

Day : Wednesday

Date : 03/12/2025

W-26174-2025

Time : 10:00 AM-01:00 PM

Max. Marks : 10

NB :

1. Answers to Section I, II and III should be written in same answer book.
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. Section-I (MCQ) is of 10 marks and Section-II and onwards are of 50 marks.

SECTION - I

- Q. 1 MCQs
- 1) Monthly sales (in ₹ thousands) for 5 months are 110, 115, 120, 125, 130. The arithmetic mean is: (1)
(a) 118
(b) 120
(c) 122
(d) 115
 - 2) Median of dataset 15, 18, 20, 22, 25 is: (1)
(a) 18
(b) 20
(c) 22
(d) 25
 - 3) If variance of revenue data is 400 (₹^2), the standard deviation is: (1)
(a) 15
(b) 18
(c) 20
(d) 25
 - 4) Pearson correlation coefficient $r = 0.9$ indicates: (1)
(a) weak positive
(b) strong positive
(c) no correlation
(d) moderate negative
 - 5) Regression line $\hat{Y} = 5 + 3X$. Predicted value when $X=10$ is: (1)
(a) 35
(b) 30
(c) 45
(d) 25
 - 6) Probability of picking a red ball from a box containing 5 red and 7 blue balls is: (1)
(a) $5/7$
(b) $5/12$
(c) $7/12$

(d) 7/5

- 7) Probability of occurrence of two independent events with $P(A) = 0.6$ and $P(B) = 0.3$ is: (1)
(a) 0.9
(b) 0.18
(c) 0.3
(d) 0.5
- 8) The median is less influenced by: (1)
(a) outliers
(b) central data
(c) mean
(d) mode
- 9) Spearman rank correlation coefficient for a perfect negative association is: (1)
(a) 0
(b) -1
(c) 1
(d) 0.5
- 10) Probability distribution is useful for: (1)
(a) forecasting demand
(b) measuring average
(c) calculating standard deviation
(d) finding mode

Day : Wednesday

Date : 03/12/2025

W-26174-2025

Time : 10:00 AM-01:00 PM

Max. Marks : 50

NB :

- Figures to the right indicate FULL marks.
- 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.
- Section - II - attempt any THREE questions. Each questions carries 08 marks.

SECTION - II

Q. 2 Calculate Mean and Median for monthly sales (₹ thousands) over 7 months: (8)

Sales	10	20	30	40	50	60	70
Frequency	3	5	7	10	8	4	3

Q. 3 Calculate Quartile Deviation and its Coefficient for employee work hours (per week) (8)

Employee work hours	10-15	15-20	20-25	25-30	30-35
Frequency	10	12	18	10	5

Q. 4 Explain Regression and calculate Regression coefficients for the following data showing hours studied (X) and score obtained (8)

X	2	4	6	8	10
Y	65	75	85	95	105

Q. 5 Attempt ANY TWO of the following: (Short Answer) (4x2)

- Distinction between Correlation and Regression
- Conditional Probability
- Types of Correlation

SECTION - III

Q. 6

Calculate Pearson correlation coefficient r for the following data:

(10)

Years	2017	2018	2019	2020	2021
Sales (X)	100	105	110	115	120
Profit (Y)	50	52	54	56	58

Q. 7

Find regression equations for the following HR data:

(8)

Absences (X)	1	3	4	5	2	3	4
Performance scores (Y)	90	80	75	70	85	80	78

Q. 8

A sample of 1500 deliveries has mean delivery time 8 days and standard deviation 2 days. Estimate the number of deliveries between 5 and 10 days assuming normal distribution.

(8)

Q. 9

Production defect counts for 10 weeks are: 4, 6, 7, 5, 3, 8, 9, 6, 7, 5. Calculate Coefficient of Variation and interpret quality consistency.

(8)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: COST ACCOUNTING

Day : Monday

Date : 01/12/2025

W-26173-2025

Time : 10:00 AM-01:00 PM

Max. Marks : 60

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) Who plays a key role in cost control within an organization? (1)
 - a) Shareholders
 - b) Cost accountant
 - c) Financial auditor
 - d) Tax consultant
- 2) Which of the following is included in prime cost? (1)
 - a) Direct materials only
 - b) Direct labour only
 - c) Direct expenses only
 - d) All of the above
- 3) Cash budgets help in: (1)
 - a) Controlling production costs
 - b) Planning income tax
 - c) Managing cash inflows and outflows
 - d) Preparing financial statements
- 4) Break-even point is the level of sales at which: (1)
 - a) Total revenue = Total cost
 - b) Profit is maximized
 - c) Marginal cost is zero
 - d) Variable cost equals fixed cost
- 5) Which is a limitation of standard costing? (1)
 - a) Identifies inefficiencies
 - b) Is costly and time-consuming to maintain
 - c) Encourages cost control
 - d) Provides a benchmark
- 6) Marginal costing is most useful for: (1)
 - a) External reporting
 - b) Break-even analysis
 - c) Financial auditing
 - d) Strategic planning only

- 7) Cost accounting supports entrepreneurship by: (1)
a) Reducing tax liability
b) Enhancing product design
c) Assisting in cost control and pricing
d) Handling legal compliance
- 8) A flexible budget is best suited for: (1)
a) Static environments
b) Organizations with no cost variations
c) Businesses with fluctuating sales
d) Government agencies
- 9) Variance analysis includes studying: (1)
a) Stock prices
b) Inflation rates
c) Deviations from standards
d) Customer preferences
- 10) Cost-volume-profit analysis helps managers in: (1)
a) Tax estimation
b) Investment banking
c) Short-term decision-making
d) Preparing annual reports

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025
SUBJECT: COST ACCOUNTING

Day : Monday
Date : 01/12/2025

W-26173-2025

Time : 10:00 AM-01:00 PM
Max. Marks : 60

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 are the advantages and limitations of Budgetary Control? | (8) |
| Q. 3 | Discuss the reasons for Labour Variances and how they are calculated | (8) |
| Q. 4 | What is Break-Even Analysis? Illustrate with a simple diagram. | (8) |
| Q. 5 | Attempt ANY TWO of the following: (Short Notes) | (4x2) |
| | a) Cost Centre and Cost Unit | |
| | b) Components of a Cost Sheet | |
| | c) Budgetary Control – Objectives and Importance | |

SECTION - III

Q. 6

The following data has been taken from the books of Galaxy Enterprises for the year ending 31st March 2025. You are required to prepare a Cost Sheet (10)

Particulars	Amount (₹)
Opening Stock of Raw Materials	40,000
Purchases of Raw Materials	1,80,000
Carriage Inward	8,000
Closing Stock of Raw Materials	30,000
Direct Wages	1,20,000
Factory Rent and Power	25,000
Indirect Wages	15,000
Depreciation on Factory Machinery	18,000
Administrative Salaries	30,000
Office Expenses	10,000
Selling & Distribution Expenses	25,000
Advertising Expenses	10,000

Q. 7

The following data is available from Swift Tech Ltd. for the month of March 2025

(8)

Particulars	Amount (₹)
Selling Price per unit	₹120
Variable Cost per unit	₹70
Fixed Costs (per month)	₹2,50,000
Actual Units Sold during the month	8,000 units

Calculate:

1. Contribution per unit and Total Contribution.
2. Determine the Profit or Loss for the month.
3. Calculate the Break-Even Point (BEP) in: Units and ₹ Sales Value
4. Compute the Margin of Safety (MOS) in: ₹ Sales Value

The standard input to produce of finished product is as follows

(8)

Material	Standard		Actual	
	Quantity (kg)	Rate per kg (₹)	Quantity (kg)	Rate per kg (₹)
A	300	100	330	150
B	200	150	180	125

Calculate the following material variances:

Material Cost Variance (MCV)

Material Price Variance (MPV)

Material Usage Variance (MUV)

Q. 9

The following costs were incurred by Shree Enterprises at a production level of 10,000 units. Prepare a Flexible Budget for production levels of 10,000 units, 12,000 units and 15,000 units. Clearly show the variable cost per unit, fixed costs, and total costs for each level.

(8)

Particulars	Amount (₹)	Nature of Cost
Direct Materials	3,00,000	Variable
Direct Labour	2,00,000	Variable
Power & Fuel	60,000	50% Variable, 50% Fixed
Factory Overheads	1,00,000	40% Variable, 60% Fixed
Office Salaries	80,000	Fixed
Administrative Expenses	40,000	30% Variable, 70% Fixed
Selling & Distribution Expenses	90,000	60% Variable, 40% Fixed

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: MACRO ECONOMICS

Day : Saturday
Date : 29/11/2025

W-26172-2025

Time : 10:00 AM-01:00 PM
Max. Marks : 60

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) Which of the following is a tool of monetary policy? (1)
 - a) Government subsidies
 - b) Taxation
 - c) Open Market Operations
 - d) Public expenditure
- 2) Fiscal policy deals with. (1)
 - a) Interest rates
 - b) Money supply
 - c) Government revenue and expenditure
 - d) Foreign exchange reserves
- 3) Which body in India is primarily responsible for formulating and implementing monetary policy? (1)
 - a) Ministry of Finance
 - b) Reserve Bank of India
 - c) NITI Aayog
 - d) SEBI
- 4) Who is the key proponent of the Classical Theory of Employment? (1)
 - a) Karl Marx
 - b) J.M. Keynes
 - c) Adam Smith
 - d) Milton Friedman
- The concept of 'Effective Demand' was introduced by: (1)
 - a) Adam Smith
 - b) David Ricardo
 - c) J.M. Keynes
 - d) Alfred Marshall
- 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

(1)

Which of the following is a limitation of macroeconomics?

- a) It focuses too much on individual behavior
- b) It cannot predict future trends
- c) It assumes all individuals behave similarly
- d) It uses only qualitative data

(1)

8) Stock and flow are distinguished based on:

- a) Units of measurement
- b) Type of economy
- c) Time dimension
- d) Source of income

(1)

9) Which of the following represents a flow concept?

- a) National income
- b) Capital stock
- c) Wealth
- d) Land

(1)

10) Which of the following is a characteristic of the recession phase of the business cycle?

- a) High investment
- b) Increasing employment
- c) Falling GDP
- d) Rising inflation

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: MACRO ECONOMICS

Day : Saturday

Date : 29/11/2025

W-26172-2025

Time : 10:00 AM-01:00 PM

Max. Marks : 60

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 Explain the nature and scope of macroeconomics. How is it different from microeconomics? (8)
- Q. 3 Differentiate between GDP, GNP, NDP, and NNP. How are these indicators used to measure economic growth? (8)
- Q. 4 Describe the functions of money and explain the quantity theory of money. How is money supply determined in an economy? (8)
- Q. 5 Describe the meaning and objectives of fiscal policy. Explain any two instruments used by the government to implement it. (8)
- Q. 6 Explain the Classical Theory of Income and Employment. What are its basic assumptions? (8)
- Q. 7 Attempt ANY TWO of the following: (Short Answer) (4x2)
- a) Role of Government in Macroeconomic Policies.
 - b) Circular Flow of Income, Four Sector Model.
 - c) Say's Law of Market.
 - d) Keynesian Consumption Function.

SECTION - III

- Q. 8 Imagine you are asked to prepare a simple budget for a small country. What would you include in the budget and why? Also, suggest two ways to avoid too much deficit. (10)
- Q. 9 Define the Investment Multiplier. How does a change in investment influence the level of income in the economy? Illustrate with a simple numerical example. (10)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: BUSINESS COMMUNICATION

Day : Thursday

Date : 27/11/2025

W-26171-2025

Time : 10:00 AM-01:00 PM

Max. Marks : 60

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 is NOT one of the 7C's of effective business communication? (1)
A) Conciseness
B) Completeness
C) Courtesy
D) Complexity
 - 2) Which of the following is an example of non-verbal communication? (1)
A) A phone call
B) An email
C) A facial expression
D) A memo
 - 3) Which of the following is a key technique for delivering an effective oral presentation? (1)
A) Speaking without any visual aids
B) Memorizing every word
C) Making eye contact with the audience
D) Speaking in a monotone voice
 - 4) Which of the following is NOT a quality of a skillful presenter? (1)
A) Clear articulation
B) Monotone voice
C) Confidence
D) Audience engagement
 - 5) Which of the following is a key characteristic of *active listening*? (1)
A) Interrupting to share your opinion
B) Multitasking while listening
C) Giving full attention and providing feedback
D) Thinking about your response while the other person speaks
 - 6) Downward communication in an organization typically flows from: (1)
A) Employees to managers

- B) Peers to peers
- C) Top management to subordinates
- D) Customers to staff

(1)

- 7) What is one major advantage of verbal communication?
- A) It avoids emotional expression
 - B) It is time-consuming
 - C) It allows immediate feedback
 - D) It relies solely on gestures

(1)

- 8) What should a press release primarily aim to do?
- A) Request a salary hike
 - B) Advertise job openings
 - C) Share official information with the public or media
 - D) Explain employee performance reviews

- 9) What is paralanguage in the context of oral communication?
- A) The use of slang words
 - B) The language used in writing press releases
 - C) The vocal elements that accompany speech, such as tone, pitch, and volume
 - D) Non-verbal cues like hand gestures

(1)

- 10) One of the major barriers to effective listening is:
- A) Maintaining eye contact
 - B) Having prior knowledge of the topic
 - C) Prejudgment and distractions
 - D) Taking notes

(1)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: BUSINESS COMMUNICATION

Day : Thursday
Date : 27/11/2025

W-26171-2025

Time : 10:00 AM-01:00 PM
Max. Marks : 60

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 Explain the 7 C's of effective business communication with examples. (8)
- Q. 3 Write a sample agenda, notice, and minutes for a formal business meeting. (8)
- Q. 4 Differentiate between verbal and non-verbal communication. Explain the importance of non-verbal cues in a business context. (8)
- Q. 5 What techniques can individuals use to overcome fear and anxiety in public speaking or oral presentations? (8)
- Q. 6 Define report writing. Explain the types and format of business reports with examples. (8)
- Q. 7 Attempt ANY TWO of the following: (Short Notes) (4x2)
- a) Role of communication in organizational effectiveness.
 - b) Writing Resume
 - c) Types of Listening

SECTION - III

- Q. 8 Explain the concepts of a) Debates b) Group Discussions. How do Debates and Group Discussions help in improving the communication skills? (10)
- Q. 9 Define active listening. Explain the types of listening and strategies to improve listening skills in a business context. (10)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

B.B.A. Sem-II : WINTER: 2025

SUBJECT: BUSINESS ENVIRONMENT

Day : Tuesday
Date : 25/11/2025

W-26170-2025

Time : 10:00 AM-01:00 PM
Max. Marks : 60

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, lie**) 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 micro environment includes _____. | 1 | Understand |
| a) Political factors | | |
| b) Suppliers | | |
| c) Technological factors | | |
| d) Legal environment | | |
| ii) One of the key components of Macro environment is _____. | 1 | Remember |
| a) Customer relations | | |
| b) Technological changes | | |
| c) Competitors | | |
| d) Distributors | | |
| iii) Political environment primarily influences _____. | 1 | Understand |
| a) Internal mission | | |
| b) Government policies | | |
| c) Supplier contracts | | |
| d) Production schedules | | |
| iv) Which of the following describes CSR best? | 2 | Understand |
| a) Mandatory compliance | | |
| b) Voluntary ethical standards | | |
| c) Profit-making | | |
| d) None | | |
| v) The primary regulator of monetary policy in India is _____. | 1 | Remember |
| a) Finance Ministry | | |
| b) SEBI | | |
| c) RBI | | |
| d) TRAI | | |
| vi) Technology affects business by improving _____. | 1 | Understand |
| a) Production methods | | |
| b) Tax rates | | |
| c) Policies | | |
| d) Legal cases | | |

P.T.O.

- vii) The social responsibility of a business includes obligations towards _____ 2 Understand
- Only shareholders
 - Only government
 - Multiple stakeholders
 - Only customers
- viii) Which is not a function of Commercial Banks? 1 Understand
- Accepting deposits
 - Granting loans
 - Creating technology
 - Issuing drafts
- ix) Foreign Direct Investment (FDI) benefits India by _____ 3 Understand
- Increasing foreign exchange reserves
 - Decreasing employment
 - Increasing inflation
 - Reducing exports
- x) Global business trends are largely influenced by _____ 3 Understand
- Local customer preferences
 - Globalization and Technology
 - Small enterprises only
 - Government taxes

SECTION - II

- | | | CO | BL |
|-----|---|------|--------------|
| Q.2 | Define and explain Internal Environment with examples. | (08) | 1 Understand |
| Q.3 | Explain the economic roles of the Government of India. | (08) | 1 Analyze |
| Q.4 | What are the challenges of technological advancement for Indian businesses? | (08) | 1 Understand |
| Q.5 | Discuss the advantages and disadvantages of Corporate Governance. | (08) | 2 Understand |
| Q.6 | What role does the Stock Exchange play in the Indian financial system? | (08) | 1 Remember |
| Q.7 | Write short notes on any TWO: | (08) | |
| | a) Foreign Investment | | 1 Remember |
| | b) Macro Environment | | 1 Remember |
| | c) Culture and Organizational Behavior | | 1 Remember |

SECTION - III

- | | | CO | BL |
|-----|--|------|-----------|
| Q.8 | Analyze the effect of Social and Cultural changes on marketing strategies of a multinational company in India. | (10) | 3 Analyze |
| Q.9 | Evaluate the role of Commercial Banks in enhancing the business environment of India. | (10) | 1 Analyze |