

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
B.B.A. Sem-V : WINTER: 2025
SUBJECT: QUALITY MANAGEMENT

Day : Friday
Date : 05/12/2025

W-26209-2025

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

N.B.

- 1) Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section II.
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.

SECTION-I

- Q.1 How do you define 'quality' in a business context? Also explain importance of quality management. (15)
- Q.2 How do you balance cost and quality in a project? Explain with an example. (15)
- Q.3 What role does leadership play in quality management? (15)
- Q.4 How do you stay updated with the latest quality management trends and techniques? (15)
- Q.5 Define and Explain Total Quality Management. (15)
- Q.6 Write short note on **ANY THREE** of the following: (15)
- a) Control charts
 - b) Statistical process control (SPC)
 - c) Acceptance sampling
 - d) Quality as a corporate strategy

SECTION-II

- Q.7 What is the difference, if any, between quality assurance and quality control as they are generally understood? Discuss. (20)
- Q.8 What kind of an organizational structure for the purpose of quality management might you suggest for a manufacturing company having a number of divisions at different locations with different divisional managers heading the divisions? (20)
- Q.9 What are the limitations of statistical quality control? Can it be applied in service industry? (20)

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
B.B.A. Sem-V : WINTER: 2025
SUBJECT: REGULATORY ASPECTS OF INTERNATIONAL BUSINESS

Day : Thursday
Date : 04/12/2025

W-26205-2025

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

N.B.

- 1) Attempt **ANY FOUR** questions from **SECTION-I** and **ANY TWO** questions from **SECTION - II**
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Answer to both the sections should be written in **SAME** answer book.

SECTION-I

- Q. 1** Discuss the nature of international law and its relevance in today's globalized world. (15)
- Q. 2** Discuss the framework of status which govern the cross-border trade. (15)
- Q. 3** Discuss the objectives and functions of IMF which is a international regulatory body. (15)
- Q. 4** Define the concept of currency board and explain its role in monetary policy. (15)
- Q. 5** Discuss the establishment of Euro and its significance in the context of European integration. (15)
- Q. 6** Write short notes: (Any Three) (15)
- a) FEMA
 - b) FEDAI
 - c) Types of international law
 - d) Smithsonian agreement

SECTION-II

- Q. 7** Discuss how the Bank for International Settlements provides a platform for central banks and financial institution to collaborate on regulatory issues. (20)
- Q. 8** Analyze the impact of the Bretton Woods Conference on international monetary relations and how it aimed to create a stable economic environment post world war II. (20)
- Q. 9** Provide a detailed account of the rise and fall of the Bank of Credit and Commerce International (BCCI) (20)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

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

SUBJECT: CONSUMER BEHAVIOUR

Day : Tuesday

Date : 02/12/2025

W-26203-2025

Time : 02:00 PM-05:00 PM

Max. Marks : 100

N.B.:

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q. 1 Define 'Consumer Behaviour' and explain the concept of consumer behaviour in detail. (15)
- Q. 2 What are the individual determinants of consumer behaviour? Explain the types of buying motives. (15)
- Q. 3 Elucidate the external determinants of consumer behaviour. (15)
- Q. 4 Explain in detail the 'Howard Shaith Model' of consumer behaviour. (15)
- Q. 5 Discuss the "Consumer Buying Decision Making Process" with a suitable example. (15)
- Q. 6 Write short notes on **ANY TWO** of the following: (15)
- a) Personality and Self-concept
 - b) Characteristics of Attitude
 - c) Consumer Satisfaction

SECTION – II

- Q. 7 What are the types of buying behaviour of a Consumer? Explain in detail. (20)
- Q. 8 Discuss the meaning and definition of "Diffusion Process". (20)
- Q. 9 Explain the meaning and principal elements of learning along with the characteristics of memory system. (20)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
B.B.A. Sem-V : WINTER: 2025
SUBJECT: TRAINING & DEVELOPMENT

Day : Friday
Date : 28/11/2025

W-26211-2025

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

N.B.

- 1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

- Q.1 Discuss the need and importance of training in the context of evolving business models. (15)
- Q.2 Outline the steps of TNA. Illustrate using example. (15)
- Q.3 How does setting specific and challenging goals improve employee performance, according goal theory? (15)
- Q.4 What do you mean by off-the-job training? Explain advantages of off-the-job training. (15)
- Q.5 Explain the importance of subject expertise and communication style of trainer for effective training. (15)
- Q.6 Write short notes on any **THREE** : (15)
- a) Principles of training
 - b) Apprenticeship
 - c) Use of technology in training
 - d) Cost-benefit analysis of training

SECTION – II

- Q.7 What are the main differences in first phase i.e. analysis of ADDIE and last phase i.e. evaluation. How do they impact the instructional design? (20)
- Q.8 As a HR manager in a manufacturing firm, how would you decide between class room training and hand-on-training for machine operators? Explain your reasoning. (20)
- Q.9 How can we know that whether trainees have liked the training program right after it ended? Design sample feedback form for the same. (20)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
B.B.A. Sem-V : WINTER: 2025
SUBJECT: INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT

Day : Wednesday

Time : 02:00 PM-05:00 PM

Date : 26/11/2025

W-26207-2025

Max. Marks : 100

N.B.

1. Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section II.
2. Figures to the **RIGHT** indicate **FULL** marks.
3. Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q.1** Discuss the concept of Capital Asset Pricing Model (CAPM). Distinguish (15)
between Arbitrage Pricing Theory and Capital Asset Pricing Model.
- Q.2** Explain in detail concept of Fundamental Analysis with suitable examples. (15)
- Q.3** Elaborate the process of Portfolio Management with appropriate examples. (15)
- Q.4** What do you mean by Capital Market? Discuss various functions of Capital (15)
Market.
- Q.5** Discuss any three alternatives of Investments available in India. (15)
- Q.6** Write Short Notes on **ANY THREE** of the Following : (15)
- a) Systematic Risk
 - b) Efficient Frontier
 - c) Objectives of Securities and Exchange Board of India (SEBI)
 - d) Basic Principles of Technical Analysis
 - e) Factors affecting Stock Return

SECTION – II

- Q.7** What do you mean by Portfolio Management? Discuss various factors affecting (20)
Investment decision in Portfolio Management.
- Q.8** a) Discuss any two important Technical Charts with suitable examples. (08)

P.T.O.

- b) The rate of return on Stock Ram and Market Portfolio for 12 Periods are (12) given below.

Period	Return of Stock Ram (%)	Return of Market Portfolio (%)
1	15	12
2	16	14
3	12	11
4	15	14
5	-19	13
6	19	15
7	14	13
8	18	17
9	15	15
10	12	9
11	13	11
12	14	12

Calculate the Beta for Stock Ram.

- Q.9 Total Returns from the Stock Vani, Stock Ana and Stock Zeba over ten years (20) periods are as follows-

Year	Total Return Vani (%)	Total Return Ana (%)	Total Return Zeba (%)
1	13	12	15
2	10	9	8
3	9	10	10
4	11	11	12
5	12	13	11
6	8	15	14
7	14	12	16
8	13	16	14
9	18	15	13
10	12	17	17

Calculate the Standard deviation and Variance for Stock Vani, Stock Ana and Stock Zeba.

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
B.B.A. Sem-V : WINTER: 2025
SUBJECT: ENVIRONMENTAL STUDIES & SUSTAINABLE DEVELOPMENT

Day : Monday
Date : 24/11/2025

W-26/02-2025

Time : 02:30 PM-05:00 PM
Max. Marks : 100

N.B.:

- 1) Attempt ANY FOUR questions from Section - I and ANY TWO questions from Section- II.
- 2) Figures to the RIGHT indicate FULL marks.
- 3) Answers to both the sections should be written in SAME answer book.

SECTION - I

- Q.1 Discuss various natural resources. What are the major issues associated with their overuse and mismanagement? (15)
- Q.2 Critically evaluate the Sustainable Development Goals (SDGs). How do they promote global sustainability? (15)
- Q.3 Examine the major threats to biodiversity. Suggest measures for its conservation. (15)
- Q.4 What are the causes and effects of water pollution? Explain the concept of integrated water resources management. (15)
- Q.5 Discuss the role of National and International institutions in shaping environmental policies. (15)
- Q.6 Write short notes on ANY THREE of the following: (15)
- a) Green Growth
 - b) Environment and Ecology
 - c) Solid Waste Management
 - d) Impact of Nuclear Energy

SECTION - II

- Q.7 Describe the energy- water-food nexus and outline the key management issues associated with it. (20)
- Q.8 Discuss the environmental impacts of agrochemical usage in modern agriculture. (20)
- Q.9 How do urban services and economic systems affect the environment? Explain with examples. (20)

BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

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

SUBJECT: INTRODUCTION TO OPERATIONS RESEARCH

Day : Saturday
Date : 22/11/2025

W-26201-2025

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

N.B :

- 1) Attempt Any FOUR questions from Section – I and Any TWO questions from Section - II.
- 2) Figures to the right indicate FULL marks.
- 3) Answers to both sections should be written in SAME answer book.
- 4) Use of Simple Calculator is allowed.

SECTION - I

Q.1 Discuss the limitations and scope of Operations Research in detail. (15)

Q.2 Solve the following LPP by Graphical Method (15)

$$\text{Maximize } Z = 10x_1 + 80x_2$$

Subject to

$$4x_1 + 5x_2 \leq 40$$

$$2x_1 + 3x_2 \leq 60$$

$$x_1 + x_2 \leq 10$$

$$x_1, x_2 \geq 0$$

Q.3 Find the L.B.F.S. of the following transportation problem by using (15)
(i) NWCR (ii)VAM (iii) LCM

Sources	Destinations				Supply
	D ₁	D ₂	D ₃	D ₄	
S ₁	5	3	6	4	45
S ₂	8	7	2	3	37
S ₃	1	6	9	4	42
S ₄	7	4	8	6	27
Demand	50	40	47	14	

Q.4 A project work consists of four major jobs for which an equal number of (15)
contractors have submitted tenders. The tender amount quoted (in lakh of
Rs.) is given in the matrix.

Contractor	Job			
	a	b	c	d
I	10	24	30	15
II	16	22	28	12
III	12	20	32	10
IV	9	26	34	16

Find the assignment which minimizes total cost of the project when each contractor has to be assigned at least one job.

Q.5 Write short notes on ANY THREE of the following: (15)

- a) Applications of Operations Research in business
- b) Simulation
- c) Degeneracy in Transportation Problem
- d) Hungarian method for solving assignment problems

P.T.O.

SECTION - II

- Q.6 In a cricket season for a one day match a bowler bowled 50 balls. The frequency distribution of number of runs scored per ball is given below: (20)

No. of runs scored per ball	0	1	2	3	4	5	6
No. of balls	10	15	10	8	1	4	2

Use the following random numbers.

88, 03, 05, 29, 28, 48, 65, 19, 55, 17, 37, 82

Simulate the system for 2 overs and find number of runs given in two overs.

- Q.7 Determine the optimum distribution for the following transportation problem to minimize the total cost. (20)

	Destinations				
Sources	I	II	III	IV	Supply
A	15	10	17	18	20
B	16	13	12	13	60
C	12	17	20	11	70
Demand	30	30	40	50	

- Q.8 a) Explain various steps of Graphical Method for solving LPP. (10)

- b) Solve the following L.P.P. by graphical method. (10)

Maximize $Z = 6x_1 + 5x_2$

Subject to

$$4x_1 + x_2 \geq 10$$

$$2x_1 + 3x_2 \geq 15$$

$$x_1 \leq 10$$

$$x_1, x_2 \geq 0$$

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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

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

SUBJECT: STRATEGIC MANAGEMENT

Day : Thursday
Date : 20/11/2025

W-26200-2025

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

N.B:

- 1) Attempt **ANY FOUR** questions from Section – I and Attempt **ANY TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answer to both the sections should be written in **SAME** answer book.

SECTION – I

- Q.1 Define business purpose and explain its role in strategic management. (15)
- Q.2 What are the differences between mission, objectives and goals in an organization? (15)
- Q.3 Describe the process of setting corporate objectives. (15)
- Q.4 Explain the importance of environmental analysis in the strategy formulation process. (15)
- Q.5 Discuss the components of a SWOT analysis. (15)
- Q.6 Write short notes on **ANY THREE** of the following: (15)
- a) Strategic Management Process
 - b) PESTLE Analysis
 - c) Micro Environment Analysis
 - d) Business Growth Strategies

SECTION – II

- Q.7 Analyze the strategic challenges faced by a global corporation in entering a new market. How would you apply SWOT and PESTLE analyses in this context? (20)
- Q.8 Evaluate the strategic implications of choosing between business-level and corporate-level strategies in a multinational company. (20)
- Q.9 Develop a marketing and financial strategy for manufacturing company looking to expand globally. Justify your choices. (20)