

Roll No.

4482

B. B. A. (First Semester) EXAMINATION, 2025-26

Paper First

BASIC ACCOUNTING

Course Code : F010101T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C. Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about **50** words. Each question carries 3 marks. $3 \times 3 = 9$

1. (a) What is Accounting ? Give any *two* characteristics.
- (b) Describe right shares.
- (c) What do you mean by current assets ? Name any *two* current assets.
- (d) What are the limitations of trial balance ?
- (e) Who are various users of accounting information ?

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. $4 \times 9 = 36$

2. (a) What do you understand by 'Journal' ? Give rules of journalizing in connection with different types of accounts.
- (b) What are preference shares ? Explain the types of preference shares.

P. T. O.

- (c) Prepare Accounting equation from the following transactions of M/s. Shubhangi Traders :

	₹
(i) Business started with cash	1,50,000
(ii) Purchased goods for cash	75,000
(iii) Purchased furniture from Ajay Sales	35,000
(iv) Paid salary	10,000
(v) Rent received	25,000
(vi) Cash withdrew for personal use	2,500

- (d) Give the differences between Bill of Exchange and Promissory Note.
- (e) What are the methods of redemption of debentures ?
- (f) A firm purchases a plant for a sum of ₹ 10,000 on 1st January, 2013. Installation charges are ₹ 2,000. Plant is estimated to have a scrap value of ₹ 1,000 at the end of its useful life of five years. You are required to prepare Plant Account for five years charging depreciation according to Straight Line Method.
- (g) Rectify the following errors :
- Credit sales to Mohan not recorded ₹ 7,000.
 - Machinery purchased for ₹ 1,00,000 has been debited to Purchases Account.
 - ₹ 5,000 received from Rahul has been credited to Rohit's A/c.
 - Credit purchase from Rohan ₹ 4,000 were recorded as ₹ 400.
 - Goods returned to Ram ₹ 5,000 were recorded as ₹ 5,600.
 - ₹ 20,000 paid for owner's medical expenses were debited to Sundry Expenses Account.
 - An amount of ₹ 3,000 spent for extension of machinery has been debited to Wages Account.
 - ₹ 4,000 paid to Ramlal for salary were debited to his Personal Account.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about 475 words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) Explain Accounting concepts and Conventions.
 (b) Differentiate between Book-keeping and Accounting.
 (c) What are preference shares ? Explain its types.
 (d) From the following Trial Balance of Shri Rajesh Gupta, prepare Trading and Profit & Loss Account for the year ended 2017 and a Balance sheet as at that date :

Debit Balance	₹	Credit Balance	₹
Opening stock	20,000	Sales	2,70,000
Purchases	80,000	Purchases Return	4,000
Sales Return	6,000	Discount	5,200
Carriage inwards	3,600	Sundry Creditors	25,000
Carriage outwards	800	Bills Payable	1,800
Wages	42,000	Capital	75,000
Salaries	27,500		
Plant and Machinery	90,000		
Furniture	8,000		
Sundry Debtors	52,000		
Bills Receivable	2,500		
Cash in hand	6,300		
Travelling Exp.	3,700		
Lighting (factory)	1,400		
Rent and Taxes	7,200		
General Expenses	10,500		
Insurance	1,500		
Drawings	18,000		

Adjustment :

- (i) Stock on 31st March, 2017 was valued at ₹ 24,000 (Realizable value ₹ 30,000).
- (ii) Wages outstanding for March 2017 is ₹ 3,000.
- (iii) Salaries outstanding for March 2017 is ₹ 2,500.
- (iv) Prepaid Insurance amounted to ₹ 300.
- (v) Provide depreciation on Plant and Machinery at 5% and on furniture at 20%.

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Roll No.

4481

B. B. A. (First Semester) EXAMINATION, 2025-26

Paper Second

BUSINESS ECONOMICS

Course Code : F010102T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Define opportunity cost.
- (b) State the law of demand.
- (c) Describe the concept of price determination.
- (d) In which form of market $AR = MR$ and why ?
- (e) What do you mean by Break-even Analysis ?

P. T. O.

Section—B

Short Answer Type Questions

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) What is discounting principle in Business Economics ?
- (b) Describe elasticity of demand. Explain the degrees of price elasticity of demand with graphs.
- (c) Elucidate in detail the economies and diseconomies of scale.
- (d) Discuss the price and output determination in monopolistic competition market with the help of a suitable diagram.
- (e) What do you mean by marginal cost ? Explain the relationship between average cost and marginal cost.
- (f) "When Total Revenue (TR) is maximum, Marginal Revenue (MR) equals Zero." Explain this statement with the help of a diagram.
- (g) Discuss the concept of kinked demand curve in oligopoly and explain how it helps in understanding price rigidity and the behavior of firms under oligopoly.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) What is Inflation ? Briefly describe its phases and suggest suitable measures to control inflation.

[3]

- (b) What is Cobb-Douglas production function ? Explain the long-run production function with diagram.
- (c) Discuss the price and output determination in perfect competition market with the help of a suitable diagram.
- (d) Explain the concept of demand forecasting and describe how different quantitative and qualitative techniques are applied in estimating demand.

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Roll No.

4484

B. B. A. (First Semester) EXAMINATION, 2025-26

Paper Third

PRINCIPLES OF MANAGEMENT

Course Coe : F010103T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.

Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about

50 words. Each question carries 3 marks.

3×3=9

1. Write short notes on the following :

(a) Levels of Management

P. T. O.

- (b) Motivation
- (c) Science, not rule of thumb
- (d) Span of control
- (e) Functional Foremanship

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about 225 words. Each question carries 9 marks. 4×9=36

2. (a) Define Directing. What are the key principles of Directing ?
- (b) Discuss Weber's contribution in the field of management.
- (c) Comment on Management vs. Administration.
- (d) Why is organizing important in management ? Discuss the various types of organization.
- (e) Is Management an art or a science ? Justify your answer.
- (f) Define the term 'controlling'. Also enumerate the steps involved in the process of controlling.
- (g) Explain the 'inseparable twins' concept by detailing the relationship between planning and controlling.

[3]

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about
475 words. Each question carries 15 marks. 2×15=30

3. (a) Explain Fayol's 14 Principles of Management and their relevance in a modern organization.
- (b) What is Planning ? Explain the process of planning.
- (c) Throw light on the techniques of controlling.
- (d) What do you understand by Decision-making ? Mention the techniques of decision-making.

x x x x x

Roll No.

4483

B.B.A. (First Semester) EXAMINATION, 2025-26

Paper Fourth

BUSINESS STATISTICS

Course Code : F010104T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C. Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

Very Short Answer Type Questions

Note : Attempt any *three* questions. Give answer of each question in about **50** words. Each question carries 3 marks. $3 \times 3 = 9$

1. (a) Discuss the main objectives of Classification.
(b) Explain the concept of Skewness.
(c) Explain the concept of Null Hypothesis.
(d) What is meant by Primary and Secondary Data ?
(e) Calculate Quartile deviation and its coefficient from the following observations :

15, 21, 17, 22, 19, 14, 23

Section—B

Short Answer Type Questions

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. $4 \times 9 = 36$

2. (a) What is Arithmetic Mean ? What are the merits and demerits of arithmetic mean ?

P. T. O.

- (b) What are the various methods of measuring dispersion ?
 (c) Explain the concept of regression and comment on its utility.
 (d) Calculate the coefficient of correlation from the following data :

Advertisement Expenses (in ₹ lakhs)	Sales (₹ crores)
X	Y
10	14
12	17
15	23
23	25
20	21

- (e) What is an O-give Curve ? Explain with suitable example.
 (f) What is meant by Probability ? Distinguish between 'Mutually Exclusive' and 'Independent' Events.
 (g) A problem in business statistics is given to five students : A, B, C, D and E. Their chances of solving it are $\frac{1}{2}, \frac{1}{3}, \frac{1}{4}, \frac{1}{5}$ and $\frac{1}{6}$. What is the probability that the problem will be solved ?

Section—C

Long Answer Type Questions

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) What is meant by the term Business Statistics ? Discuss the importance and applications of business statistics in present competitive scenario.
 (b) What is Statistical Sampling ? Describe various methods of statistical sampling.

[3]

- (c) From the following data, obtain two regression lines :

X	Y
6	9
2	11
10	5
4	8
8	7

- (d) There are 4 red and 6 white balls in a bag. Three balls are drawn at random by one without replacement. Find out probability in both cases that :
- (i) Balls are of the same colours.
 - (ii) Balls are of the different colours.

x x x x x

Roll No.

4486

B. B. A. (First Semester) EXAMINATION, 2025-26

Paper Fifth

COMPUTER APPLICATIONS

Course Code : F010105T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Write the characteristics of fifth generation of computers.
- (b) Define Hardware and Software with examples.
- (c) What is the difference between online and offline processing system ?
- (d) What are the main components of a computer system ?
- (e) Explain the difference between System Software and Application Software.

P. T. O.

Section—B**(Short Answer Type Questions)**

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) What is the Computer Network ? Explain LAN and WAN with examples.
- (b) What is Flowchart ? Explain different symbols used in flowchart.
- (c) What is the computer file ? How are files organized in folders or directories ?
- (d) What is PowerPoint ? How can you create your presentation and show it to others write basic steps.
- (e) How to create a spreadsheet in MS-Excel ? Also write its application by creating own spreadsheet.
- (f) What is the difference between Disk Operating System (DOS) and Graphical User Interface (GUI) operating system.
- (g) What is the management of data processing system in a business organization ?

Section—C**(Long Answer Type Questions)**

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Explain the basic components of a computer system by making a block diagram.

[3]

- (b) What are the uses of computers in different areas ? Explain in detail.
- (c) Explain the basic steps of software development life cycle.
- (d) Write short notes on the following :
 - (i) Database Management System (DBMS)
 - (ii) Computer Languages
 - (iii) Computers in Business

x x x x x

CODE : 5032

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B.A./B.SC./B.COM/B.B.A./B.C.A. (SEMESTER-I)

EXAMINATION - 2025

VALUE ADDED COURSE

PAPER-II

ENVIRONMENTAL EDUCATION

(To be filled in by the candidate / निम्न पूर्तियाँ परीक्षार्थी स्वयं भरें)

[Maximum Marks : 75

[अधिकतम अंक : 75

Roll No. (In Figures) :

अनुक्रमांक (अंको में)

[Time : 2 Hours

[समय : 2 घण्टे

Roll No. (In Words) :

अनुक्रमांक (शब्दों में)

Booklet Code

D

Name of College :

कॉलेज का नाम

**Question Booklet
Number**

College Code :

कॉलेज का कोड

Signature of Candidate

परीक्षार्थी के हस्ताक्षर

Signature of Invigilator

वक्श-निरीक्षक के हस्ताक्षर

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 75 questions. Examinee is required to answer all 75 questions in the OMR Answer-Sheet provided and not in the question booklet All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.

परीक्षार्थियों के लिए निर्देश :

1. प्रश्न-पुस्तिका को तब तक न खोले जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 75 प्रश्न हैं। परीक्षार्थी को सभी 75 प्रश्नों को केवल, दी गई OMR आन्तर-शीट पर ही हल करना है। प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्तर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।

(शेष निर्देश अन्तिम पृष्ठ पर)

(Remaining instructions on the last page)

Q1. Which of the following organism is autotrophs.

- | | |
|-----------|----------|
| (a) Algae | (b) Fish |
| (c) Goat | (d) Bird |

इनमें से कौन सा जीव स्वपोषी है -

- | | |
|----------|-----------|
| (अ) कवक | (ब) मछली |
| (स) बकरी | (द) पक्षी |

Q2. Non degradable pollutant is -

- | | |
|---------------|----------|
| (a) H_2SO_4 | (b) NaCl |
| (c) H_2S | (d) DDT |

अपघटित न होने वाला प्रदूषक है -

- | | |
|---------------|----------|
| (अ) H_2SO_4 | (ब) NaCl |
| (स) H_2S | (द) DDT |

Q3. Fauna term is used for -

- | | |
|-------------|-----------|
| (a) Animals | (b) Tree |
| (c) Plant | (d) Grass |

फौना शब्द प्रयोग होता है -

- | | |
|-------------|-------------|
| (अ) जन्तुओं | (ब) वृक्षों |
| (स) पौधों | (द) घास |

Q4. Sardar Sarovar Dam is associated with river

- | | |
|-------------|----------------|
| (a) Ganga | (b) Yamuna |
| (c) Narmada | (d) Bhagirathi |

सरदार सरोवर बांध किस नदी पर अवस्थित है -

- | | |
|------------|-------------|
| (अ) गंगा | (ब) यमुना |
| (स) नर्मदा | (द) भागीरथी |

Q5. Environment protection act was launched in India -

- | | |
|----------|----------|
| (a) 1972 | (b) 1986 |
| (c) 2014 | (d) 2005 |

पर्यावरण संरक्षण अधिनियम भारत में लागू हुआ -

- | | |
|----------|----------|
| (अ) 1972 | (ब) 1986 |
| (स) 2014 | (द) 2005 |

Q6. Kyoto protocol is related to -

- | | |
|--------------------|----------------------|
| (a) Global warming | (b) Green revolution |
| (c) Climate change | (d) Ozone depletion |

क्योटो प्रोटोकाल का सम्बन्ध है -

- | | |
|---------------------|-------------------|
| (अ) वैश्विक उष्मन | (ब) हरित क्रान्ति |
| (स) जलवायु परिवर्तन | (द) ओजोन क्षरण |

Q7. The cause of Tsunami disaster is

- | | |
|--------------------|--------------------|
| (a) Flood | (b) Earthquake |
| (c) Global warming | (d) Climate change |

सुनामी आपदा का कारण है

- | | |
|-------------------|---------------------|
| (अ) बाढ़ | (ब) भूकम्प |
| (स) वैश्विक उष्मन | (द) जलवायु परिवर्तन |

Q8. Decomposers includes -

- | | |
|------------------|-------------------|
| (a) Fungi | (b) Bacteria |
| (c) Both a and b | (d) None of these |

अपघटक में शामिल है

- | | |
|------------------|-----------------------|
| (अ) कवक | (ब) बैक्टीरिया |
| (स) अ और ब दोनों | (द) इनमें से कोई नहीं |

Q9. Environmental Education is important for

- | | |
|-------------------|----------------------|
| (a) Primary level | (b) Secondary level |
| (c) Higher level | (d) All of the above |

पर्यावरणीय शिक्षा आवश्यक है

- | | |
|-------------------|-------------------|
| (अ) प्राथमिक स्तर | (ब) द्वितीयक स्तर |
| (स) उच्च स्तर | (द) उपरोक्त सभी |

Q10. Gangotri glacier is associated state -

- | | |
|--------------------|--------------------|
| (a) Uttar Pradesh | (b) Uttarakhand |
| (c) Madhya Pradesh | (d) Andhra Pradesh |

गंगोत्री ग्लेशियर किस राज्य में अवस्थित है ?

- | | |
|------------------|-------------------|
| (अ) उत्तर प्रदेश | (ब) उत्तराखण्ड |
| (स) मध्य प्रदेश | (द) आन्ध्र प्रदेश |

Q11. What is the percentage of Nitrogen in Atmosphere?

- | | |
|---------|---------|
| (a) 60% | (b) 78% |
| (c) 21% | (d) 1% |

वायुमण्डल में नाइट्रोजन गैस का प्रतिशत है -

- | | |
|---------|---------|
| (अ) 60% | (ब) 78% |
| (स) 21% | (द) 1% |

Q12. Which of the following is not related to water pollution?

- | | |
|--------------------|-------------------|
| (a) Eutrophication | (b) Nitrification |
| (c) B.O.D. | (d) Oil Slick |

निम्नलिखित में से कौन जल प्रदूषण से सम्बन्धित नहीं है ?

- | | |
|------------------|-------------------|
| (अ) यूट्रोफिकेशन | (ब) नाइट्रीफिकेशन |
| (स) बी.ओ.डी. | (द) ऑयल स्लिक |

Q13. Identification of ecological types is primarily based on -

- | | |
|-------------------------|----------------------|
| (a) Land forms | (b) Climate |
| (c) Soil and Vegetation | (d) All of the above |

पारिस्थितिकी प्रारूपों की पहचान का मुख्य आधार है -

- | | |
|----------------------|-----------------|
| (अ) स्थलरूप | (ब) जलवायु |
| (स) मृदा एवं वनस्पति | (द) उपरोक्त सभी |

Q14. Which soil types is formed in the Taiga climate?

- | | |
|--------------|-------------|
| (a) Polzol | (b) Lotosol |
| (c) Chestnut | (d) Black |

टैगा जलवायु में किस प्रकार की मिट्टी निर्मित होती है?

- | | |
|-------------|-------------|
| (अ) पोडजॉल | (ब) लैटोसॉल |
| (स) चेस्टनट | (द) काली |

Q15. How much Earth surface is covered with water about

- | | |
|---------|---------|
| (a) 70% | (b) 50% |
| (c) 80% | (d) 60% |

पृथ्वी की सतह का कितना भाग जल से घिरा है?

- | | |
|---------|---------|
| (अ) 70% | (ब) 50% |
| (स) 80% | (द) 60% |

Q16. UNEP has it's headquarter at ?

- | | |
|--------------|------------|
| (a) New York | (b) Geneva |
| (c) Nairobi | (d) Rome |

यु एन ई पी का मुख्यालय कहाँ है?

- | | |
|---------------|------------|
| (अ) न्युयार्क | (ब) जेनेवा |
| (स) नैरोबी | (द) रोम |

Q17. Which one of the following is not correctly matched?

- (a) South America - Pampas (b) Australia - Veld
(c) North America - Prairies (d) Europe - Stepes

निम्नलिखित में से कौन सा एक सही सुमेलित नहीं है?

- (अ) दक्षिण अमेरिका - पम्पास (ब) आस्ट्रेलिया - वेल्ड
(स) उत्तरी अमेरिका - प्रेयरीज (द) यूरोप - स्टेप्स

Q18. Which one is example of artificial ecosystem -

- (a) Grassland (b) Water park
(c) Forest (d) Lake

इनमें से कौन कृत्रिम पारिस्थितिकी तन्त्र का उदाहरण है -

- (अ) घास के मैदान (ब) वाटर पार्क
(स) वन (द) झील

Q19. Which gas is most responsible for Acid rain -

- (a) CO_2 (b) O_3
(c) CH_4 (d) SO_2

अम्ल वर्षा के लिए सर्वाधिक कौन सी गैस जिम्मेदार है -

- (अ) CO_2 (ब) O_3 (ओजोन)
(स) CH_4 (द) SO_2

Q20. The most responsible cause of Ozone depletion is -

- (a) CFC (b) SO_2
(c) CH_4 (d) CO_2

ओजोन परत के क्षरण के लिए सर्वाधिक प्रमुख कारक है -

- (अ) CFC (ब) SO_2
(स) CH_4 (द) CO_2

Q21. Mercury pollution causes a disease called -

- | | |
|---------------|---------------|
| (a) Minimata | (b) Blue baby |
| (c) Itai itai | (d) Hepatitis |

पारे के प्रदूषण से उत्पन्न होने वाला रोग है -

- | | |
|-------------------|----------------|
| (अ) मिनिमाटा | (ब) ब्लू बेबी |
| (स) इट्टाई इट्टाई | (द) हेपेटाइटिस |

Q22. Dinosaur is an example of which species

- | | |
|-------------|----------------|
| (a) Rare | (b) Endangered |
| (c) Monster | (d) Extinct |

डायनासोर किस प्रजाति का उदाहरण है

- | | |
|------------|----------------|
| (अ) दुर्लभ | (ब) संकरग्रस्त |
| (स) दैत्य | (द) विलुप्त |

Q23. Which gas contributes the most to Green house gases?

- | | |
|---------------------|---------------------|
| (a) CFC | (b) CO ₂ |
| (c) NO ₂ | (d) NH ₃ |

ग्रीन हाउस गैसों में सबसे अधिक योगदान किस गैस का है?

- | | |
|---------------------|---------------------|
| (अ) CFC | (ब) CO ₂ |
| (स) NO ₂ | (द) NH ₃ |

Q24. In which year was the Paris Agreement Adopted?

- | | |
|----------|----------|
| (a) 2010 | (b) 2007 |
| (c) 2015 | (d) 2017 |

पेरिस समझौता किस वर्ष स्वीकार किया गया -

- | | |
|----------|----------|
| (अ) 2010 | (ब) 2007 |
| (स) 2015 | (द) 2017 |

Q25. Which of the following statements is true about the Paris agreement?

- (a) It is legally binding only in procedural aspects
- (b) It does not legally bind countries to achieve specific emission targets
- (c) It is based on voluntary commitments
- (d) All of these

निम्नलिखित में से कौन सा कथन पेरिस समझौते के बारे में सत्य है?

- (अ) यह केवल प्रक्रियात्मक पहलुओं में कानून रूप से बाध्यकारी है।
- (ब) यह देशों को विशिष्ट उत्सर्जन लक्ष्य प्राप्त करने के लिए कानूनी रूप से बाध्य नहीं करता है।
- (स) यह स्वैच्छिक प्रतिबद्धताओं पर आधारित है
- (द) उपरोक्त सभी

Q26. The Paris agreement is related to -

- (a) Protection of the ozone layer
- (b) Conservation of Biodiversity
- (c) Tracking climate change
- (d) Preventing nuclear proliferation

पेरिस समझौता किससे सम्बन्धित है

- (अ) ओजोन परत का संरक्षण
- (ब) जैव विविधता का संरक्षण
- (स) जलवायु परिवर्तन से निपटना
- (द) परमाणु प्रसार को रोकना

Q27. Endangered plants and animals are listed in which of the following books?

- (a) Green Book
- (b) Red data book
- (c) Blue data book
- (d) Black data book

पौधों तथा जीवों की संकटग्रस्त प्रजातियों का निम्न में से किसमें सूचीबद्ध किया जाता है?

- (अ) ग्रीन बुक
- (ब) रेड डेटा बुक
- (स) ब्लू डेटा बुक
- (द) ब्लैक डेटा बुक

Q28. Blue revolution is related

- (a) Milk
- (b) Cotton
- (c) Fish
- (d) Tiger

नीली क्रान्ति सम्बन्धित है -

- (अ) दुग्ध
- (ब) कपास
- (स) मत्स्य (मछली)
- (द) बाघ

Q29. Montreal protocol is related to -

- | | |
|---------------------|----------------------|
| (a) Global warming | (b) Green revolution |
| (c) Ozone depletion | (d) Climate change |

मांट्रियल प्रोटोकाल सम्बन्धित है -

- | | |
|-------------------|---------------------|
| (अ) वैश्विक उष्मन | (ब) हरित क्रान्ति |
| (स) ओजोन क्षरण | (द) जलवायु परिवर्तन |

Q30. Concept of sustainable development is -

- (a) Fast development
- (b) Artificial development
- (c) Development that does not compromise future needs
- (d) None of these

सतत विकास की संकल्पना है -

- (अ) तीव्र विकास
- (ब) कृत्रिम विकास
- (स) भविष्य की आवश्यकताओं से समझौता न करने वाला सिद्धान्त
- (द) इनमें से कोई नहीं।

Q31. Project Tiger scheme was launched in India.

- | | |
|----------|----------|
| (a) 1972 | (b) 1973 |
| (c) 1990 | (d) 1995 |

भारत में बाघ परियोजना की शुरुआत हुई -

- | | |
|----------|----------|
| (अ) 1972 | (ब) 1973 |
| (स) 1990 | (द) 1995 |

Q32. The part of the earth where life is lived is known as

- | | |
|-----------------|-----------------|
| (a) Hydrosphere | (b) Lithosphere |
| (c) Biosphere | (d) Ozonosphere |

पृथ्वी का वह हिस्सा जहां जीवन यापन होता है, जाना जाता है -

- | | |
|-------------|---------------|
| (अ) जलमंडल | (ब) स्थलमंडल |
| (स) जीवमंडल | (द) ओजोन मंडल |

Q33. Green revolution is related to -

- | | |
|-------------------|-----------------|
| (a) Industries | (b) Agriculture |
| (c) Afforestation | (d) Transport |

हरित क्रांति का सम्बन्ध है -

- | | |
|-----------------|---------------|
| (अ) उद्योगों से | (ब) कृषि से |
| (स) वनीकरण से | (द) परिवहन से |

Q34. Which one of the following is alternative source of energy?

- | | |
|------------------|------------------------|
| (a) Tidal energy | (b) Geo thermal energy |
| (c) Biodiesel | (d) All the above |

निम्नलिखित में से कौन ऊर्जा का वैकल्पिक स्रोत है?

- | | |
|-------------------|-------------------|
| (अ) ज्वारीय ऊर्जा | (ब) भूतापीय ऊर्जा |
| (स) जैव ईंधन | (द) उपरोक्त सभी |

Q35. Holy plant of India is -

- | | |
|---------------|------------|
| (a) Walnut | (b) Acasia |
| (c) Cashewnut | (d) Tulsi |

भारत का पवित्र पौधा है

- | | |
|-----------|-----------|
| (अ) अखरोट | (ब) बबूल |
| (स) काजू | (द) तुलसी |

Q36. Which of the following is not a part of environment?

- | | |
|-----------------|-----------------|
| (a) Atmosphere | (b) Lithosphere |
| (c) Hydrosphere | (d) Photosphere |

निम्नलिखित में से कौन हमारे वायुमण्डल का अंग नहीं है?

- | | |
|---------------|-----------------|
| (अ) वायुमण्डल | (ब) स्थलमण्डल |
| (स) जलमण्डल | (द) प्रकाशमण्डल |

Q37. Which element contributes the most in the formation of plants?

- | | |
|--------------|-------------|
| (a) Nitrogen | (b) Carbon |
| (c) Oxygen | (d) Calcium |

पौधों की संरचना में सर्वाधिक किस तत्व का योगदान होता है?

- | | |
|---------------|--------------|
| (अ) नाइट्रोजन | (ब) कार्बन |
| (स) आक्सीजन | (द) कैल्सियम |

Q38. Sundarban delta of India is example of

- | | |
|---------------------|-------------------------|
| (a) Temperate Biome | (b) Evergreen Biome |
| (c) Tidal Biome | (d) Mediterranean Biome |

भारत का सुन्दरवन डेल्टा उदाहरण है

- | | |
|-------------------|------------------------|
| (अ) शीतोष्ण बायोम | (ब) सदाबहार बायोम |
| (स) ज्वारीय बायोम | (द) भूमध्यसागरीय बायोम |

Q39. Raindeer is an animal found in which biome ?

- | | |
|--------------------|----------------------|
| (a) Tundra biome | (b) Taiga biome |
| (c) Tropical biome | (d) Hot desert biome |

रेडियर जन्तु किस बायोम में पाया जाता है?

- | | |
|------------------------|--------------------------|
| (अ) टुण्ड्रा बायोम | (ब) टैगा बायोम |
| (स) ऊष्णकटिबंधीय बायोम | (द) गर्म मरुस्थलीय बायोम |

Q40. Prairies grassland found

- | | |
|---------------|----------------------|
| (a) India | (b) Europe |
| (c) Australia | (d) U.S.A and Canada |

‘प्रेयरी’ घास के मैदान पाये जाते हैं -

- | | |
|-----------------|-----------------------|
| (अ) भारत | (ब) यूरोप |
| (स) आस्ट्रेलिया | (द) यू.एस.ए तथा कनाडा |

Q41. Savana known as -

- | | |
|------------------------|-------------------------|
| (a) Tropical grassland | (b) Temperate grassland |
| (c) Tropical forest | (d) Desert |

‘सवाना’ क्षेत्र जाना जाता है -

- | | |
|-----------------------------|--------------------------------|
| (अ) उष्ण कटिबंधीय घास मैदान | (ब) शीतोष्ण कटिबंधीय घास मैदान |
| (स) उष्ण कटिबंधीय वन | (द) मरुस्थल |

Q42. Which is known as 'Lungs of World'?

- | | |
|-------------------|----------------------|
| (a) Amazon forest | (b) Savana grassland |
| (c) Thar desert | (d) Stepee grassland |

किसे 'विश्व का फेफड़ा' के नाम से जाना जाता है?

- | | |
|-----------------------|----------------------|
| (अ) अमेजन के वर्षा वन | (ब) सवाना घास मैदान |
| (स) थार मरुस्थल | (द) स्टेपी घास मैदान |

Q43. In which year was the earth summit held?

- | | |
|----------|----------|
| (a) 1999 | (b) 1992 |
| (c) 2000 | (d) 1972 |

पृथ्वी शिखर सम्मेलन कब आयोजित हुआ था?

- | | |
|----------|----------|
| (अ) 1999 | (ब) 1992 |
| (स) 2000 | (द) 1972 |

Q44. Which of the following are the factors of soil genesis?

- | | |
|-------------|-------------------|
| (a) Climate | (b) Bacteria |
| (c) Rock | (d) All the above |

निम्नलिखित में से कौन मृदा उत्पत्ति के कारक है?

- | | |
|------------|-----------------|
| (अ) जलवायु | (ब) कीटाणु |
| (स) चट्टान | (द) उपरोक्त सभी |

Q45. Which of the following is an example of deciduous vegetation?

- | | |
|--------------|--------------|
| (a) Mango | (b) Fur |
| (c) Mahogani | (d) Rosewood |

निम्नलिखित में से कौन पतझड़ वनस्पति का उदाहरण है?

- | | |
|------------|------------|
| (अ) आम | (ब) फर |
| (स) महोगनी | (द) रोसवुड |

Q46. The Sustainable development term was used first time in -

- | |
|--|
| (a) World Environment Report |
| (b) Bruntland Report |
| (c) World Development Report |
| (d) Human Development Index (HDI) Report |

सतत् विकास शब्द का प्रयोग पहली बार किस रिपोर्ट में किया गया था—

- (अ) विश्व पर्यावरण रिपोर्ट
- (ब) ब्रंटलैण्ड रिपोर्ट
- (स) विश्व विकास रिपोर्ट
- (द) मानव विकास सूचकांक रिपोर्ट

Q47. What is organic farming?

- (a) Farming without pesticide
- (b) Farming without water
- (c) Farming without tools
- (d) Farming with chemical

जैविक खेती क्या है?

- (अ) कीटनाशकों के बिना खेती
- (ब) जल के बिना खेती
- (स) यंत्रों के बिना खेती
- (द) रासायनिक खेती

Q48. Which gas in the atmosphere absorb the ultra violet rays?

- (a) Helium
- (b) Nitrogen
- (c) Ozone
- (d) Methane

वायुमण्डल की कौन सी गैस पराबैगनी किरणों को अवशोषित करती है?

- (अ) हीलियम
- (ब) नाइट्रोजन
- (स) ओजोन
- (द) मीथेन

Q49. Green muffler is related to ?

- (a) Soil Pollution
- (b) Noise Pollution
- (c) Water Pollution
- (d) Air Pollution

ग्रीन मफ्लर सम्बन्धित है

- (अ) मृदा प्रदूषण
- (ब) ध्वनि प्रदूषण
- (स) जल प्रदूषण
- (द) वायु प्रदूषण

Q50. AQI is related to -

- (a) Air Quality
- (b) Water Quality
- (c) Bio Quality
- (d) Soil Quality

AQI (ए क्यू आई) सम्बन्धित है -

- | | |
|-------------------|--------------------|
| (अ) वायु गुणवत्ता | (ब) जल की गुणवत्ता |
| (स) जैव गुणवत्ता | (द) मृदा गुणवत्ता |

Q51. World Environment day is celebrated -

- | | |
|---------------|-----------------|
| (a) 26 July | (b) 5 June |
| (c) 15 August | (d) 31 December |

विश्व पर्यावरण दिवस मनाया जाता है -

- | | |
|--------------|----------------|
| (अ) 26 जुलाई | (ब) 5 जून |
| (स) 15 अगस्त | (द) 31 दिसम्बर |

Q52. Environment protection means

- (a) Conservation of economic resources
- (b) Protection of cultural resources
- (c) Conservation of natural resources
- (d) None of these

पर्यावरण संरक्षण का अर्थ है

- (अ) आर्थिक संसाधनों का संरक्षण
- (ब) सांस्कृतिक संसाधनों की रक्षा
- (स) प्राकृतिक संसाधनों का संरक्षण
- (द) इनमें से कोई नहीं

Q53. In water park which chemical substance is used

- | | |
|--------------|--------------|
| (a) Chlorine | (b) Nitrogen |
| (c) Sulphur | (d) Sodium |

वॉटर पार्क में किस रासायनिक तत्व का प्रयोग होता है

- | | |
|-------------|---------------|
| (अ) क्लोरीन | (ब) नाइट्रोजन |
| (स) सल्फर | (द) सोडियम |

Q54. Which is not a biological components?

- | | |
|----------|-----------|
| (a) Cow | (b) Goat |
| (c) Fish | (d) Water |

कौन जैविक घटक नहीं है?

- | | |
|----------|----------|
| (अ) गाय | (ब) बकरी |
| (स) मछली | (द) जल |

Q55. First biosphere reserve of India was established in -

- | | |
|----------------|---------------|
| (a) Nanda Devi | (b) Sundarban |
| (c) Nilgiri | (d) Panchmadi |

भारत का पहला जैवमंडल आरक्षित क्षेत्र कहां स्थापित किया गया था -

- | | |
|---------------|--------------|
| (अ) नंदा देवी | (ब) सुन्दरवन |
| (स) नीलगिरि | (द) पंचमढी |

Q56. Which of the following is a Renewable Resource?

- | | |
|------------------|-----------------|
| (a) Coal | (b) Petroleum |
| (c) Solar energy | (d) Natural Gas |

इनमें से कौन नवकरणीय संसाधन है?

- | | |
|---------------|-------------------|
| (अ) कोयला | (ब) पेट्रोलियम |
| (स) सौर ऊर्जा | (द) प्राकृतिक गैस |

Q57. Ozone layer is found in which layer of the atmosphere?

- | | |
|-----------------|------------------|
| (a) Troposphere | (b) Stratosphere |
| (c) Mesosphere | (d) Exosphere |

ओजोन परत वायुमण्डल के किस परत में पायी जाती है?

- | | |
|-----------------|-----------------|
| (अ) क्षोभ मण्डल | (ब) समताप मण्डल |
| (स) मध्य मण्डल | (द) बाह्य मंडल |

Q58. Which gas is major responsible for global warming?

- | | |
|--------------|-------------------|
| (a) Oxygen | (b) Carbondioxide |
| (c) Hydrogen | (d) Nitrogen |

कौन सी गैस प्रमुख रूप से वैश्विक उष्मन (ग्लोबल वार्मिंग) के लिए जिम्मेदार है -

- | | |
|---------------|------------------------|
| (अ) ऑक्सीजन | (ब) कार्बन डाई आक्साइड |
| (स) हाइड्रोजन | (द) नाइट्रोजन |

Q59. Bhopal Gas tragedy was caused by -

- | | |
|-------------------|---------|
| (a) CO_2 | (b) MIC |
| (c) O_3 | (d) CFC |

भोपाल गैस त्रासदी का कारण था -

- | | |
|-------------------|-------------------------------|
| (अ) CO_2 | (ब) MIC (मिथाइल आइसो सायनाइड) |
| (स) O_3 | (द) CFC |

Q60. Deforestation causes -

- | | |
|---------------------------|----------------------|
| (a) Soil Erosion | (b) Soil formation |
| (c) Biodiversity increase | (d) Air purification |

निर्वनीकरण के कारण होता है -

- | | |
|----------------------------|--------------------|
| (अ) मृदा अपरदन | (ब) मृदा निर्माण |
| (स) जैव विविधता में वृद्धि | (द) वायु शुद्धिकरण |

Q61. Which is the main source of fresh water?

- | | |
|-----------|------------|
| (a) Sea | (b) Rivers |
| (c) Ocean | (d) Gulf |

ताजे जल का प्रमुख स्रोत कौन सा है?

- | | |
|-------------|------------|
| (अ) समुद्र | (ब) नदियाँ |
| (स) महासागर | (द) खाड़ी |

Q62. Chipko movement is related to?

- | | |
|-------------------------|-------------------------|
| (a) Water Conservation | (b) Wildlife Protection |
| (c) Forest Conservation | (d) Soil Protection |

चिपको आन्दोलन सम्बन्धित है-

- | | |
|----------------|---------------------|
| (अ) जल संरक्षण | (ब) वन्यजीव सुरक्षा |
| (स) वन संरक्षण | (द) मृदा संरक्षण |

Q63. The term ecosystem was coined by-

- | | |
|-------------|-------------|
| (a) Tansley | (b) Darwin |
| (c) Malthus | (d) Haeckel |

पारिस्थितिकी तन्त्र शब्द का प्रयोग सर्वप्रथम किया था -

- | | |
|-------------|-------------|
| (अ) टान्सले | (ब) डार्विन |
| (स) माल्थस | (द) हेकेल |

Q64. Biotic component of environment are -

- | | |
|-----------------|------------------|
| (a) Producer | (b) Consumer |
| (c) Decomposers | (d) All of above |

पर्यावरण के जैविक घटक हैं -

- | | |
|-------------|-------------------|
| (अ) उत्पादक | (ब) उपभोक्ता |
| (स) अपघटक | (द) उपर्युक्त सभी |

Q65. The most stable ecosystem is -

- | | |
|------------|---------------|
| (a) Forest | (b) Grassland |
| (c) Desert | (d) Ocean |

सबसे स्थिर पारिस्थितिकी तन्त्र है -

- | | |
|-------------|-------------|
| (अ) वन | (ब) चारागाह |
| (स) मरुस्थल | (द) समुद्र |

Q66. When the Biodiversity Day celebrated?

- | | |
|--------------|----------------|
| (a) 20 March | (b) 2 October |
| (c) 22 May | (d) 26 January |

विश्व जैव विविधता दिवस कब मनाया जाता है -

- | | |
|--------------|---------------|
| (अ) 20 मार्च | (ब) 2 अक्टूबर |
| (स) 22 मई | (द) 26 जनवरी |

Q67. A Disease not caused by Water Pollution -

- | | |
|--------------|---------------|
| (a) Jaundice | (b) Cholera |
| (c) AIDS | (d) Dysentery |

जल प्रदूषण से कौन सा रोग नहीं होता है -

- | | |
|------------|-----------|
| (अ) पीलिया | (ब) हैजा |
| (स) एड्स | (द) पेचिस |

Q68. The First National Park of India was -

- | | |
|-----------------------------|------------------------------|
| (a) Dudhwa National Park | (b) Rajaji National Park |
| (c) Kaziranga National Park | (d) Jim Corbet National Park |

भारत का पहला राष्ट्रीय उद्यान था -

- | | |
|-------------------------------|----------------------------------|
| (अ) दुधवा राष्ट्रीय उद्यान | (ब) राजाजी राष्ट्रीय उद्यान |
| (स) काजीरंगा राष्ट्रीय उद्यान | (द) जिम कॉर्बेट राष्ट्रीय उद्यान |

Q69. Full form of NGT is -

- | | |
|-------------------------------|-----------------------------|
| (a) National General Tribunal | (b) National Green Tribunal |
| (c) New General Tribunal | (d) New Green Tribe |

एन.जी.टी. का पूरा नाम है -

- | | |
|---------------------------|----------------------------|
| (अ) नेशनल जनरल ट्रीब्यूनल | (ब) नेशनल ग्रीन ट्रीब्यूनल |
| (स) न्यू जनरल ट्रीब्यूनल | (द) न्यू ग्रीन ट्राइब |

Q70. Which of the following are Desert Ecosystem?

- | | |
|--------------|-------------------|
| (a) Sahara | (b) Gobi |
| (c) Kalahari | (d) All the above |

निम्नलिखित में से कौन मरुस्थलीय पारिस्थितिकी तत्व से सम्बन्धित है?

- | | |
|--------------|-----------------|
| (अ) सहारा | (ब) गोबी |
| (स) कालाहारी | (द) उपरोक्त सभी |

Q71. Which is not a Natural Pollutant?

- | | |
|-----------------|------------|
| (a) Volcano Ash | (b) Mining |
| (c) Bacteria | (d) Virus |

कौन प्राकृतिक प्रदूषक नहीं है ?

- | | |
|--------------------|--------------------|
| (अ) ज्वालामुखी राख | (ब) खनन |
| (स) कीटाणु | (द) वायरस (विषाणु) |

Q72. The measurement unit of noise pollution?

- | | |
|--------------|-----------|
| (a) Kilogram | (b) Dyne |
| (c) Decibal | (d) Meter |

ध्वनि प्रदूषण की मापक इकाई है?

- | | |
|---------------|----------|
| (अ) किलोग्राम | (ब) डाइन |
| (स) डेसीबल | (द) मीटर |

Q73. What are the causes of Soil erosion.

- | | |
|--------------------|-------------------|
| (a) Heavy rainfall | (b) Slope of land |
| (c) Deforestation | (d) All the above |

मृदा अपरदन के कारक क्या हैं?

- | | |
|--------------------|-----------------|
| (अ) मूसलाधार वर्षा | (ब) भूमि की ढाल |
| (स) निर्वनीकरण | (द) उपरोक्त सभी |

Q74. Bamboo is a type of

- | | |
|-----------|--------------|
| (a) Grass | (b) Tree |
| (c) Algae | (d) Plankton |

बांस एक प्रकार है

- | | |
|-----------|-----------|
| (अ) घास | (ब) वृक्ष |
| (स) शैवाल | (द) प्लवक |

Q75. Which tree is considered an environmental hazard?

- | | |
|----------------|------------|
| (a) Mango | (b) Orange |
| (c) Eucalyptus | (d) Acasia |

कौन सा वृक्ष पर्यावरण के लिए संकट माना जाता है?

- | | |
|----------------|-----------|
| (अ) आम | (ब) संतरा |
| (स) यूकेलिप्टस | (द) बबूल |

Roll No.

4496

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper Fifth

BUSINESS POLICY

Course Code : F010305T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Explain the concept of SMART goals.
- (b) Briefly explain levels of management.
- (c) What is risk management ?
- (d) Briefly explain synergy.
- (e) What is business policy ?

P. T. O.

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about
225 words. Each question carries 9 marks. 4×9=36

2. (a) Describe the nature and importance of business policy in guiding decisions and ensuring effective achievement of organizational objectives.
- (b) What is the mechanism of Business Policy-making and what are its main stages ?
- (c) Explain the objectives of business and discuss its key characteristics.
- (d) What is corporate planning and how does it help organizations achieve long-term goals ?
- (e) Explain the concept of corporate strategy and discuss its major components.
- (f) What are the limitations of corporate planning in a dynamic business environment ?
- (g) Discuss the various forms of synergy and evaluate their role in achieving long-term strategic objectives.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about 475 words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) Explain in detail the different bases of classifying business policies and describe the step-by-step process of developing and implementing effective business policies.
- (b) “Long-term corporate planning provides a roadmap for future success.” Discuss this statement by explaining the concept, importance and components of long-term corporate planning.
- (c) Discuss the nature and process of strategic planning and explain how it ensures organizational success in competitive environment.
- (d) Describe the process of environmental analysis in detail. How does it help an organization in identifying opportunities and threats ?

x x x x x

Roll No.

4498

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper Third

BUSINESS ENVIRONMENT

Course Code : F010303T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Explain the features of Business Environment.
- (b) What do you mean by 'Economic Systems' ?
- (c) Write the objectives of Fiscal Policy.
- (d) What is NDTL and why is it important for Banking System ?
- (e) Explain the important features of capitalism.

P. T. O.

Section—B**(Short Answer Type Questions)**

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) Discuss the importance of SWOT analysis as a tool for internal and external environment scanning. Explain your answer with examples from any industry.
- (b) What are the main objectives of World Trade Organisation (WTO) and how does it promote global trade ?
- (c) What are the main components of the Government Budget ? Explain the difference between revenue receipts and capital receipts and revenue expenditure and capital expenditure.
- (d) What is Communism ? Discuss its main features and explain how it differs from capitalism as an economic system.
- (e) What were the major economic and political reasons that led to the introduction of the New Industrial Policy, 1991 in India ?
- (f) How do you define the International business environment ? Explain its features and importance in global trade.
- (g) What are the internal components of the business environment ? Explain how these factors influence an organization's decision-making.

[3]

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Explain the main provisions of the New Industrial Policy, 1991 and how they contributed to liberalization and industrial growth in India.
- (b) Discuss how the PESTEL analysis helps business understand the external environment and make effective strategic decisions.
- (c) What are the various quantitative instruments of monetary policy and how the RBI uses them to control inflation and ensure economic stability ?
- (d) Explain the concept of a mixed economic system and discuss how it combines the features of both capitalism and socialism to achieve economic growth and social welfare.

x x x x x

Roll No.

4493

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper Second

MANAGEMENT & COST ACCOUNTING

Course Code : F010302T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C.

Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

Very Short Answer Type Questions

Note : Attempt any *three* questions. Give answer of each question in about

50 words. Each question carries 3 marks.

$3 \times 3 = 9$

1. (a) What is the purpose of Management Accounting ?
- (b) How is EOQ (Economic Order Quantity) useful in inventory management ? Explain with an example.
- (c) How is normal loss and abnormal loss treated in a process account ?

P. T. O.

- (d) What do you mean by contribution ? Explain with an example.
- (e) What is the difference between Job costing and Batch costing ? Explain with an example.

Section—B

Short Answer Type Questions

Note : Attempt any *four* questions. Attempt each question in about 225 words. Each question carries 9 marks. 4×9=36

2. (a) What is the difference between Management Accounting and Financial Accounting ?
- (b) Explain various elements of cost with the help of a chart.
- (c) Explain the various techniques of Material Control.
- (d) What do you mean by Primary and Secondary Apportionment of Overheads ? Explain the difference between Apportionment and Allocation of Overheads.
- (e) The following is the summarised information relating to contract Account No. 101 :
- Contract price ₹ 8,00,000, Wages ₹ 1,80,000, General expenses ₹ 9,000, Raw material ₹ 1,50,000, Plant ₹ 30,000.
- As on date, cash received was ₹ 3,00,000 being 60% of work certified. The value of materials remaining at site was ₹ 15,000. Depreciate plant by 10%. Uncertified work was ₹ 12,000.
- Prepare the Contract Account.

(f) If fixed costs are ₹ 4,000, Variable costs ₹ 32,000 and break even point ₹ 20,000, find :

(i) Profit-Volume Ratio

(ii) Sales

(iii) Net profit

(iv) Margin of safety

(g) The following details have been obtained from the cost record of Birla Paints Limited :

	₹
Stock of Raw Material (1st Sept. 2025)	75,500
Stock of Raw Material (30th Sept. 2025)	91,500
Direct Wages	52,500
Indirect Wages	2,750
Sales	2,11,000
Work-in-Progress (1st Sept. 2025)	28,000
Work-in-Progress (30th Sept. 2025)	35,000
Purchase of Raw Material	66,000
Factory rent rates and power	15,000
Depreciation of Plant and Machinery	3,500

Expenses on purchases	1,500
Carriage Outwards	2,500
Advertising	3,500
Office rent and Taxes	2,500
Agent wages and commission	6,500
Stock of Finished Goods (1st Sept. 2025)	54,000
Stock of Finished Goods (30th Sept. 2025)	37,000
Prepare a Cost Sheet.	

Section—C

Long Answer Type Questions

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Explain following individual incentive schemes with the help of an example :
- (i) Halsey Premium Plan
 - (ii) Rowan Premium Plan
 - (iii) Taylor's Differential Piece Rate Plan
 - (iv) Merrick's Differential Piece Rate Plan

- (b) How is the Marginal Costing technique useful in managerial decision-making ? Explain the difference between Marginal Costing and Absorption Costing.
- (c) Product 'X' is obtained after it passes through three distinct processes. You are required to prepare Process Accounts from the following information :

	Process I	Process II	Process III
1000 units of raw material introduced at Rs. 6 per unit	₹ 6,000	—	—
Material	₹ 5,200	₹ 3,960	₹ 5,924
Direct Wages	₹ 4,000	₹ 6,000	₹ 8,000
Production Overhead	₹ 4,000.	₹ 6,000	₹ 8,000
Output (Units)	950	840	750
Normal loss	5%	10%	15%
Scrap Value (per unit)	₹ 4	₹ 8	₹ 10

- (d) In a factory A, B and C are production departments and D and E are service departments. Information regarding them are as follows :

	Production Dept.			Service Dept.	
	A	B	C	D	E
Wages (₹)	10,000	15,000	20,000	5,000	10,000
Material (₹)	5,000	10,000	10,000	7,500	7,500
Electricity (kWh)	4000	3000	2000	1000	1000

No. of					
Workers	100	150	150	50	50
No. of					
Bulbs	10	16	4	6	4
Asset	60,000	40,000	30,000	10,000	10,000
Value (₹)					
(sq. ft.)	1500	2500	500	500	500

The following are the expenditure for three months ended 31st March, 2025 :

	₹
Motive Power	2,200
Lighting	400
Material Overheads	1,600
Amenities to Employees	6,000
Depreciation	15,000
Repairs	6,000
General Overheads	12,000
Rent & Taxes	1,100

Dividing the expenses of service department (E) in the ratio of wages and the expenses of ratio of wages and the expenses of Service Department (D) in the ratio 5 : 3 : 2 in the production department find out the total overheads of departments A, B and C.

× × × × ×

Roll No.

4494

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper Fourth

BUSINESS LAW AND ETHICS

Course Code : F010304T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Mention the different types of goods with examples as per the Sales of Goods Act, 1930.
- (b) What is Misrepresentation ?
- (c) Define the term 'Unfair Trade Practice'.
- (d) When is acceptance of an offer assumed to be accepted ?
- (e) What are the different types of consideration ?

P. T. O.

Section—B**(Short Answer Type Questions)**

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. $4 \times 9 = 36$

- (a) What do you mean by Contract ? Explain the different types of contract.
- (b) Draw a specimen of Bills of Exchange and Promissory Notes.
- (c) Differentiate between Condition and Warranty.
- (d) Who is termed as an unpaid seller ? Explain in detail the rights given to unpaid seller by Sales of Goods Act, 1930.
- (e) Discuss the effect of supervening impossibility on the performance of a contract.
- (f) Define Intellectual Property Rights (IPR) and state their main objective.
- (g) Explain Business Ethics. Also explain its importance in Modern Corporate Governance.

Section—C**(Long Answer Type Questions)**

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. $2 \times 15 = 30$

- (a) What do you mean by crossing of a cheque ? Draw a specimen illustrating the crossing of a cheque. Also explain various conditions under which a cheque may be dishonoured by the banks.

[3]

- (b) Explain in detail the provisions of the Consumer Protection Act with reference to the rights of consumer.
- (c) What is a quasi-contract ? Explain its features from Sections 68 to 72 with suitable examples.
- (d) Explain the principles of Caveat Emptor as applied in a contract of sale. Are there any circumstances in which the principle of Caveat Emptor does not apply ?

x x x x x

Roll No.

4495

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper First

PRODUCTION MANAGEMENT

Course Code : F010301T

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections–A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) What is Production Management ?
- (b) Define the objective of Production Management.
- (c) Define the term 'Forecasting' in production.

P. T. O.

- (d) What is Product Design ?
- (e) Explain the term 'Product Development'.

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) Explain the major functions of Production Management.
- (b) Discuss the importance of forecasting in production decisions.
- (c) Explain the scope of Production Planning and Control.
- (d) Discuss the factors which impact the success of a product in the market.
- (e) Explain the objectives and elements of Production Planning.
- (f) What is the importance of Production Management for the business firm ?
- (g) Describe the role of Production Manager in modern organizations.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Describe the qualitative and quantitative techniques of sales

[3]

- (b) Explain the process of New Product Development with suitable examples.
- (c) Critically analyze the impact of modern technology and automation on Production Management.
- (d) Describe the role of production planning and control in the ability of an organization to meet its customers requirements.

x x x x x

Roll No.

4497

B. B. A. (Third Semester) EXAMINATION, 2025-26

Paper Ninth

BUSINESS COMMUNICATION

Course Code : F010303T-A

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.

Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about

50 words. Each question carries 3 marks.

3×3=9

1. (a) What is Business Communication ?

P. T. O.

- (b) Differentiate between Formal and Informal Communication.
- (c) What is effective listening ?
- (d) Write the differences between Letter and Application.
- (e) What do you mean by Mock Interviews ?

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) Discuss the objectives of business communication in detail.
- (b) Explain the process of business communication and describe its main stages with suitable examples.
- (c) Describe the concept of grapevine communication and discuss its types.
- (d) What is written communication ? Explain its main advantages.
- (e) What is International Communication ? Explain its challenges in the global business environment.
- (f) Discuss the various modern forms of communication.
- (g) Write a formal letter to the Bank Manager requesting the issue of a new ATM card.

[3]

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about
475 words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) Explain in detail the principles of effective communication.
- (b) What are the barriers of communication ?
- (c) Discuss in detail the principles of oral communication.
- (d) Explain the process of conducting surveys in business research.
Discuss its main steps.

x x x x x

Code : 5034

B. A./B. Sc./B. Com./B. B. A./B. C. A.
(Third Semester) Examination, 2025-26
(Value Added Course)
Paper Second
HEALTH, WELLNESS AND YOGA
Course Code : S040302T

(To be filled in by the Candidate/निम्न पूर्तियाँ परीक्षार्थी स्वयं भरें)

[Maximum Marks : 75

[अधिकतम अंक : 75

[Time : 2 Hours

[समय : 2 घण्टे

Roll No. (in figures) :

अनुक्रमांक (अंकों में)

2510751271322

Roll No. (in words) :

अनुक्रमांक (शब्दों में)

Two, Five, One, zero, Seven, Five, one, Two, Seven, One, Three, Two, Two

Booklet Code

B

Name of College :

कॉलेज का नाम

K.P. UCHHA SIKSHA SANSTHAN, JHALWA, RPRAYAGRAJ

Question Booklet
Number

160618

College Code :

कॉलेज का कोड

01075

Sunoj Kumar

Signature of Candidate

परीक्षार्थी के हस्ताक्षर

Signature of Invigilator

कक्ष-निरीक्षक के हस्ताक्षर

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 75 questions. Examinee is required to answer all 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.

परीक्षार्थियों के लिए निर्देश :

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 75 प्रश्न हैं। परीक्षार्थी को सभी 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।

(Remaining instructions on the last page)

(शेष निर्देश अन्तिम पृष्ठ पर)

1. What is the function of bile in the digestive process ?

- (A) Emulsifying fats
- (B) Breaking down carbohydrates
- (C) Activating enzymes
- (D) Neutralising stomach acid

2. What is the role of urinary bladder in the urinary system ?

- (A) Filtration of blood
- (B) Storage of urine
- (C) Production of urine
- (D) Reabsorption of water

3. What is the primary role of the esophagus in the digestive system ?

- (A) Absorption of nutrients
- (B) Mechanical digestion
- (C) Production of bile
- (D) Transportation of food to the stomach

1. पाचन प्रक्रिया में पित्त का क्या कार्य है ?

- (A) वसा पायसीकरण
- (B) कार्बोहाइड्रेट को तोड़ना
- (C) एंजाइमों को सक्रिय करना
- (D) पेट के एसिड को निष्क्रिय करना

2. मूत्र प्रणाली में मूत्राशय की क्या भूमिका है ?

- (A) रक्त का निस्पंदन
- (B) मूत्र का भण्डारण
- (C) मूत्र का उत्पादन
- (D) जल का पुनरावशोषण

3. पाचन तंत्र में अन्नप्रणाली की प्राथमिक भूमिका क्या है ?

- (A) पोषक तत्वों का अवशोषण
- (B) यांत्रिक पाचन
- (C) पित्त का उत्पादन
- (D) भोजन का पेट तक परिवहन

4. What is the term for the process by which complex carbohydrates are broken down into simple sugars ?
- (A) Digestion
(B) Fermentation
(C) Glycolysis
(D) Photosynthesis
4. इस प्रक्रिया को क्या कहते हैं जिसके द्वारा जटिल कार्बोहाइड्रेट सरल शर्करा में टूट जाते हैं ?
- (A) पाचन
(B) किण्वन
(C) ग्लाइकोलाइसिस
(D) प्रकाश-संश्लेषण
5. What is the main function of antioxidants in the body ?
- (A) Promoting inflammation
(B) Preventing cell damage
(C) Enhancing digestion
(D) Regulating blood sugar
5. शरीर में एंटीऑक्सीडेंट का मुख्य कार्य क्या है ?
- (A) सूजन को बढ़ावा देना
(B) कोशिका क्षति को रोकना
(C) पाचन शक्ति को बढ़ाना
(D) रक्त शर्करा को नियंत्रित करना
6. What is the primary role of the kidney in the human body ?
- (A) Digestion
(B) Filtration of blood and urine production
(C) Absorption of nutrients
(D) Storage of bile
6. मानव शरीर में गुर्दे की प्रार्थमिक भूमिका क्या है ?
- (A) पाचन
(B) रक्त और मूत्र उत्पादन का निम्नोत्पादन
(C) पोषण तत्वों का अवशोषण
(D) पित्त का भण्डारण

7. Which of the following is a common symptom of food-borne illness ?
- (A) Enhanced energy levels
(B) Improved mood
(C) Diarrhoea
(D) Stronger immunity
8. What is recommended daily intake of sodium for an average adult ?
- (A) 500 mg
(B) 1000 mg
(C) 2000 mg
(D) 3000 mg
9. What is the primary role of the stomach in the digestive system ?
- (A) Absorption of nutrients
(B) Mechanical digestion
(C) Production of bile
(D) Neutralizing stomach acid
10. Which of the following is a symptom of Vitamin D deficiency ?
- (A) Rickets
(B) Scurvy
(C) Beri-beri
(D) Pellagra
7. निम्नलिखित में से कौन-सा खाद्यजनित बीमारी का सामान्य लक्षण है ?
- (A) उन्नत ऊर्जा स्तर
(B) मूड में सुधार
(C) दस्त
(D) मजबूत रोग प्रतिरोधक क्षमता
8. एक औसत वयस्क के लिए सोडियम की अनुशंसित दैनिक मात्रा क्या है ?
- (A) 500 मिलीग्राम
(B) 1000 मिलीग्राम
(C) 2000 मिलीग्राम
(D) 3000 मिलीग्राम
9. पाचन तंत्र में पेट की प्राथमिक भूमिका क्या है ?
- (A) पोषक तत्वों का अवशोषण
(B) यांत्रिक पाचन
(C) पित्त का उत्पादन
(D) पेट के एसिड को निष्क्रिय करना
10. निम्नलिखित में से कौन-सा विटामिन 'डी' की कमी का लक्षण है ?
- (A) सूखा रोग
(B) स्कर्वी
(C) बेरी-बेरी
(D) पेलेग्रा

11. Which of the following nutrients is essential for the formation of red blood cells ?

- (A) Vitamin C
- (B) Vitamin D
- (C) Iron
- (D) Calcium

12. What is the primary role of insulin in the body ?

- (A) Regulating blood sugar levels
- (B) Enhancing muscle growth
- (C) Facilitating digestion
- (D) Stimulating appetite

13. What are the different types of Yoga ?

- (A) Sun, Moon, Earth
- (B) Hath, Vinyasa, Ashtanga
- (C) Kundalini, Jeevmukti, Bhakti
- (D) Vata, Kapha, Pitta

14. Which Pranayama is about imitation of sea sound or sound of waves ?

- (A) Kapalbhathi Pranayama
- (B) Sheetal Pranayama
- (C) Ujjai Pranayama
- (D) Dirgaya Pranayama

11. लाल रक्त कोशिकाओं के निर्माण के लिए निम्नलिखित में से कौन-सा पोषक तत्व आवश्यक है ?

- (A) विटामिन 'सी'
- (B) विटामिन 'डी'
- ✓(C) लोहा
- (D) कैल्शियम

12. शरीर में इंसुलिन की प्राथमिक भूमिका क्या है ?

- ✓(A) रक्त शर्करा के स्तर को नियंत्रित करना
- (B) मांसपेशियों की वृद्धि बढ़ाना
- (C) पाचन को सुगम बनाना
- (D) भूख बढ़ाने वाला

13. योग के विभिन्न प्रकार क्या हैं ?

- ✓(A) सूर्य, चन्द्रमा, पृथ्वी
- (B) हठ, विन्यास, अष्टांग
- (C) कुण्डलिनी, जीवमुक्ति, भक्ति
- (D) वात, कफ, पित्त

14. समुद्री ध्वनि या तरंगों की ध्वनि को नकल करने के बारे में कौन-सा प्राणायाम है ?

- (A) कपालभाति प्राणायाम
- ✓(B) शीतली प्राणायाम
- (C) उज्जयी प्राणायाम
- (D) दिर्गया प्राणायाम

15. Yoga means :

- (A) A mere exercise
- (B) A method of distracting oneself
- (C) An escape from reality
- (D) A process of transcending oneself

16. From which Sanskrit word does the word 'Yoga' originate :

- (A) Dharma
- (B) Karma
- (C) Yuj
- (D) Shakti

17. Which Asana lifts the body off the ground and resembles cobra ?

- (A) Bhujangasana
- (B) Vrikshasana
- (C) Tadasana
- (D) Adhomukh Shavasana

18. Which posture in Yoga is known as the 'mountain pose' ?

- (A) Tadasana
- (B) Vrikshasana
- (C) Adhomukh Shavasana
- (D) Virbhadrasana

15. योग का अर्थ है :

- (A) एक व्यायाम मात्र
- (B) स्वयं को विचलित करने की एक विधि
- ✓(C) वास्तविकता से पलायन
- ✓(D) स्वयं को ऊपर उठाने की एक प्रक्रिया

16. 'योग' शब्द किस संस्कृत शब्द से उत्पन्न हुआ है ?

- (A) धर्म
- (B) कर्म
- (C) युज
- ✓(D) शक्ति

17. कौन-सा आसन शरीर को जमीन से ऊपर उठाकर कोबरा जैसा दिखता है ?

- (A) भुजंगासन
- ✓(B) वृक्षासन
- (C) ताड़ासन
- (D) अधोमुख शवासन

18. योग में किस मुद्रा को 'माउंटेन पोज' के नाम से जाना जाता है ?

- ✓(A) ताड़ासन
- (B) वृक्षासन
- (C) अधोमुख शवासन
- (D) वीरभद्रासन

19. What is the primary focus of Hatha Yoga ?
- (A) Meditation and spiritual development
- (B) Physical postures and breathing exercise
- (C) Ethical conduct and selfless service
- (D) Mantras and chanting
19. हठयोग का मुख्य केन्द्रबिन्दु क्या है ?
- ✓(A) ध्यान और आध्यात्मिक विकास
- (B) शारीरिक आसन और श्वास व्यायाम
- (C) नैतिक आचरण और निस्वार्थ सेवा
- (D) मंत्र और जप
20. What is the name of the purification practices in Yoga ?
- (A) Mudras
- (B) Asana
- (C) Pranayama
- (D) Shatkriyas
20. योग में शुद्धिकरण प्रथाओं का नाम क्या है ?
- (A) मुद्राएँ
- (B) आसन
- (C) प्राणायाम
- ✓(D) षट्क्रियाएँ
21. Which Chakra is considered to be the joint to heart centre ?
- (A) Muladhar
- (B) Swadhisthan
- (C) Anahat
- (D) Pure
21. कौन-सा चक्र हृदय केन्द्र से जुड़ा माना जाता है ?
- (A) मूलाधार
- ✓(B) स्वाधिष्ठान
- (C) अनाहत
- (D) विशुद्ध

22. When is International Yoga Day celebrated globally ?
- (A) 21 June
(B) 20 March
(C) 15 August
(D) 10 December
23. What is the Sanskrit word for breath is Yoga ?
- (A) Asana
(B) Pran
(C) Religion
(D) Karma
24. Which type of activation of the contraction muscle will provide the most support for overall body mobility ?
- (A) Isometric
(B) Isotonic
(C) Isokinetic
(D) Static muscle contraction
25. What does the FITT Principle mean ?
- (A) Frequency, intensity, time, type
(B) Frequency, intensity, time, test
(C) Full range of motion, intensity, time, test
(D) Full range of motion, intensity, time, types
22. अन्तर्राष्ट्रीय योग दिवस विश्व स्तर पर कब मनाया जाता है ?
- (A) 21 जून
(B) 20 मार्च
(C) 15 अगस्त
(D) 10 दिसम्बर
23. योग में श्वास के लिए संस्कृत शब्द क्या है ?
- (A) आसन
(B) प्राण
(C) धर्म
(D) कर्म
24. निम्नलिखित में से किस प्रकार की संकुंचन मांसपेशी पूरी शारीरिक गतिशीलता में सर्वाधिक बल देगी ?
- (A) आइसोमेट्रिक
(B) आइसोटॉनिक
(C) आइसोकाइनेटिक
(D) स्टेटिक मसल कॉन्ट्रैक्शन
25. FITT सिद्धांत का अर्थ क्या होता है ?
- (A) आवृत्ति, तीव्रता, समय, प्रकार
(B) आवृत्ति, तीव्रता, समय, परीक्षण
(C) गति की पूर्ण सीमा, तीव्रता, समय, परीक्षण
(D) गति की पूर्ण सीमा, तीव्रता, समय, प्रकार

26. Which of the following is not a component of the warm-up ?
- (A) Stretching
(B) Calisthenics
(C) Formal activities
(D) Plyometrics
26. निम्नलिखित में से कौन-सा वार्म-अप का एक घटक नहीं है ?
- (A) स्ट्रेचिंग
(B) कैलिस्थेनिक्स
(C) औपचारिक गतिविधियाँ
(D) प्लायोमेट्रिक्स
27. In which of the following sports event is interval training less effective ?
- (A) Cycling
(B) Swimming
(C) Gymnastics
(D) Track events
27. निम्नलिखित में से किस खेल प्रतियोगिता में अंतराल प्रशिक्षण कम प्रभावी होता है ?
- (A) साइकिलिंग
(B) तैराकी
(C) जिम्नास्टिक्स
(D) ट्रैक स्पर्धाएँ
28. What is the duration of one major phase of sports training ?
- (A) 12 months
(B) 10 months
(C) 8 months
(D) 6 months
28. खेल प्रशिक्षण के एक बृहत् चरण की अवधि कितनी होती है ?
- (A) 12 महीने
(B) 10 महीने
(C) 8 महीने
(D) 6 महीने

29. Which of the following is an example of cardiovascular exercise ?
- (A) Weightlifting
(B) Swimming
(C) Yoga
(D) Stretching
29. निम्नलिखित में से कौन-सा हृदय सम्बन्धी व्यायाम का उदाहरण है ?
- (A) भारोत्तोलन
(B) तैराकी
✓(C) योग
(D) स्ट्रेचिंग
30. What type of exercise helps improve flexibility ?
- (A) Running
(B) Weightlifting
(C) Yoga
(D) High intensity interval training
30. किस प्रकार का व्यायाम लचीलेपन को बेहतर बनाने में मदद करता है ?
- (A) दौड़ना
(B) भारोत्तोलन
✓(C) योग
(D) उच्च तीव्रता अंतराल प्रशिक्षण
31. What is the recommended number of steps per day for an active lifestyle ?
- (A) 1,000 steps
(B) 5,000 steps
(C) 10,000 steps
(D) 15,000 steps
31. एक सक्रिय जीवनशैली के लिए प्रतिदिन कदमों की अनुशंसित संख्या क्या है ?
- (A) 1,000 कदम
(B) 5,000 कदम
✓(C) 10,000 कदम
(D) 15,000 कदम
32. Push-ups target which calf muscle group ?
- (A) Hamstring
(B) Glutis
(C) Chest
(D) Calf
32. पुश-अप्स किस मांसपेशी समूह को लक्षित करते हैं ?
- (A) हैमस्ट्रिंग
(B) ग्लूटस
✓(C) छाती
(D) पिंडलियाँ

33. What is the maximum recommended daily sugar intake for adults ?
- (A) 10 grams
(B) 25 grams
(C) 50 grams
(D) 100 grams
33. वयस्कों के लिए प्रतिदिन अधिकतम अनुशंसित चीनी सेवन क्या है ?
- (A) 10 ग्राम
(B) 25 ग्राम
✓(C) 50 ग्राम
(D) 100 ग्राम
34. What is the recommended duration for warm-ups before exercise ?
- (A) 5 minutes
(B) 10 minutes
(C) 15 minutes
(D) 20 minutes
34. व्यायाम से पहले वार्म-अप की अनुशंसित अवधि क्या है ?
- ✓(A) 5 मिनट
(B) 10 मिनट
(C) 15 मिनट
(D) 20 मिनट
35. Which of the following is a good source of complex carbohydrates ?
- (A) White bread
(B) Whole wheat bread
(C) Soda
(D) Candy
35. निम्नलिखित में से कौन-सा जटिल कार्बोहाइड्रेट का अच्छा स्रोत है ?
- (A) सफेद ब्रेड
✓(B) साबुत गेहूँ की ब्रेड
(C) सोडा
(D) कैंडी

36. Egg is a rich source of

- (A) Protein
- (B) Vitamin
- (C) Minerals
- (D) All of the above

36. अंडा का एक समृद्ध स्रोत है।

- (A) प्रोटीन
- (B) विटामिन
- (C) खनिज लवण
- ✓(D) उपर्युक्त सभी

37. Which of the following food components does not provide any nutrients ?

- (A) Milk
- (B) Water
- (C) Fruit juice
- (D) Vegetable soup

37. निम्नलिखित में से कौन-सा खाद्य घटक कोई पोषक तत्व प्रदान नहीं करता है ?

- (A) दूध
- ✓(B) जल
- (C) फलों का रस
- (D) सब्जी का सूप

38. Guava, grapefruit, citrus fruit and tomatoes are rich in

- (A) Vitamin A
- (B) Vitamin B
- (C) Vitamin C
- (D) Vitamin D

38. अमरूद, संतरा, नींबू और टमाटर से भरपूर होते हैं।

- (A) विटामिन 'ए'
- (B) विटामिन 'बी'
- ✓(C) विटामिन 'सी'
- (D) विटामिन 'डी'

39. Which of the following is not a food component ?
- (A) Fat
(B) Fiber
(C) Water
(D) None of the above
39. निम्नलिखित में से कौन-सा भोजन का घटक नहीं है ?
- (A) वसा
(B) रेशे
(C) जल
(D) उपर्युक्त में से कोई नहीं
40. What is a diet that includes all the essential nutrients called ?
- (A) Rich diet
(B) Complete diet
(C) Balanced diet
(D) Diet
40. ऐसा आहार जिसमें सभी महत्वपूर्ण पोषक तत्व शामिल होते हैं, क्या कहलाता है ?
- (A) समृद्ध आहार
(B) पूर्ण आहार
(C) संतुलित आहार
(D) आहार
41. Dhokla is a dish from which Indian state ?
- (A) Gujarat
(B) Odisha
(C) Karnataka
(D) Maharashtra
41. डोकला भारत के किस राज्य का व्यंजन है ?
- (A) गुजरात
(B) ओडिशा
(C) कर्नाटक
(D) महाराष्ट्र

42. Which of the following is a group of evolutionary nodes ?
- (A) Beetroot, Bearberry, Ginger
(B) Carrot, Turmeric, Ginger
(C) Sweet Potato, Radish, Turmeric
(D) Carrot, Beetroot, Radish
42. निम्नलिखित में से कौन-सा विकासात्मक जड़ों का समूह है ?
- (A) चुकंदर, बेयरबेरी, अदरक
(B) गाजर, हल्दी, अदरक
(C) शकरकंद, मूली, हल्दी
✓(D) गाजर, चुकंदर, मूली
43. Which spices are grown in Kerala ?
- (A) Cardamom
(B) Black pepper
(C) Clove
(D) All of the above
43. केरल में कौन-से मसाले उगाये जाते हैं ?
- (A) इलायची
(B) काली मिर्च
(C) लौंग
✓(D) उपर्युक्त सभी
44. From which country International Yoga Day has started ?
- (A) China
(B) America
(C) India
(D) Japan
44. अन्तर्राष्ट्रीय योग दिवस की शुरुआत किस देश से हुई थी ?
- (A) चीन
(B) अमेरिका
✓(C) भारत
(D) जापान

45. Which power can you develop through Yoga ?

- (A) Mental
- (B) Physical
- (C) Secret
- (D) All of the above

46. Yuj means :

- (A) To be one
- (B) To unite
- (C) To meet
- (D) All of the above

47. The famous book 'Yoga Sutra' was written by :

- (A) Rajabhoj
- (B) Patanjali
- (C) Ved Vyasa
- (D) None of the above

48. Which city is known as the Yoga city ?

- (A) Rishikesh
- (B) Nainital
- (C) Shimla
- (D) None of the above

45. योग से किन शक्तियों का विकास कर सकते हैं ?

- (A) मानसिक
- (B) शारीरिक
- (C) गुप्त
- ✓(D) उपर्युक्त सभी

46. युज् का अर्थ है :

- (A) एक होना
- (B) जुड़ना
- (C) मिलना
- ✓(D) उपर्युक्त सभी

47. प्रसिद्ध ग्रन्थ 'योगसूत्र' के रचयिता हैं :

- (A) राजाभोज
- (B) पतंजलि
- ✓(C) वेद व्यास
- (D) उपर्युक्त में से कोई नहीं

48. कौन-सा नगर योग नगरी के नाम से जाना जाता है ?

- ✓(A) ऋषिकेश
- (B) नैनीताल
- (C) शिमला
- (D) उपर्युक्त में से कोई नहीं

49. is not a part of Ashtanga Yoga. 49. अष्टांग योग का अंग नहीं है।

(A) Dharana

(A) धारणा

(B) Niyama

(B) नियम

(C) Yama

☒ (C) यम

(D) Kaam

☒ (D) काम

50. What does 'Puraka' mean ?

50. 'पूरक' का क्या अर्थ है ?

(A) Inhalation

(A) श्वास को अन्दर लेना

(B) Exhalation

(B) श्वास को बाहर छोड़ना

(C) Holding the breath

(C) श्वास को रोकना

(D) None of the above

☒ (D) उपर्युक्त में से कोई नहीं

51. How many steps are there in Surya Namaskar ?

51. सूर्य नमस्कार में कितने चरण होते हैं ?

(A) 17

(A) 17

(B) 15

(B) 15

(C) 14

(C) 14

(D) 12

☒ (D) 12

52. How much time should be left between two meals ?

52. दो बार के भोजन में कितने समय का अंतर होना चाहिए ?

(A) 4 hours

(A) 4 घंटे

(B) 3 hours

☒ (B) 3 घंटे

(C) 6 hours

(C) 6 घंटे

(D) 8 hours

(D) 8 घंटे

53. Which pose does the king of Asanas go through ?

- (A) Veerasana
- (B) Bhujangasana
- (C) Sheershasana
- (D) None of the above

53. आसनों का राजा किसे कहा जाता है ?

- (A) वीरासन
- ✓(B) भुजंगासन
- (C) शीर्षासन
- (D) उपर्युक्त में से कोई नहीं

54. According to Patanjali, the true source of life is :

- (A) Body
- (B) Soul
- (C) Both (A) and (B)
- (D) None of the above

54. पतंजलि के अनुसार, जीवन का वास्तविक स्रोत है :

- (A) शरीर
- (B) आत्मा
- ✓(C) दोनों (A) और (B)
- (D) उपर्युक्त में से कोई नहीं

55. Which Asana can be done even after eating ?

- (A) Halasana
- (B) Vajrasana
- (C) Sheershasana
- (D) Bhujangasana

55. कौन-सा आसन खाना खाने के उपरान्त भी किया जा सकता है ?

- (A) हलासन
- ✓(B) वज्रासन
- (C) शीर्षासन
- ✓(D) भुजंगासन

56. Neti Kriya is related to :

- (A) Stomach
- (B) Leg
- (C) Ear
- (D) Nose

56. नेति क्रिया किससे सम्बन्धित है ?

- (A) पेट
- ✓(B) पैर
- (C) कान
- (D) नाक

57. Which of the following minerals helps build strong bones and teeth ?

- (A) Iodine
- (B) Calcium
- (C) Iron
- (D) None of the above

58. Which nutrients enable us to do function ?

- (A) Fats and carbohydrates
- (B) Vitamin and minerals
- (C) Protein
- (D) All of the above

59. Which of the following diseases is caused by the deficiency of hemoglobin ?

- (A) Malaria
- (B) Anemia
- (C) Rabies
- (D) Cholera

57. निम्नलिखित में से कौन-सा खनिज लवण हड्डियों और दाँतों को मजबूत करने में सहायता करता है ?

- (A) आयोडीन
- ✓(B) कैल्शियम
- (C) लोहा
- (D) उपर्युक्त में से कोई नहीं

58. कौन-से पोषक तत्व हमें काम करने के लिए ऊर्जा देते हैं ?

- (A) वसा और कार्बोहाइड्रेट
- (B) विटामिन और खनिज लवण
- (C) प्रोटीन
- ✓(D) उपर्युक्त सभी

59. निम्नलिखित में से कौन-सा रोग हीमोग्लोबिन की कमी से होता है ?

- (A) मलेरिया
- ✓(B) रक्ताल्पता
- (C) रेबीज
- (D) हैजा

60. is necessary for the utilization and absorption of potassium and phosphorus.
- (A) Vitamin A
(B) Vitamin C
(C) Vitamin D
(D) Vitamin K
60. कैल्शियम एवं फॉस्फोरस के उपयोग एवं अवशोषण के लिए आवश्यक है।
- ✓(A) विटामिन 'ए'
(B) विटामिन 'सी'
(C) विटामिन 'डी'
(D) विटामिन 'के'
61. The disease called Beri-Beri is caused by the deficiency of which of the following vitamins ?
- (A) Vitamin B₁₂
(B) Vitamin B₂
(C) Vitamin B₁
(D) Vitamin B₃
61. बेरी-बेरी नामक रोग निम्नलिखित में से किस विटामिन की कमी से होता है ?
- (A) विटामिन 'बी₁₂'
✓(B) विटामिन 'बी₂'
(C) विटामिन 'बी₁'
(D) विटामिन 'बी₃'
62. Nightblindness is caused by the deficiency of
- (A) Vitamin D
(B) Vitamin A
(C) Vitamin E
(D) Vitamin K
62. की कमी के कारण रतौंधी होती है।
- (A) विटामिन 'डी'
✓(B) विटामिन 'ए'
(C) विटामिन 'ई'
(D) विटामिन 'के'
63. What is the main function of dietary fibre ?
- (A) To energy production
(B) To build body tissues
(C) Regulating bowel movements
(D) Protecting against heart disease
63. आहारীয় रेशे का मुख्य कार्य क्या है ?
- ✓(A) ऊर्जा उत्पादन करना
✓(B) शरीर के ऊतकों का निर्माण करना
(C) मल त्याग को नियन्त्रित करना
(D) हृदय रोग से बचाव करना

64. Which vitamin is known as sunshine vitamin ?

- (A) Vitamin C
- (B) Vitamin D
- (C) Vitamin A
- (D) Vitamin E

65. What is the main function of zinc in the body ?

- (A) Boosting immune function
- (B) Enhancing muscle growth
- (C) Promoting healthy digestion
- (D) Regulating blood pressure

66. All the following are nutrients found in food, except :

- (A) Plasma
- (B) Protein
- (C) Carbohydrate
- (D) Vitamins

67. Food passes through the stomach directly by :

- (A) The large intestine
- (B) The small intestine
- (C) The heart
- (D) The pancreas

64. किस विटामिन को सनशाइन विटामिन के नाम से जाना जाता है ?

- (A) विटामिन 'सी'
- ✓(B) विटामिन 'डी'
- (C) विटामिन 'ए'
- (D) विटामिन 'ई'

65. शरीर में जिंक का मुख्य कार्य क्या है ?

- (A) प्रतिरक्षा कार्य को बढ़ावा देना
- (B) माँसपेशियों की वृद्धि को बढ़ाना
- (C) स्वस्थ पाचन को बढ़ावा देना
- ✓(D) रक्तचाप को नियन्त्रित करना

66. निम्नलिखित सभी भोजन में पाए जाने वाले पोषक तत्व हैं, सिवाय :

- ✓(A) प्लाज्मा
- (B) प्रोटीन
- (C) कार्बोहाइड्रेट
- (D) विटामिन

67. किसके द्वारा भोजन सीधे पेट से होकर गुजरता है ?

- (A) बड़ी आंत
- (B) छोटी आंत
- (C) दिल
- (D) अग्न्याशय

68. Which of these is required on the food label ?

- (A) Total carbohydrate
- (B) Sugars
- (C) Iron
- (D) All of the above

69. The bread, cereals, rice and pasta group is a good source of :

- (A) Carbohydrates
- (B) Vitamin C
- (C) Calcium
- (D) Vitamin

70. Citrus fruits are an excellent source of

- (A) Calcium
- (B) Vitamin C
- (C) Vitamin B
- (D) Calorie

71. Chemically the enzymes are :

- (A) Proteins
- (B) Vitamin
- (C) Lipids
- (D) None of the above

68. खाद्य लेबल पर इनमें से कौन-सा आवश्यक है ?

- (A) सम्पूर्ण कार्बोहाइड्रेट
- (B) शर्करा
- (C) लोहा
- ✓(D) उपर्युक्त सभी

69. ब्रेड, अनाज, चावल और पास्ता समूह अच्छा स्रोत है :

- ✓(A) कार्बोहाइड्रेट्स का
- (B) विटामिन 'सी' का
- (C) कैल्शियम का
- (D) विटामिन का

70. खट्टे फल के उत्कृष्ट स्रोत हैं।

- (A) कैल्शियम
- ✓(B) विटामिन 'सी'
- (C) विटामिन 'बी'
- (D) कैलोरी

71. रासायनिक रूप से एंजाइम हैं :

- (A) प्रोटीन
- (B) विटामिन
- ✓(C) लिपिड
- (D) उपर्युक्त में से कोई नहीं

72. What is the recommended daily intake of fibre for an average adult ?
- (A) 5 grams
(B) 15 grams
(C) 25 grams
(D) 35 grams
73. Which of the following is an example of a complete protein source ?
- (A) Rice
(B) Beans
(C) Eggs
(D) Nuts
74. What is the recommended daily intake of water for an average adult ?
- (A) 1 litre
(B) 2 litres
(C) 3 litres
(D) 4 litres
75. What is the primary source of omega-3 fatty acids in the diet ?
- (A) Olive oil
(B) Fish
(C) Nuts
(D) Avocado
72. एक औसत वयस्क के लिए फाइबर की अनुशंसित दैनिक मात्रा क्या है ?
- (A) 5 ग्राम
(B) 15 ग्राम
(C) 25 ग्राम
(D) 35 ग्राम
73. निम्नलिखित में से कौन-सा पूर्ण प्रोटीन स्रोत का उदाहरण है ?
- (A) चावल
(B) फलियाँ
(C) अंडे
(D) मेवे
74. एक औसत वयस्क के लिए पानी की अनुशंसित दैनिक मात्रा क्या है ?
- (A) 1 लीटर
(B) 2 लीटर
(C) 3 लीटर
(D) 4 लीटर
75. आहार में ओमेगा-3 फैटी एसिड का प्राथमिक स्रोत क्या है ?
- (A) जैतून का तेल
(B) मछली
(C) मेवे
(D) एवोकाडो

Roll No.

4510

**B. B. A. (Fifth Semester)
EXAMINATION, 2025-26**

Paper XV

COMPANY ACCOUNTS

Course Code : F010503T-B

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) What is Right Shares ? Differentiate Right Share with ESOP.
- (b) Which conditions should be satisfied in case of amalgamation in the nature of merger ?
- (c) Write a short note on Computation of Minority Interest.
- (d) What is meant by Sweat Equity Share ?
- (e) Define Internal Reconstruction. Suggest *two* ways through which Internal Reconstruction can be executed in an organisation.

P. T. O.

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about 225 words. Each question carries 9 marks. 4×9=36

2. (a) Differentiate between the following :
 - (i) Shares and Debentures
 - (ii) Reserve Capital and Capital Reserve
- (b) On 1st April, 2014, 5000, 7% redeemable preference shares of ₹ 100 each fully paid in PQR Ltd. are outstanding. These preference shares are redeemed at ₹ 110 each, 2000 equity shares of ₹ 100 each are issued at ₹ 110 for cash for the purpose of redemption. The balance of profit available in Profit & Loss Appropriation Account is ₹ 10,00,000. Give Journal Entries in the books of PQR Ltd. to record redemption of preference shares.
- (c) What is Purchase Consideration ? Also explain the methods for computing purchase consideration.
- (d) What do you mean by company ? Also state the characteristics and types of companies.
- (e) On 31st March, 2020 the profit of AB Ltd. after charging corporate profit tax is ₹ 42,500. The paid up capital consists of 1000, 5% preference shares of ₹ 50 each and 40000 equity shares of ₹ 5 each. Interim dividend on equity share was paid on 10th October, 2019 @ ₹ 0.25/share.
 Final dividend @ 5% on preference shares and ₹ 0.25/share on equity shares was paid on 10th November, 2019. Profit for previous year was ₹ 15,500. The company proposed to transfer ₹ 2,500 to General Reserve.
- (f) Explain the meaning of Official Liquidator and its duties.
- (g) Give the meaning of a holding company.
 Explain Pre-acquisition profit and Post-acquisition. How are they dealt in Consolidated Balance Sheet ?

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about 475 words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) What is Managerial Remuneration ? Also explain the provision to calculate net profit and managerial remuneration in case of adequate and inadequate profit.
- (b) What are the preferential rights of the preference shareholders ? State the types of preference shares.
- (c) The Delhi Cloth Mills Ltd. invited applications for 10000 shares of ₹ 100 each at a premium of ₹ 10 each payable as follows :
- ₹ 50 on Application
 - ₹ 35 on Allotment (including premium)
 - ₹ 25 on Call.

Applications for 15000 shares were received. Applicants for 2500 shares did not get any allotment and their money returned. Allotment was made pro rata to the remaining applicants.

Mr. A was allotted 400 shares. He failed to pay the amount due on allotment and call money.

The company forfeited his shares and subsequently re-issued at ₹ 105 per share.

Show the Journal entries in the books of the company and also prepare the Balance Sheet.

- (d) The following are the Balance Sheet of A Ltd. and B Ltd. as on 31st March, 2018 :

Balance Sheet of Y Ltd. and Z Ltd.

Particulars	Y Ltd. (₹)	Z Ltd. (₹)
1. Equity and Liabilities :		
Shareholders' Fund		
Share capital :		
Equity shares (₹ 5 each)	15,00,000	4,00,000
Pref. share (₹ 50 each)	—	1,30,000
Reserve and Surplus :		
Statutory Reserve	60,000	17,500
General Reserve	6,00,000	1,50,000
Statement of P & L	67,500	31,500
Non-Current Liabilities :		
7% Debentures	—	37,500
Current Liabilities	1,77,500	1,07,500
Total	24,05,000	8,74,000
2. Assets :		
Non-Current Assets :		
Fixed Assets	17,50,000	5,14,000
Current Assets	6,55,000	3,60,000
Total	24,05,000	8,74,000

On 1st April, 2018, Y Ltd. takes over Z Ltd. on the following terms :

- (i) Y Ltd. will issue 50000 equity shares of ₹ 5 each at par to the equity shareholders of Z Ltd.
- (ii) Y Ltd. will issue 1500, 3% preference shares of 50 each at par to the 3% preference shareholders of Z Ltd.
- (iii) The debentures of Z Ltd. will be taken over by Y Ltd. and then converted into an equal number of 8% debentures.

Give Journal entries in the books of Y Ltd. and prepare new Balance Sheet of Y Ltd. after amalgamation, assuming that (a) the amalgamation in the nature of merger and (b) the amalgamation in the nature of purchase.

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B. B. A. (Fifth Semester) EXAMINATION, 2025-26

Paper XIV

ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT

Course Code : F010502T-A

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Define Entrepreneurship.
- (b) What is the MSMED Act, 2006 ?

P. T. O.

- (c) Who is the entrepreneur ?
- (d) Mention *two* traits of successful entrepreneurs.
- (e) What is project appraisal ?

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) Explain the role and importance of entrepreneurship in the Indian economy.
- (b) Discuss any two theories of entrepreneurship.
- (c) Differentiate between entrepreneurs and managers.
- (d) What are the problems faced by women entrepreneurs in India ?
- (e) Describe the concept and significance of Entrepreneurial Development Programmes (EDPs).
- (f) What are the steps involved in strategic planning for small business ?
- (g) Explain the process of project formulation.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Discuss the evolution of the concept of entrepreneurship and the types of entrepreneurs.

[3]

- (b) Analyse the institutional support system available for entrepreneurs in India.
- (c) Evaluate the significance of environmental analysis in identifying business ideas.
- (d) Explain the MSMED Act, 2006 and its impact on small business development in India.

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Roll No.

4505

B. B. A. (Fifth Semester) EXAMINATION, 2025-26

Paper XIII

INCOME TAX

Course Code : F010501T-A

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about
50 words. Each question carries 3 marks. 3×3=9

1. (a) Explain Deemed Assessee.
- (b) Define Casual Income. Explain with example.
- (c) What is meant by self-occupied house ?
- (d) What do you mean by perquisites ?
- (e) Explain 'relatives' under gift.

P. T. O.

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about 225 words. Each question carries 9 marks. 4×9=36

2. (a) What is entertainment allowance ? What are the provisions of Section 16(ii) regarding entertainment allowance for a government employee ?
- (b) Define annual value and state the deductions that are allowed from the annual value in computing the income from house property.
- (c) Explain the different types of provident funds. State the provisions related to amount which is included in the income, limit of amount under Section 80C and at retirement clauses.
- (d) Differentiate between Gross Total Income and Total Income.
- (e) Explain the provisions regarding carry forward and set-off of losses.
- (f) Explain any *ten* exempted incomes under Income Tax Act.
- (g) Mr. Sahil sold a house for ₹ 20 lakh on 1st Nov., 2024. The house was constructed by him in 2000 at the cost of ₹ 1.4 lakh and used for own residence. Besides, he has two more houses. On 1st Feb., 2025, he invested ₹ 10 lakh to specific bond of NHAI. After the constructions he spent ₹ 24,400 in 2006-07 on the improvement of the house. Compute his taxable capital gain. He paid 3% brokerage for selling the house and other expenses were ₹ 10,000. On 1st April, 2001, the fair market value of the house was ₹ 1.4 lakh. Cost inflation index :

2001-02 is 100, 2006-07 is 122, 2024-25 is 363.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) What do you mean by Agriculture Income ? What are its kinds ? State *ten* incomes which are related to land but are not agriculture income.
- (b) Explain the provisions of the following deductions under :
- (i) Section 80C
 - (ii) Section 80CCC
 - (iii) Section 80CCH
 - (iv) Section 80D
 - (v) Section 80DD
 - (vi) Section 80E
 - (vii) Section 80G
 - (viii) Section 80GG
 - (ix) Section 80GGA
 - (x) Section 80U
- (c) How is the residence of an assessee determined for income tax purpose ? Explain the incidence of residence on tax liability.
- (d) From the following particulars of Mr. Kartik, compute his tax liability as per old regime for the assessment year 2024-25 :
- (i) Basic salary ₹ 20,000 p.m.
 - (ii) Dearness allowance ₹ 1,000 p.m.

- (iii) Bonus ₹ 10,000
- (iv) Entertainment allowance ₹ 200 p.m.
- (v) Conveyance allowance ₹ 1,800 p.m.
- (vi) Hostel allowance ₹ 400 p.m.
- (vii) He contributes 13% of his salary of RPF with equal contribution by the employer. Interest on RPF at 10.5% amounted to ₹ 10,500.
- (viii) He is provided with rent free furnished house owned by the company. The cost of furniture is ₹ 1,00,000 (city population is above 25 lakh).
- (ix) The company provided the services of sweeper and cook who are paid ₹ 500 p.m. and ₹ 700 p.m. respectively :
- (x) During the P.Y. he made the following payment :

LIC premium	₹ 25,000
PPF deposit	₹ 20,000
Professional tax	₹ 2,400

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Roll No.

4508

B. B. A. (Fifth Semester) EXAMINATION, 2025-26

Paper XIV

SALES MANAGEMENT

Course Code : F010502T-B

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.

Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about

50 words. Each question carries 3 marks.

3×3=9

1. (a) Define Sales Forecasting.

(b) What do you mean by Sales Territory ?

P. T. O.

- (c) Define Sales Quota.
- (d) What is Sales Promotion ?
- (e) What is the role of Sales Manager in modern organizations ?

Section—B

(Short Answer Type Questions)

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. $4 \times 9 = 36$

2. (a) Explain the evolution and importance of Sales Management.
- (b) Discuss the significance of Sales Forecasting and its methods.
- (c) Explain the stages of a Sales Interview.
- (d) What are the major challenges faced by sales executives in today's market ?
- (e) Discuss the role of ethics in personal selling.
- (f) Explain the concept and importance of Sales Territory Management.
- (g) Explain the relationship between marketing channels and physical distribution.

Section—C

(Long Answer Type Questions)

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) Describe the process of sales force training and its impact on performance.

[3]

- (b) What is Sales Budgeting ? Explain its types and importance for planning and control.
- (c) What is Sales Audit ? Explain its process and importance in performance evaluation.
- (d) Describe the ethical and social responsibilities of Sales Managers in modern marketing.

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B. B. A. (Fifth Semester) EXAMINATION, 2025-26

Paper XIII

MARKETING COMMUNICATION

Course Code : F010501T-B

e : Two Hours]

[Maximum Marks : 75

e : This question paper is divided into three Sections—A, B and C. Attempt questions from all Sections as directed.

. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

e : Attempt any three questions. Give answer of each question in about 50 words. Each question carries 3 marks. 3×3=9

- a) What is meant by the term 'creativity' ?
- b) Explain the term 'media-mix' with some examples.
- c) Trace the ethical issues in advertising.
- d) What is International Advertising ? Explain with examples.
- e) Explain the role of Advertising Agency.

Section—B**(Short Answer Type Questions)**

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. 4×9=36

2. (a) Explain mental process of consumer in buying with the help of AIDA model.
- (b) What is an Advertising Appeal ? Explain its different types with examples.
- (c) Explain the term 'copywriting'. Also discuss copywriting for print media in detail.
- (d) What is Media Planning ? Explain the steps involved in Media Planning.
- (e) Discuss the economic and social aspects of advertising in detail.
- (f) Explain STP strategies in advertising with examples.
- (g) Discuss creative strategy and various creative tactics which are applied by a marketing firm.

Section—C**(Long Answer Type Questions)**

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. 2×15=30

3. (a) Explain the term 'Integrated Marketing Communication' (IMC) with the application of IMC promotion mix in detail.

[3]

- (b) What is an Advertising Budget ? Explain its top-down and bottom-up approaches in detail.
- (c) Explain the term 'DAGMAR' with its process and examples.
- (d) Why is evaluation of advertising effectiveness required ? Also discuss pre-testing and post-testing techniques used for measuring effectiveness of advertising.

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B. B. A. (Fifth Semester) EXAMINATION, 2025-26

Paper XV

INDUSTRIAL RELATIONS AND LABOUR LAWS

Course Code : F010503T-A

Time : Two Hours]

[Maximum Marks : 75

Note : This question paper is divided into three Sections—A, B and C.
Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section—A

(Very Short Answer Type Questions)

Note : Attempt any *three* questions. Give answer of each question in about **50** words. Each question carries 3 marks. 3×3=9

1. (a) Define Industrial Relations.
- (b) What do you mean by Trade Union ?
- (c) Write a short note on Collective Bargaining.
- (d) What is meant by Industrial Dispute ?
- (e) Mention any *two* objectives of Factories Act, 1948.

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Section—B**(Short Answer Type Questions)**

Note : Attempt any *four* questions. Attempt each question in about **225** words. Each question carries 9 marks. $4 \times 9 = 36$

2. (a) Explain the importance and scope of industrial relations in modern organization.
- (b) Discuss the structure and role of Participative Management in Industries.
- (c) What is the role of Government in Collective Bargaining ?
- (d) Examine the major causes of industrial unrest.
- (e) Describe the types of discipline and the procedure for disciplinary action in organizations.
- (f) Explain the salient features and provisions of the Workmen's Compensation Act.
- (g) Write short notes on the following :
- (i) Absenteeism and Turnover
 - (ii) Grievance Redressal Mechanism

Section—C**(Long Answer Type Questions)**

Note : Attempt any *two* questions. Attempt each question in about **475** words. Each question carries 15 marks. $2 \times 15 = 30$

3. (a) Discuss the role, importance and functions of Trade Union in promoting harmonious Industrial Relations in India.

[3]

- b) Critically examine the collective bargaining process and highlight the conditions necessary for its success.
- c) Explain the main provisions of the Factories Act, 1948 relating to welfare, safety and health of workers.
- d) Discuss in detail the objectives, role and functions of the International Labour Organization (ILO) and its relevance to India.

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