mathematics for Managers

Time : 3 Hours

[Maximum Marks : 75]

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 : Q. No. 1 is compulsory. Remaining eight questions are distributed among four units. The students have to attempt *one* question from each unit.

(3-6/18)M-A-504

P.T.O.

(Compulsory Question)

1. (a) Define term business mathematics.
- (b) Write the formula to calculate simple and compound interest.
- (c) Explain the importance of Venn-diagram.
- (d) Calculate the value of A and B for given matrices problem.

$$\begin{bmatrix} a & 2 \\ 4 & 3 \end{bmatrix} + \begin{bmatrix} 2 & 3 \\ 6 & b \end{bmatrix} = \begin{bmatrix} 5 & 5 \\ 10 & 7 \end{bmatrix}$$

- (e) Write the definition of limit.

(f) If $A = \begin{bmatrix} 1 & -2 & 3 \\ 2 & 3 & -1 \\ -3 & 1 & 2 \end{bmatrix}$ and I in the unit matrix of order 3, then evaluate $A^2 - 3A + 9I$.

$$2\frac{1}{2} \times 6 = 15$$

Unit I

2. What do you mean by business mathematics ? Explain its, uses, scope and applications in day to day life.

M-A-504

3. (a) A certain principal amounts to Rs. 15,000 in 2.5 years and to Rs. 16,500 in 4 years at the same rate of interest. Find the rate of interest. $7\frac{1}{2}$
- (b) The difference between simple interest and compound interest compounded annually on a certain sum of money for 2 years at 8% per annum is Rs. 12.80. Find the principal. $7\frac{1}{2}$

Unit II

4. In a survey of university students, 64 had taken mathematics course, 94 had taken chemistry course, 58 had taken physics, 26 had taken mathematics and physics, 26 had taken mathematics and chemistry, 22 had taken chemistry and physics course, and 14 had taken all the three courses. Find how many had taken one course only. Solve the problem by using Venn-diagram. 15

5. In a competition a school awarded medals in different categories. 36 medals in dance, 12 medals in dramatics and 18 medals in music. If these medals went to a total of 45 persons and only 4 person got medals in all the three categories, how many received medals in exactly two of these categories ? 15

Unit III

6. Find the inverse of $A = \begin{bmatrix} 0 & 1 & 2 \\ 1 & 2 & 3 \\ 3 & 1 & 1 \end{bmatrix}$ by elementary row operations. 15
7. For the values of parameters λ and μ do the system of equations have : 15
- No solution
 - Unique solution
 - More than one solution.

Unit IV

8. (a) Is the following function continuous check : 7½

$$f(x) = \begin{cases} x^3 - 1 & \text{for } x < 3 \\ x^2 + 14 & \text{for } x \geq 3 \end{cases}$$

- (b) Find the value of the limit : 7½

$$\lim_{x \rightarrow 0} \frac{x + 2 \sin x}{\sqrt{x^2 + 2 \sin x + 1} - \sqrt{\sin^2 x - x + 1}}$$

9. Find the absolute maximum and minimum value of a function :

$$f(x) = x^3 + 3x^2 + 1$$

for $-\frac{1}{2} \leq x \leq 4$

10	8
6	7
8	11
7	8
9	7
12	11

Find the regression lines of X on Y and Y on X.

Unit IV

8. From the following data, construct Laspeyre's and Paasche's index numbers : 15

Commodity	Base Year		Current Year	
	Price	Expenditure	Price	Expenditure
A	2	40	5	75
B	4	16	8	40
C	1	10	2	24
D	5	25	10	60

9. What is a time series? Discuss the importance of time series analysis. What is the least square method of fitting straight line trend?

A-505

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

BBA-109-B/MBAD-109

Fundamentals of Statistics

Time : 3 Hours]

[Maximum Marks : 75

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 : Attempt *Five* questions in all, selecting at least *one* question from each Unit. Q. No. 1 is compulsory. All questions carry equal marks.

No. of Printed Pages : 03

Roll No.

A-155

B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

(BBA)

BBA-109

BUSINESS COMMUNICATION

Time : 3 Hours]

[Maximum Marks : 70

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 : Q. No. 1 is compulsory. Attempt *four* questions from the remaining questions selecting at least *one* question from each Unit. All questions carry equal marks.

(3-30/1) M-A-155

P.T.O.

(Compulsory Question)

1. Explain the following :
 - (a) Communication networks 3½
 - (b) Voice modulation 3½
 - (c) Memo 3½
 - (d) Brochures 3½

Unit I

2. Define Communication. Discuss the process of communication. What are the different forms of communication ? 14
3. What do you mean by organisational barriers ? How can these barriers be removed ? 14

Unit II

4. Describe the cognitive process of listening. Also list the barriers to listening. 14
5. Explain the following :
 - (a) Reading skills. 7
 - (b) Body language. 7

Unit III

6. Explain the structure and different layouts of business letters with the help of relevant examples. 14
7. Write short notes on the following :
 - (a) Sales letter 7
 - (b) Notice. 7

Unit IV

8. What are the various types of reports ? Also, describe the framework of business reports. 14
9. Explain the following :
 - (a) Agenda of meeting 7
 - (b) Minutes of meeting. 7

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Roll No:

A-506

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

(BBA)

BBA-111B/MBAD-111

BUSINESS COMMUNICATION

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 : Q. No. 1 is compulsory. Attempt *four* questions from the remaining question, selecting at least *one* question from each Unit. All questions carry equal marks.

1. Explain the following :
 - (a) Communication networks 2
 - (b) Encoding 2
 - (c) Barriers to listening 2
 - (d) Memos 2
 - (e) Brochures. 2

Unit I

2. Define Communication. Discuss the nature of communication. State the factors which influence human ability to communicate effectively. 10
3. What do you mean by a 'barrier' ? Discuss the various types of communication barriers with the help of examples. 10

Unit II

4. Discuss the various steps in the reading process. How the reading skills can be improved ? 10

5. 'Non-verbal communication is more important than verbal communication.' Elaborate. 10

Unit III

6. List the principles of effective business writing. 10
7. Write a circular to be circulated to the employees to observe punctuality so as to increase the overall efficiency of the company. 10

Unit IV

8. What is the importance of report writing ? Also, explain the format of writing business report. 10
9. Discuss in detail the different types of curriculum vitae with the help of relevant examples. 10

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Roll No.

A-506

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

(BBA)

BBA-111B/MBAD-111

BUSINESS COMMUNICATION

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 : Q. No. 1 is compulsory. Attempt *four* questions from the remaining question, selecting at least *one* question from each Unit. All questions carry equal marks.

1. Explain the following :
 - (a) Communication networks 2
 - (b) Encoding 2
 - (c) Barriers to listening 2
 - (d) Memos 2
 - (e) Brochures. 2

Unit I

2. Define Communication. Discuss the nature of communication. State the factors which influence human ability to communicate effectively. 10
3. What do you mean by a 'barrier' ? Discuss the various types of communication barriers with the help of examples. 10

Unit II

4. Discuss the various steps in the reading process. How the reading skills can be improved ? 10

5. 'Non-verbal communication is more important than verbal communication.' Elaborate. 10

Unit III

6. List the principles of effective business writing. 10
7. Write a circular to be circulated to the employees to observe punctuality so as to increase the overall efficiency of the company. 10

Unit IV

8. What is the importance of report writing ? Also, explain the format of writing business report. 10
9. Discuss in detail the different types of curriculum vitae with the help of relevant examples. 10

No. of Printed Pages : 03

Roll No.

A-507

B.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Main Only)

COMPUTERS FUNDAMENTAL-I

BBA-113-B/MBA-D-113

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 : Attempt *Five* questions in all, selecting at least *one* question from each Unit. Q. No. 1 is compulsory. All questions carry equal marks.

1. Write short notes on the following : **5×2=10**

(a) ALU

(2-66/17) M-A-507

P.T.O.

- (b) Pointing devices
- (c) Compiler
- (d) Impact of computer in society
- (e) Plotters.

Unit I

- 2. Describe various characteristics and generation of computers. 10
- 3. Define storage units. Explain classification of memory. 10

Unit II

- 4. Write short notes on the following :
 - (a) Various types of monitors 5
 - (b) Optical Recognition system. 5
- 5. With the help of example distinguish between impact and non-impact printers. 10

Unit III

- 6. Elaborate types and characteristics of programming languages. 10

- 7. Explain representation, levels and rules of decisions trees. 10

Unit IV

- 8. Discuss tools and advantages of multimedia. 10
- 9. Analyze various health issues in use of computer. 10