Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.B.A – SEM II
Paper III : [BBA-203]: Business Regulatory Framework

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. What is contract?

2. When is consent said to be free?

3. What do you mean by Acceptance?

4. What do you mean by discharge of contract?

5. What is injunction?

6. What do you mean by Breach of contract?

7. Define Pledge.

8. Explain the meaning of contract of sale?

9. What is meant by implied warranty?

10. Define LLP?

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 2 marks.

II.   Answer the following questions.

UNIT I

11. "An agreement without consideration is void". Comment.

12. Distinguish between counter offer and cross offer?

13. What is meant by wagering agreement?

UNIT II

14. Write a short note on 'lien'.

15. Under what circumstances is a surety discharged from his liability?

UNIT III

16. Distinguish between sale and an agreement to sale.

17. Write a short note on an implied authority of partners in a firm?

Section C   [45 Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 10 marks.

III.   Answer the following questions.

UNIT I

18. What is a void Agreement? Briefly state the various agreements that are expressly declared to be void by Indian Contract Act 1872?

OR

"Stranger to consideration can sue but stranger to contract cannot." Explain the rule and state the exception to this rule.

UNIT II

19. What are the various remedies available to a party in case of breach of contract?

OR

Define the control of Guarantee and distinguish between the contract of indemnity and Guarantee?

UNIT III

20. Define a contract of sale of goods. State its essential characteristics.

OR

State the procedure for the registration of a partnership firm. What is the effect of non-registration?

-The End-

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.B.A - SEM II
Paper II : [BBA-202]:Business Statistics – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions, at least 3 questions from each unit. Each question is of one mark.

I.   Answer the following questions.
1. Define Descriptive and Inferential statistics.
2. Define types of Statistical data.
3. Describe the various basis for classification of data.
4. What are the measures of central tendency? why they are called measures of central tendency?
5. Write formula for the median for grouped data.
6. Write the formula for percentile for grouped data.
7. Under what conditions would it be appropriate to use mean, mode and median.
8. Write formulae for Karl Pearson correlation coefficient and Rank Correlation coefficient.
9. If $r = 0.8$ and $n = 25$, then find probable error.
10. What are the numerical limits for the correlation coefficient.

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 3 marks.

Unit I
11. Describe importance and scope of statistics.
12. What are the requisites of Ideal Classification of Data.

Unit II
13. The following is the distribution of weekly wages of 600 workers in a factory.

Weekly wages (In Rs)	Number of Workers	Weekly wages (In Rs)	Number of Workers
Below 875	69	1100-1175	58
875-950	167	1175-1250	24
950-1025	207	1250-1325	10
1025-1100	65		

Draw and ogive for the above data and hence obtain the median value. Check it against the calculated value.

14. The wholesale prices of a commodity for seven consecutive days in a month are as follows.

Days	1	2	3	4	5	6	7
Price	240	260	270	245	255	286	264

Calculate the variance and standard deviation.

15. Describe the Classification of Measures of Dispersion.

Unit III

16. Describe the Significance of Measuring correlation in Statistics.
17. Calculate the Karl Pearson coefficient of correlation between X and Y for the following data.

X	100	102	104	107	105	112	103	99
Y	15	12	13	11	12	12	19	26

Section C   [45 Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

Unit I

18. Describe how Statistics is used in Business Management. Also describe limitations of Statistics.

OR

What is frequency distribution and what are the Advantages and Disadvantages of Frequency Distribution.

Unit II

19. Given below is the distribution of profits and number of shops, calculate the Mode value

Profits	Number of shops	Profits	Number of shops
0-10	0	50-60	68
10-20	5	60-70	83
20-30	14	70-80	91
30-40	27	80-90	94
40-50	48		

OR

The weekly sales of two products A and B were recorded as given below

Product A	59	75	27	63	27	28	56
Product B	150	200	125	310	330	250	225

Find out which of the two shows greater fluctuation in sales.

Unit III

20. Obtain the rank correlation coefficient between X and Y

X	50	55	65	50	55	60	50	65	70	75
Y	110	110	115	125	140	115	130	120	115	160

OR

The following data relate to the scores by 9 salesmen of a company in an intelligence test and their weekly sales

Salesmen	A	B	C	D	E	F	G	H	I
Test Score	50	60	50	60	80	50	80	40	70
Sales	30	60	40	50	60	30	70	50	60

Obtain the regression equation of sales on Intelligence test score of the salesmen.

-The End-

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.B.A. – SEM II
Paper V : [BBA-205]: Environmental Science and Management – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions.
Each question is of one mark.

I.   Answer the following questions

1. What are natural resources?

2. Name two renewable resources.

3. What is water logging?

4. Give two causes of over exploitation of forest.

5. Endangered and endemic species.

6. Define Marine Pollution.

7. What is biodiversity?

8. Rain water Harvesting.

9. Water Conservation.

10. Global warming.

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of marks.

II.   Answer the following questions

UNIT I

11. Differentiate between renewable and non renewable resources.
12. What are the various causes of soil erosion?
13. Define the fertilizer-pesticide problem.

UNIT II

14. What is in-situ and ex-situ conservation of biodiversity?

15. What is bio magnification?

UNIT III

16. Define consumerism and waste products.
17. What do you understand by Environmental Ethics?

Section C   **[45 Marks]**

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT III

18. Describe the environmental effect of extracting and use of mineral resources.

OR

Define water resources. Discuss the use and overutilization of ground water resources.

UNIT II

19. Discuss the cause and effects of water pollution.

OR

Discuss the causes and effect of Noise Pollution.

UNIT III

20. Define climate change in detail.

OR

Write short note on the following:
   a. Acid Rain.
   b. Watershed Management

The End

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.B.A - SEM II
Paper VI : [BBA-206]: Micro Economics – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   **Answer the following questions**

1. Why does an economic problem arise?

2. Explain Normative Economic Analysis.

3. Define Utility.

4. How is budget line defined?

5. Define Demand Schedule.

6. Define Opportunity Cost.

7. Define Production Function.

8. Define Revenue.

9. Name forms of market.

10. Define Normal Profits.

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 3 marks.

II.   **Answer the following questions.**

UNIT I

11. Explain the law of diminishing marginal utility with the help of a utility schedule.

12. Distinguish between Expansion of demand and increase in demand with the help of a diagram.

13. State elasticity of demand of the following:

    a. Luxurious goods.

    b. Goods of alternate use

    c. Necessity goods.

UNIT II

14. Why total variable cost curve is parallel to total cost curve?

15. What do you understand by returns to scale. Explain.

UNIT II

16. Why is firm under perfect competition a price taker? Explain.

17. Distinguish between monopoly and oligopoly.

Section C   [45 Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. **Answer the following questions.**

UNIT I

18. What are the determinants of demand for consumers non durable and durable goods and for capital goods? Why is the demand for durable goods (both producers and consumers) less stable than the demand for non durable goods? Explain citing examples.

OR

Define price elasticity of demand and distinguish its various types? How would you measure it?

UNIT II

19. Explain the nature and uses of production function? Explain law of Variable at length?

OR

State the relationship between fixed cost, variable cost and total cost. Do fixed costs ever vary? Are variable costs ever fixed? Cost function of a firm is given below:

Output (Units)	0	1	2	3	4	5	6
Total Cost(Rs)	40	80	110	126	128	135	180

UNIT III

20. How does an individual firm behave under perfect competition? Explain how output and price is determined under perfect competition by a firm?

OR

Explain Monopolistic competition? What are its assumptions and characteristics? How price and output of commodity are determined under Monopolistic competition?

-The End-

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.B.A – SEM II
Paper I : [BBA-201]: Organizational Behavouir – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions.

1. Describe two goals of organizational behavior.
2. What is locus of control?
3. Explain Type A personality.
4. List two rules for improving cross cultural communication.
5. What is managerial grid?
6. State the symbols of power in organizations.
7. Define conflict.
8. Name the two components of organizational behaviour.
9. Define sensitivity training.
10. What is theory Z culture?

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 3 marks.

II.   Answer the following questions.

UNIT I

11. How do external factors affect perception?
12. Do you think it is possible to change attitudes? If yes, how can attitudes be changed.
13. "Money holds the key to work motivation in modern business organizations." Discuss.

UNIT II
14. Explain three common decision making errors or biases.
15. Why do organization politics emerge?

UNIT III

16. List the factors that maintain an organization's culture.
17. Why is organizational change often resisted by individuals within the organization?

Section C [45Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. **Answer the following questions.**

UNIT I

18. Enumerate the assumptions of Mc Gregor's theory of X and theory Y. Which one, in your opinion , is applicable in India?

OR

What is personality? What are the various factors which affect personality development of an individual?

UNIT II

19. Explain the elements of communication process.

OR

Examine the different styles of a leader through the study of a leader's behavior. Is there a best style?

UNIT III

Identify the structural (external) and personal (internal) factors that contribute to conflict.

OR

What is OD? Discuss quality of work life as an OD intervention method.

-The End-

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.BA. – SEM II
Paper IV : [BBA-204]:Sales and Advertising – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define Salesmanship.

2. List four traits of Sales Personnel.

3. What is full form of AIDAS?

4. Define Recruitment.

5. Define Motivation.

6. Define Controlling.

7. What is Sales Quota?

8. Explain Exclusive distribution.

9. What is Sales Forecasting?

10. What is Direct Marketing?

Section B   [15 Marks]

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 3 marks.

II.   Answer the following questions.

UNIT I

11. Explain industry selling, service and retail selling.

12. What is sales management? What are the various functions of sales management?

13. Why sales organization is important? List the various types of sales organization.

UNIT II

14. Explain the various methods of non financial compensation.

15. What information does a hiring organization seek when evaluating recruit candidates?

UNIT III

16. What factors are to be taken care of while establishing and designing sales territories?

17. Discuss the characteristics of Sales Policy of an organization.

Section C   [45 Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT I

18. A sales person may spend hours developing a sales presentation and yet the buyer still does not buy. One reason for losing a sale is that the salesperson and buyer do not communicate. What barriers to communication may be present between seller and buyer during a sales presentation?

OR

What specific sales organization structure would you recommend for the following? Give justification for your recommendations.
- A publisher publishing specific trade magazines like Business World, Business India etc.
- A fast food outlet with home delivery as a major market.
- A producer producing various kinds of soft drinks.

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2015- 16
End Semester Examination – II
Class : B.BA. – SEM II
Paper IV : [BBA-204]:Sales and Advertising – I

Time : 3 Hrs.   M.M: 70 Marks

Section A   **[10 Marks]**

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

IV. Answer the following questions

19. Define Salesmanship.

20. List four traits of Sales Personnel.

21. What is full form of AIDAS?

22. Define Recruitment.

23. Define Motivation.

24. Define Controlling.

25. What is Sales Quota?

26. Explain Exclusive distribution.

27. What is Sales Forecasting?

28. What is Direct Marketing?

Section B   **[15 Marks]**

Section B contains 7 questions (50 words each) and a candidate is required to attempt 5 questions, at least 1 from each unit. Each question is of 3 marks.

V. Answer the following questions.

UNIT I

29. Explain industry selling, service and retail selling.

30. What is sales management? What are the various functions of sales management?

31. Why sales organization is important? List the various types of sales organization.

UNIT II

32. Explain the various methods of non financial compensation.

33. What information does a hiring organization seek when evaluating recruit candidates?

UNIT III

34. What factors are to be taken care of while establishing and designing sales territories?

35. Discuss the characteristics of Sales Policy of an organization.

Section C [45 Marks]

Section C – Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

VI. Answer the following questions.

UNIT I

36. A sales person may spend hours developing a sales presentation and yet the buyer still does not buy. One reason for losing a sale is that the salesperson and buyer do not communicate. What barriers to communication may be present between seller and buyer during a sales presentation?

OR

What specific sales organization structure would you recommend for the following? Give justification for your recommendations.

- A publisher publishing specific trade magazines like Business World, Business India etc.
- A fast food outlet with home delivery as a major market.
- A producer producing various kinds of soft drinks.

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : B.B.A
Paper I : [BBA-201]: Organizational Behaviour – I

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   **Answer the following questions**
   1. Define perception.
   2. Explain 'Carrot and stick' approach.
   3. How can we develop a positive attitude towards work?
   4. Define communication.
   5. Highlight key elements of groups.
   6. Explain Lassive-Faire type of leadership.
   7. What are the key causes of Organizational conflict?
   8. Write one difference between centralization and decentralization.
   9. What are the key reasons for resistance to change?
   10. Write a short note on Organizational culture.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   **Answer the following questions**

UNIT I

11. Write a few personality traits of an Indian Manager.

OR

Write the key differences between Theory 'X' and theory 'Y' of Mc Gregor.

UNIT II

12. Write all the stages of communication process.

OR

What is managerial grid?

UNIT III

13. Write a short note on departmentation.

OR

How important is it to manage conflict in an organization.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

UNIT I

14. What is Motivation? What is the relationship between motivation and performance , explain it with the support of Maslow's theory of motivation.

OR

Explain the concept, importance and the process of perception.

UNIT II

15. Write an essay note on Likert's Systems Approach of Leadership.
OR

Write an essay note on different channels of communication in this modern era.

UNIT III

16. What are the modern methods used by managers to manage conflict in Organization?

OR

Define Organizational Change. Explain the various types of changes implemented in an Organization and the process of implementing it.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : B.B.A
Paper II : [BBA-202]:Business Statistics – I

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions
1. State two main functions of statistics
2. Give the meaning of questionnaire.
3. What is the meaning of frequency distribution?
4. State two object of statistical average.
5. Name the different method of measuring dispersion.
6. How many quartilies can be calculated in a series?
7. What do you understand by probable error?
8. If both the negative regression coefficients(bxy,byx) are then coefficient of correlation (r) will be positive be positive or negative.
9. Given $x=0.85y$; $y = 0.89x$ and $\sigma x =3$ then calculate σy
10. When should the rank differences method be used?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I
11. Explain any four functions of statistics.

OR

Differentiate between exclusive form and inclusive form.

UNIT II
12. If mean value is 20.5, find out the missing frequency of the following data:

Value	5-10	10-15	15-20	20-25	25-30

Frequency	2	4	6	?	8

OR

Explain why the standard deviation is regarded as superior to the other measures of dispersion? What is its chief defect?

UNIT III

13. State the general rules for interpreting coefficient of correlation.

OR

Form the data given below, find the expected value of x when the value of y is 15:
Arithmetic mean of x variable = 40
Arithmetic mean of y variable = 20
Standard deviation of x variable (σx)= 5
Standard deviation of y variable (σy) = 7
Coefficient of correlation between x and y variable (r)=+0.90

Section C   **[45 Marks]**

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT I
14. Distinguish between primary and secondary datas. Examine the critically important method of collection of primary datas.

OR

Discuss with examples the problems in classifying data according to class intervals.

UNIT II
15. Calculate the arithmetic mean, median and mode from the following data:

Wages	No of workers
Less than 20	5
Less than 40	12
20-60	29

60 and above	31
80-100	8
100 and above	19
120 and above	5

OR

Calculate the second moment of dispersion and coefficient of variation from the following data:

Wages up to	10	20	30	40	50	60	70	80
No of employees	12	30	65	107	157	202	222	230

UNIT III

16.Is there any significant correlation between the following heights and weights? Calculate it.

Height (inches)	57	59	62	63	64	65	55	58	57
Weight (kgs)	113	117	126	126	130	129	111	116	112

OR

Define regression. Why are there two regression lines? Under what conditions can there be only one regression line?

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : B.B.A
Paper V: [BBA-205]: Micro Economics

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   **Answer the following questions**

16. What do you understand by microeconomics?

17. What is zero Income elasticity of demand?

18. Define law of equi-Marginal utility.

19. Define MRTS.

20. Define supply schedule.

21. Define returns to scale.

22. Define opportunity cost.

23. Define expansion path.

24. What is Cobb-Douglas production function?

25. Define kinked demand curve.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   **Answer the following questions**

UNIT I

26. What are the various types of elasticity of demand.

OR

What are the determinants of demand are for consumes non-durable and durable goods.

UNIT II

27. What do you understand by ISO product curve? Describe its characteristics.

OR

Explain: Explicit cost, Implicit cost, and Normal profit.

UNIT III

28. Define perfect competition. Describe its characteristics.

OR

Distinguish between perfect and imperfect competition.

Section C   **[45 Marks]**

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   **Answer the following questions.**

UNIT I

29. What do you mean by law of diminishing marginal utility? Describe its importance.

OR

Distinguish various types of price elasticity of demand. Discuss the factors on which the elasticity of demand depends

UNIT II

30. Explain law of variable proportions.

OR

What is production? Describe the various factors of Production.

UNIT III

31. What do you understand by monopoly? How price and output is determined under monopoly?

OR

Explain:-
(i)   Price Leadership
(ii)   Price Rigidity in Oligopoly
(iii)   Difference in Oligopoly and Monopoly

The End

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : B.B.A
Paper III : [BBA-203]: Environmental Science and Management

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Give two examples each of renewable and non renewable resources.
2. Define deforestation.
3. What do you mean by land degradation?
4. What is ecosystem diversity?
5. Name any two nuclear hazards.
6. What do you mean by poaching of wild life?
7. What is bio magnification?
8. What is consumerism?
9. What is Acid Rain?
10. What do you mean by Water Shed Management?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11.(a) What are the various effects of dams on tribal people?

OR

(b) What are the environmental effects of extracting and using mineral resources?

UNIT II

12. Write a short note on Bio-geographical classification of India.

OR

What are the causes and effects of water pollution in India?

UNIT III

13. What are the various urban problems related to energy?

OR

What is global warming?

Section C　　　[45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

UNIT I

14. Define Environmental studies; write an essay on its need and importance for public awareness.

OR

Write a detailed note on the world food problems in the present scenario.

UNIT II

15. Write an essay on the measures to be taken to control Air pollution

OR

Write a detailed note on the threats of bio-diversity?

UNIT III

16. What are the various issues related to environment ethics? Suggest certain possible solutions to resolve such issues.

OR

Write a note on the efforts taken by the government to save environment, highlighting the features of environment protection Act?

The End

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : B.B.A
Paper IV : [BBA-204]:Business Regulatory Framework – I

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define a void agreement.

2. What is a cross offer?

3. Define coercion.

4. What is meant by real consideration?

5. What is special damage?

6. Explain continuing gurantee.

7. What do you mean by indemnity contract?

8. Define the term 'goods' under the sale of Goods Act.

9. Explain 'Partnership at will'

10. Who is a nominal partner?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Discuss essentials of a contract.

OR

Distinguish between coercion and undue influence.

UNIT II

12. Distinguish between ordinary damage and liquidated damage.

OR

State the rights of surety against creditor.

UNIT III

13. Distinguish between sale and hire purchase.

OR

"Non registration of partnership creates disabilities." Comment.

Section C [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. **Answer the following questions.**

UNIT I

14. State briefly the provisions regarding minor's agreement under the Indian Contract Act, 1872.

OR

Describe the provisions regarding appropriation of payments made by a debtor to his creditor.

UNIT II

15. Explain the various ways of discharge of contract.

OR

Define pledge. What are the rights and duties of pawnee.

UNIT III

16. What are the implied conditions and warranties under the sale of Goods Act?

OR

Define LLP. How does it differ from traditional partnership?

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2016- 17
End Semester Examination
Class : BBA – SEM II
Paper VI : [BBA-206]: Sales and Advertising – I

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define sales management.

2. Name any three theories of personal selling.

3. Mention any two factors which arise the need of sales organization.

4. List four external sources of recruitment of sales personnel.

5. Define selection

6. What is Non-Financial motivation?

7. Explain medium term sales forecasting.

8. What is meant by sales territory?

9. What are sales policies?

10. Explain distribution policies.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. What is sales organization? Explain the various factors of determining the structure of sales organization.

OR

Explain the 'Right set of circumstance Theory'

UNIT II

12. Explain the need and importance of motivating salesmen.

OR

What do you understand by the concept of controlling the sales personnel through supervision?

UNIT III

13. Discuss the limitations of sales quota setting.

OR

Discuss the importance of sales forecasting.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT I

14. 'A successful salesman is born and also made.' Being a good salesman requires certain qualities. What are the general and specific qualities of a good salesman?

OR

As a sales personnel, what challenges do you face in managing sales in the competitive era of 21st century. Explain the skills required to face such challenge.

UNIT II

15. 'The fortune of a concern depends on the appropriate sales force. The selection is not an easy job' Discuss the statement explaining the selection procedure of a salesman.

OR

Explain tools or methods you would adopt as a Sales manager to motivate your sales force which seems to be very dull and non energetic due to the monotonous nature of job.

UNIT III

16. Should a trader selling disposable glasses set a sales territory for his hawker sales force? Explain our answer giving reasons for not establishing sales territories. Discuss the importance of establishing sales territories.

OR

What are the types of Sales Policies? Describe each of them in brief?

The End

Sophia Girls' College, Ajmer

(Autonomous)

Semester II – 2017- 18

End Semester Examination

Class : BBA

Paper I : [201]:   Organizational Behaviour

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions.
Each question is of one mark.

I.   Answer the following questions

1. Define organizational behaviour.
2. Write any two factors of attitude.
3. Write a short note on the importance of motivation.
4. What is managerial grid?
5. What do you mean by external conditions of an organization?
6. State the characteristics of communication.
7. Mention any two importances of group decision.
8. Mention the dimensions of Group behaviour.
9. Explain organizational change in brief.
10. Write any two needs of organizational design.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at
least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. What can the management do to satisfy the various levels of workers as shown in Maslow's model?

OR

How does personality relate to OB? Discuss. Also describe the determinants of personality.

UNIT II

12. Discuss the levels of conflict management.

OR

Describe the factors of organizational design.

UNIT III

13. Write a note on organizational culture and change.

OR

Discuss the reasons for resistance to change.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT I

14. What is leadership? Discuss trait theory and behavioural theory.

OR

What do you mean by group decision making? Discuss the positive and negative aspects of group decision making.

UNIT II

15. Write a note on:
    a. Attitude and behaviour
    b. Attitude change
    c. Factors in attitude formation

OR

Write a note on:
    a. Vroom's expectancy theory
    b. Mc Gregor's theory
    c. Equity theory

UNIT III

16. What is centralization and decentralization? Explain differences between centralization and decentralization.

OR

What do you mean by organizational change nature? Discuss types and process of organizational change nature.

Sophia Girls' College, Ajmer
(Autonomous)
Semester I – 2017- 18
End Semester Examination
Class : B.B.A
Paper II : [BBA-102]: Business Statistics - I

Time : 2 ½ Hrs.   M.M: 70 Marks

<div align="center">Section A   [10 Marks]</div>

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Give any two reasons for distinct in statistics.
2. What is secondary data?
3. What is manifold classification?
4. Calculate Median if $\bar{x} = 45$ and $z = 36$.
5. Why is the standard deviation always calculated from arithmetic mean?
6. What is Variance?
7. Write meaning of linear correlation.
8. Give the formula to find out probable error.
9. If $bxy = \frac{-1}{6}$ and $byx = \frac{-3}{2}$, find out the coefficient of correlation.
10. Write the utility of regression lines.

<div align="center">Section B   [15 Marks]</div>

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Discuss any four functions of statistics.

<div align="center">OR</div>

Differentiate between Questionnaire and schedule.

UNIT II

12. The mean monthly salary paid to 77 employees in a company was Rs. 78, the mean salary of 32 of them was Rs. 75, and that of other 25 was Rs. 82. What was the mean salary of the remaining employees?

<div align="center">OR</div>

The Average mean marks and their variance are as follows:

Team	Average Mean	Variance
A	120	100

	B	95	121

Find out which Team is more variable in marks.

UNIT III

13. Calculate the concurrent deviation from the following data:

Year	2009	2010	2011	2012	2013	2014	2015
Supply	150	154	160	172	160	165	180
Price	200	180	170	160	190	180	170

OR

Distinguish between correlation and regression.

Section C   **[45 Marks]**

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

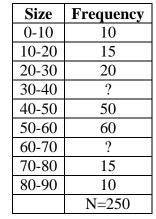## III.   Answer the following questions.

UNIT I

14. "Statistics are numerical statement of facts but all facts numerically stated are not statistics." Clarify this statement and point out briefly which numerical statement of facts are statistics.

OR

What are different Kinds of Classification? State how the classification of data is useful.

UNIT II

15. The median of the following incomplete distribution is 48. Find out the missing frequency and then find out arithmetic mean.

Size	Frequency
0-10	10
10-20	15
20-30	20
30-40	?
40-50	50
50-60	60
60-70	?
70-80	15
80-90	10
	N=250

OR

Find out the standard deviation and coefficient of standard deviation from the following data.

Age in Years	No. of Persons
Under 10	15

Under 20	30
Under 30	53
Under 40	75
Under 50	100
Under 60	110
Under 70	110
Under 80	120

UNIT III

16. From the data given below, find :
    a. The two regression equations
    b. The most likely marks in statistics when marks in Economics are 30.
    c.

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

OR

Explain the principle of 'Cause and effect'. Discuss the different methods of measuring correlation.

Sophia Girls' College, Ajmer

(Autonomous)
Semester II – 2017- 18
End Semester Examination
Class: B.B.A
Paper III: [BBA - 203]: Environmental Science and Management

Time: 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Natural resources are divided into which types? Give examples.
2. What is soil erosion?
3. Give four examples of metallic minerals.
4. What do you mean by landslides?
5. What is biodiversity?
6. Give names of hotspot in India.
7. What is red data book?
8. First Earth Summit was organized at which place?
9. What is Agenda-21?
10. What is Kyoto protocol?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Describe the causes of soil erosion.

OR

Write a note on environmental degradation by pesticides.

UNIT II

12. Write a note on In situ and ex-situ conservation.

OR

What are the cause and effects of Noise pollution?

UNIT III

13. Write a note on water conservation.

OR

Write a note on Environmental Protection Act.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following questions.

UNIT I

14. Write a detailed note on renewable and non-renewable energy sources.

OR

Write a detail note on exploitation and deforestation of forest resources.

UNIT II

15. Write an essay on endangered and endemic species of India.

OR

Write an essay on the causes and effects of Thermal pollution.

UNIT III

16. Write a note on rain water harvesting and watershed management.

OR

Write a detail note on acid rain and ozone layer depletion.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2017- 18
End Semester Examination
Class: B.B.A
Paper IV: [BBA-204]: Business Regulatory Framework

Time: 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define void contract.
2. What do you mean by 'Acceptance' of an offer?
3. What do you mean by past consideration?
4. What do you understand by wagering agreement?
5. Explain the meaning of 'Injunction'?
6. Define 'Pledge'.
7. What do you mean by continuing guarantee?
8. Define 'Goods'.
9. What do you understand by "sleeping partner"?
10. Explain the meaning of LLP?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Who is not having contractual capacity?

OR

Explain the various modes of performance of contract.

UNIT II

12. Differentiate between indemnity contracts and guarantee contract.

OR

Explain the various cases in which a contract is discharged by operation of law.

UNIT III

13. Differentiate between conditions and warranties under Sale of Goods Act, 1930.

OR

Differentiate between partnership firm and LLP.

Section C [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

UNIT I

14. Define contract. Explain the essentials of a valid contract.

OR

"A contract without consideration is void." Comment on the statement and give its exceptions.

UNIT II

15. Discuss the various rights of indemnity holder and indemnifier.

OR

Under what circumstances is a surety discharged from his liability? Explain.

UNIT III

16. Define a contract of sale of goods. State its essential characteristics.

OR

Define 'Partnership.' State the procedure for its registration.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2017- 18
End Semester Examination
Class: BBA
Paper V: [BBA-205]: Micro Economics

Time: 2 ½ Hrs.   **M.M: 70 Marks**

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define micro economics.
2. What is meant by utility?
3. What do you mean by indifference curve?
4. What is consumer surplus?
5. Define demand.
6. What do you understand by elasticity of demand?
7. What is meant by supply?
8. What is production?
9. Define cost.
10. Give definition of revenue.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Distinguish various types of price elasticity of demand.

OR

Explain various characteristics of utility.

UNIT II

12. Discuss various factors of production.

OR

Explain classification of cost.

UNIT III

13. Define monopoly competition. Describe its characteristics.

OR

Distinguish between perfect and imperfect competition.

Section C [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

UNIT I

14. Why the slope of demand curve is always downwards to the right. Discuss

OR

Briefly describe law of diminishing marginal utility.

UNIT II

15. Comment on ISO product curve.

OR

Explain law of variable proportion.

UNIT III

16. What do you understand by perfect competition? How price and output is determined under perfect competition?

OR

Explain:
   a. Price leadership
   b. Kinked demand curve

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2017- 18
End Semester Examination
Class: BBA
Paper VI: [BBA-206]:   Sales and Advertising Management

Time: 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. State any two objectives of sales management.

2. State any two challenges which a sales manager has to face in the 21st century.

3. State any two general qualities of a good salesman.

4. "Nothing is important to a salesman than knowing his product" why?

5. What is job analysis?

6. What do you mean by "patterned interview?"

7. What is "aptitude test?"

8. Why salesman should be motivated?

9. Define sales quota.

10. Why sales territories are established?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. What do you mean by salesmanship? Describe various kind of salesmanship.

OR

Write an explanatory note on "AIDAS" theory of selling.

UNIT II

12. Explain various sources of recruitment of sales force in a company.

<div align="center">**OR**</div>

Explain any five methods of non-financial motivation used for motivating sales persons.

<div align="center">## UNIT III</div>

13. Define sales policies. Explain significance of sales policies.

<div align="center">**OR**</div>

Explain in detail any five factors affecting size of a sales territory.

<div align="center">**Section C**   **[45 Marks]**</div>

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

<div align="center">## UNIT I</div>

14. What is sales organization? Why is sales organization needed? Describe characteristic features of some basic type of sales organization.

<div align="center">**OR**</div>

Explain in detail the functions of sales manager of a manufacturing company.

<div align="center">## UNIT II</div>

15. Explain the selection process used by sales organization. State the need and importance of a good selection process.

<div align="center">**OR**</div>

What do you mean by controlling salesperson? Explain in detail the control process used in sales organization.

<div align="center">## UNIT III</div>

16. Explain in detail different type of sales quota used in sales organization.

<div align="center">**OR**</div>

What are the factors which should be considered while doing sales forecasting? Describe briefly any five techniques of sales forecasting used in sales organization.

<div align="center">## *The End*</div>

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : BBA
Paper II : [202]: Business Statistics

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following questions

1. Define statistics
2. Write any two characteristics of statistics
3. What do you mean by primary data?
4. Write any two merits of median.
5. Define range
6. What do you understand by standard deviation?
7. Define correlation
8. Define regression
9. What do you mean by multiple correlations?
10. What do you mean by standard error?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following questions

UNIT I

11. Explain the importance of statistics.

OR

Write a short note on data collection

UNIT II

12. Calculate median from the following data:

Wages (Rs.)	No. of employees
0-5	5
5-10	8
10-15	10
15-20	9
20-25	8

<div align="center">**OR**</div>

Calculate mean by short-cut method:

No. of calls (x)	Frequency (f)
0	14
1	21
2	25
3	43
4	51
5	40
6	39
7	12

<div align="center">

UNIT III

</div>

13. Calculate coefficient of rank correlation from following data:

X	48	33	40	9	16	16	65	24	16	57
Y	13	13	24	6	15	4	20	9	6	19

<div align="center">**OR**</div>

Differentiate between correlation and regression.

<div align="center">**Section C**   **[45 Marks]**</div>

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III. Answer the following questions.

<div align="center">

UNIT I

</div>

14. "Statistics may be defined as the collection, presentation, analysis and interpretation of number data?" Explain

<div align="center">**OR**</div>

Discuss the scope of statistics.

<div align="center">

UNIT II

</div>

15. Calculate standard deviation from following data:

Age (under)	No. of persons
10	15
20	30
30	53
40	75
50	100
60	110
70	115
80	125

OR

Calculate quartile deviation or semi-inter quartile range from following data:

Size of item (x)	Frequency (f)
4	12
6	14
8	15
10	13
12	12
14	11
16	14

UNIT III

16. Write short notes on following:
    a. Importance of correlation
    b. Positive and negative correlation

OR

Explain the utility of regression in economic analysis. How are regression equations derived? Explain with an example.

THE END

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : B.B.A.
Paper I : [BBA-201]: Organization Behaviour

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   **Answer the following.**

1. What do you mean by personality?
2. State the characteristics of perception.
3. Write down two types of motivation.
4. What is networks channels?
5. Define group decision making.
6. Mention any two process of communication.
7. What is situational theory of leadership?
8. Give any two reasons for resistance of change in organization.
9. What is centralization and decentralization?
10. Define conflict management.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   **Answer the following.**

UNIT I

11. What is personality? Throw light on the various factors affecting development of personality.

OR

Explain various aspects of Maslow's need hierarchy.

UNIT II

12. Knowledge of transactional analysis helps in improving communication do you agree? Explain.

OR

Define organization behavior. Why do se study the subject?

UNIT III

13. What is organizational design? Explain its need and significance.

OR

Explain the factors responsible for creating and transmitting organizational culture and for getting it to change.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following.
UNIT I
14. What is perception and what factors influence our perception?
OR
What are the various factors which affect personality development of an individual?
UNIT II
15. What is group behavior? Discuss the stage of group development.
OR
What is group decision making? Mention the importance and positive and negative aspects.
UNIT III
16. What are the cause of conflict? Suggest measures to reduces conflict.
OR

Write short on:-
c.   Depart mention.
d.   Mechanism.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : B.B.A.
Paper II : [BBA-202]:Economics For Management

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following.

1. Utility.
2. Indifference curve
3. Budget set.
4. Perfectly inelastic demand
5. Production function.
6. Supplementary cast.
7. NNP_{FC}
8. Define price ceiling
9. Selling cost.
10. Homogeneous product.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following.

UNIT I

11. Why do central problems of an economy arise? Explain the central problem of "for whom to produce".

OR

What is a Budget line? Why is it downward sloping?

UNIT II

12. Distinguish between Returns to a factor and Returns to scale.

OR

Explain the relationship between Average cost and Marginal cost with the help of a diagram.

UNIT III

13. How is the equilibrium price determined under perfect competition? Explain with the help of a diagram.

OR

What are the difficulties to measure the National Income of a country?

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following.

UNIT I

14. Distinguish between Demand by an Individual consumer and Market demand of goods. Also state the factors leading to fall in demand by an individual consumer.

OR

State the law of supply. What is meant by change in supply and change in quantity supplied?

UNIT II

15. Explain the law of returns to a factor with the help of total product end marginal product schedule.

OR

Why does the difference between average total cost and average variable cost decrease with an increase in the level of output? Can these two be equal at some level of output? Explain.

UNIT III

16. What are the features of Monopolistic competition? Explain the output determination of Monopolistic competition in the long run.

OR

Explain various phases of trade cycle.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : B.B.A.
Paper III : [BBA-203]:Environmental Science & Management
Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following.

1. What is over grazing?
2. What is water pollution?
3. What do you mean by land degradation?
4. What is ex-situ conservation?
5. Give examples of endemic species of India.
6. What is water logging?
7. What are non renewable energy sources?
8. Define sustainable development.
9. What do you mean by acid rain?
10. Define environmental ethics.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following.

UNIT I

11. Describe the uses of forest resources.

OR

Write a note on effects of modern agriculture.

UNIT II

12. Write a note on threads to biodiversity.

Describe the bio-geographical classification of India.

UNIT III

13. Write a note on Nuclear hazards.

OR

Describe the soil pollution.

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following.

UNIT I

14. Write a detailed note on dams and their effects on tribal people.

OR

Write a detailed note on mining and its effects on environment.

UNIT II

15. Write an essay on biodiversity and its value.

OR

Write an essay on the causes and effects of marine pollution.

UNIT III

16. Write a detail note on global warming and its effects.

OR

What do you understand by Resettlement and rehabilitation of people? Explain its problems and solutions.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : B.B.A.
Paper IV : [BBA 204]: Business Regulatory Framework

Time : 2 ½ Hrs.   M.M: 70 Marks

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following.

1. What do you mean by domestic agreement?
2. Define 'Consideration'.
3. State the difference between proposal and invitation to a proposal.
4. What is remission?
5. What do you mean by quantum merit?
6. What is the extent of surety & liability?
7. What do you mean by future goods?
8. What is the touchstone of partnership?
9. Comment if registration of partnership firm is compulsory.
10. State any two differences between partnership firm and LLP.

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following.

UNIT I

11. Differentiate between a void contract and voidable contract.

OR

What are the effects of coercion on the validity of contract?

UNIT II

12. Discuss the doctrine of 'Supervening Impossibility'.

<div align="center">**OR**</div>

Explain the essential elements of a contract of pledge.

<div align="center">

UNIT III

</div>

13. What are advantage and disadvantage of LLP?

<div align="center">**OR**</div>

Explain the difference between sale and agreement to sale.

<div align="center">

Section C   [45 Marks]

</div>

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following.

<div align="center">

UNIT I

</div>

14. 'All contracts are agreements but all agreements are not contract". Comment.

<div align="center">**OR**</div>

Discuss the law relating to a minor's contracts in India.

<div align="center">

UNIT II

</div>

15. Define contract of guarantee. Explain the right of surety.

<div align="center">**OR**</div>

What are the various remedies available to a party in case of breach of contract?

<div align="center">

UNIT III

</div>

16. What are the implied conditions according to Indian Sale of Good Act.?

<div align="center">**OR**</div>

Discuss the main features of a partnership. Differentiate between partnership and co-ownership.

The End

Sophia Girls' College, Ajmer
(Autonomous)
Semester II – 2018- 19
End Semester Examination
Class : B.B.A.
Paper VI : [BBA 205]: Sales & Advertising Management

Time : 2 ½ Hrs.   **M.M: 70 Marks**

Section A   [10 Marks]

Section A contains 10 questions (20 words each) and a candidate is required to attempt all 10 questions. Each question is of one mark.

I.   Answer the following.

1. Differentiate selling vs salesmanship.
2. State the steps involved in selling sales personnel.
3. State any two importance of sales management.
4. What is incentive? State any two types of incentives?
5. What are disadvantages of internal sources of recruitment of sales personnel?
6. State any two methods of controlling the sales force.
7. Write two factors determing the size of sales territory.
8. What are the types of sales quotas?
9. State any two limitations of sales forecasting.
10. What are qualitative and quantitative models used in sales forecasting?

Section B   [15 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt 3 questions, at least 1 from each unit. Each question is of 5 marks.

II.   Answer the following.

UNIT I

11. Discuss the process of sales management.

OR

What are the factors that affect the structure of sales organization?

UNIT II

12. Describe the various tools used in th selection of a salesman.

OR

'The need for exercising control and supervision in sales organization are numerous'. Comment.

UNIT III

13. Define sales forecasting. What are the important features of sales forecasting?

OR

What are the problems and limitations of setting sales quotas?

Section C   [45 Marks]

Section C – contains 6 questions. Answer any three questions (400 words each), selecting one from each unit. Each question is of 15 marks.

III.   Answer the following.

UNIT I

14. Discuss the qualities of a successful salesman needed to meet the challenges in the 21st century.
OR
Explain in brief different selling theories.

UNIT II

15. What do you mean by recruitment of sales people in a modern firm? What are the sources of recruitment of sales personnel?
OR
What is the need of motivating salesmen? Discuss a sound motivation process.

UNIT III

16. What do you mean by sales territory? Discuss the reason for establishment of sales territory.
OR
Discuss the characteristics of sales polices. How are sales policies classified?

The End

Sophia Girls' College *(Autonomous)*
Ajmer
Semester II – 2021-22
End Semester Examination (May 2022)
Class : B.B.A
Paper I : [BBA-201]: Organization Behaviour

Time : 1 ½ Hrs.   **M.M: 40 Marks**

Section A   [12 Marks]

Section A contains 12 questions (20 words each) and a candidate is required to attempt <u>any 6 questions</u>.
Each question is of 2 marks.

I.   Answer the following questions.
1. Define "Perception".
2. Explain type A Personality.
3. Write three components of attitude.
4. What is Halo effect?
5. Explain the term Reference Group.
6. Define Quality circle.
7. What do you mean by "Brainstroming"?
8. What is Grapevine Communication?
9. Write any four qualities of any successful leader along with name of leader.
10. What is intrinsic motivation?
11. What are the potential sources of conflict in an organization?
12. Define the term Role Conflict.

Section B   [10 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt <u>any 2 questions</u>
<u>from different units</u> . Each question is of 5 marks.

II.   Answer the following questions.
UNIT I
13. Explain the process of perception in detail.
OR
Write a note on personality traits of Indian Managers.
UNIT II
14. Explain the communication process in detail. Also draw flow diagram.
OR
Explain different types of format and informal groups.
UNIT III
15. Define motivation. Explain theory X and Y of MC Gregors.
OR
Explain Trait theory of Leadership.

Section C   [18 Marks]

Section C contains 6 questions (400 words each) and a candidate is required to attempt <u>any 2 questions</u>
<u>from different units</u>. Each question is of 9 marks.

III. Answer the following questions.

UNIT I

16. Explain the term "Attitude" state various factors in attitude formation.

OR

Explain Psychoanalytic theory given by Freud. Also state its limitation.

UNIT II

17. Briefly describe the different stages of group development.

OR

Enumerate various barriers to effective communication . Also suggest the measures to overcome these barriers.

UNIT III

18. Distinguish between Maslow's theory of Need Hierarchy and Herzberg two factor theory of Motivation.

OR

Discuss Stages and Levels of Conflict in detail.

--The End--

Sophia Girls' College *(Autonomous)*
Ajmer
Semester II – 2021-22
End Semester Examination
Class : B.B.A.
Paper II : [BBA-202]: Economic For Management
Time : 1 ½ Hrs.   **M.M: 40 Marks**

Section A   [12 Marks]

Section A contains 12 questions (20 words each) and a candidate is required to attempt <u>any 6 questions</u>.
Each question is of 2 marks.

I.   Answer the following questions.
1. Define Micro Economics.

2. What is Cardinal approach of utility?

3. Explain any two criticism of Consumer's Surplus concept.

4. What is cross demand?

5. What is production function?

6. What do you mean by Envelop curve?

7. What is Break Even Point?

8. Explain the meaning of Contribution.

9. Define Discriminating Monopoly.

10. Explain any two characteristics of Monopoly Market.

11. Define Per Capita Income.

12. Define Recession.

Section B   [10 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt <u>any 2 questions from different units</u> . Each question is of 5 marks.

II.   Answer the following questions.
UNIT I
13. Explain the law of diminishing marginal utility.
OR
Can Demand curve rise upward from Left to Right? Explain the conditions.
UNIT II
14. Describe the characteristics of ISO-Product curve.
OR
Write a short note on BEP analysis.
UNIT III
15. Describe the characteristics of Imperfect competition market.
OR
Explain Keynes theory of trade cycle.

Section C contains 6 questions (400 words each) and a candidate is required to attempt <u>any 2 questions</u> <u>from different units</u>. Each question is of 9 marks.

III.   Answer the following questions.

UNIT I

16. Explain the consumer equilibrium by the application of indifference curve and budget line.

OR

What do you mean by Elasticity of supply? Explain various degrees of Elasticity of supply.

UNIT II

17. Explain the short term total fixed cost, total variable cost, average fixed cost, cost curve with the help of diagrams.

OR

Explain the three forms of returns to scale in long run production function.

UNIT III

18. Explain the price and output determination under perfect competition market.

OR

Define National Income. What are the main difficulties in its measurement? What are the measures to remove them?

--The End--

Sophia Girls' College *(Autonomous)*
Ajmer
Semester II – 2021-22
End Semester Examination
Class : B.B.A.
Paper III : [BBA-203]: Environmental Science and Management
Time : 1 ½ Hrs.   **M.M: 40 Marks**

Section A   [12 Marks]

Section A contains 12 questions (20 words each) and a candidate is required to attempt <u>any 6 questions</u>. Each question is of 2 marks.

I.   Answer the following questions.

1. Give the names of different types of Ecological Pyramids.
2. Give the names of alternative energy sources.
3. Give two effects of deforestation.
4. What is the meaning of multidisciplinary nature of environmental science?
5. Write names of endangered animals of India.
6. Give name of the act enacted for conservation of wild life.
7. Define Ecosystem.
8. What is the meaning of hot spot of biodiversity?
9. What is solid waste Management?
10. What is Smog?
11. What do you mean by sustainability development.
12. What do you mean by Acid rain?

Section B   [10 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt <u>any 2 questions from different units</u> . Each question is of 5 marks.

II.   Answer the following questions.
UNIT I
13. Explain environmental effects of extraction of minerals resources.
OR
Explain the effect of modern agriculture on the environment.
UNIT II
14. Describe structure of an ecosystem with the help of suitable example.
OR
Explain various threats to biodiversity.
UNIT III
15. What are the global effect of pollution ?

OR

Write a short note on Ozone depletion.

Section C   [18 Marks]

Section C contains 6 questions (400 words each) and a candidate is required to attempt <u>any 2 questions from different units</u>. Each question is of 9 marks.

III. Answer the following questions.

UNIT I

16. Explain the role of individual in conservation of natural resources.

OR

Write a short note on renewable sources of energy.

UNIT II

17. Explain Why India is known as Mega biodiversity nation?

OR

Explain In- Situ and Ex- situ conservation biodiversity.

UNIT III

18. What is the Air pollution? Discuss important measures to control air pollution.

OR

Describe environmental ethics with special reference to environmental equity and Priority principle.

--The End--

Sophia Girls' College *(Autonomous)*
Ajmer
Semester II – 2021-22
End Semester Examination
Class : B.B.A.
Paper IV : [BBA-204]: Business Regulatory Framework
Time : 1 ½ Hrs.   **M.M: 40 Marks**

Section A   [12 Marks]

Section A contains 12 questions (20 words each) and a candidate is required to attempt <u>any 6 questions</u>. Each question is of 2 marks.

I.   Answer the following questions.

1.   What is a Voidable Contract?

2.   When is a person competent to Contract?

3.   What is Consideration?

4.   What is General Offer?

5.   What do you mean by Warranty?

6.   What is Pledge?

7.   Who is an Indemnifier?

8.   What do you mean by suit for injunction.

9.   What are the Specific Goods?

10. What is LLP?

11. Who may be appointed as a partner of a firm?

12. Define Price as per sale of Goods Act?

Section B   [10 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt <u>any 2 questions from different units</u> . Each question is of 5 marks.

II.   Answer the following questions.

UNIT I

13. Distinguish between Offer and Invitation to an offer.

OR

Distinguish between Fraud and Misrepresentation.

UNIT II

14. Write a short note on 'Novation of a contract.

OR

Write a short note on Indemnity.

UNIT III

15. Explain rule of "Caveat Emptor"?

OR

'Is partnership a contract of good faith" Comment.

Section C   [18 Marks]

Section C contains 6 questions (400 words each) and a candidate is required to attempt <u>any 2 questions</u> <u>from different units</u>. Each question is of 9 marks.

III.   Answer the following questions.

UNIT I

16. Define Contract ? State the essentials of a valid Contract.

OR

What is Void agreement? Briefly state various agreement that are expressly declared void under Indian Contract Act.

UNIT II

17. Define 'Contract of guarantee'. Explain methods of discharge of surety.

OR

Define 'Pledge'. State the right and duties of the Pawnor and Pawnee.

UNIT III

18. Distinguish between Condition and Warranty in a contract of sale. When can a buyer of goods treat the breach of Condition as a breach of Warranty?

OR

Define Partnership? Discuss the main features of Partnership.

--The End--

Sophia Girls' College *(Autonomous)*
Ajmer
Semester II – 2021-22
End Semester Examination (May 2022)
Class : BBA
Paper V : [BBA-205]: Sales and Advertising Management
Time : 1 ½ Hrs.   **M.M: 40 Marks**

Section A   [12 Marks]

Section A contains 12 questions (20 words each) and a candidate is required to attempt <u>any 6 questions</u>.
Each question is of 2 marks.

I.   Answer the following questions.

1. Define Salesmanship.
2. What is sales Quota?
3. What do you mean by Sales Territory/
4. Define sales forecasting.
5. Explain Sales organization.
6. Write two important function of Sales management.
7. What is the objective of motivating sales personnel?
8. What do you mean by Sales Policies?
9. What is importance of 'Product knowledge' for a salesman?
10. Define meaning of Selling.
11. What is aptitude test in Selection?
12. What is Sales Control?

Section B   [10 Marks]

Section B contains 6 questions (50 words each) and a candidate is required to attempt <u>any 2 questions</u>
<u>from different units</u> . Each question is of 5 marks.

II.   Answer the following questions.

UNIT I
13. 'Sales management is a part of Marketing function' Explain.
OR
Explain AIDAS theory of selling.

UNIT II
14.   What steps are required to be followed in connection with the recruitment of salesman?
OR
What techniques are used for Salesman control?

UNIT III
15. What is the need and importance of sales territories?
OR
Explain the problems of Sales quote setting.

Section C   **[18 Marks]**

Section C contains 6 questions (400 words each) and a candidate is required to attempt <u>any 2 questions</u> <u>from different units</u>. Each question is of 9 marks.

III.   Answer the following questions.

UNIT I

16. Explain the Sales management challenges in the 21st century.

OR

Write short note on:
(a) Buying formula theory
(b) Behavioural equation theory

UNIT II

17. Discuss the importance of Non- financial motivation to sales personnel.

OR

What types of test and interviews are held for the selection of sales persons? Explain

UNIT III

18. Discuss the various types of Sales quotas.

OR

What are the factors to be kept in mind while allocating sales territories? Explain.

--The End--