

**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: BUSINESS ENVIRONMENT**

Day : Tuesday  
Date : 27/05/2025

**S-26170-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 100 **68**

**N.B.:**

- 1) All Sub- Questions of Q. No.1 is **COMPULSORY**. Q. No.1 carries 10 marks.
- 2) Section – I (MCQ) write the sub question No and the chosen alternative (eg. ib, iic) in the answer book.
- 3) Attempt any **FIVE** questions from Section – II. Each question carries **08** marks.
- 4) Attempt any **ONE** question from Section – III. Each question carries 10 marks.
- 5) Figures to the right indicate **FULL** marks.
- 6) Answers to Section – I, II and III should be written in the **SAME** answer book.

**SECTION – I**

**Q.1 MCQ:**

- |   | CO | BL         |
|---|----|------------|
| i) The business environment is a combination of _____ factors.    | 1  | Understand |
| a) Economic and Political   |    |            |
| b) Internal and External  |    |            |
| c) Financial and Legal  |    |            |
| d) Technological and Social                                       |    |            |
| ii) The structure of the economy is best reflected through _____. | 1  | Understand |
| a) Income distribution  |    |            |
| b) Political stability  |    |            |
| c) Technological innovations                                      |    |            |
| d) None   |    |            |
| iii) The political environment involves _____.                    | 1  | Understand |
| a) Market dynamics  |    |            |
| b) Government policies and regulations                            |    |            |
| c) Shareholder activism   |    |            |
| d) None   |    |            |
| iv) CSR is important for _____.                                   | 2  | Understand |
| a) Earning profits  |    |            |
| b) Sustainable development  |    |            |
| c) Cost reduction   |    |            |
| d) Mergers and acquisitions                                       |    |            |
| v) Foreign collaboration refers to _____.                         | 3  | Remember   |
| a) Domestic agreements  |    |            |
| b) International partnerships in business                         |    |            |
| c) Inter-state agreements   |    |            |
| d) None   |    |            |
| vi) Stock Exchanges deal mainly with _____.                       | 1  | Remember   |
| a) Currency exchange  |    |            |
| b) Government bonds   |    |            |
| c) Securities trading   |    |            |
| d) Foreign exchange   |    |            |

**P.T.O.**

- vii) Which institution regulates financial and monetary stability in India? 1 Remember
- a) TRAI  
b) RBI  
c) SEBI  
d) IRDAI
- viii) Which one is a feature of MNCs? 3 Understand
- a) Operates in one country only  
b) Operates across several countries  
c) Operates in villages  
d) Operates through NGOs only
- ix) Global business environment requires companies to \_\_\_\_\_. 3 Understand
- a) Reduce customer satisfaction  
b) Adapt to different cultures  
c) Increase labor turnover  
d) Ignore global trends
- x) Financial institutions are important because they \_\_\_\_\_. 1 Understand
- a) Save taxes  
b) Mobilize and allocate funds  
c) Increase corruption  
d) Delay economic growth

#### SECTION - II

		CO	BL
Q.2	Define External Environment and its types.	(08) 1	Understand
Q.3	Explain the role of RBI in regulating the financial system.	(08) 1	Understand
Q.4	Discuss how foreign investments influence Indian industries.	(08) 3	Analyze
Q.5	Explain the social responsibility of business towards different stakeholders.	(08) 2	Understand
Q.6	Write a detail note on MNCs and their impact on India.	(08) 3	Understand
Q.7	Write short notes on any TWO:	(08)	
	a) Financial Institutions	1	Remember
	b) Environmental Influence on Business	1	Remember
	c) Government and Business Relations	1	Remember

#### SECTION - III

		CO	BL
Q.8	Analyze how economic policies of the Government of India shape business growth.	(10) 1	Analyze
Q.9	Evaluate the importance of adapting to technological advancements in a global environment.	(10) 3	Evaluate

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**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: BUSINESS COMMUNICATION**

Day : Thursday  
Date : 29/05/2025

**S-26171-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 10

NB :

1. Section-I (MCQ) is of 10 marks and Section-II and onwards are of 50 marks.
2. Section -I (MCQ) all sub-questions of Q. No. 1 are COMPULSORY, write the sub-question no. and the chosen alternative (eg. 1b, 2c) in the answer book.
3. Answers to Section I, II and III should be written in same answer book.

**SECTION - I**

- Q. 1 MCQs
- 1) What is the primary purpose of business communication? (1)
    - a) To mislead
    - b) To inform, persuade, and build relationships
    - c) To confuse
    - d) To delay decisions
  - 2) Non-verbal communication includes: (1)
    - a) Spoken words
    - b) Written messages
    - c) Body language
    - d) Letters
  - 3) The correct order in writing meeting minutes is: (1)
    - a) Discussion → Conclusion → Attendance → Agenda
    - b) Agenda → Attendance → Discussion → Conclusion
    - c) Conclusion → Agenda → Discussion → Attendance
    - d) Attendance → Conclusion → Agenda → Discussion
  - 4) The term 'para-language' refers to: (1)
    - a) Written scripts
    - b) Accent, pitch, tone of voice
    - c) Sign language
    - d) Presentation visuals



- 5) Which of the following is not a barrier to listening? (1)
- a) Distraction
  - b) Prejudice
  - c) Empathy
  - d) Multitasking
- 6) Which of the following enhances effective communication? (1)
- a) Interrupting frequently
  - b) Using jargon
  - c) Active listening
  - d) Speaking louder
- 7) Which form of communication is fastest for decision-making? (1)
- a) Written
  - b) Visual
  - c) Oral
  - d) Graphical
- 8) In business writing, the tone should be: (1)
- a) Formal and professional
  - b) Casual
  - c) Sarcastic
  - d) informal
- 9) Which of these is a quality of a skillful presenter? (1)
- a) Monotone voice
  - b) Nervous behavior
  - c) Confident body language
  - d) Reading slides verbatim

10) The first step to becoming an active listener is: (1)

- a) Judging the speaker
- b) Avoiding eye contact
- c) Paying full attention
- d) Preparing a report

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290525-e-iom-kolhapur

**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: BUSINESS COMMUNICATION**

Day : Thursday  
Date : 29/05/2025

**S-26171-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

NB :

1. Attempt any FIVE questions from Section-II. Each questions carries 08 marks.
2. Attempt any ONE questions from Section-III. Each questions carries 10 marks.
3. Figures to the right indicate FULL marks for the question.

**SECTION - II**

- Q. 2 Define business communication. Why is it essential in today's business environment? (8)
- Q. 3 Outline the general principles of effective business writing. Why is tone important in written communication? (8)
- Q. 4 Differentiate between verbal and non-verbal communication. Explain the importance of non-verbal cues in a business context. (8)
- Q. 5 Discuss the techniques for effective oral presentations. What qualities make a good presenter? (8)
- Q. 6 What are the key elements of an effective resume and job application letter? Provide a sample format. (8)
- Q. 7 Attempt ANY TWO of the following: (Short Notes) (4x2)
- a) Basic forms of Communication.
  - b) Layout of Letter writing.
  - c) Exercises to improve reading skills.

**SECTION - III**

- Q. 8 Write the importance of presentations. What are the techniques used for effective presentations ? (10)
- Q. 9 Discuss the importance of listening in business communication. Explain different types of listening and suggest methods to improve listening skills. (10)

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**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: MACRO ECONOMICS**

Day : Saturday  
Date : 31/05/2025

**S-26172-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : ~~10~~

**NB :**

1. Answers to Section I, II and III should be written in same answer books.
2. Answers to Section I, II and III should be written in same answer books.
3. Section-I (MCQ) write the sub question No. and the chosen alternative (eg. 1b,2c) in the answer book.
4. Section-I (MCQ) is of 10 marks and Section-II onwards is of 50 marks.
5. Section-I (MCQ) is of 10 marks and Section-II onwards is of 50 marks.
6. All Sub questions of Q.1 is COMPULSORY.

**SECTION - I**

- Q. 1**      **MCQs** (1)
- 1) What is the primary goal of monetary policy? (1)
    - a) To increase public spending
    - b) To control inflation and stabilize the economy
    - c) To manage International trade
    - d) To reduce fiscal deficit
  - 2) Fiscal policy deals with: (1)
    - a) Interest rates
    - b) Money supply
    - c) Government revenue and expenditure
    - d) Foreign exchange reserves
  - 3) When the central bank buys government securities in the open market, it is likely to: (1)
    - a) Reduce the money supply
    - b) Increase the money supply
    - c) Raise Interest rates
    - d) Cause deflation
  - 4) According to Keynes, the level of employment depends on: (1)
    - a) Money supply
    - b) Aggregate Demand
    - c) Wage rates
    - d) Government spending
  - 5) What does Aggregate Supply refer to? (1)
    - a) Total money supply in the economy
    - b) Total output produced in the economy at a given price level
    - c) Total demand in the economy
    - d) Total government expenditure
  - 6) Say's Law of Market suggests that: (1)
    - a) Demand creates its own supply
    - b) Supply creates its own demand
    - c) Government creates demand
    - d) Prices create demand

- 7) The term 'circular flow of income' refers to: (1)  
a) Government revenue flow  
b) Flow of income between different sectors of the economy  
c) Reinvestment of income  
d) Banking transactions
- 8) Aggregate demand in macroeconomics refers to: (1)  
a) Total demand by one consumer  
b) Total demand in one market  
c) Total demand for goods and services in an economy  
d) Demand for luxury goods
- 9) Which of the following is included in national income? (1)  
a) Transfer payments  
b) Sale of old goods  
c) Rent received by households  
d) Black market income
- 10) Which theory explains the relationship between money supply and price level? (1)  
a) Say's Law  
b) Liquidity Preference Theory  
c) Quantity Theory of Money  
d) Demand-Supply Theory

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310525-e-iom-kolhapur



**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**

**B.B.A. Sem-II : SUMMER : 2025**

**SUBJECT: MACRO ECONOMICS**

Day : Saturday

Date : 31/05/2025

**S-26172-2025**

Time : 02:00 PM-05:00 PM

Max. Marks : 50

NB :

1. Figures to the right indicate FULL marks for the question.
2. Attempt any ONE questions from Section-III. Each questions carries 10 marks.
3. Attempt any FIVE questions from Section-II. Each questions carries 08 marks.

**SECTION - II**

- Q. 2 Identify the major macroeconomic variables. Describe how each of these variables helps in assessing the economic condition and growth of a country. (8)
- Q. 3 Explain the differences between GDP, GNP, NDP, and NNP. Also, discuss how these indicators are useful in measuring the economic growth of a country. (8)
- Q. 4 What are the main functions of money in an economy? Give simple examples. (8)
- Q. 5 Distinguish between monetary policy and fiscal policy. In what ways can both be used together to stabilize the economy during a crisis? (8)
- Q. 6 Apply the ideas of Classical and Keynesian theories to explain how a government can reduce unemployment during an economic crisis. (8)
- Q. 7 Attempt ANY TWO of the following: (Short Answer) (4x2)
- a) Investment multiplier.
  - b) Limitations of the Study of Macroeconomics.
  - c) Circular flow of income "four sector model".
  - d) Inflation.

**SECTION - III**

- Q. 8 Imagine you are a Finance Minister of a small country. Create a simple budget plan with income and expenses to show how budgeting helps in managing the economy. (10)
- Q. 9 Describe the components of Aggregate Demand and Aggregate Supply. How do they interact to determine equilibrium income? (10)

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**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: COST ACCOUNTING**

Day : Tuesday  
Date : 03/06/2025

**S-26173-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 10

**NB :**

1. Section-I (MCQ) is of 10 marks and Section-II and onwards are of 50 marks.
2. Section -I (MCQ) all sub-questions of Q. No. 1 are COMPULSORY, write the sub-question no. and the chosen alternative (eg. 1b, 2c) in the answer book.
3. Answers to Section I, II and III should be written in same answer book.

**SECTION - I**

**Q. 1**      **MCQs**

- 1) Which of the following best defines cost accounting? (1)
  - a) A method to record business transactions
  - b) A process for financial planning
  - c) A system for tracking and controlling expenses
  - d) A tool used exclusively by external stakeholders
- 2) Which of the following is NOT a basic concept of cost accounting? (1)
  - a) Cost Centre
  - b) Cost Unit
  - c) Profit Centre
  - d) Income Unit
- 3) Which of the following is NOT an element of cost? (1)
  - a) Material
  - b) Labour
  - c) Overheads
  - d) Profit
- 4) Which cost is classified under direct costs? (1)
  - a) Factory rent
  - b) Wages for machine operators
  - c) Administrative salaries
  - d) Sales commission
- 5) Budgetary control involves (1)
  - a) Preparing financial statements
  - b) Recording actual transactions
  - c) Comparing actual results with budgeted figures
  - d) Auditing financial reports
- 6) Which is NOT a type of budget? (1)
  - a) Sales budget
  - b) Production budget
  - c) Flexible budget
  - d) Corporate tax budget



(1)

- 7) Marginal cost refers to:  
a) Total cost of production  
b) Additional cost for producing one more unit  
c) Average cost per unit  
d) Indirect cost of sales

(1)

- 8) Which is NOT a feature of marginal costing?  
a) Helps in decision-making  
b) Considers only fixed costs  
c) Focuses on variable costs  
d) Used for break-even analysis

(1)

- 9) Standard costing is mainly used for:  
a) Preparing financial statements  
b) Auditing financial transactions  
c) Controlling costs through comparison  
d) Allocating resources

(1)

- 10) Which of the following is a benefit of standard costing?  
a) Reduces actual expenses  
b) Identifies inefficiencies  
c) Avoids budgeting  
d) Eliminates fixed costs

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030625-e-iom-kolhapur



**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: COST ACCOUNTING**

Day : Tuesday  
Date : 03/06/2025

**S-26173-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : **50**

NB :

1. Section – II - attempt any THREE questions. Each questions carries 08 marks.
2. Section – III - Q. No. 6 is COMPULSORY, it carries 10 marks and attempt any TWO questions from rest of the questions in Section III, each carries 08 marks.
3. Figures to the right indicate FULL marks.

**SECTION - II**

- Q. 2      What is Cost Accounting? How is it different from Financial Accounting? (8)
- Q. 3      Write a detailed note on cost sheet with its format in detail (8)
- Q. 4      What is Standard Costing? How is it useful in cost control? (8)
- Q. 5      Attempt ANY TWO of the following: (Short Notes) (4x2)
- a) Cost Centre and Cost Unit
  - b) Budgetary Control – Objectives and Importance
  - c) Material and Labour Variances

### SECTION - III

Q. 6

The following information has been extracted from the books of XYZ Ltd. for the year ending 31st March 2025. Prepare a detailed Cost Sheet

(10)

Particulars	Amount (₹)
Opening Stock of Raw Materials	30,000
Purchases of Raw Materials	1,20,000
Carriage Inward	6,000
Closing Stock of Raw Materials	20,000
Direct Wages	70,000
Factory Rent & Power	18,000
Indirect Wages	10,000
Depreciation on Machinery	12,000
Depreciation on Office Furniture	15,000
Indirect Materials	10,000
Office Salaries	20,000
Printing and Stationery	3,000
Legal Charges	25,000
Traveller's Salary	30,000
Selling & Distribution Expenses	22,000
Advertisement Expenses	8,000

Q. 7

The following data relates to ABC Ltd. for the month of April 2025:

(8)

Particulars	Value
Selling Price per unit	₹50
Variable Cost per unit	₹30
Fixed Cost (Total per month)	₹1,20,000
Output / Sales during April	6,000 units

Calculate:

1. Contribution per unit and Total Contribution.
2. Determine Profit or Loss for the month.
3. Calculate the Break-Even Point in units and in ₹.
4. Calculate the Margin of Safety in ₹.



- Q. 8 The following information relates to the labour department of XYZ Ltd. for the month of April 2025: (8)

Labour Category	Standard		Actual	
	Hours	Rate per Hour (₹)	Hours	Rate per Hour (₹)
Skilled	2,000 hrs	20	1,500 hrs	30
Unskilled	1,500 hrs	10	1,700 hrs	15
Semi-skilled	4,500 hrs	15	5,000 hrs	20

Calculate the following labour variances:

1. Labour Cost Variance (LCV)
2. Labour Rate Variance (LRV)
3. Labour Efficiency Variance (LEV)

- Q. 9 The following expenses were incurred by LMN Ltd. for the production of 10,000 units. Prepare a Flexible Budget for the production levels of: 10,000 units, 12,000 units and 15,000 units. Show the total cost for each level and clearly classify fixed and variable portions. (8)

Particulars	Amount (₹)	Nature of Cost
Direct Materials	1,50,000	Variable
Direct Labour	1,00,000	Variable
Factory Rent	50,000	Fixed
Power & Fuel	30,000	60% Variable, 40% Fixed
Factory Supervision	40,000	Fixed
Office Salaries	35,000	Fixed
Office Supplies	10,000	50% Variable, 50% Fixed
Selling & Distribution Expenses	45,000	70% Variable, 30% Fixed

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**BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**B.B.A. Sem-II : SUMMER : 2025**  
**SUBJECT: BUSINESS STATISTICS**

Day : Thursday  
Date : 05/06/2025

S-26174-2025

Time : 02:00 PM-05:00 PM  
Max. Marks : 60

**N.B.**

- 1) Section – I Q.1 (10 marks) is **COMPULSORY (MCQ TYPE)**.
- 2) Attempt any **THREE** questions from Section – II. Each questions carries 8 marks.
- 3) **Q.6** is **COMPULSORY**. It carries 10 marks.
- 4) Attempt any **TWO** questions from rest of the questions in Section III. Each questions carries 8 marks.

**SECTION – I**

**Q.1**

**M.C.Q**

**(10)**

- |     |   |     |     |
|-----|---|-----|-----|
| 1)  | byx is the regression coefficient of the regression equation<br>a) Y on X    b) X on Y    c) Y on Y    d) X on X  | CO1 | BL5 |
| 2)  | Arithmetic mean of the two regression coefficient is<br>a) Equal to correlation coefficient<br>b) Greater than correlation coefficient<br>c) Less than correlation coefficient<br>d) Equal to or greater than correlation coefficient | CO2 | BL6 |
| 3)  | A measure of the chance that an uncertain event will occur _____.<br>a) An experiment    b) An event    c) A probability    d) A trial  | CO2 | BL6 |
| 4)  | A set of all possible outcomes of an experiment is called.<br>a) Combination    b) Sample point    c) Sample space<br>d) Compound event   | CO1 | BL6 |
| 5)  | The observation which occurs most frequently in a sample is the<br>a) median    b) mode    c) mean deviation    d) range  | CO2 | BL5 |
| 6)  | For the data 5, 3, 6, 8, 7, 8, 3, 11, 6, 3, 2 median is<br>a) 3    b) 6    c) 8    d) 11  | CO2 | BL5 |
| 7)  | If the values of variable x are -4, -20, -30, -44 and -36 then the value of range will be<br>a) -48    b) -40    c) -40    d) 48  | CO1 | BL6 |
| 8)  | If $Q_3 = 20$ and $Q_1 = 10$ then the coefficient of Q.D =<br>a) 3    b) $2/3$ c) $1/3$ d) 1  | CO2 | BL5 |
| 9)  | Coefficient of correlation explains<br>a) concentration    b) relation    c) dispersion    d) asymmetry   | CO1 | BL5 |
| 10) | If all the points of a scatter chart lie on a straight line vertical to the X-axis then coefficient of correlation is<br>a) 0    b) +1    c) -1    d) 2   | CO2 | BL6 |

**P.T.O.**

## SECTION – II

- Q.2 Calculate mean, median and mode for the following data.

(08) CO1 BL2

X	1	2	3	4	5	6	7
F	4	10	18	32	20	15	9

- Q.3 From the prices of shares of X and Y given below. State which share is more stable in value by calculating coefficient of variation.

(08) CO2 BL3

X	55	54	52	53	56	58	50	50
Y	110	105	107	104	106	103	107	108

- Q.4 Calculate Rank Correlation Coefficient between marks in Statistics and Economics as given below:

(08) CO1 BL2

Marks in Statistics	50	55	60	52	63	68	70	65
Marks in Economics	54	62	62	68	65	70	66	55

- Q.5 Discuss the concept of Baye's Theorem.

(08) CO2 BL6

## SECTION – III

- Q.6 Write short note on any TWO from the following data:

(10) CO1 BL6

- Conditional probability
- Regression analysis
- Measures of dispersion

- Q.7 Obtain regression equation showing the regression of capacity utilization on product from the following data:

(08) CO2 BL3

	Average	S.D
Production (in lakh units)	38	12.5
Capacity Utilization in %	85	6.5

$$r = 0.92$$

Estimate the production when capacity utilization is 80%.

- Q.8 Four cards are drawn at random from a pack of 52 cards. Find the probability that , (i) Two are Kings and two are Jacks  
(ii) All are clubs.

(08) CO2 BL5

- Q.9 A product is manufactured by a company for which it has 3 Machines E, F and G. Machine E produces 35%, Machine F produces 40% and Machine G produces 25% of the total product. Past experience shows that Machine E produces 7% defectives, Machine F produces 4% defectives and machine G produces 3% defectives. At the end of a day from the total production, 1 unit of production is selected at random and is found to be defective. What is the chance that Machine E has produced it?

(08) CO2 BL3