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END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: Supply Chain Management **Course Code: BBA405**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	**VERY SHORT ANSWER QUESTIONS** – ***Attempt All.***		**(2x10 = 20 Marks)**
	a.	Responsiveness	CO1
	b.	Cycle Inventory	CO1
	c.	Value	CO1
	d.	Replenishment cycle	CO1
	e.	Safety stock formula	CO1
	f.	Pricing	CO1
	g.	Retailer role in SC	CO1
	h.	Central Store	CO1
	i.	Cycle Service Level	CO2
	j.	Ergonomics	CO2
Q.2	**SHORT ANSWER QUESTIONS** – ***Attempt any Five.***		**(4x5 = 20 Marks)**
	a.	You must have gone through the term inventory in financial statements. Why organization maintain inventory level.	CO3
	b.	Explain supply chain ownership cost.	CO5
	c.	Explain mouth-to-hand and Blanket order methods of buying.	CO3
	d.	Consider the example of petroleum Manufacturing industry (HP, BP, INDANE, ETC.) ... chart out Supply chain for them.	CO4
	e.	What are various reason behind occurrence of bullwhip effect?	CO5
	f.	Explain responsive and efficient supply chain.	CO4
	g.	Explain major objectives of the supply chain management.	CO5

P.T.O/-

Q.3	STRUCTURED QUESTIONS – *Attempt any Three.*	(3x10 = 30 Marks)
a.	Terminator, Inc., manufactures a motorcycle part in lots of 350 units and annual demand for the part is 6000 units. The company is planning to purchase the part from following supplier and the details are provided as follows.	CO4

Supplier	Birlaaz Cement	Teriz Cement
Cost per part	Rs. 450	Rs. 425
Lead time	2 weeks	4 weeks
Safety Stock	1.5 times of weekly demand	2 times of weekly demand
Working weeks	50 weeks	50 weeks

Determine: Cycle inventory, Pipeline Inventory, safety stock and total average inventory. For each supplier determine the average inventory cost if the holding charge is 10% of unit cost. By comparing cost which supplier should be preferred?

b.	Explain various drivers of Supply chain management.	CO2
c.	You must have gone through the term stores. Explain the major functions of stores and store types.	CO2
d.	Complete the following inventory accounting sheet by **FIFO** method. First explain how the inventory is valued during issue as per **FIFO** method.	CO4

Date	Receipts			Issues			Balance		
	Qty.	Rate (Rs.)	Amount (Rs.)	Qty.	Rate (Rs.)	Amount (Rs.)	Qty.	Rate (Rs.)	Amount (Rs.)
JAN 1	150	20							
JAN 6	**100**	**15**							
JAN 7				200					
JAN 8				10					
JAN 10	200	17							
JAN 15				50					
JAN 20				100					

Q.4	Case Analysis/ Situation Based QUESTIONS – *Attempt any Two.*	(2x15 = 30 Marks)
a.	UR Magic Shop purchases masks from a plastics manufacturer. The manufacturer has quoted the following price breaks to UR's shop. • For quantity less than 999 masks, unit price is Rs. 5. • For order quantity between 1000 to 2499, unit price is Rs. 4.85 • For order quantity of more than 2500 masks, the price is Rs. 4.75. UR shop sells 2000 masks a year. The cost to place an order is Rs. 49, and the holding charge per mask is about 20% per unit per year of the purchase cost. How many masks should UR's shop order at a time so has to reduce the annual inventory cost?	CO3
b.	Explain the Economic Quantity Model with an example.	CO4
c.	You are appearing for the interview at the well-known multi-chain store. The position is for the purchasing executive. The interviewer has asked you regarding the purchasing activity. As you have mentioned in your resume regarding completion of SCM course, you are required to elaborate purchasing process in detail.	CO5

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Enrol. No. S R H U Regn. No. D D

16 JUNE

END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: Quantitative Techniques **Course Code: BBA405**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	**VERY SHORT ANSWER QUESTIONS –** ***Attempt All.***	**(2x10 = 20 Marks)**
a.	Non-Critical path	CO1
b.	Non-binding Constraint	CO1
c.	Formula for expected duration of activity in PERT	CO1
d.	Dominance rule for Player A in Game Theory	CO1
e.	Earliest Finish time formula	CO1
f.	Examples of minimizing the objective function	CO1
g.	Pessimistic approach in decision making	CO1
h.	Random Number Interval	CO1
i.	Replacement Ratio	CO1
j.	Slack of activity	CO1

Q.2 SHORT ANSWER QUESTIONS – ***Attempt any Five.*** **(4x5 = 20 Marks)**

a. For following project develop simple network diagram, list various path from start to end, and determine project completion time. CO2

Activity	A	B	C	D	E	F
Preceding activity	-	-	A	A	C	E, D
Duration (days)	6	5	4	7	10	8

b. For the following LPP convert to standard form LPP and develop Initial simplex table of LPP formulation. CO2

Max Z = 4X + 6Y

3X + 2Y < = 15

X + 2Y < = 10

2X + 3Y < = 30

X1, X2 >= 0

c. For following assignment problem formulate linear programming problem. Define decision variables, objective function, and constraints. CO4

	Machine	
Worker	W	X
A	6	6
B	2	4

d. What are special cases for the Linear programming problem. CO3

e. Apply quantitative analysis tool to determine your investment plan if four alternative investment options are available. CO3

f. For given activities determine activities expected time and variance. Also determine the standard deviation of the project completion time. CO2

Activity	Preceding activity	Optimistic time	Most Likely time	Pessimistic time
		o	m	p
A	-	9	15	21
B	A	13	21	32
D	A	23	25	30
C	B	8	12	16

g. Consider the payoff-matrix for the two person game. The payoff is according to the gain of player A. Apply the maximin for player A and Minimax for player B. Is there saddle point for game? CO4

Strategies	P1	P2	P3
A1	18	16	12
A2	18	19	14
A3	10	13	11

P.T.O./-

Q.3 STRUCTURED QUESTIONS – ***Attempt any Three.*** **(3x10 = 30 Mar**

a. The selling price of product is Rs. 100. The purchase cost of product is Rs. 50 per unit. The shop owner purchases the product in a lot of 20 units each day. If the product is not sold in same day, at the end of day the shop owner sells the product at Rs. 10 to the local vendor. Simulate the profit for 10 days and determine the average profit. The demand distribution for the product is as follows: CO4

Demand (units)	**0**	**10**	**20**	**30**
Probability	0.1	0.3	0.5	0.1

Random number for the demand simulation: 22, 15, 07, 80, 70, 09, 99, 91, 50, 60.

b. ABC Ltd. planning to produce tablet A and B at its facility to maximize its profit. The available hours at various department and time (in minutes) required by each product in department are provided in following table. As a management trainee, formulate the problem as LPP and obtain optimal solution by graphical method. List decision variables, objective function, constraints, graph, feasible area, units of A & B to be produced and total profit of optimal solution. CO3

Department	Product A (minutes/unit)	Product B (minutes/unit)	Labor time available (minute)
Soldering	10	20	240
Assembly	20	10	240
Packing	5	4	80
Profit/unit	Rs. 400	Rs. 350	

c. The supervisor of the Car renting agency is in dilemma of assigning cars to the customer locations. The manager has asked supervisor to assign the cars such that total distance travelled by the cars is minimized. Please help the supervisor to determine the assignments of cars to customer locations to meet the objective. The table provides the distance from cars' location to customer location. CO3

	Customer Location			
Car	P	Q	R	S
A	4	5	11	7
B	8	7	8	5
C	1	4	6	3
D	9	7	10	9

Develop formulation of Linear programming problem for the given assignment problem.

d. You are started a project-based company and got opportunity to develop an attractive wooden bridge like structure on a river aside the resort. Design the project which will include list of activities, duration of the activities and dependency of the activities. Also suggest in how many days the project will complete. CO4

Q.4	Case Analysis/ Situation Based QUESTIONS – *Attempt any Two.*	(2x15 = 30 Marks)

a. For following Transportation problem obtain the initial basic feasible solution by Vogel's Approximation Method. CO 5

	Distribution Points (Rs. Per unit transported)				
Supplier Points	D1	D2	D3	D4	Supply
S1	3	3	10	7	60
S2	1	5	1	1	10
S3	5	8	12	9	100
Demand	70	50	30	20	

Evaluate the optimality of the IBF solution obtained by VAM and If not optimal then develop the lowest cost solution of transportation by applying MODI method.

b. For Given project details determine:

a. Network Diagram (3M)
b. ES, EF, LS, and LF for each activities (6M)
c. Critical path and project duration (1M)

Activity	Prede-cessor	Time (days)	Activity	Prede-cessor	Time (days)
A	-	10	**G**	C	9
B	-	5	**H**	D	9
C	B	8	**I**	H, E, F	4
D	A	10	**J**	F, G	5
E	A	14	**K**	I, J	8
F	B	15			

c. Mr. Rohan is considering the possibility of opening a dress shop near university to attract students. Her options/alternatives are to open a small shop, a medium-sized shop, or large-size shop. The demand for a dress shop can be high, average or low. The probability of High, Average, and Low demand is 0.5, 0.3, and 0.2 respectively. The net profit or loss (in Rs. Lakhs) for the alternatives for the various market conditions are given in the following table. Develop decision tree model and suggest which is best decision for Mr. Rohan. CO5

Action	High Demand	Average Demand	Low Demand
Small Shop	60	45	25
Medium-sized shop	90	50	-10
Large-sized shop	120	80	-50

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Enrol. No. S R H U

Regn. No. D D

END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: International Business **Course Code: BBA404**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	VERY SHORT ANSWER QUESTIONS – *Attempt All.*	(2x10 = 20 Marks)
a.	Which of the following is NOT a driver of globalization? a) Technological advancements b) Political isolationism c) Liberalization of trade and investment d) Cultural exchange and integration	(CO 1)
b.	Which of the following is NOT a reason why companies engage in FDI? a) To diversify their investment portfolio b) To access new markets and customers c) To minimize political risk d) To increase trade barriers	(CO 1)
c.	Which of the following is NOT a component of the international business environment? a) Political factors b) Economic factors c) Social and cultural factors d) Domestic competition only	(CO 1)
d.	Which of the following is an example of a political risk in the international business environment? a) Changes in consumer preferences b) Fluctuations in exchange rates c) Political instability or government policies d) Technological advancements	(CO 1)
e.	When was GATT established? A) 1944 B) 1945 C) 1947 D) 1950	(CO 1)
f.	Which of the following is not one of the WTO's agreements? A) Agreement on Agriculture B) Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS) C) Agreement on Textiles and Clothing D) Agreement on Regional Trade Agreements (RTAs)	(CO 2)
g.	Define Green Field Investment.	(CO 2)
h.	What is Vertical FDI?	(CO 2)
i.	Mention any two non-tariff barriers in international trade.	(CO 2)
j.	Enlist any two disadvantages of globalization.	(CO 2)
Q.2	**SHORT ANSWER QUESTIONS** – ***Attempt any Five.***	**(4x5 = 20 Marks)**
a.	Compare and contrast between international business and Domestic Business.	(CO 3)
b.	Discuss the social and cultural factors a firm should study while entering a foreign market.	(CO 3)
c.	Compare and contrast between green field investment and acquisition as modes of international entry.	(CO 3)
d.	Analyse the factors influencing Foreign Direct Investment in a country.	(CO 3)
e.	Mention the different levels of regional integration with suitable examples.	(CO 4)
f.	Elaborate upon the role of WTO in promoting international business	(CO 4)
g.	Why is it necessary to study the technological environment in international business?	(CO 4)

Q.3	**STRUCTURED QUESTIONS** – ***Attempt any Three.***	**(3x10 = 30 M...**
a.	Elaborate upon the various factors in the external environment which every organization should analyze before foraying into the international arena.	(C...
b.	Discuss the evolution of the European Union and critically analyze it's role in international business.	(CO...
c.	"Most of the failures in international business arise due to the failure to understand and adapt to cultural differences between countries. Explain how is cultural understanding important in decision making for a global firm."	(CO...
d.	Analyze the pros and cons of options of international entry available to an organization.	(CO 5)

Q.4	**Case Analysis/ Situation Based QUESTIONS** – ***Attempt any Two.***	**(2x15 = 30 Marks)**
a.	***Read the following case-let and answer the questions that follow:***	

Tesla first expanded into international markets in 2009, one year after the launch of their first car, by opening a showroom in London in June 2009 and a store in Munich in September 2009. Today, Tesla has stores and galleries in 32 countries, as well as service centers in 35 countries. Tesla employs a strategy of direct selling. All stores and service centers worldwide are directly owned by the company, which stands in stark contrast to the traditional franchise dealership model automotive companies normally use. The company states that they follow this approach to have a better service coverage, to inform customers better about the cars, and because existing franchise dealers have a conflict of interest between selling gasoline-powered and electric cars.

On an international level, the strategy of Tesla is a transnational one. This means they are present in a number of different countries and benefit from Tesla's global structure but can adapt the product and sales approach to local requirements. Tesla cars were originally only produced in their factory in Fremont, California. As previously mentioned, to achieve a high level of vertical integration and cost savings, almost all steps of the production process are located there.

At the end of 2012 Tesla opened its European distribution center in Tilburg in the Netherlands, where final assembly and distribution of vehicles for the European market takes place. However, production would still fully stay in the United States for a few years. In 2016 Tesla started production of their power packs at Tesla Giga Nevada (Gig factory 1). The next production plant, Tesla Giga New York (Gigafactory 2), started producing solar panels for their subsidiary Solar City in 2017. (CO 5)

The first step into production in foreign countries happened in 2019, when Tesla started production at Tesla Giga Shanghai (Gigafactory 3). While for now only final assembly is done at the factory in Shanghai, by 2021 full production of cars will begin, especially for the growing Chinese market. In order to better cover the European market, a fourth Gig factory, Tesla Gig factory Berlin-Brandenburg is currently being constructed in Grünheide, Germany. Production should start in late 2021. This way, Tesla is continuing its approach of retaining almost complete control over the production process, by having designated, fully owned factories in the two markets they currently have the strongest presence in (aside from the US), Europe and China. In addition to the US, Europe and China Tesla is currently present in the Middle East.

In 2017, CEO Elon Musk announced that they would be expanding into the region, starting with Dubai in the United Arab Emirates. The reasoning behind this was that the UAE, despite its wealth coming mostly from oil, has announced it will heavily invest into green technologies in the next years.

Tesla's international expansion is a fascinating business case, as seldom a company manages to retain as much control over their operations and vertical integration while internationalizing effectively.

1)Discuss the international strategy of TESLA. (7)

2)Explain the factors responsible for the success of TESLA. (8)

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b.	***Read the following case-let and answer the questions that follow:*** Amazon's designs on international markets are no secret, and the company has moved aggressively to widen its footprint across the globe in recent years. Amazon has used a simple strategy to go into new markets: enter countries that are growing quickly in terms of ecommerce adoption as a percentage of total retail. In the past three years, the launch strategy used by Amazon in several countries has been based around its Kindle business. Typically, Amazon starts by negotiating with local book publishers. Then, once the parties reach an agreement, Amazon starts selling Kindles and ebooks as a way to get its foot in the door. This was the strategy Amazon followed when it entered the Brazilian market in Q2 of 2012, after finalizing deals with local publishers to sell ebooks. Since then, it's attempted to cement its position in the country's ecommerce industry, attempting to woo cosmetics manufacturers in the country and looking to lease a warehouse facility near Sao Paulo earlier this year. In mid-2015, Amazon launched its physical goods business in Mexico which, like Brazil, is a developing but fast-growing ecommerce market. After opening a Kindle Store for Mexican customers in 2013, Amazon launched a physical goods store on the Spanish-language site Amazon.com.mx, offering millions of unique items to customers in the country. In 2017, Amazon launched in Singapore, perhaps its most aggressive foray into a new location in the past five years. Rather than use the Kindle store as a point of entry, the company used their Amazon Prime Now mobile app as an entry point to leverage the mobile-first nature of the Singapore market. Amazon Singapore offers Prime Now two-hour delivery service on a huge range of items. Then, after opening a fulfillment center and meeting with suppliers, Amazon launched their business in Australia in December 2017. In addition to entering Brazil, Mexico, Singapore, and Australia, in 2017, Amazon also acquired a marketplace in a region in which they did not have an official business presence. By purchasing ecommerce firm Souq for $580 million—sensing an opportunity to acquire the Middle East's biggest marketplace more cheaply than starting an entirely new business in the region—it has become the Middle Eastern market leader in an indirect manner. **I. Comment on the International Strategy of Amazon.** (7) **II. Discuss the main factors responsible for the growth of Amazon in the international Arena** (8)	(CO 6)
c.	Elaborate upon the components of the demographic environment and economic environment which should be analyzed before entering into an international market. **(15)**	(CO 6

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Enrol. No. S R H U

Enrol. No. S R H U Regn. No. D D

END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: Management Information System **Course Code: BBA403**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	**Objectives Type** **(Very short/ Short Answer, MCQ, One-liners, Fill in the Blank, True/ False) Attempt all.**		**(10x2=20)**
	a.	Define data and information.	(CO1)
	b.	Explain important functions of MIS.	(CO1)
	c.	What are structured decisions?	(CO1)
	d.	Define ITES.	(CO1)
	e.	What is parallel installation?	(CO1)
	f.	Define system and subsystem.	(CO2)
	g.	Define system testing.	(CO2)
	h.	Define system implementations.	(CO2)
	i.	What is hacking?	(CO2)
	j.	Define ERP.	(CO2)
Q.2.	**Short notes / Short Answer Type (Attempt any five out of Seven)**		**(5x4=20)**
	a.	Discuss the roles and responsibilities of system analysist.	(CO3)
	b.	Explain various stages of waterfall model of system development.	(CO3)
	c.	What are the potential security problems do you see in the increasing intranets and extranets in business?	(CO3)
	d.	Describe CASE tools. Mention its applications.	(CO3)
	e.	Define SDLC. Determine the various steps involved in SDLC.	(CO4)
	f.	Construct ERD for college information system.	(CO4)
	g.	Discuss any five information systems in business organizations.	(CO4)
Q.3.	**Structured Question (Attempt any three out of four)**		**(3x10=30)**
	a.	Define decision making. Explain Simon's model of decision making. Determine the types of decisions to be taken at different levels in the organizations.	(CO4)
	b.	Draw context level, first level DFDs and Entity relationship diagram for banking information system.	(CO4)
	c.	Analyze how decision support systems are different from traditional management information systems.	(CO5)
	d.	Evaluate the relevance of system analysis and design for information system development. Discuss various steps in SAD.	(CO5) P.T.O.

Q.4.	Long Answer / Essay type (Attempt any two out of three)	(2x15=30)
a.	Why are information systems essential in business today? Identify at least five trends in the global business environment that have made information system so important.	(CO5)
b.	EcoBuild Ltd., a construction and infrastructure development firm, struggled with disconnected departments, delayed project updates, and inefficient resource allocation. To address these challenges, the company implemented an integrated Information System (IS) that connected its finance, HR, project management, procurement, and customer service departments. The new system allowed employees to access shared databases, track project progress in real-time, and automate routine tasks such as payroll and inventory management. Project managers could now make faster, data-driven decisions, while executives had access to comprehensive reports that improved strategic planning. As a result, EcoBuild reported a 30% reduction in project delays and a significant improvement in interdepartmental communication. Questions: i. What problems did EcoBuild Ltd. face before implementing an information system? ii. How did the integrated information system improve overall organizational performance? iii. What features are essential in an information system for a construction-based company?	(CO6)
c.	GreenLogistics, a transportation and supply chain company, was facing issues with delivery delays, high fuel costs, and inefficient route planning. To address these problems, the company adopted a digital decision-support system that used GPS tracking, data analytics, and AI-powered forecasting tools. The system collected real-time data on vehicle locations, traffic conditions, fuel usage, and delivery times. With this digital system in place, GreenLogistics was able to analyze trends and optimize delivery routes daily. Managers received real-time alerts and predictive insights, allowing them to make faster and more accurate decisions regarding fleet management and resource allocation. As a result, the company reduced delivery times by 20% and fuel costs by 15% within six months. Questions : i. How did digital systems improve decision-making at GreenLogistics? ii. What types of data were most critical to improving logistics operations? iii. What challenges might companies face when relying heavily on digital decision-support systems?	(CO6)

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Enrol. No. S R H U

Regn. No. D D

END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: Business Laws | **Course Code: BBA402**

Time allotted: 03 Hours | **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	**VERY SHORT ANSWER QUESTIONS** – ***Attempt All.*** **(10x2 = 20 Marks)**		
	a.	Explain the term Voidable contract.	CO1
	b.	Define the term minor as per Indian contract Act.	CO1
	c.	Explain the capacity to contract.	CO1
	d.	According to Sale of Goods Act, 1930, 'seller' means a person……..	CO1
	e.	The delivery of goods by one person to another for some specific purpose and time is known as	CO1
	f.	Explain different types of Shares.	CO2
	g.	Explain the term undue influence.	CO2
	h.	Explain the term Contingent Contract with reference to the Indian Contract Act, 1872	CO2
	i.	Explain the duties of an Agent.	CO2
	j.	Explain the term minor breach in a contract.	CO2
Q.2	**SHORT ANSWER QUESTIONS** – ***Attempt any Five.*** **(5x4 = 20 Marks)**		
	a.	What are the modes of the discharge of contract?	CO3
	b.	State the difference between Sale and Agreement to sell	CO3
	c.	Explain the classification of the companies as per the Companies Act, 2013.	CO3
	d.	Explain how Article of Association is different from Memorandum of Association	CO3
	e.	Describe the Contract of Indemnity and rights of indemnity holders	CO4
	f.	What is Bailment? Explain the Kinds of bailment's and its essential.	CO4
	g.	What is continuing guarantee? Explain the various ways by which a continuing guarantee may be revoked.	CO4
Q.3	**STRUCTURED QUESTIONS** – ***Attempt any Three.*** **(3x10 = 30 Marks)**		
	a.	ABC Limited was into sale and purchase of iron rods. This was the main object of the company mentioned in the Memorandum of Association. The company entered into a contract with Mr. John for some finance related work. Later on, the company repudiated the contract as being ultra vires. With reference to the same, briefly explain the doctrine of "ultravires" under the Companies Act, 2013. What are the consequences of ultravires acts of the company?	CO4
	b.	"A Promoter's fiduciary duties include the duty of loyalty and the duty of care toward the company and its shareholders." Question: Define the fiduciary duties of Promoters in a company and elaborate on how these duties can impact their decision-making processes.CO4 Recognize the duties and responsibilities of promoter in the company. Describe the term incorporation of company. Briefly explain the advantages after incorporation.	CO4
	c.	Avyukt purchased 100 Kgs of wheat from Bhaskar at `30 per kg. Bhaskar says that wheat is in his warehouse in the custody of Kishore, the warehouse keeper. Kishore confirmed Avyukt that he can take the delivery of wheat from him and till then he is holding wheat on Avyukt's behalf. Before Avyukt picks the goods from warehouse, the whole wheat in the warehouse has flowed in flood. Now Avyukt wants his price on the contention that no delivery has been done by seller. Whether Avyukt is right with his views under the Sale of Goods Act, 1930	CO5
	d.	Mr. Mukund wants to sell his car. For this purpose, he appoints Mr. Parth, a minor as his agent. Mr. Mukund instructs Mr. Parth that car should not be sold at price less than Rs. 2,00,000. Mr. Parth ignores the instruction of Mr. Mukund and sells the car to Mr. Naman for ` 1,50,000. Explain the legal position of contract under Indian Contract Act, 1872 whether: (a) Mr. Mukund can recover the loss of ` 50,000 from Mr. Parth? (b) Mr. Mukund can recover his car from Mr. Naman?	CO5

Q.4 Case Analysis/ Situation Based QUESTIONS – *Attempt any Two.* **(2x15 = 30 Marks)**

a. Case Study: CO5

Vikram, a small business owner, needed urgent funds to expand his textile business. He approached **City Bank Ltd.** for a loan of **₹20 lakhs**. The bank agreed to grant the loan but required Vikram to pledge some valuable assets as security. Vikram pledged **100 kg of pure silver** stored in a government-approved warehouse. The following terms were agreed upon:

1. **Loan Amount:** ₹20 lakhs, repayable in **12 months** with **10% annual interest**.
2. **Security (Pledge):** 100 kg of pure silver, stored in a warehouse, with a **pledge receipt issued in favor of City Bank Ltd.**
3. **Bank's Right to Sell:** If Vikram **fails to repay the loan**, the bank has the right to **sell the pledged silver** to recover its dues.
4. **Redemption Right:** Vikram has the right to **redeem** the silver upon full repayment of the loan.
5. **Breach Consequences:** If Vikram **fails to repay on time**, the bank will give him a **30-day grace period**, after which it can sell the silver without further notice.

Breach of Agreement & Dispute:

After taking the loan, Vikram's business suffered losses, and he could not repay the amount within the stipulated 12 months. The bank gave him the **30-day grace period**, but he still failed to make the payment.

- **Bank's Sale of Pledged Goods:** After the grace period, City Bank Ltd. sold **80 kg of the pledged silver** at market value, which covered the outstanding loan amount and interest.
- **Dispute Over Remaining Silver:** After clearing the loan, **20 kg of silver** remained. Instead of returning it to Vikram, the bank refused, claiming **additional charges** for storage and sale.
- **Vikram's Legal Action:** Vikram sued the bank, arguing that since the loan was cleared, he had the **right to reclaim the remaining silver**, and the bank had no authority to withhold it.

a) Did Vikram retain any **ownership rights** over the remaining 20 kg of silver?

b) Under the law of pledge, did Vikram have the right to **redeem the remaining silver** after the loan was cleared?

b. CO6

Company XYZ, a small manufacturing business, has recently undergone a voluntary winding-up process due to financial difficulties. The directors and shareholders have successfully completed the process. Now, they are facing the consequences of winding up. Analyze the following aspects:

1. **Financial Consequences**: Discuss the financial implications for Company XYZ and its stakeholders, including shareholders, creditors, and employees, after the winding-up process is completed.
2. **Asset Distribution**: Explain how the company's assets are distributed among creditors and shareholders, taking into account the order of priority for payments.
3. **Employee Impact**: Assess the impact on the company's employees, including their rights and entitlements during and after the winding-up process.

c. CO6

Case Study: Vikram, a businessman, owned a luxury car which he lent to his close friend Ravi for a few months as a gesture of goodwill. There was no formal agreement, and no transfer of ownership documents were signed. However, Ravi, struggling with financial difficulties, decided to sell the car without informing Vikram. Ravi approached **Elite Motors**, a well-known car dealership, and falsely claimed to be the legitimate owner of the vehicle. To support his claim, he forged the ownership documents. **Elite Motors**, relying on these documents and conducting only a basic verification, purchased the car from Ravi. The dealership then sold the vehicle to Sunita, a customer who paid the full amount in good faith and received all necessary documents. A month later, Vikram saw Sunita driving the car and immediately confronted her. Sunita, shocked, insisted that she had legally purchased the car from Elite Motors. Vikram, on the other hand, argued that the car was never Ravi's to sell and that he remained its rightful owner. The dispute escalated, and both parties sought legal intervention to claim ownership of the vehicle.

a) How does the doctrine that "no one can transfer a better title than they possess" evaluate it in this scenario?

b) Are there any recognized legal exceptions under which Sunita may be able to retain the car despite the defect in title?

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END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester - IV

Course Name: Business Finance **Course Code: BBA401**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully.

Q.1	**VERY SHORT ANSWER QUESTIONS** – ***Attempt All.***		**(2x10 = 20 Marks)**
	a.	Why does the ARR method in capital budgeting consider the time value of money?	CO1
	b.	Define capital budgeting.	CO1
	c.	What is capital structure?	CO1
	d.	Explain permanent working capital.	CO1
	e.	Define cash management.	CO1
	f.	Explain Stock dividend.	CO2
	g.	Define stock split.	CO2
	h.	Define Cost debt capital	CO2
	i.	You have deposited Rs. 100,000 in a fixed deposit in a bank at 10% rate of interest. How much will you get after 7 years?	CO2
	j.	Explain the concept of "Time Value of Money".	CO2

Q.2	**SHORT ANSWER QUESTIONS** – ***Attempt any Five.***		**(4x5 = 20 Marks)**
	a.	You have borrowed a 6 year loan of Rs. 100000 at 13% from a prominent bank to buy a car. If the bank requires five equal repayments that what will be the amount of annual equal installment.	CO3
	b.	Explain the determinants of working capital.	CO3
	c.	Explain the factors which determine the dividend policy of the firm.	CO3
	d.	XYZ Ltd. is a company that produces and sells electronic gadgets. The company's financial data for the year 2024 is as follows: • Sales Revenue: ₹1,00,000 • Variable Costs: ₹50,000 • Fixed Costs: ₹20,000 • Interest Expense: ₹4,000 • EBIT (Earnings Before Interest and Taxes): ₹21,000 • Tax Rate: 20% Calculate the following: 1. Degree of Operating Leverage (DOL) 2. Degree of Financial Leverage (DFL)	CO3
	e.	Discuss the objectives of financial management	CO4
	f.	Differentiate between discounting and non-discounting techniques of capital budgeting	CO4
	g.	A company is expecting a net income of Rs. 120000. It has Rs. 500000, 8% debentures. The equity Capitalization rate of the company is 10%. You are required to calculate the value of the firm and overall capitalization rate according to the Net Operating Income Approach.	CO4

P.T.O./-

Q3	STRUCTURED QUESTIONS – *Attempt any Three.*	(3x10 = 30 Marks)
a.	Explain the Modigliani and Miller approach on capital structure. What are its assumptions?	CO4
b.	From the following info. of a manufacturing concern compute the operating cycle in days: Avg- period of credit allowed by suppliers — 16 days Aug. debtors — 4800 Raw material consumption — 44000 Total Prod" cost — 100000 Total cost of Goods Sold — 105000 Sales for the Year — 160000 Value of avg. Stock maintained: Raw material — 3200 WIP — 3500 finished Goods — 2600	CO4
c.	Explain the various methods of ranking investment proposals	CO5
d.	You want to accumulate Rs. 1500000 for your 36th birthday. The investment is made in debt mutual funds which gives you 12% interest annually. How much money you should invest today?	CO5

Q4 Case Analysis/ Situation Based QUESTIONS – ***Attempt any Two.*** **(2x15 = 30 Marks)**

a R Ltd is making a choice between two proposals which require an equal investment of Rs. 120000 each and are expected to generate net cash flow as under. (CO5)

	Project I (Rs.)	Project II (Rs.)
1	40000	60000
2	49500	30000
3	14000	25000
4	30000	22000
5	25000	0
6	0	8000

Which project will preferred according to:

i. NPV method

ii. PI method

Presuming a discount rate of 12% and the present value of Re. 1 at this rate being .893, .797, .712, .636, .567 and .507 for one to six years

b You have ₹1,00,000 to invest for a period of 5 years. You are considering two fixed deposit options from different banks:

Option A: Offers 7% annual interest, compounded annually.

Option B: Offers 6.5% annual interest, compounded quarterly.

Assume both options are equally safe and the interest rate remains unchanged over the 5-year period.

Evaluate the two investment options using future value analysis. Which option yields a higher future value and should be preferred if your goal is maximum return? (CO6)

c A firm is planning a ₹10,00,000 expansion. It currently has 2,00,000 equity shares outstanding, with a market price of ₹20 per share. The corporate tax rate is 30%, and the anticipated EBIT is ₹4,00,000. The management is considering the following three financing plans:

Plan A: Finance entirely with equity by issuing 50,000 new shares.

Plan B: Finance with 50% equity (25,000 new shares) and 50% debt (₹5,00,000 at 10% interest).

Plan C: Finance entirely with debt (₹10,00,000 at 10% interest).

Evaluate the three financing options and determine which plan would result in the highest Earnings Per Share (EPS). Justify your recommendation based on your analysis. (CO6)

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Enrol. No. S R H U

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END SEMESTER EXAMINATION, JUNE- 2025

B. B. A. Semester – IV (Back)

Course Name: Business Finance **Course Code: BBA401**

Time allotted: 03 Hours **Max. Marks: 100**

Note: Read all the instructions carefully

Q.1		**VERY SHORT ANSWER QUESTIONS** – ***Attempt All.***	**(2x10 = 20 Marks)**
	a.	In capital budgeting, the payback period method considers the time value of money. Justify.	CO1
	b.	What do you mean by capital budgeting?	CO1
	c.	What do you mean by capital structure?	CO1
	d.	Explain permanent working capital.	CO1
	e.	Define inventory management?	CO1
	f.	Explain Micro finance.	CO2
	g.	Explain equity dividend.	CO2
	h.	Define Cost of preference share capital.	CO2
	i.	You have deposited Rs. 15,000 in a fixed deposit in a bank at 6% rate of interest. How much will you get after 5 years?	CO2
	j.	Explain "Time Value of Money".	CO2
Q.2		**SHORT ANSWER QUESTIONS** – ***Attempt any Five.***	**(4x5 = 20 Marks)**
	a.	You have borrowed a 5 year loan of Rs. 70000 at 9% from a prominent bank to buy a car. If the bank requires five equal repayments that what will be the amount of annual equal installment.	CO3
	b.	Explain the determinants of working capital.	CO3
	c.	Explain the factors which determine the dividend policy of the firm.	CO3
	d.	How you will determine the cost of redeemable preference share. Illustrate your answer with the help of suitable example.	CO3
	e.	Discuss the objectives of financial management	CO4
	f.	Differentiate between discounting and non-discounting techniques of capital budgeting	CO4
	g.	A company is expecting a net income of Rs. 130000. It has Rs. 500000, 8% debentures. The equity Capitalization rate of the company is 10%. You are required to calculate the value of the firm and overall capitalization rate according to the Net Income Approach.	CO4
Q.3		**STRUCTURED QUESTIONS** – ***Attempt any Three.***	**(3x10 = 30 Marks)**
	a.	Explain the Modigliani and Miller approach on capital structure. What are its assumptions.	CO4
	b.	ABC Company issued 1500 8% debentures with a face value of Rs.100 each with a maturity period of 5 years. The effective tax rate for the company is 20%. Calculate the after-tax cost of redeemable preference shares for ABC Company.	CO4
	c.	Explain the various methods of ranking investment proposals	CO5
	d.	Explain the factors which affect the growth of micro finance in India.	CO5

P.T.O./-

Q.4	Case Analysis/ Situation Based QUESTIONS – *Attempt any Two.*	(2x15 = 30 Marks)

a R Ltd is making a choice between two proposals which require an equal investment of Rs. 1000000 each and are expected to generate net cash flow as under.

	Project I Rs	Project II Rs.
1	400000	600000
2	495000	300000
3	140000	250000
4	300000	220000
5	250000	0
6	0	80000

Which project will preferred according to:

i. NP method

ii. PI method

Presuming a discount rate of 10% and the present value of Re. 1 at this rate being .909, .826, .751, .683, .621 and .564 for one to six years

CO5

b ABC Company is considering a new project that requires Rs.1,000,000 in financing. The company's capital structure consists of the following components:

Component	Book Value	Market Value	Cost of Capital
Debentures	5,00,000	5,50,000	6%
Equity Shares	4,00,000	6,00,000	12%
Preference Shares	1,00,000	1,20,000	8%

Calculate the weighted average cost of capital (WACC) for ABC Company.

CO6

c A Ltd. Has a share capital of Rs .1,00,000 divided into share of Rs. 10 each. It has a major expansion program requiring an investment of another Rs. 50,000. The Management is considering the following alternatives for raising this amount:

Issue of 5,000 equity shares of Rs. 10 each

Issue of 5000, 12% preference shares of Rs. 10 each

Issue of 10% debentures of Rs. 50,000

The company's present Earning Before Interest and Tax (EBIT) are Rs. 45,000 per annum subject to tax @ 50%. You are required to calculate the effect of the above financial plan on the earnings per share presuming EBIT continues to be the same even after expansion

CO6

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