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END SEMESTER EXAMINATION, JUNE- 2025**B. B. A. Semester - II****Course Name: Organisational Behaviour****Course Code: BBA204****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.	What is type B personality?	(CO1)
b.	Define reinforcement.	(CO1)
c.	Define attitude	(CO1)
d.	What is reward power?	(CO1)
e.	Define motivation.	(CO1)
f.	Define trait theory of leadership.	(CO2)
g.	Differentiate between X and Y theory of motivation.	(CO2)
h.	What are the determinants of personality?	(CO2)
i.	Define Halo error.	(CO2)
j.	Define organization change?	(CO2)
Q.2	SHORT ANSWER QUESTIONS – Attempt any Five.	(4x5 = 20 Marks)
a.	Critically analyze and explain Fiedler's model of leadership.	(CO3)
b.	What are the five models of organizational behavior? Critically analyze	(CO3)
c.	Conflicts in organizations can arise from various sources. Describe and analyze any three major causes of conflict in the workplace.	(CO3)
d.	What are the different types of leadership styles?	(CO3)
e.	Define perception. Explain the factors which Influence the perception of individual.	(CO4)
f.	Riya has recently been promoted to the position of team leader in her organization. She is known among her colleagues for being confident, decisive, and highly motivated. However, she sometimes struggles with empathy and patience when her team members face challenges. Based on the Trait Theory of Leadership, evaluate Riya's potential as an effective leader. What traits does she already possess that align with the theory, and which ones might she need to develop further to enhance her leadership effectiveness?	(CO4)
g.	Describe the stages involved in the conflict management process, from the emergence of conflict to its resolution. Evaluate the effectiveness of different conflict resolution strategies.	(CO4)
Q.3	STRUCTURED QUESTIONS – Attempt any Three.	(3x10 = 30 Marks)
a.	The Managerial Grid developed by Blake and Mouton presents five major leadership styles based on concern for people and concern for production. Describe each of these five styles in detail. In your opinion, which leadership style is most effective in today's dynamic business environment, and why?	(CO4)
b.	Describe the Johari Window model? Analyze the importance of this model in assessing individual's personality.	(CO4)
c.	Evaluate the relevance of Kurt Lewin's Change Model in leading successful organizational change in the modern business world.	(CO5)
d.	Explain what happens in each of the five stages of group's development. When does group address interpersonal issues? Task issues? Authority issues?	(CO5)
Q.4	Case Analysis/ Situation Based QUESTIONS – Attempt any Two.	(2x15 = 30 Marks)
a.	A friend of yours demonstrates the traits of achievement motivation: This person is competitive, requires frequent and immediate feedback, and enjoys accomplishing things and doing things better than she did before. She has recently been promoted to a managerial position and seeks your advice. What would you tell her?	(CO6)
b.	Describe in detail Vroom's expectancy model of motivation. How are the various factors in the model related to each other? What happens to motivation if one of these factors does not exist? Give examples.	(CO5)
c.	Rahul is a department head known for being very supportive and friendly with his team. He ensures everyone is happy at work, often avoiding difficult conversations to maintain harmony. However, his department consistently misses performance targets. Based on the Managerial Grid by Blake and Mouton, identify Rahul's leadership style. Analyze the strengths and limitations of this style in achieving organizational goals. What changes would you recommend to help him become a more effective leader?	(CO6)

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END SEMESTER EXAMINATION, JUNE- 2025**B. B. A. Semester - II****Course Name: Business Communication****Course Code: BBA203****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 a type of non-verbal communication? a) Email b) Facial expressions c) Phone call d) Letter	CO1
b.	What is the significance of the subject line in an email? a) To provide a brief summary of the email content b) To greet the recipient c) To conclude the email d) To attach files	CO1
c.	Which of the following is a characteristic of active listening? a) Interrupting the speaker b) Focusing on personal thoughts c) Asking clarifying questions d) Avoiding eye contact	CO1
d.	Which of the following is an example of downward communication? a) Manager to employee b) Employee to manager c) Employee to employee d) Manager to manager	CO1
e.	Which of the following is an example of external business communication? a) Memo to employees b) Email to clients c) Meeting with managers d) Feedback session with team members	CO1
f.	Crossed arms generally indicate openness and receptiveness in communication. True /False	CO1
g.	Gestures such as pointing can have different meanings in different cultural contexts. True /False	CO2
h.	Define Haptics.	CO2
i.	Your close friend and fellow officer Mr.Mehra wants to share with you, in the company canteen, some unhappy incident that occurred this morning. What type of communication is this?	CO2
j.	Mention any two objectives of external communication.	CO2
Q.2 SHORT ANSWER QUESTIONS – Attempt any Five.		(4x5 = 20 Marks)
a.	What is the meaning of encoding and decoding in the communication process?	CO2
b.	Enumerate the 7 C' S of Communication	CO2
c.	Differentiate between critical and empathic listening.	CO2
d.	Define the basic principles of effective communication	CO3
e.	What are the different reading strategies?	CO3
f.	Explain the importance of communication skills for managers	CO3
g.	Differentiate between formal and informal communication.	CO3

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Q.3 STRUCTURED QUESTIONS – Attempt any Three.		(3x10 = 30 Marks)
a.	Describe the characteristics of effective business writing with the help of 7C's of effective communication.	CO3
b.	Effective Business Communication leads to better efficiency in conducting business activities. Keeping this in mind explain the nature and importance of Business Communication in an organization	CO3
c.	What are barriers in the communication process and how do they hinder communication? Explain with the help of examples. Also explain how these barriers can be overcome?	CO4
d.	Evaluate the different steps involved in the design and delivery of oral presentations.	CO4
Q.4 Case Analysis/ Situation Based QUESTIONS – Attempt any Two.		(2x15 = 30 Marks)
a.	You are a wholesaler in gents shirts and trousers and have received an order for a large quantity of a popular brand of trousers. You do not have them in stock but you can supply another brand which is equally good. Write an email expressing your inability to supply the brand ordered and inducing the customer to buy the one you can supply.	CO5
b.	Write an email to the customer care at amazon.com, complaining to them about the delayed delivery of the product you had ordered.	CO5
c.	General Manager of Crompton Greaves, is concerned about the wastage of electricity in almost all section of the company. Draft a notice signed by him to all employees asking them to avoid such wastage	CO5

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END SEMESTER EXAMINATION, JUNE- 2025
B. B. A. Semester - II

Course Name: Business Statistics**Course Code: BBA202****Time allotted: 03 Hours****Max. Marks: 100****Note: Read all the instructions carefully.**

Note: Read all the instructions carefully.																									
Q.1		VERY SHORT ANSWER QUESTIONS – Attempt All.							(2x10 = 20 Marks)																
	a.	Define dispersion.							(CO 1)																
	b.	Define interval scale.							(CO 1)																
	c.	Define kurtosis.							(CO 1)																
	d.	What is extrapolation?							(CO 1)																
	e.	Explain change of origin concept.							(CO 1)																
	f.	Define index number.							(CO 2)																
	g.	Define inferential statistics.							(CO 2)																
	h.	Find mode for the following data: 3, 4, 5, 5, 6, 8, 5, 7, 5, 5, 8, 5, 5, 4, 5.							(CO 2)																
	i.	Define chronological classification of data.							(CO 2)																
	j.	What is correlation?							(CO 2)																
Q.2		SHORT ANSWER QUESTIONS – Attempt any Five.							(4x5 = 20 Marks)																
	a.	Differentiate between correlation and regression.							(CO 3)																
	b.	Discuss important characteristics of median.							(CO 3)																
	c.	Define statistical average? What are the desirable properties for an average to process? Mention different types of averages and their applications in business management.							(CO 3)																
	d.	Compute median for the data given below: X 24 26 28 30 32 34 f 6 10 16 8 3 2							(CO 3)																
	e.	Calculate the mean for the following frequency distribution, apply both direct and step deviation method. <table><tr><td>Marks(x)</td><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40-50</td><td>50-60</td><td>60-70</td></tr><tr><td>Number of students (f)</td><td>6</td><td>5</td><td>8</td><td>15</td><td>7</td><td>6</td><td>3</td></tr></table>							Marks(x)	0-10	10-20	20-30	30-40	40-50	50-60	60-70	Number of students (f)	6	5	8	15	7	6	3	(CO 3)
Marks(x)	0-10	10-20	20-30	30-40	40-50	50-60	60-70																		
Number of students (f)	6	5	8	15	7	6	3																		
	f.	Weights in kg of 50 students of a college are as follows. Prepare a frequency distribution table with suitable class intervals. 42 62 46 54 41 37 54 44 32 45 47 50 58 49 51 42 46 37 42 39 54 39 51 58 47 64 43 48 49 48 49 61 41 40 58 49 59 57 37 34 56 38 45 52 46 40 63 41 51 41							(CO 4)																
	g.	Construct a histogram for the following frequency distribution. <table><tr><td>Class interval</td><td>5-12</td><td>13-20</td><td>21-28</td><td>29-36</td><td>37-44</td><td>45-52</td></tr><tr><td></td><td>8</td><td>12</td><td>26</td><td>19</td><td>6</td><td>10</td></tr></table>							Class interval	5-12	13-20	21-28	29-36	37-44	45-52		8	12	26	19	6	10	(CO 4)		
Class interval	5-12	13-20	21-28	29-36	37-44	45-52																			
	8	12	26	19	6	10																			

Q.3		STRUCTURED QUESTIONS – Attempt any Three.					(3x10 = 30 Marks)				
a.	The mean age of a group of 100 persons was found to be 32.02. Later it was discovered that the age 57 was misread the 27. Find the correct mean.								(CO 4)		
b.	Construct index numbers of the price for the following data by applying: i) Laspeyre's method ii) Paasche's method iii) Fisher's Ideal Index number								(CO 4)		
Commodity		Base year		Current year							
		Price	Quantity	Price	Quantity						
		A	2	8	4	6					
		B	5	10	6	5					
		C	4	14	5	10					
D	2	19	2	13							
c.	Calculate quartile deviation and its co-efficient of the following distribution of weight :								(CO 5)		
Weight		12-13	13-14	14-15	15-16	16-17	17-18	18-19			
No.of Boxes		2	9	20	25	24	15	5			
d.	Differentiate between skewness and kurtosis. Support your answer with the help of an appropriate diagram.								(CO 5)		
Q.4		Case Analysis/ Situation Based QUESTIONS – Attempt any Two.					(2x15 = 30 Marks)				
a.	Find both regression lines (x on Y & Y on X) For the following data :								(CO 5)		
X		6	2	10	4	8					
Y		9	11	5	8	7					
b.	The annual salaries of a group of employees are given in the following table. Find standard deviation and Coefficient of Variation.								(CO 6)		
Salaries in thousand (X)		45	50	55	60	65	70	75	80		
Number of Person (Y)		3	5	8	7	9	7	4	7		
c.	From following information find the correlation coefficient between advertisement expenses and sales volume using Karl Pearson's coefficient of correlation method.								(CO 6)		
Advertiseme nt Exp (In Lakhs) X		11	13	14	16	16	15	15	14	13	13
Sales Volume (In Lakhs) Y		50	50	55	60	65	65	65	60	60	50

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END SEMESTER EXAMINATION, JUNE- 2025**B. B. A. Semester – II****Course Name: Business Environment Analysis****Course Code: BBA201****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.	FDI and FII	CO1
b.	SWOT analysis.	CO1
c.	Global warming and it's reasons.	CO1
d.	TRIPS and WTO	CO2
e.	Multi national corporation. MNC	CO1
f.	Differentiate between goods and services with examples.	CO2
g.	Balance of payment(BOP)	CO2
h.	Business environment analysis	CO1
i.	licensing policy in India	CO2
j.	Fiscal policy of India	CO1
Q.2	SHORT ANSWER QUESTIONS – Attempt any Five.	(4x5 = 20 Marks)
a.	What is business environment analysis? Why it is important to understand it?	CO1,2
b.	Write not on ADB and IMF?	CO3
c.	What are various components of a culture how MNCs succeed?	CO1,2
d.	Tell the salient features of monetary policy?	CO2,3
e.	What do you know about foreign investment? In case of FDI and FII Explain	CO3,4
f.	CSR is now abided by companies act too .What are the provisions for CSR as per the act?	CO1,2
g.	What are main consumer rights also tell various forums available for consumer grievance handling?	CO2,3

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Q.3 STRUCTURED QUESTIONS – Attempt any Three.		(3x10 = 30 Marks)
a.	A <i>patent</i> is a type of <i>intellectual property</i> that gives its owner the legal right to exclude others from making, using, or selling? What does it cover to protect? Tell an explanation with the help of patent law of India	CO3,4
b.	Compare FERA with FEMA? Also tell various salient features of FERA and what is the role of Enforcement Directorate? Also explain the terms like money laundering	CO3,4
c.	What are the main features of Indian economic planning? Tell the main features of NITI aayog.	CO4,5
d.	What are regional trade blocks? Tell mainly three trade blocks and their members? Why these blocks are being made?	CO4,5
Q.4 Case Analysis/ Situation Based QUESTIONS – Attempt any Two.		(2x15 = 30 Marks)
a.	Imagine you are a business analyst tasked with conducting a SWOT analysis for a retail company planning international expansion. Outline the key internal factors (strengths and weaknesses) and external factors (opportunities and threats) that should be considered in this analysis. Discuss how each factor could impact the company's expansion strategy. Guidance for Answer: In your response, ensure to define SWOT analysis and provide specific examples relevant to the retail industry. Discuss the implications of each identified factor on the company's decision-making process for international expansion.	CO2,4,6
b.	You are part of a consultancy team assigned to perform a PESTEL analysis for a technology start-up entering a new market segment. Describe the six key dimensions of the PESTEL framework and provide examples of political, economic, social, technological, environmental, and legal factors that could impact the success of the start-up's market entry strategy. Discuss how the findings from this analysis can inform strategic decision-making. Guidance for Answer: Explain the purpose and components of the PESTEL framework. Utilize specific examples relevant to the technology industry to illustrate each factor. Analyze the implications of these factors on the start-up's market entry and strategic planning.	CO2,3,4,6
c.	A manufacturing company is conducting a strategic review using SWOT analysis to guide its future planning. Define SWOT analysis and provide examples of internal strengths, weaknesses, external opportunities, and threats relevant to the manufacturing sector. Explain how these factors can influence the company's strategic decisions and competitive positioning in the market. Guidance for Answer: Define SWOT analysis and its purpose in strategic planning. Apply the concept to the manufacturing industry by discussing industry-specific examples of strengths, weaknesses, opportunities, and threats. Evaluate the strategic implications of these factors on the company's operations and market positioning.	CO3,5,6

END SEMESTER EXAMINATION, JUNE- 2025**B. B. A. Semester - II****Course Name: English****Course Code: BBA206****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.	Define reading.	CO1
b.	What is scanning in reading?	CO1
c.	What do you understand by frequency in phonatory system?	CO1
d.	Define acquisition?	CO1
e.	Explain critical listening.	CO1
f.	Use appropriate preposition: i. She is interested _____ learning Spanish. (into/ in) ii. We usually have lunch _____ 1 PM. (by/at)	CO2
g.	Write antonym of given words. (i) Absurd (ii) Belief	CO2
h.	Write synonyms of given words. (i) Barren (ii) Capture	CO2
i.	Use appropriate article. i. She found _____ old photo album in _____ attic. ii. Have you read _____ book I lent you?	CO2
j.	Change the direct speech " Tom said, 'I love pizza,' " into indirect speech.	CO2
Q.2	SHORT ANSWER QUESTIONS – Attempt any Five.	(4x5 = 20 Marks)
a.	Define skimming and scanning. How do these techniques aid in efficient reading?	CO3
b.	Discuss the effective rules for writing skills.	CO3
c.	Count and break syllables in the given words. (i) Butter (ii) Nike	CO3
d.	Describe the various types of reading and discuss their significance in different contexts.	CO3
e.	Examine the difference between listening and hearing. Give examples.	CO4
f.	Analyze five barriers of listening in detail.	CO4
g.	Examine how newspapers can be used to improve reading skills. Provide specific examples.	CO4
Q.3	STRUCTURED QUESTIONS – Attempt any Three.	(3x10 = 30 Marks)
a.	In your opinion, what is the most effective method for improving reading skills? Justify your answer with relevant arguments.	CO5
b.	Delineate the nature of intensive reading in detail.	CO5
c.	Analyze the importance of active listening in interpersonal communication. How does active listening contribute to effective communication?	CO4
d.	Reflect on your own reading habits and preferences. How have they evolved over time, and what factors influenced these changes?	CO5
Q.4	Case Analysis/ Situation Based QUESTIONS – Attempt any Two.	(2x15 = 30 Marks)
a	Evaluate below given words and classify their consonant sounds as per their articulatory organs: (i) Morpheus (ii) Motherhood (iii) Inclination	CO5
b	Evaluate post-alveolar and labio-dental sounds in English in detail. Describe the articulation process and utilized organs for the production of speech sounds. Supply at least two examples for both.	CO6
c	Write a letter to a publishing company requesting information about their internship program for aspiring writers.	CO6

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END SEMESTER EXAMINATION, JUNE- 2025**B. B. A. Semester – II****Course Name: Macro Economics****Course Code: BBA205****Time allotted: 03 Hours****Max. Marks: 100****Note: Read all the instructions carefully.**

Q.1	WRITE SHORT NOTES ON THE FOLLOWING – Attempt All.	(2x10 = 20 Marks)
a.	Aggregate Demand Curve	(CO 1)
b.	Gross Domestic Product	(CO 1)
c.	Constant price	(CO 1)
d.	Unorganized Sector	(CO 1)
e.	Parallel economy	(CO 1)
f.	Nominal GDP	(CO 2)
g.	Value Index Number	(CO 2)
h.	Depression	(CO 2)
i.	Contractionary monetary policy	(CO 2)
j.	Fiscal Deficit	(CO 2)
Q.2	COMMENT ON FOLLOWING STATEMENTS – Attempt any Five.	(4x5 = 20 Marks)
a.	Increased savings makes an individual rich and nation too.	(CO 3)
b.	GDP is the major measure of nation's economic growth.	(CO 3)
c.	National income is an imaginary quantity as it is different to measure national income accurately.	(CO 3)
d.	What do you understand by paradox of public deficit?	(CO 3)
e.	Reduction in money supply can cure inflation effectively.	(CO 4)
f.	All the nations irrespective of their status of development have uniform fiscal policy.	(CO 4)
g.	Different methods of computation of national income provides similar results of national income estimates	(CO 4)

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Q.3		STRUCTURED QUESTIONS – Attempt any Three.	(3x10 = 30 Marks)
a.	What are the segments that contribute to the national income? How economic planning influences their contribution to the national income?	(CO 4)	
b.	What is the difference between real and nominal GDP?	(CO 4)	
c.	Explain the term inflation. State the salient features of inflation.	(CO 5)	
d.	Discuss the role of fiscal policy in under developed countries.	(CO 5)	
Q.4		Case Analysis/ Situation Based QUESTIONS – Attempt any Two.	(2x15 = 30 Marks)
a.	Analyze the effectiveness of government initiatives aimed at mitigating unemployment and suggest additional measures to address this issue.	(CO 5)	
b.	In 2023-24, India experienced a significant rise in food prices, particularly for essential commodities such as tomatoes, onions, and pulses. This surge in prices was primarily driven by a combination of erratic monsoons, which affected agricultural production, and supply chain disruptions caused by various factors including logistical challenges and labor shortages. Additionally, global trade restrictions, exacerbated by geopolitical tensions and the lingering effects of the COVID-19 pandemic, further contributed to shortages and higher prices. The disruption in the global supply chain made it difficult for India to import food products in the quantities needed to meet domestic demand, leading to scarcity in key items. In response to the sharp rise in food prices, the Indian government took several measures to stabilize the market. The government-imposed export bans on specific food items, such as onions and rice, to ensure sufficient domestic supply and curb inflationary pressures. Furthermore, it released buffer stocks of essential commodities to mitigate shortages and prevent further price hikes. The Reserve Bank of India (RBI), meanwhile, maintained a tight monetary policy by raising interest rates in an attempt to control overall inflation. This combination of fiscal and monetary interventions aimed to ease the burden on consumers and restore stability to the food market while also addressing broader inflation concerns in the economy. Imagine you are part of a policy-making panel addressing food inflation in India and answer the following questions. 1. How can India reduce dependency on climate-sensitive crops and ensure stable food prices year-round? 2. Should India rely more on imports to stabilize food prices, or focus on boosting domestic production?	(CO 6)	
c.	Consider an economy that's operating at full employment. If the government were increase spending under these circumstances for a big project like dam construction, what would happen? What do think, is it a social welfare project? How?	(CO 6)	
