Nizam College (Autonomous)
Faculty of Business Management
B.B.A. I – Semester Examinations, May - 2023
Basics of Marketing

Code No. 23M102/NC/BM

Time: 3 Hours

Max. Marks: 80

Section – A

I. *Answer any SIX of the following questions.*

[6 x 5 = 30]

1. Coordinated Marketing
2. Societal Marketing concepts
3. Positioning errors
4. Niche Marketing
5. Types of Innovators .
6. Reasons for failure of New Product
7. Product classification
8. Product mix decisions
9. Sales Promotion objectives
10. Franchising advantages and limitations

Section – B

II. *Answer the following questions using internal choice.*

[5 x 10 = 50]

11. (a) Why has marketing concept acquired so much of importance in modern day marketing?

[OR]

(b) Discuss the difference between sales orientation and marketing orientation. Give suitable examples.

12. (a) Discuss various bases of market segmentation.

[OR]

(b) How should a company choose target markets?

13. (a) Why do companies conduct test marketing when the product concept has already shown promising potential?

[OR]

(b) Discuss the adoption process of an innovation.

14. (a) Name any two products and two services that you think are in their introductory stage. What are their chances of success to reach growth stage? Give reasons.

[OR]

(b) Discuss psychological pricing strategy. Illustrate with examples the application of psychological pricing strategy.

15. (a) Discuss the various methods of trade sales promotions. In your view, which method is more suitable?

[OR]

(b) Describe the major functions of marketing channels. Why are distribution channels more suitable for performing these functions?

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. I– SEMESTER EXAMINATIONS, MAY - 2023
BUSINESS ORGANIZATION AND MANAGEMENT

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions. **[6 x 5 = 30]**

1. Define Trade, Industry and Commerce
2. Explain the classification of 'Industry'
3. Co-operative Societies
4. What is Joint Stock Company?
5. What is the difference between venture capital and seed capital?
6. Mention two factors that differentiate share and debenture.
7. Define the term "span of management"
8. Explain the importance of Delegation.
9. What do you mean by organizing?
10. Difference between the organization and management

SECTION – B

II. Answer the following questions using internal choice. **[5 x 10 = 50]**

11. (a) What are the factors that determine the choice of business organization.

[OR]

(b) Explain briefly the differences between business, trade, industry and commerce.

12. (a) What is partnership business? Discuss its advantages and disadvantages.

[OR]

(b) What is Partnership Deed? Explain the content of a Partnership Deed.

13. (a) Define debentures. Explain its types.

[OR]

(b) Write a short note on the followings

    i) Fixed Capital ii) Working Capital iii) Shares iv) Public Deposits

14. (a) Define Scientific Management. List out its objectives and features.

[OR]

(b) Explain the Fayol's principles in detail

15. (a) Define Planning. Explain its Characteristics.

[OR]

(b) Discuss various functions of management.

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Nizam College (Autonomous)
Faculty of Business Management
B.B.A. I – Semester Examinations, May - 2023
Principles of Management

Time: 3 Hours

Max. Marks: 80

Section – A

I. Answer any SIX of the following questions.

[6 x 5 = 30]

1. Explain Classical theory.
2. What is the importance of Organizing?
3. Write about the scope of Delegation.
4. What do you mean by Planning?
5. ISO standards in TQM.
6. Write in detail about competitive advantage.
7. Mention steps involved in Selection process.
8. Explain the need of co-ordination.
9. Explain the role of a manager in directing the staff.
10. Write in brief about management skills implementing in TKM.

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) What do you mean by Management? Discuss its nature and scope.

[OR]

(b) Write in detail about the levels of management.

12. (a) Discuss the various policies and procedure in Planning. How is it significant in recent Scenario?

[OR]

(b) What are the different types of Decision?

13. (a) Explain the importance of Organizing.

[OR]

(b) Differentiate between Formal and Informal Organization.

14. (a) What is Motivation? Explain the conceptual framework of Motivation.

[OR]

(b) Explain the importance of staffing.

15. (a) Write in detail about TKM.

[OR]

(b) Explain the significance of CSR.

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TIME: 2 HOURS

MAX. MARKS:40

SECTION – A

I. Answer ALL the following questions.

[5 x 2 = 10]

1. What is Time perspective Principle?
2. Define Demand.
3. What is production?
4. What is cost classification?
5. What is monopoly market?

SECTION – B

II. Answer the following questions using internal choice.

[5 x 6 = 30]

6. (a) What is Nature of Business economics? Explain.

(OR)

(b) Explain the Scope of Business Economics.

7. (a) Explain the law of Demand.

(OR)

(b) Explain the Exception to the law of Demand.

8. (a) Explain the Theory of Production.

(OR)

(b) Explain the Production Function.

9 .(a) Explain the long run cost curves.

(OR)

(b) Explain the Experience curve.

10. (a) Explain the price determination in perfect competition.

(OR)

(b) What is oligopoly market? Explain its Features.

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Time: 3 Hours

Section – A

Max Marks :80

I. *Answer any SIX of the following questions.*

$[6 \times 5 = 30]$

1. Discounting Principle

2. Business Economics

3. Supply

4. Demand

5. Cost Concepts

6. Production

7. Monopoly

8. Market

9. Positioning.

10. Oligopoly

Section – B

II. *Answer the following questions using internal choice.*

$[5 \times 10 = 50]$

11. (a) Explain the concepts of Opportunity Cost and Incremental Cost.

[OR]

(b) Define Business Economics and explain its Nature and Characteristics.

12. (a) Explain about Law of Supply.

[OR]

(b) Write about the Law of Demand and its Exemptions.

13. (a) Explain about Law of Diminishing Marginal Returns to Scale.

[OR]

(b) Write about theory of Production.

14. (a) Write about Economies and Diseconomies to the scale.

[OR]

(b) Explain Cost Concepts along with Cost Classification.

15. (a) Write about Price leadership and Market Positioning.

[OR]

(b) Explain about Monopolistic Market Structures and their Pricing.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. II SEMESTER EXAMINATIONS, MAY – 2023
BUSINESS STATISTICS

TIME: 2 HOURS

MAX. MARKS:40

SECTION – A

I. Answer ALL the following questions.   [5 x 2 = 10]

1. Define Systematic Random Sampling.
2. What is Pie Diagram?
3. Define Quartiles.
4. What is Range?
5. Scatter Diagram.

SECTION – B

II. Answer the following questions using internal choice.   [5 x 6 = 30]

6. (a) Explain the meaning of Statistics and its importance.

(OR)

(b) How do you classify Table?

7. (a) The Sales, Gross Profit and Net Profit of the crops in Telangana for the years 2017-2020 was as follows. Draw a Multiple Bar Diagram for the given data.

Year	Sales	Gross Profit	Net Profit
2017	100	30	10
2018	120	40	15
2019	130	45	25
2020	150	50	25
Total	500	165	75

(OR)

(b) Number of workshops organized by the college in different areas during the last five years are as follows.

Year	No. of workshops
2016-2017	25
2017-2018	30
2018-2019	42
2019-2020	50
2020-2021	65

Draw a Histogram by representing the above data.

8. (a) What are the various Measures of Central Tendency.

(OR)

(b) Calculate the Arithmetic Mean for the following data.

Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70	70-80	80-90	90-100
No of students	33	53	108	221	153	322	439	526	495	50

[P.T.O.]

9. (a) Calculate the Standard Deviation for the following data.

S.No	1	2	3	4	5	6	7
Weekend Income	270	350	258	282	218	202	364

(OR)

(b) From the following data calculate Karl Pearson's Coefficient of Skewness.

Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70
No of students	12	28	40	60	32	18	10

10. (a) Find Karl Pearson's Coefficient Correlation for the following data.

X	65	66	67	67	68	69	10	72
Y	67	68	65	68	72	72	68	71

(OR)

(b) Calculate Three Year Moving Average for the following data.

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Value	242	250	252	249	253	255	251	257	260	265

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NIZAM COLLEGE (AUTONOMOUS)   CODE NO. 23M202/NC/BS
FACULTY OF BUSINESS MANAGEMENT
B.B.A. II– SEMESTER EXAMINATIONS MAY - 2023
BUSINESS STATISTICS

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions.

[6 x 5 = 30]

1. Primary and Secondary data
2. Objectives of Tabulation.
3. Draw Pie diagram for the following data of expenses of the house hold

Expenses	Amount(RS)
Rent	12000/-
Monthly Provisional	15000/-
Monthly EMI	10500/-
Other Expenses	6000/-

4. What is Bar Diagram
5. Calculate Mean from the following data

Income	100	200	300	400	500	600

6. An average daily wage of 10 workers in a factory 'A' is Rs.30 and an average daily wages 20workers in a factory 'B' is Rs. 15. Find the average daily wages of all the workers of both the factories
7. From the following data, calculate Range and Coefficient of Range.

Roll No	1	2	3	4	5	6
Marks	15	25	35	45	55	65

8. From the following data, calculate Standard Deviation

Roll No	1	2	3	4	5	6
Marks	25	55	5	45	15	35

9. What is Rank Correlation?
10. What are the components of Time Series?

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) What are the Various Methods of Random Sampling?

[OR]

(b) What do you means by tabulation of data? Explain the parts of tables.

12. (a) Draw the bar diagram to the following data of X Ltd

Year	2017	2018	2019	2020	2021	2022
Incomes (Rs)	150000	250000	300000	350000	400000	450000
Expenses (Rs)	130000	180000	270000	320000	350000	380000

[OR]

(b) What are the different types of charts and diagrams? Explain any two with suitable example.

13. (a) From the following data compute Median & Mode

Marks less then	0	10	20	30	40	50	
No of students	10	30	60	110	150	180	

[PT.O.]

[OR]

(b) From the following data, calculate Harmonic Mean.

Class Interval	10-20	20-30	30-40	40-50	50-60	60-70
Frequency	10	20	30	50	40	30

14. (a) From the following data, calculate Quartile Deviation & Coefficient of Quartile Deviation.

Marks	0-10	10-20	20-30	30-40	40-50	50-60
No of Students	10	20	30	50	40	30

[OR]

(b) From the following data, calculate Standard Deviation.

Marks	0-10	10-20	20-30	30-40	40-50	50-60
NO STUDENTS	5	7	3	15	8	2

15. (a) Calculate Karl Pearson's Correlation from the data given below

A	4	6	8	10	12	14	16	18	20	22
B	3	1	2	5	7	8	12	13	15	20

[OR]

(b) Find the trend Values by the method of least Square and estimate production for 1988:

Year	2015	2016	2017	2018	2019	2020	202
No salesmen	15	25	32	38	45	52	60

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. II – SEMESTER EXAMINATIONS, MAY - 2023
ORGANISATIONAL BEHAVIOUR

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions.

[6 x 5 = 30]

1. Discuss the importance of organisational behaviour.
2. What is social learning theory?
3. Enlist the characteristics of leadership.
4. Discuss the trait theory of leadership.
5. Write a note on group cohesiveness.
6. Enumerate the characteristics of groups.
7. Who are change agents in organisational change programs?
8. What are the characteristics of organisational development?
9. Distinguish between organisational culture and organisational climate.
10. What are the indicators of organisational effectiveness?

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) Explain the historical developments of organisational behaviour.

[OR]

(b) What are the stages of personality development?

12. (a) Elaborate on Maslow's need hierarchy theory of motivation.

[OR]

(b) Explain managerial grid theory of leadership.

13. (a) Enumerate the various stages of group formation.

[OR]

(b) Explain the Concept of Johari Window.

14. (a) What are the factors that contribute to organisational change?

[OR]

(b) Explain the process of organisational development.

15. (a) What is organisational effectiveness? Discuss how organisational effectiveness can be achieved?

[OR]

(b) Define morale and discuss the different types of morale with examples?

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. II- SEMESTER EXAMINATION-MAY - 2023
PAPER: 206
BUSINESS LAW

CODE NO. 23M206/NC/BL

TIME : 3 HOURS.

SECTION- A

[MAX.MARKS: 80]

I. Answer any Six of the following questions.

1. Fundamental Rights
2. Indian Contract Act 1872
3. SuoMoto disclosure
4. Define Consumer.
5. Types of Pollution
6. Nature of Law
7. Agreement – define.
8. Consumer dispute
9. District forum
10. Define Unfair Trade.

(6x5=30)

SECTION – B

II. Answer the following questions using internal choice.

(5x10=50)

11 (a) Explain the Scope and Sources of Business Law.

(OR)

(b) Explain Directive Principle of State Polices.

12 (a) Explain the Essentials of a Valid Contract.

(OR)

(b) Explain the Rights of unpaid seller.

13 (a) Explain the objectives of RTI Act.

(OR)

(b) Explain the various authorities under RTA Act 2005.

14 (a) Explain the various offences and penalties under competition Act 2002.

(OR)

(b) Explain various redressal Agencies under consumer protection Act.

15. (a) Explain the salient features of FEMA.

(OR)

(b) Explain the objectives of Environment protection Act.1986.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. II– SEMESTER EXAMINATIONS, MAY – 2023
FINANCIAL ACCOUNTING

TIME: 3 HOURS   MAX. MARKS: 80

SECTION – A

I. Answer any Six of the following questions.   [6 x 5= 30]

1. Discuss the importance of Fixed Assets in companies.

2. Distinguish between Capital and Revenue Receipts.

3. Write a short note on EPS.

4. State the objectives of Accounting Standards.

5. What do you mean by Long Term Liability?

6. How do you classify the Accounts?

7. How do you describe stock velocity?

8. Discuss the managerial uses of P/E ratio.

9. How do you differentiate Journal and Ledger?

10. What is meant by Balance Sheet? Mention some contents in it.

SECTION – B

II. Answer the following questions using internal choice.   [5 x 10 = 50]

11. (a) Discuss briefly the accounting cycle mechanism.
                                    [OR]
   (b) What is accounting? Explain few advantages of accounting.

12. (a) What is Double entry Book keeping system? Explain briefly its advantages and disadvantages.
                                    [OR]
   (b) From the following details, prepare a Trial Balance as on 31st Dec 2021.

Particulars	Amount in ₹	Particulars	Amount in ₹
Building	5,000	Salary	1,500
Capital	50,000	Insurance	400
Purchases	90,000	Debtors	15,200
Sales	1,00,000	Bills receivable	4,800
Returns (Cr)	8,000	Bills payable	4,000
Investments	5,200	Stationery	1,000
Cash in hand	6,500	Plant and Machinery	11,000
Drawings	5,000	Bank (Cr)	1,000
Returns (Dr)	1,000	Stock	25,000
Rent	8,00	Salary payable	1,200
Creditors	11,000	Commission (Cr)	600
Interest payable	200	Carriage	3,000
Advertisement	600		

(P.T.O.)

13. (a) From the following details, prepare final accounts for the year ending 31-12 2021.

Particulars	₹	Particulars	₹
Capital	35,000	Insurance	2,000
Drawings	6,000	General expenses	4,000
Furniture	2,600	Salaries	12,000
Bank OD	4,200	Commission (Dr)	1,600
Creditors	13,800	Carriage outward	2,000
Premises	24,000	Discount (Dr)	2,000
Opening	20,000	Discount (Cr)	2,000
stock	15,000	Bad debts	800
Debtors	1,000	Sales returns	2,000
Rent received	1,12,000	Sales	1,50,000
Purchases			

Adjustments:
   a. Stock as on 31-12 2021 ₹.20,000
   b. Written off depreciation premises ₹1,000 and furniture ₹ 600
   c. Make a reserve of 5% on debtors for doubtful debts.
   d. Carry forward ₹ 200 for unexpired insurance.

[OR]

(b) Write about usefulness of financial statement to various users.

14. (a) Explain the various types of Financial Analysis?

[OR]

(b) From the following information find out,
   a. Sales
   b. Sundry debtors
   c. Closing stock

   Debtors' velocity   3 months
   Stock velocity   8 months
   Creditors velocity   2 months
   Gross profit ratio   25%
   Gross profit   ₹. 4,00,000

Closing stock is ₹.10,000 above the opening stock. Bills receivable ₹.25,000 and bills ₹.10,000.

15. (a) Explain the procedure for issuing IND-AS.

[OR]

(b) What are the main features of IFRS?

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. III– SEMESTER EXAMINATIONS, MAY - 2023
INTRODUCTION TO INFORMATION TECHNOLOGY

TIME: 3 HOURS   MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions.   [6 x 5 = 30]

1. What are the functions of an Operating System?
2. What are the types of memories available in the computer system?
3. Differentiate LAN, WAN and MAN.
4. Explain the advantages of E-mail?
5. Describe the terms Templet and Wizards.
6. Specify the features of MS- Power point.
7. Explain the Difference between Internet and Extranet.
8. Discuss the advantages of Search engines
9. What is Transaction Processing system?
10. Explain the disadvantages of DBMS.

SECTION – B

II. Answer the following questions using internal choice.   [5 x 10 = 50]

11. (a) Explain the simple model of a Computer.
                        (OR)
    (b) What are different types of data that can be given as input to the Computer?

12. (a) Explain the various types of network types. with suitable examples.
                        (OR)
    (b) What are the disadvantages of Wi-Fi? Explain briefly Bluetooth.

13. (a) Discuss the process, purpose and advantages of mail merge.
                        (OR)
    (b) Explain the role of custom animation and transition in MS- Power Point.

14. (a) Define 'E-Commerce'. Explain the types of E-Commerce transactions.
                        (OR)
    (b) What is meant by 'www'? Explain its advantages and disadvantages.

15. (a) Define Information System and discuss various types of Information System.
                        (OR)
    (b) Define 'Decision Support System'. How does it differ from an expert system?

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Time: 2½ Hours

Max. Marks: 60

Section – A

I. Answer any FOUR of the following questions.

[4x 5 = 20]

1. Explain Input devices.

2. What is OSI model in networks?

3. What is the purpose and need for Information Systems?

4. What are multimedia devices?

5. Explain about WWW.

6. What is RFID and how does it work?

Section – B

II. Answer the following questions using internal choice.

[5 x 8 = 40]

7. (a) Explain types of Software with examples.

[OR]

(b) Define Network and explain different types of Topologies with diagrams.

8. (a) Explain MIS and DSS with examples.

[OR]

(b) Explain Ethical and social issues in Information Systems.

9. (a) Discuss about applications of Multimedia in business in detail.

[OR]

(b) Explain different types of multimedia formats.

10. (a) Distinguish e-commerce and m-commerce with examples.

[OR]

(b) Explain about security issues in Internet.

11. (a) What are features of MS-Excel and MS-Access and explain its uses in Business.

[OR]

(b) Explain about wireless communications.

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Nizam College (Autonomous)
Faculty of Business Management
B.B.A. III – Semester Examinations, May - 2023
Financial Management

Time: 3 Hours

Max. Marks:80

Section – A

I. *Answer any SIX of the following questions.*   [6 x 5 = 30]

1. Define finance.
2. Explain profit maximization.
3. List out the functions of finance manager.
4. Explain the concept of Time value of money.
5. Explain IRR and Pay Back period Methods.
6. Define working capital.
7. Explain the motives for holding cash.
8. Explain the importance of payment of dividend to shareholders.
9. Explain ABC Analysis.
10. Explain the importance of stock in a organization.

Section – B

II. *Answer the following questions using internal choice.*   [5 x 10 = 50]

11. (a) Explain the role and importance of finance manager in an organization.
            [OR]
    (b) Explain the difference between profit and wealth maximization.

12. (a) Capital budgeting decisions are irreversible decisions substantiate.
            [OR]
    (b) The following details include: Initial Investment Rs:12,00,000, scrap value Rs :2,00,000,
        working life 5 year, Additional working capital Rs: 1,00,000
        Calculate Average Investment.

13. (a) Define capital Structure. Explain the different determinants of Capital Structure.
            [OR]
    (b) A Firm's cost of capital is 10%. It is considering two mutually exclusive projects X and Y.
        The details are given below.

Years	Cash Inflows, Project X	Project Y
Initial Investment	1,40,000	1,40,000
1	20,000	1,20,000
2	40,000	80,000
3	60,000	40,000
4	90,000	20,000
5	1,20,000	20,000
Total	3,30,000	2,80,000

Compute ⎯
1) Pay Back Period
2) Net present value
P.V Factor @10% 5 years

I year	II year	III year	IV year	V year
0.909	0.826	0.751	0.683	0.621

As a finance manager, which project do you consider and why? Interpret.

P.T.

14. (a) Working capital is the life blood of an enterprise Discuss.

[OR]

(b) A cost sheet of a company provides you the following information

Elements of cost	Amount per unit
Materials	80 /-
Direct Labor	30/-
Overheads	60 /-
Total cost	170
Profit	30
Selling price	200

The following further particulars are available

a) Raw materials are in stock for one month (avg)
b) Raw materials are in progress on an average for half a month.
c) Finished goods are in stock on an average for one month
d) Credit allowed by supplier one month.
e) Lag in payment of overheads is one month.
f) Lag in payment of wages is 3/2 weeks.
g) $1/4^{th}$ output is sold against cash.
h) Cash in hand and at bank is expected to be 1,25,000/-
i) Credit allowed to customers 2 months.

You are required to prepare a statement showing the working capital needed to finance leve
activity of 2,08,000 units of production.

15. (a) Define credit policy. Explain the objectives of credit policy.

[OR]

(b) The components A and B are used as follows
Normal usage: 40 units per week each. Minimum usage: 15 units per week each.
Maximum usage: 85 units per week each.
Re -order quantity A: 300 units B: 500 units; Re -order period A: 5to 6 weeks
B: 3 to 4 weeks.
Calculate for each component
i)Re-order level ii) Minimum level iii) maximum stock level iv) Average stock level .

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TIME: 2 HOURS   **MAX. MARKS:40**

SECTION – A

I. Answer ALL the following questions.   [5 x 2 = 10]

1. Explain the accounting equation
2. Write a rule on debit and credit
3. Define Trial Balance
4. List out the different financial ratios
5. Write a note on IASB

SECTION – B

II. Answer the following questions using internal choice.   [5 x 6 = 30]

6. (a) Explain the nature of Accounts.

(OR)

(b) Explain the accounting Concepts with example.

7. (a) What is journal entries ? Draw the specimen of journal with imaginary figures.

(OR)

(b) Miss Twinkle Punia started a restaurant investing Rs.5,00,000 on Jan. 1, 2000 and further submits the details of the transactions:

2006

Jan.5: She purchased furniture for Rs. 2,75,000; Crockery Rs.75,000 and cooking utensils Rs. 38,000

Jan. 10: She paid Rs. 1,00,000 as Salami for taking the shop on lease for ten years at Daryaganj, Delhi.

Jan. 15: She took a temporary loan of Rs.75,000 from her brother Rupinder, a financier.

Jan. 25: She took a bank loan of Rs. 50,000 and repaid the loan taken from her brother, Rupinder partly.

Jan. 31: She appointed Lavina as a manager at a salary of Rs. 5000 p.m. and took from her a security deposit of Rs. 50,000.

Pass Journal entries in the books of Twinkle Punia.

8. (a) Explain the differences between Trading and Profit & Loss Accounts

(OR)

(b) Following is the Trial Balance of Mr. Naresh for the year ended 31st March,2006:

Particulars	Dr.	Cr.
	Rs.	Rs.
Capital	-	3,50,000
Stock on 1st April, 2005	30,000	-
Sales	-	2,00,000
Carriage	4,000	-
Freight and Customs Duty	6,000	-
Purchases	1,90,000	-
Salaries	15,000	-
Income Tax	10,000	-
Sundry Debtors and Sundry Creditors	24,000	14,000
Cash at Bank	20,200	-
Cash in Hand	5,000	-

P.T.O

Furniture		1,800	-
Life Insurance premium		5,000	-
Sales Tax		5,000	-
Building		1,80,000	-
Drawings		68,000	-
Office Expenses		2,000	-
Discount Received		-	2,000
		5,66,000	5,66,000

Prepare Trading and Profit and Loss Account for the period ending 31st March, 2006 and a Balance Sheet as on that date after taking following information into consideration.

1. Closing stock Rs. 80,200 (including stationery stocks Rs.200).
2. Office expenses include stationery purchasedRs.800.
3. Sundry Debtors include Rs.3,000 receivable from Reeta and SundryCreditorsincludeRs.1,000payabletoReeta.
4. A sum of Rs.5,000 has been received from a debtor as deposit which has been credited tohis account.
5. Rs.500 were written off as bad debts in previous year and this amount has been received during the current year and has been credited to Debtors Account.
6. Some employees are residing in the premises of business due to their nature of service, the rent of such portion is Rs.1,000 per month.
7. Salaries include a sum of Rs.500 which is advance salary.
8. On 1st April, 2005 books contain such furniture of Rs.600 which was sold for Rs.290 on 30th Sept., 2005 and in exchange of it a new furniture of Rs.520 was acquired, its net invoice of Rs.230 was recorded in purchase books.
9. Depreciate Buildings @ 5% p.a. and Furniture @ 10%p.a.
10. Goods worth Rs. 2,000 were in transit on the last day of the accounting year.

9. (a) Explain the objectives of Financial Statements analysis.

(OR)

(b) Calculate the following ratios from the balance sheet given below
(i) Debt-Equity Ratio (ii) Current Ratio (iii) Fixed Assets to current Assets Ratio (iv) Fixed assets Turnov ratio (v) Fixed assets to net worth Ratio.

Liabilities	Amount	Assets	Amount
Equity Share Capital	1,00,000	Goodwill	60,000
Reserves	20,000	Fixed assets	1,40,000
P&L A/c	30,000	Stock	30,000
Secured Loans	80,000	Bills Rec	10,000
Creditors	50,000	Cash	30,000
Provision for Tax	20,000	Bank	30,000
	3,00,000		3,00,000

10. (a) Explain the Features of IFRS.

(OR)

(b) What are the uses and objectives of IFRS?

****

TIME: 3 HOURS

SECTION – A

MAX. MARKS: 80

I. Answer any SIX of the following questions.

[6X5=30]

1. List out the users of Accounting Information.
2. Explain the Scope of Accounts.
3. What is the rule of debit and credit? Explain.
4. Write a note on ledger.
5. What is Profit and loss Accounting? Draw the specimen of Profit and loss account.
6. What is Trial Balance?
7. Explain the profitable ratios.
8. List out the Techniques of Financial Statements.
9. What are the benefits of Indian Accounting Standards?
10. What is IFRS?

SECTION – B

II. Answer the following questions using internal choice.

[5X10=50]

11. (a) Explain the Concepts and Conventions of accounting.

OR

(b) Explain the Nature and Scope of Financial Accounting.

12. (a) Journalize the following transactions in the books of Sunil:

Jan 2021

3	Received cash from Ram ₹ 15000
4	Purchased goods for cash ₹ 2500
11	Sold goods to Hari ₹ 3200
13	Paid Ramesh ₹ 1400
15	Paid cash at Bank ₹ 1200
16	Purchased Chair ₹ 600
17	Received from Hari ₹ 1100
20	Bought furniture from Sham ₹ 2200
27	Paid Rent ₹ 480
30	Paid Salaries ₹ 1100

OR

(b) What is double entry system of accounting? Explain its advantages.

13. (a) Following is the Trial Balance of Ram Ltd on 31 March 2013

Particular	Debit	Particulars	Credit
Bank	7,500	Capital	2,00,000
Purchases	3,49,60,000	Bills Payable	50,000
Salaries	21,000	Loan	1,00,000
Carriage on Sales	2,500	Sales	36,00,000
Carriage on Purchases	2,000	Discount	2,000
Lighting	1,500	Commission	500
Buildings	1,35,000	Creditors	1,00,000
Rates and Taxes	2,000		
Debtors	40,000		
Furniture	30,000		
Cash	1,250		
Bills Receivable	7,500		
Stock(31 March 2013)	3,06,250		

Additional Information: - Rates have been prepaid to the extent of Rs.600; During the year bad debts amount to RS.2500; A Provision of 5% on debtors to made; Buildings have to deprecate at 2% and Furniture at 10%; Goods Purchased on credit taken into the stock nut not recorded in the books Rs.5000. Prepare Trading & Profit and Loss Accounts and Balance Sheet as on March 31, 2013

OR

(b) Explain the Difference between Profit and loss Accounting and Balance Sheet.

14. (a) The Balance Sheet of VED& Co and RAD& Co are Given Below.

Liabilities	VED	RAD	Assets	VED	RAD
Equity Share Capital	1,50,000	4,00,000	Land & Buildings	80,000	1,23,000
Reserve Fund	14,000	18,000	Plant & Machinery	3,34,000	6,00,000
8% Debentures	1,15,000	1,30,000	Short Term Investments	1,000	40,000
Pref Share Capital	1,20,000	1,60,000	Stock	10,000	25,000
Sundry Creditors	12,000	4,000	Debtors	4,000	8,000
Bills Payable	2,000	-	Prepaid Exp	1,000	2,000
Outstanding Expenses	15,000	6,000	Cash at Bank	8,000	10,000
Proposed Dividends	10,000	90,000			
	4,38,000	8,08,000		4,38,000	8,08,000

Compare the Financial position of the above two Companies with the help of a comparative statement and interpret the result.

OR

(b) Calculate the following ratios from the balance sheet given below
(i) Debt-Equity Ratio (ii) Current Ratio (iii) Fixed Assets to current Assets Ratio (iv) Fixed assets Turnover ratio (v) Fixed assets to net worth Ratio.

Liabilities	Amount	Assets	Amount
Equity Share Capital	1,00,000	Goodwill	60,000
Reserves	20,000	Fixed assets	1,40,000
P&L A/c	30,000	Stock	30,000
Secured Loans	80,000	Bills Rec	10,000
Creditors	50,000	Cash	30,000
Provision for Tax	20,000	Bank	30,000
	3,00,000		3,00,000

15. (a) What are the main features of IFRS? Explain.

OR

(b) What are the silent features of Indian AS issued by ICAI?

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CODE: 23M301/NC/HRM

Nizam College (Autonomous)
Faculty of Business Management
B.B.A. III - Semester Examinations May - 2023
Human Resource Management

Time: 3 Hrs   Max. Marks: 80

SECTION – A

I. *Answer any SIX of the following questions.*   [6 x 5 = 30]

1. International HRM
2. Business Process Reengineering
3. Job rotation
4. Orientation
5. Vestibule Training
6. Succession Planning
7. Arbitrator
8. Code of discipline
9. MBO
10. Cultural Web

SECTION – B

II. *Answer the following questions using internal choice.*   [5 x 10 = 50]

11. (a) List out managerial and operational role of HRM.
              [OR]
    (b) Explain the factors inhibiting the growth of personnel management in India. Suggest
         measures to improve the situation.

12. (a) Distinguish between the qualitative and quantitative approach to forecasting the need for
         Human resource alongwith few methods for each approach.
              [OR]
    (b) List out various selection techniques in general. Outline those selection techniques which
         are popularly used in India.

13. (a) Differentiate between training and Development.
              [OR]
    (b) What are the factors you consider important for successful career planning.

14. (a) Define Industrial relations? What measures would you suggest to improve industrial
         relations in a firm?
              [OR]
    (b) Outline the major obstacles that stand in the way of a rapid growth of genuine collective
         bargaining in India?

15. (a) " Performance appraisal is not merely for appraisal but is for accomplishment and
         improvement of performance" Justify the statement by your comments on the same.
              [OR]
    (b) Illustrate the impact of QWL on Organisational culture and organisational climate.

****

NIZAM COLLEGE (Autonomous)
Faculty of Business Management
B.B.A. IV - Semester Examinations May - 2023
Financial Management

Time: 3 Hrs

Max Marks : 80

SECTION –A
[6x5=30]

I. Answer any SIX of the following Questions.

1. Explain the objectives of financial management.
2. What are the major differences between accounting and Finance?
3. Write a note on Time value of money.
4. Explain the decision criteria of IRR.
5. Explain the features of debentures.
6. What are the types of dividends? Explain.
7. Explain cash Management Techniques in detail.
8. Explain Gross and net working capital with own example.
9. Write a note on EOQ with Example.
10. What is Safety stock? Explain its uses.

SECTION –B
[5x10=50]

II. Answer the following Questions using internal choice.

11. (a) The principle focus of Finance is on decisions and actions which affect the value of the firm. How can financial manager help to maximize it?

OR

(b) What is financial Management? What major decisions are required to be taken in Financial Management?

12. (a) A project costs Rs. 5,00,000 and has a scrap value of 1,00,000 after 5 years. The net profit before depreciation and taxes for the five years period are expected to be Rs. 1,00.000. Rs. 1,20,000. Rs. 1.40,000, Rs. 1,60.000 and Rs. 2.00,000. You are required to calculate the following

I.   PBP
II.   ARR
III. NPV(12%)
IV.   PI (12%)
V.   IRR (12%)

Assuming 50% rate of tax and depreciation on straight line method.

OR

(b) A project cost Rs. 25,000 and it generates cash inflows through a period of five years Rs. 9,000,Rs. 8,000, Rs. 7,000, Rs. 6,000 and Rs. 5,000. the required rate of return is assumed to be 10%. Find out the a) Net Present Value and b) IRR of the project.

13. (a) Explain Walter and Gordon models of Dividend Decisions.

(P.T.O.)

OR

(b) Explain Net income and Net operating Income Theories of Capital Structure.

14. (a) The board of directors of Vikas limited request you to prepare a statement showing the working capital requirements for a level of activity of 60,000 units of output for the year. The cost structure for the company's product for the above mentioned activity level is given below.

	Cost Per Unit
Raw Material	40
Direct Labor	10
Overheads	30
Total	80
Profit	20
Selling price	100

(a) Past experience indicates that raw materials are held in stock, on an average for 2 months.

(b) Work in progress (100% complete in regard to materials and 50% for labour and overheads) will be half a month's production.

(c) Finished goods are in stock on an average for 1 month.

(d) Credit allowed to suppliers: 1 month.

(e) Credit allowed to debtors: 2 months.

(f) A minimum cash balance of Rs 50,000 is expected to be maintained.

Prepare a statement of working capital requirements.

OR

(b) Explain the Determents of working capital management with Examples.

15. (a) What is receivable management? Explain its Objectives.

OR

(b)The Following details are available in respect of a firm

Annual requirement of inventory 80,000 units

Cost per unit Rs.32

Carrying cost 10% per year

Ordering cost Rs.500

Determine a) EOQ and b) Total Cost

****

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions.   [6 x 5 = 30]

1. Utilitarianism
2. Integrating Utility
3. Creative accounting
4. Insider trading
5. SEBI
6. CEO duality
7. Internal auditor
8. Discrimination
9. CSR as organizational brand building
10. Factors influencing CSR

SECTION – B

II. Answer the following questions using internal choice.   [5 x 10 = 50]

11. (a) Discuss various ethical problems that occur in Business?

[OR]

(b) Write a detailed note on the moral issues in business with suitable examples

12. (a) Elaborate the need to improve Corporate Governance standards.

[OR]

(b) Enumerate the role played by regulators to improve Corporate Governance.

13. (a) What is the role of stakeholders in good Corporate Governance?

[OR]

(b) Discuss at length critical issues involved in governance of board directors.

14. (a) State the duties and responsibilities of enhancing Corporate Governance.

[OR]

(b) What do you mean by equal employment opportunity? List it features and advantages.

15. (a) Explain the evolutionary history of Corporate Social Responsibility.

[OR]

(b) Define CSR? Itemize the characteristics of CSR.

****

NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A–IV SEMESTER EXAMINATIONS, MAY - 2023
MARKETING RESEARCH.

CODE NO. 23M402/NC/MR

TIME: 3 HOURS

SECTION – A

MAX. MARKS: 80

I. Answer any SIX of the following questions.

[6 x 5 = 30]

1. Marketing Research
2. Exploratory Research
3. Depth Interview
4. Dichotomous question
5. Population Census
6. Limitations of Syndicated Data
7. Likert Scale
8. Methods to check validity
9. Need for sampling
10. Z- test applications

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) 'A research scholar has to work as a judge and derive the truth and not as a pleader who is only eager to prove his case in favour of his plaintiff' Discuss the statement pointing out the objectives of research.

[OR]

(b) List out the various steps involved in research process.

12. (a) Enumerate various methods available for collecting primary data?

[OR]

(b) Discuss at length the characteristics of a good questionnaire.

13. (a) Describe the types and sources of secondary data.

[OR]

(b) "It is never safe to take published statistics at their face value without knowing their meaning and limitations". Elucidate this statement by enumerating and explaining the various points which you would consider before using any published data. Illustrate your answer by examples wherever possible.

14. (a) Spell out four types of scales used to measure attitudes?

[OR]

(b) What are the statistical implications of various scales?

15. (a) Differentiate between t-test and paired t-test.

[OR]

(b) Define Chi-square test? Explain its significance in statistical analysis.

****

TIME: 3 HOURS

SECTION – A

MAX. MARKS: 80

I. Answer any Six of the following questions.   [6 x 5= 30]

1. Discuss the law relating to agreement with minor.
2. Write a brief note on discharge of surety.
3. Who are Directors? Explain the qualification.
4. Write about consumer councils.
5. Write a short note on workers and customers.
6. Discuss in detail about the Indian Value System.
7. Discuss about the State Commission Disputes Redressal Commission (SCDRC).
8. What is meant by Minutes of Meeting?
9. What are the rights of surety against creditors?
10. What are the essentials of valid acceptance?

SECTION – B

II. Answer the following questions using internal choice.   [5 x 10 = 50]

11. (a) Explain the definition of contract and agreement. Explain the classification of contract.

[OR]

(b) What is Capacity to contract? Who are the incompetent persons to contract?

12. (a) Define Bailment. Discuss the features and types of Bailments.

[OR]

(b) Write about Sale of Goods Act 1930. What are the different types of contracts of sale?

13. (a) Define Company. State the characteristics of Company.

[OR]

(b) Who are Shareholders? What are the different types of shareholders meetings?

14. (a) Critically evaluate the legal provisions for consumer protection in India.

[OR]

(b) Explain the important provisions relating to Control Environment Pollution.

15. (a) Discuss about the ethical based considerations and value-based considerations in business.

[OR]

(b) Discuss the scope of Corporate Social Responsibility.

****

CODE NO. 23M403/NC/MS

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

Answer any SIX of the following questions.

[6 x 5 = 30]

1. Batch process

2. Process Strategy

3. Objectives of Good layout

4. Work study

5. Value engineering

6. Vendor rating

7. Quantitative versus qualitative models

8. Redundancy constraints

9. IBFS

10. Why waiting lines develop?

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) "Is there a difference between the term "Production Management" and Operations Management"? If so what is it?

[OR]

(b) List the functions of Production Planning and Control (PPC)

12. (a) Discuss the importance of facilities location decision in operations planning.

[OR]

(b) Determine the optimal sequence of performing five jobs on four machines. The machining of each job is required in the order ABCD and the processing timings are as follows:

	Machine -A	Machine -B	Machine -C	Machine -D
Job -1	8	3	4	7
Job-2	9	2	5	5
Job-3	6	4	5	8
Job-4	12	5	1	9
Job-5	7	1	2	3

P.T.O

13. (a) Elucidate the functions of stores and material control

[OR]

(b) Discuss at length about various techniques of inventory control.

14. (a) Define Operations Research? List its managerial applications

[OR]

(b) Upon completing the construction of his house, Mr. Reddy discovers that 100 square feet of plywood scrap and 80 square feet of cases white pine scarp are in usable form for the construction of Tables and Book case. It takes 16 square feet of plywood and 8 square feet of white pine to make a table, 12 square feet of plywood and 16 square feet of white pine are required to construct a book case, by selling the finished products to a local store he can realize a profit of Rs.25 on each table and Rs.20 on each book case. How may he most profitably use the left-over wood? Use graphical method to solve the LPP.

15. (a) Solve the following transportation problem by NWCM.

	W1	W2	W3	Supply
X	11	21	16	14
Y	07	17	13	26
Z	11	23	21	36
Demand	18	28	25	

[OR]

(b) Solve the following Assignment problem.

	P	Q	R	S
A	75	50	35	45
B	70	40	70	50
C	90	60	60	55
D	85	45	30	40

******

CODE NO: 23M501/NC/CBCS/BC
NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANGEMENT
B.B.A. V – SEMESTER EXAMINATIONS MAY - 2023
PAPER: 501
BUSINESS CORRESPONDENCE

[TIME: 2 HOURS]

[Max. MARKS: 40]

SECTION – A

I. Answer All questions.

1. What is Business Communication?   [5X2=10]

2. What is Report?

3. Explain the structure of Business letter.

4. List out the structure of good CV.

5. What is agenda?

SECTION – B

II. Answer the following questions using internal choice.

[5X6=30]

6. (a) Explain the importance of Business correspondence.

OR

(b) Explain the formal and informal communication skills.

7. (a) What is a report write importance of Reports?

OR

(b) What are the characteristics of Report Writing?

8. (a) Explain the different types of Business letters.

OR

(b) Explain the format of business letter.

9. (a) Do's and Don't of interview.

OR

(b) What is group discussion? Explain the preparation of GD.

10. (a) What are the different types of business meetings? Explain.

OR

(b) How do develop agenda and writing minutes? Explain in brief.

****

Code No. 23M501/NC

Nizam College (Autonomous)
Faculty of Business Management
B.B.A. V– Semester Examinations, May - 2023
Business Correspondence

Time: 3 Hours

Max. Marks:

I. Answer any SIX of the following questions.

Section – A

[6 x 5 = 30]

1. What is perception? How does it help in communication?
2. Give importance of Business Correspondence
3. Give the characteristics of a good report.
4. Give the difference between formal and informal report.
5. Write a letter of inquiry for a computer course.
6. Write a covering letter for applying to a post of administrator.
7. What is a CV? Mention its contents.
8. Give your tips for a successful interview.
9. Give the role of business meeting in an organization.
10. How do you develop an agenda for a business meeting?

Section – B

II. Answer the following questions using internal choice.

[5 x 10 =

11. (a) How communication improves organisational effectiveness? Explain.

[OR]

(b) Differentiate formal communication from informal communication.

12. (a) Discuss various formal and informal reports.

[OR]

(b)Explain the steps of writing a report.

13. (a) Write a complaint letter to the company about the damaged product.

[OR]

(b) Write a letter to place an order for a laptop.

14. (a) Write an application for a marketing Job in ABC LIMITED Company.

[OR]

(b) What are the steps to prepare for a Group Discussion?

15. (a) Discuss different types of Business meetings.

[OR]

(b) Write minutes of meeting for a business meeting on *Increasing Sales*.

****

Time: 2 Hours

Section – A

Max. Marks: 40

I. *Answer any FOUR of the following questions.*

[4x4=16]

1. What are the uses of empathy?
2. Mention the merits of Team Work.
3. Write a few career objectives for your Resume.
4. Explain the uses of Mock Interview.
5. We need to work on internal conflicts. Justify.
6. Mention a few questions frequently asked in interviews.
7. How do we improve Listening Skills? Explain.
8. How do Interpersonal Skills help students? Exemplify.

Section – B

II. *Answer the following questions using internal choice.*

[3x 8=24]

9. (a) Body language, a non–verbal cue, plays an important role in an interview. Discuss.

   OR

   (b) A project on Ethics with 90% as passing criterion, for a responsible citizen. Elucidate.

10. (a) Bad attitude is like a flat tyre. Good attitude is a bonus. Comment comparatively.

    OR

    (b) The ultimate aim of life is to attain healthy and happiness. Describe.

11. (a) Discuss the importance of SWOT in preparing a CV.

    OR

    (b) Draft your Resume with a Covering Letter.

NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. V– SEMESTER EXAMINATIONS, MAY-2023
COST &MANAGEMENT ACCOUNTING

TIME: 2 HOURS

MAX. MARKS: 40

I. Answer ALL the following questions.
SECTION – A

[5 x 2 = 10]

1. Define cost.
2. List out methods of costing.
3. Explain Joint costs.
4. Explain BEP.
5. Explain flexible budget.

II. Answer the following questions using internal choice.
SECTION – B

[5 x 6 = 30]

6. (a) Define costing and explain the importance of Cost Accounting.

(OR)

(b) Define Cost and explain the Classification of costs.

7. (a) Explain the proforma of cost sheet.

(OR)

(b) Define process costing. Explain the nature of process costing.

8. (a) Distinguish between Joint costs and By Products Costs.

(OR)

(b) Explain the methods of allocating joint costs.

9. (a) Explain the functions of Management Accountant.

(OR)

(b) Write a note on Management accountancy and cost accountancy.

10. (a) Define Budget ,write a note on fixed and flexible budgets.

(OR)

(b) Write a note on Life cycle Costing and Target Costing.

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Nizam College (Autonomous)
Faculty of Business Management
B.B.A. V – Semester Examinations, May - 2023
Cost and Management Accounting

CODE NO. 23M503/NC/CMA

Time: 3 Hours

Max. Marks: 80

I. *Answer any SIX of the following questions.*

Section – A

[6 x 5 = 30]

1. List Importance of Costing
2. State advantages of Cost Accounting
3. What is Cost Sheet?
4. What is Material Issues
5. What is Joint Cost?
6. What do you understand by process waste?
7. What is role of Management accounting?
8. Explain the Scope of management accounting.
9. What is responsibility centers?
10. What is Target costing?

Section – B

II. *Answer the following questions using internal choice.*

[5 x 10 = 50]

11. (a) How does cost accounting help in the planning and control of operations of business enterprise?

[OR]

(b) Discuss the different methods of costing and explain their applications.

12. (a) Prepare the Cost Sheet from the Following.

Particulars	Amount
Opening/cost of raw materials	30,000
Closing stock of raw materials	25,000
Opening/Cost stock of WIP	12,000
Closing/Cost stock of WIP	15,000
Purchase of Raw Material	4,50,000
Direct Wages	2,30,000
Factory Over Heads	92,000
Administration Over Heads	30,000
Selling and Distribution Over Heads	20,000
Sales	9,00,000

P.T.O

[OR]

(b) The Following Transactions occur in the purchase and issue of Material using FIFO Prepare Store Ledger.

Date	Particulars	Rate per unit
jan19	Purchased 100 Units	115/-
feb 4	Purchased 25 Units	115.25/-
feb 12	Purchased 50 units	115.50/-
feb14	Issued 80 Units	
March 6	Purchased 50 Units	115.50/-
March 20	Issued 80 Units	
March 27	Purchased 50 units	115.75/-

13. (a) Explain the methods of allocating Joint cost.

[OR]

(b) Distinguished between by-Product, Main product and Joint product.

14. (a) Explain the Differences between Financial Accounting and Management Accounting.

[OR]

(b) From the following figures for profit and sales are obtained from the accounting of X Ltd.

Year	Sales	Profit
2018	4,00,000	40,000
2019	6,00,000	80,000

Calculate: a) P/V Ration; b) Fixed cost c) Break- even Sales d) Profit at sales of Rs.2,80,000/-

15. (a) Explain the nature of Management control system.

[OR]

(b)What do you mean by Budgets? Discuss Its Advantages and Disadvantages.

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Nizam College (Autonomous)
Faculty of Business Management
B.B.A. V– Semester Examinations, May - 2023
Management Science

Code No. 23M502/NC/MS

Time: 3 Hours

Max. Marks:80

Section – A

I. *Answer any SIX of the following questions.*

[6 x 5 = 30]

1. Write a short note on process design and job shop.
2. State the necessity of welding.
3. Define preventive maintenance.
4. What is work study? State its objectives.
5. VED Analysis.
6. Discuss briefly the importance of vendor rating.
7. Define an OR Model and give four examples.
8. A furniture dealer deals in only two items, tables and chairs. He has Rs.5000/- to invest and a space to store at most 60 pieces. A table costs him Rs.250/- and a chair Rs.50/-. He can sell a table at a profit of Rs.50/- and a chair at a profit of Rs.15/-.Formulate LPP.
9. What is degeneracy in TP? Explain.
10. What is an Assignment Problem? Give two applications of assignment problems.

Section – B

II. *Answer the following questions using internal choice.*

[5 x 10 = 50]

11. (a) What is production management? Discuss its objectives and importance

[OR]

(b) What do you mean by manufacturing process? Discuss some of the important manufacturin process.

12. (a) Solve the following sequencing problem

Jobs	J1	J2	J3	J4	J5	J6
M1	7	4	2	5	9	8
M2	3	8	6	6	4	1

[OR]

(b) What is maintenance management? What are its objectives? Discuss the significance of maintenance management.

[

13. (a) What is purchase management? What are the objectives of purchases department? What ste does a purchase manager take in making purchasing decisions?

[OR]

(b) Discuss in detail the various functions of stores management.

14. (a) Explain how and why operations research methods have been valuable in aiding executive decision

[OR]

(b) A factory manufactures two articles A and B. To manufacture the article A, a certain mach has to be worked for 1 hour and 30 minutes and in addition a craftsman has to work for 2 hou To manufacture the article B, the machine has to be worked for 2 hours and 30 minutes and addition the craftsman has to work for 1 hour and 30 minutes. In a week the factory can avail 80 hours of machine time and 70 hours of craftsman's time. The profit on each article A is R and that on each article B is Rs.4. If all the articles produced can be sold away, find how many each kind should be produced to earn the maximum profit per week. Formulate the problema linear programming problem and solve it.

15. (a) Solve the following Transportation Problem using VAM

Market/Factory	M1	M2	M3	M4	M5	Supply
F1	16	16	16	7	5	100
F2	20	24	42	4	8	125
F3	12	16	8	3	4	175
DEMAND	60	80	85	105	70	

[OR]

(b) Solve the following Assignment problem.

Men/Job	J1	J2	J3	J4
A	20	90	20	70
B	60	80	70	90
C	40	60	50	30
D	40	20	70	30
E	50	30	90	50

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Time: 3 Hours

Max. Marks: 80

SECTION – A

I. Answer any SIX of the following questions.

[6 x 5 = 30]

1. What are the various types of securities traded in Financial Markets?
2. State the objectives of capital market.
3. Explain the role of Primary Market.
4. What do you mean by Internet Trading?
5. Define Hire Purchase. State its characteristics.
6. Distinguish between leasing and hire purchasing.
7. What are the principal qualities of successful merchant banker?
8. Write a note on the important credit rating agencies in India.
9. Explain briefly Treynors Model and Sharpes Model.
10. List out the functions of Mutual Funds.

SECTION – B

II. Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) What is financial service? Classification of Financial Services.

[OR]

(b) Discuss briefly SEBI guidelines related to new issue management.

12. (a) What is the concept of Book Building? Explain its characteristics.

[OR]

(b) What is Trading and Settlement of Securities? Discuss the various stages involved in trading and settlement of securities.

13. (a) What are Asset/Fund-based Financial Services? Mention their activities briefly.

[OR]

(b) List out the differences between leasing and hire purchase and venture capital.

14. (a) What are the different types of merchant banking.

[OR]

(b) What is Forfeiting? What are costs and advantages of Forfeiting?

15. (a) Discuss about the growth or evolution of mutual funds in India.

[OR]

(b) What is AMC? Explain the functions of AMC.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. VI - SEMESTER EXAMINATIONS, MAY - 2023
BUSINESS ANALYTICS

TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

I. Answer any SIX of the following questions.   [6 x 5 = 30]

1. Predictive
2. Big Data
3. Attribute Charts
4. SPSS 28 Version
5. LCM
6. Cause Effect
7. Optimization
8. Decision Analysis
9. Frames
10. R Packages

SECTION – B

II. Answer the following questions using internal choice.   [5 x 10 = 50]

11. (a) Explain Categories of Business Analytical methods and Models.

[OR]

(b) Discuss the scope and objectives of Business Analytics.

12. (a) What is Descriptive Statistics? Explain the importance of Descriptive Statistics?

[OR]

(b) Explain the uses of MS-Excel in data visualization and exploration?

13. (a) Fit a straight line trend equation of $Y = a + bx$

Year	2008	2009	2010	2011	2012	2013	2014	2015
Profits (Rs.'000)	120	100	122	195	214	219	225	230

Tabulate the trend values and predict profit for "2020".

[OR]

(b) What is Data Mining? Explain the approaches in Data Mining?

14. (a) Define algorithm? Explain Cutting Plane algorithm.

[OR]

(b) What is Non linear Programming Integer optimization? Explain its overview.

15. (a) Explain the Manipulating data in R?

[OR]

(b) How to read and write the data in R? Explain with examples.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. VI – SEMESTER EXAMINATIONS MAY - 2023
PAPER – 603
BUSINESS ANALYTICS

TIME : 2 HOURS

SECTION – A

MAX MARKS : 40

I.   Answer ALL Questions.

(5x2=10)

1. Define Business Analytics
2. Big data
3. Data Visualization
4. Cross Tabulation
5. Data Mining

SECTION – B

II.   Answer the following questions using internal choice.

(5x6=30)

6. (a) List out the best practices of Big Data Analytics.
   OR
   (b) Define data. What are the different types of data?

7. (a) Explain the various data visualization techniques.
   OR
   (b) Explain in detail about MS-Excel Dashboards.

8. (a) Write a short note on Cause Effect Modelling.
   OR
   (b) What is Forecasting? Explain various forecasting techniques.

9. (a) Discuss Risk and Uncertainty Models in detail.
   OR
   (b) Define Predictive analytics? Explain the role of Predictive analytics in Business.

10. (a) Explain the frames and subsets of R programming.
    OR
    (b) Discuss the various control statements of R Programming.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. VI – SEMESTER EXAMINATIONS MAY - 2023
PAPER – 604
EMPLOYEE RELATIONS (ELECTIVE – I)

TIME : 2 HOURS

SECTION – A

MAX MARKS : 40

Answer ALL Questions.

I.   (5x2=10)

1. Employee Relations
2. Factors Effecting Employee Stability
3. Code of Discipline
4. Grievance Handling
5. Labour Relations

SECTION – B

II.   Answer the following questions using internal choice.

(5x6=30)

6. (a) Explain the concepts of Industrial relations. What are the significances of good industrial relations and what are its objectives?

OR

(b) Discuss the role and functions of employers organisation in maintaining industrial relations.

7. (a) Explain in detail the collective bargaining process.

OR

(b) What is grievance? Explain the grievance handling procedure.

8. (a) Explain the changing concept of management and labour relations in recent scenario.

OR

(b) Write short notes on:
i)   Joint consultation in India.
ii) Employee Voice.

9. (a) List out the aims and objectives of workers participation in management.

OR

(b) What are the objectives of trade unions? How to achieve it?

10. (a) Write a note on brief about health and safety management.

OR

(b) Explain about wage legislation and administration with its needs.

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TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

Answer any SIX of the following questions.

[6 x 5 = 30]

1. What are the advantages and disadvantages of using a push strategy to promote a product or service?
2. How can a business determine the appropriate type of promotion budget to use for a specific product or service?
3. What are the different creative approaches and execution styles used in advertising, and when are they most effective?
4. Explain the model of the mortal communication decision process, and how it applies to advertising.
5. What is media scheduling, and how can businesses use it to maximize the effectiveness of their marketing campaigns?
6. How can businesses measure the effectiveness of their media planning efforts, and what metrics should they use?
7. What ethical issues can arise in personal selling? How can salespeople ensure that they act ethically in their interactions with customers?
8. Explain the different theories of personal selling and their significance in the sales process.
9. What is trade-oriented sales promotion? Provide examples of trade-oriented sales promotions and explain how they benefit both manufacturers and retailers.
10. How can companies measure the effectiveness of their sales promotion strategies? What metrics should be used?

SECTION – B

Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) Describe the different elements of the promotion mix and explain how each is used to promote a product or service.

[OR]

(b) What are some examples of companies that use pull strategies to promote their products, and what makes their campaigns successful?

12. (a) Explain the model of the mortal communication decision process, and give an example of how it applies to a specific product or service.

[OR]

(b) Compare and contrast the different types of advertisements, including display ads, video ads, social media ads, and native ads, and explain when each is most effective.

13. (a) Explain the concept of media vehicles, and give examples of how they are used in media planning for different types of businesses and products.

[OR]

(b) Discuss the pros and cons of media concentration versus media disruption, and explain how businesses can determine which approach is best for their marketing campaigns.

14. (a) Discuss the different types of personal selling techniques. How can salespeople choose the most appropriate technique for a given situation?

[OR]

(b) Explain the role of personal selling in building customer relationships. How can salespeople build and maintain long-term relationships with customers?

15. (a) Explain the concept of price promotions. How can companies use price promotions to drive sales and increase market share?

[OR]

(b) What are the benefits of offering free samples as a sales promotion tool? How can companies use free samples to increase trial and adoption of their products?

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. VI– SEMESTER EXAMINATIONS, MAY - 2023
STARTUP MANAGEMENT

TIME: 2 HOURS   MAX. MARKS:40

SECTION – A

I. Answer ALL the following questions.   [5 x 2 = 10]

1. List out the characteristics of an Entrepreneur
2. Rural Entrepreneurship
3. Entrepreneurial Skills
4. SIDBI
5. Project Appraisal

SECTION – B

II. Answer the following questions using internal choice.   [5 x 6 = 30]

6. (a) Explain the nature and characteristics of entrepreneurship.
   (OR)
   (b) Explain the concept and growth of entrepreneurship in India.

7. (a) Analyze the role of entrepreneurship in a developing economy.
   (OR)
   (b) Explain the contribution of women entrepreneurship to the Indian economy.

8. (a) Explain the role of non-economic factors in growth of entrepreneurship.
   (OR)
   (b) Discuss the role of government in promoting entrepreneurship in India.

9. (a) Explain the role of micro finance institutions in financing to entrepreneurs.
   (OR)
   (b) Define the term 'venture capital' and explain the features and functions of venture capital.

10. (a) Describe the role of small enterprises in the economic development of India.
    (OR)
    (b) Explain the rationale and objectives of small scale enterprises.

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TIME: 3 HOURS

MAX. MARKS: 80

SECTION – A

Answer any SIX of the following questions.

[6 x 5 = 30]

1. Differentiate between an Entrepreneur and a Manager.
2. What are the opportunities for an Entrepreneurial career in India?
3. Explain the role of Entrepreneurship in Economic Development.
4. Discuss the factors that affect the growth of Entrepreneurship in India.
5. What motivates individuals to become Entrepreneurs? Discuss the different types of Entrepreneurial motivation.
6. Describe the role of an Entrepreneur in the growth of the economy.
7. Discuss the objectives and course contents of Entrepreneurship Development Programmes (EDPs).
8. How can Entrepreneurs manage their small businesses effectively? Discuss the important management techniques required for success.
9. Explain the rationale and objectives of small enterprises.
10. Describe the relationship between small enterprises and large units.

SECTION – B

Answer the following questions using internal choice.

[5 x 10 = 50]

11. (a) What are the challenges faced by Entrepreneurs in India? How can they overcome them?

[OR]

(b) Describe the Entrepreneurial process in detail.

12. (a) Explain the concept of Rural Entrepreneurship and its importance in India.

[OR]

(b) Discuss the importance of networking in the growth and success of Entrepreneurs.

13. (a) Describe the different entry strategies for startups, such as Licensing, Franchising, Partial Momentum Sponsorship, Merger, and Acquisition.

[OR]

(b) How can Entrepreneurs identify and analyze business opportunities? Discuss with examples.

14. (a) Discuss the importance of Microfinance in supporting Entrepreneurs. How does it work?

[OR]

(b) Discuss the role of SIDBI in supporting small businesses in India.

15. (a) Discuss the process of project identification for small enterprises.

[OR]

(b) Describe the different ownership structures available for small enterprises.

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NIZAM COLLEGE (AUTONOMOUS)
FACULTY OF BUSINESS MANAGEMENT
B.B.A. VI– SEMESTER EXAMINATIONS, MAY-2023
BUSINESS POLICY AND STRATEGY

TIME: 2 HOURS

MAX. MARKS:40

SECTION – A

I. Answer ALL the following questions.

[5 x 2 = 10]

1. Define strategy.
2. What are Environmental Factors in Strategic Planning?
3. What are outsourcing strategies?
4. Write about offensive Strategy.
5. What are Business Ethics?

SECTION – B

II. Answer the following questions using internal choice.

[5 x 6 = 30]

6. (a) What are the main objectives of business policy?
      (OR)
   (b) What is the strategic management process? What steps are involved in it?

7. (a) Explain the various factors that Affect the Business Environment.
      (OR)
   (b) What are industry analysis and its importance?

8. (a) Explain about tailoring strategy to fit specific industry and company situations.
      (OR)
   (b) Describe the basic business strategies followed by a successful leader with examples

9. (a) Discuss diversification strategies.
      (OR)
   (b) Explain Business level and Functional Level strategies.

10. (a) How do you redesign an organizational structure and controls?
      (OR)
   (b) What is corporate governance? Explain the ethics to follow in business.

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