

E501

Dual Degree BBA/MBA EXAMINATION, 2020

(Fifth Semester)

(Re-appear Only)

BBA/MBA

BBA301B/MBAD301

COMPANY LAW

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. All questions carry equal marks.

Unit I

1. What are the main distinguishing features of a public company and a private company limited by shares ? Also explain that in what manners a public company may be converted into a private company. 15
2. Explain the following : 7½×2=15
 - (a) Registration of a company
 - (b) Articles of association.

Unit II

3. What is the relevance of prospectus of a company ? Explain the various contents of company prospectus. 15

4. Explain the following : **7½×2=15**
(a) Bonus shares and its relevance
(b) Equitable mortgage.

Unit III

5. Who can be the director of a company ? How is a director appointed ? Explain the managerial position and role of directors in a company. **15**
6. Explain the following : **7½×2=15**
(a) Disqualification of Directors
(b) Number of directors and increase in the number of directors.

Unit IV

7. What do you understand by Annual General Meeting (AGM) of a company ? Explain the contents of AGM. **15**
8. Explain the following : **7½×2=15**
(a) Audit report and its relevance
(b) Voluntary winding-up of a company.

E502

Dual Degree B.B.A./M.B.A. EXAMINATION, 2020

(Fifth Semester)

(Re-appear Only)

BBA/MBA

BBA303B/MBAD303

Business Environment

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. All questions carry equal marks.

Unit I

1. What are the factors you will use as determinant for business environment and why you are so much concerned for business environment ? **15**
2. Looking at the present unemployment rate in the country will you promote more public sector or you will still prefer industries under private sector. Give your argument for an against. **15**

Unit II

3. What changes made in Industrial Policy, 1991 from the previous industrial policy ?
How is the industrial policy in 1991 fruitful ? **15**

4. What are the causes of industrial sickness in SME,s and why we are encouraging investment in SME,s ? 15

Unit III

5. Why government established the stock exchange in the country and how SEBI regulate these stock exchanges ? 15
6. Assess the banking sector reforms and do you think these reforms are sufficient to strengthen Indian Banking System. 15

Unit IV

7. (a) Role of World Trade Organization (WTO). 10
(b) Foreign Direct Investment. 5
8. Analyze the role of MNCs in contributing to India's economic development. Should we encourage more MNCs against Indian companies ? 15

E503

B.B.A. EXAMINATION, 2020

(Fifth Semester)

(B. Scheme) (Re-appear Only)

(BBA)

BBA305B/MBAD305

Capital Markets

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.

Unit I

1. Discuss the various elements of Indian financial system with suitable examples. **15**
2. State briefly the following : **7+8=15**
 - (a) Regulatory framework of capital market in India.
 - (b) Discuss any *two* important capital market instruments available in India.

Unit II

3. What do you understand by secondary market ? Explain briefly about clearing and settlement process of transactions in secondary market. **15**
4. Explain in brief the following : **7+8=15**
 - (a) Role of merchant bankers in primary market.
 - (b) Underwriters and their importance in primary market.

Unit III

5. Explain briefly the objectives and importance of industrial development financial institutions in Indian scenario. **15**
6. State briefly the following : **9+6=15**
- (a) Venture capital fund in economic development of Indian economy
 - (b) Advantages of mutual funds.

Unit IV

7. What do you mean by investor protection and education fund ? Describe in brief the objectives and important provisions of investor protection and education fund. **15**
8. Briefly explain the following : **7+8=15**
- (a) Procedures of securities appellate tribunal.
 - (b) Objectives of investor protection fund.

E504

B.B.A. EXAMINATION, 2020

(Fifth Semester)

(B. Scheme) (Re-appear Only)

(BBA)

BBA307B/MBAD307

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

Unit I

1. (a) What is the impact of computer networks on business ?
(b) Explain data signals and bandwidth with example.
2. Explain the following :
 - (a) Transmission Media
 - (b) Computer Networks.

Unit II

3. Explain TCP/IP model and functions of all its layers along with the role of protocols working on each layer.

4. Write down components of computer networks.

Unit III

5. Explain the following :
 - (a) TELNET
 - (b) FTP
 - (c) URL.
6. What is domain-naming system ? Explain WWW tools and applications.

Unit IV

7. Explain the following :
 - (a) Banking and healthcare
 - (b) e-Governance.
8. Explain major issues and considerations in networked economy with example.

E506

Dual Degree BBA/MBA EXAMINATION, 2020

(Fifth Semester)

(Re-appear Only)

BBA/MBA

BBA311B/MBAD311

SALES AND DISTRIBUTION MANAGEMENT

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 *one* question from each Unit.

Unit I

1. Define the term 'Sales Management'. Explain functions of sales management in detail quoting suitable examples. **15**
2. What do you mean by sales territory design ? Explain how you will design a sales territory, highlighting steps involved therein. **15**

Unit II

3. What is the importance of proper selection and recruitment of sales people ? Explain the various sources of recruitment. **15**
4. What do you mean by Compensation ? Discuss the advantages and disadvantages of straight salary compensation plan. **15**

Unit III

5. What is the importance of distribution channel ? How channel members add value while distribution of products to the end users ? **15**
6. What do you mean by marketing systems ? Differentiate between Vertical marketing systems and Horizontal marketing systems. **15**

Unit IV

7. What is Logistic management ? Write down the objectives and scope of logistic management. **15**
8. Discuss the need and principles of Supply Chain Management. **15**