

## F501

### B.B.A. EXAMINATION, 2020

(Sixth Semester)

(Main Only)

INDUSTRIAL RELATION

BBA302B/MBAD302

*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. Write the characteristics of Industrial Relations ? Discuss in brief objectives of Industrial Relations. 15
2. Write short notes on the following :
  - (a) Causes of Industrial Disputes 8
  - (b) Human relations approach to industrial relations. 7

#### Unit II

3. What is meant by Trade Unions ? Explain the objectives and functions of trade unions. 15

4. Write short notes on the following :
- (a) Types of Trade Unions 7
  - (b) Comment on Recognition of Trade Unions in India. 8

### **Unit III**

5. Write short notes on the following :
- (a) Types of Workers Participations 7
  - (b) Comment on relationship between industrial discipline and grievance handling. 8
6. What are the features of collective bargaining ? State the essential conditions for effective collective bargaining. 15

### **Unit IV**

7. Give your understanding about administration of Industrial Safety and Health. Also discuss the statutory and non-statutory safety measures. 15
8. Explain legal framework of Industrial Relations. Also discuss trends on occupational diseases and accidents. 15

**F502**

**B.B.A. EXAMINATION, 2020**

(Sixth Semester)

(Main Only)

**FUNDAMENTALS OF INSURANCE**

**BBA304B/MBAD304**

*Time : 3 Hours]*

*[Maximum Marks : 75*

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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 is Reinsurance ? Discuss the characteristics and present status of reinsurance in India.
2. What is marine insurance ? Describe the different kinds of marine insurance policy and its major content.

**Unit II**

3. What is life insurance ? Explain the criteria for the selection of life insurance policy.
4. Discuss in detail the characteristics and merits of ULIP (Unit Linked Insurance Plans) and traditional life insurance plans.

### **Unit III**

5. Explain the need and types of health insurance. Discuss the criteria for the selection of health insurance policy.
6. What is Third Party Administration (TPA) ? Discuss in detail the role of TPA as a mediator and its functions in insurance.

### **Unit IV**

7. Describe the insurance intermediaries. Explain code of conduct for insurance agents.
8. Write short notes on the following :
  - (a) Factors affecting the pricing of various types of insurances.
  - (b) Online and offline mode of distribution of insurance.

## F504

### B.B.A. EXAMINATION, 2020

(Sixth Semester)

(Main Only)

E-COMMERCE

BBA308B/MBAD308

*Time : 3 Hours]*

*[Maximum Marks : 50*

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

#### Unit I

1. What do you understand by e-Commerce and e-Business ? Discuss unique features of e-Commerce. **10**
2. Describe Intra Organisational e-Commerce. What are the factors affecting e-Commerce ? **10**

#### Unit II

3. Explain the infrastructural requirements for e-Commerce development. **10**
4. Write short notes on the following : **5+5=10**
  - (i) Evolution of Internet
  - (ii) Optimizing of website

### **Unit III**

5. Elaborate the main features of IT Act to legalize e-Commerce. **10**
6. “Cyber fraud is the most disturbing fact for e-Commerce.” Comment. **10**

### **Unit IV**

7. Write short notes on the following : **5+5=10**
- (i) Online Auctions
  - (ii) Social Networks
8. “In current Covid-19 pandemic situation, e-Procurement is the most feasible solution for both customer as well as supplier.” Justify. **10**

## **F505**

### **B.B.A. EXAMINATION, 2020**

(Sixth Semester)

(Main Only)

BBA310B/MBAD310

INTERNATIONAL BUSINESS

*Time : 3 Hours*]

[*Maximum Marks : 75*

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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. Define the term International Business. Explain in detail the scope and nature of International Business.
2. Why companies do business Internationally ? Also discuss various modes of Global Business.

#### **Unit II**

3. Discuss in detail various theories of International Trade with suitable examples.
4. Write short notes on the following :
  - (a) Commodity Agreements
  - (b) Regional Economic Integration.

### **Unit III**

5. What is Foreign Exchange Market ? Also explain transactions in FEM and types of players in it.
6. Define the term Balance of Payment. Discuss in detail causes of disequilibrium and methods to it in BOP.

### **Unit IV**

7. Write short notes on the following :
  - (a) IMF
  - (b) IBRD
8. What is International Marketing Management ? Also explain the future of international business in detail.



## F503

### B.B.A. EXAMINATION, 2020

(Sixth Semester)

(Main Only)

#### SYSTEM ANALYSIS AND DESIGN

BBA306B/MBAD306

Time : 3 Hours]

[Maximum Marks : 75

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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. Describe various ER data models with examples. 15
2. Write short notes on the following :
  - (a) SDLC 7½
  - (b) Economic feasibility study. 7½

#### Unit II

3. Define database. Explain equipment specification and selection. 15
4. Write short notes on the following :
  - (a) Report Design 7½
  - (b) I-O Design. 7½

### **Unit III**

5. Compare and contrast decision trees and decision tables with examples. **15**
6. Elaborate maintenance and review in system analysis. **15**

### **Unit IV**

7. Discuss evaluating designing distributed system with examples. **15**
8. List out various event based real time analysis tools with examples. **15**