



37622/F 220

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VI Semester B.B.A. 3 Degree Examination, May/June 2018
INTERNATIONAL BUSINESS MANAGEMENT (Regular)

Time : 3 Hours

Max. Marks : 80

- Instructions :** 1) *Part – D is compulsory.*
2) *Write correct question numbers.*

PART – A

Answer **any ten** questions :

(10×2=20)

1. What do you mean by international business ?
2. Give the meaning of BOP.
3. Give the meaning of exchange control.
4. Mention the 'D' group incoterms.
5. Give the meaning of export promotion council.
6. Where the WTO is located ?
7. Expand ASEAN and NAFTA.
8. Mention any two functions of IMF.
9. Give the meaning of international marketing.
10. Mention any four determinants of foreign exchange.
11. Mention any three features of MNCs.
12. Give the meaning of ex-works.

P.T.O.



PART – B

Answer **any four** questions :

(4×5=20)

13. Explain in brief the differences between domestic and international business.
14. Explain the different types of foreign exchange rate.
15. Explain the different documents using in import.
16. Explain the functions of ADB.
17. Explain the merits and demerits of MNCs.

PART – C

Answer **any three** questions :

(10×3=30)

18. "India suffers from disequilibrium in Balance of Payments (BOP). Discuss the causes and remedies for that in brief.
19. Discuss the different methods of exchange control.
20. Write short note on :
 - 1) Commodity Boards
 - 2) SEZ.
21. Explain the functions of IBRD.
22. Explain the various types of incoterms of international trade.

PART – D
(Compulsory)

23. As a export consultant, advice the silk manufacturing company to export its products to other countries.

21624/F 240

Reg. No.

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VI Semester B.B.A.2 (Repeater) Degree Examination, May/June 2018
ORGANISATIONAL BEHAVIOUR
Theory

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer **any 10** of the following :

(2×10=20)

1. What do you mean by organisational behaviour ?
2. Mention the contributing discipliner of O.B.
3. What is Halo effect ?
4. What is type A personality ?
5. Define personality.
6. What is Stress ?
7. What is culture ?
8. What is job satisfaction ?
9. What is organisational culture ?
10. Define perception.
11. What is Locus of control ?
12. What is Group ?

SECTION – B

Answer **any 5** of the following :

(5×8=40)

13. List and explain various types of culture.
14. Briefly explain how groups are formed and types of groups.

P.T.O.



15. Explain the determinants of personality.
16. Explain the perceptual process.
17. Discuss the factors influencing organisational behaviour.
18. Explain various methods of Managing Stress.
19. Bring out the impact of personal factors in determining individual behaviour.

SECTION – C
(Compulsory)

20. Write short notes on : **(5+5+10=20)**
 - a) Job related attitudes
 - b) Factors influencing perception.
 21. Explain the Eriksons stages of personality development.
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37624/F 240

Reg. No :

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VI Semester B.B.A.3 Examination, May/June 2018
TOURISM & HOSPITALITY MANAGEMENT (Theory)
(General Management) Specialization – III

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer any 10.

(2×10=20)

1. What is the meaning of the term visitor ?
2. What is tourism organisation/institution ?
3. What is tour planning ?
4. What do you mean by tour costing ?
5. Define medical tourism.
6. What is tourism management ?
7. Mention any four forms of accommodation.
8. What are sub-urban hotels ?
9. State any two benefits of ISO 9001 : 2003 hotels.
10. What is travel agency ?
11. What is the meaning of theme packs ?
12. What is the meaning of cruising ?

SECTION – B

Answer any four.

(5×4=20)

1. Elucidate the geographic components of tourism.
2. Explain the components of tour cost.

P.T.O.



3. Discuss the various reasons which motivates people to go on a tour.
4. Enumerate the importance of hospitality industry.
5. Explain the different types of transport.

SECTION – C

Answer any three.

(10×3=30)

1. Explain the role and functions of international agencies in hospitality industry.
2. Classify tour package and explain the process of developing a tour package.
3. Discuss the various types of tourism products.
4. Explain in detail the various classification of hotels.
5. Give a brief note on hospitality and its related sections.

SECTION – D

Compulsory.

(10×1=10)

1. Management students from a reputed school in Bijapur are planning for industrial tour to Mysore. Prepare the tour cost.
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21625/F 250

Reg. No.

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VI Semester B.B.A.2 Degree Examination, May/June 2018
(Repeaters)
SECRETARIAL PRACTICE

Time : 3 Hours

Max. Marks : 80

- Instructions :** 1) *Write question number correctly.*
2) *Answer to the points.*

SECTION – A

1. Answer **any ten** of the following. **Each** question carries **2** marks.
- Define a company.
 - What is a private company ?
 - Who is a Promoter ?
 - What is a charter company ?
 - What is incorporation ?
 - What is an equity share ?
 - Who is a company secretary ?
 - What is AGM ?
 - What is a special resolution ?
 - What is A/A ?
 - Who is a member of a company ?
 - What is Demat ?

SECTION -- B

- Answer **any five** of the following. **Each** question carries **8** marks.
- Explain briefly the features of a joint stock company.
 - What is M/A ? Explain briefly the contents of M/A.
 - Distinguish between M/A and A/A.
 - Discuss the duties of a company secretary.
 - State briefly role of Chairman in conduct of meetings.
 - State essentials of a company meeting.
 - State rights and duties of shareholder.

P.T.O.



SECTION – C
(Compulsory)

9. Draft a notice and agenda for 10th Annual General Meeting of Hindustan Company Ltd., Mumbai. 10
 10. Raja and Rani are only two members in Bharat Company Ltd., Mumbai. They died in Railway accident. What happens to the company ? 5
 11. Ramadas is a member of Mumbai Company Ltd. Due to his urgent work, he sends his son to attend AGM of Mumbai Co. Ltd. Can son attend the meeting ? 5
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21622/F 220

Reg. No.

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VI Semester B.B.A.2 Degree Examination, May/June 2018
WORKING CAPITAL MANAGEMENT
Theory

Time : 3 Hours

Max. Marks : 80

- Instructions :**
- 1) Write question number correctly.
 - 2) Answer to the point.
 - 3) Show calculations wherever necessary.

SECTION – A

1. Answer any ten of the following :

(2×10=20)

- a) What is Working Capital Management ?
- b) What is operating cycle ?
- c) What is aggressive approach working capital financing ?
- d) What is cash budget ?
- e) What is receivable management ?
- f) What do you mean by 3/10, net 45 ?
- g) What is VED analysis ?
- h) What is margin of safety ?
- i) What is trade credit ?
- j) What do you mean by ploughing back of profits ?
- k) What is perpetual inventory system ?
- l) What is formula for operating cycle ?

SECTION – B

Answer any 5 of the following :

(8×5=40)

2. What are factors affecting Working Capital Management ? Explain.
3. What is factoring ? Explain its mechanism.
4. What are factors affecting holding cash ? Explain.
5. A firm sells on terms 2/10, net 30. Total sales for the year are Rs. 90,00,000. 2% of its customers pay on the 10th day and avail the discount. If accounts receivable average Rs. 8,00,000. What is the average collection period on non-discount sales ? Consider 360 day in a year.
6. The annual usage of materials is 36000 units, cost per unit Rs. 100, cost of carrying one unit for one year is 20% and cost of placing an order is Rs. 40. Find EOQ, no. of orders to be placed and cost of managing inventory.

P.T.O.



7. Prepare working capital requirement statement.

Material	160
Labour	70
Overheads	<u>120</u>
Total cost	350
Profit	<u>100</u>
Selling Price	450

Additional Informations :

- 1) Level of activity 80000 units.
 - 2) Raw materials, work-in-progress and finished goods in stock for 1 month.
 - 3) Credit allowed to customers 2 months.
 - 4) Credit allowed by suppliers is 3 months.
 - 5) Large in payment of overheads is 2 months.
 - 6) 25% of output sold against cash.
 - 7) Cash balance Rs. 1,00,000.
8. A firm currently provides 30 days credit. Its present sales are Rs. 25,00,000, variable cost are 75% of sales, fixed cost is Rs. 50,000. It is considering to change its credit period to 60 days. Such an extension increases sales by 10%. Present Bad Debts are 2% are likely to double after extension. The firms cost of capital is 12% and tax bracket is 40%. Suggest suitable policy to be consider.

SECTION – C

(Compulsory)

(20×1=20)

9. Prepare a cash budget for three months ended June.

Months	Sales	Purchases	Wages	Overheads
Feb.	3,50,000	2,00,000	40,000	30,000
Mar.	4,00,000	2,50,000	40,000	35,000
April	4,60,000	2,60,000	45,000	35,000
May	5,00,000	3,00,000	50,000	40,000
June	6,00,000	2,75,000	65,000	45,000

Other Information :

- 1) 25% of sales are on cash basis. 2 months credit for Debtors.
- 2) 10% purchases are on credit basis, receives 1 month credit.
- 3) Delay in wages payment by one month.
- 4) Overheads paid next month.
- 5) Income tax payable in June Rs. 5,000.
- 6) Dividend receivable in May Rs. 2,500.
- 7) Cash balance 1st April Rs. 20,000.



21623/F 230

Reg. No.

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VI Semester B.B.A.2 Degree Examination, May/June 2018

OFFICE MANAGEMENT

(Repeaters)

Time : 3 Hours

Max. Marks : 80

- Instructions :** 1) *Answer to the point.*
2) *Write question number correctly.*

PART – A

Answer **any ten** of the following questions. **Each** question carries **2** marks.

(10×2 =20)

1. a) What is Office Management ?
- b) What is a private office ?
- c) What is office environment ?
- d) What is office layout ?
- e) What are office services ?
- f) What are office forms ?
- g) What is office manuals ?
- h) What is Filing ?
- i) What is Franking machine ?
- j) What is cellular phone ?
- k) What is outward mail ?
- l) What is continuous stationary ?

PART – B

Answer **any five** of the following questions. **Each** question carries **8** marks.

(5×8 =40)

2. Explain briefly the physical conditions for good working environment.
3. What are the principles of office layout ?
4. State the procedure for Inward and outward mails.
5. Explain the purpose and principles of records management.
6. Explain briefly methods of filing.
7. Comment on importance of office management.
8. State the functions of office management.

PART – C

(Compulsory)

(2×10 =20)

9. What are the office appliances and equipments used in modern office ?
10. What is an Indexing ? State briefly the Indexing methods.

37621/F 210

Reg. No :

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VI Semester B.B.A.3 Examination, May/June 2018
COMPANY LAW & SECRETARIAL PRACTICE
(Theory) (Regular)

Time : 3 Hours

Max. Marks : 80

- Instructions :** 1) Answer to the point.
2) Write question number correctly.

SECTION – A

Answer any ten of the following. Each question carries 2 marks. (10×2=20)

1. What is a Joint Stock Company ?
2. What is Company Law ?
3. What is a Statutory Company ?
4. What is Promotion ?
5. What is meant by limited liability ?
6. What is M/A ?
7. What is A/A ?
8. What is a Prospectus ?
9. Who is a Company Secretary ?
10. Who is a Director ?
11. Who is a Woman Director ?
12. Who is a member of a company ?

SECTION – B

Answer any four of the following. Each question carries 5 marks. (4×5=20)

13. State the steps in formation of a company.
14. Who can become a company secretary ?

P.T.O.

Reg. No.

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VI Semester B.B.A.3. Degree Examination, May/June 2018
INVESTMENT DECISIONS AND PROJECT MANAGEMENT
Specialization Finance (Theory)

Time : 3 Hours

Max. Marks : 80

PART – I

Answer any ten questions :

(10×2=20)

1. Define project.
2. What is corporate appraisal ?
3. What is time value of money ?
4. What do you mean by demand analysis ?
5. What is pay back period ?
6. What do you mean by BEP ?
7. What is cash flow ?
8. What is matrix form of project organization ?
9. Expand NPV BCR IRR ROI.
10. What is screening of ideas ?
11. What is mandatory investment ?
12. What do you mean by technical analysis ?

PART – II

Answer any four questions :

(4×5=20)

13. Explain different forms of project organizations.
14. Explain the following :
 - a) Economic analysis
 - b) Ecological analysis.

P.T.O.



15. How would you characterise the market ?
16. What aspects are considered in technical analysis ?
17. Explain the essentials of project control.
18. Explain the peculiarities of project.

PART – III

Answer **any three** questions :

(3×10=30)

19. Discuss human aspects of project management.
20. Explain in detail process of capital budgeting.
21. What is demand forecasting ? Explain different methods of demand forecasting.
22. Swati Ltd. is determining the cash flows for a project involving replacement of an old machine by a new one. At present the old machine has a book value of Rs. 12,50,000 it can be sold to realize a net salvage value of Rs. 10,00,000 remaining life of machine is 5 years at the end of which salvage is expected to be Rs. 2,50,000 depreciation applied to the machine is 25% under WDV method. Working capital required for old machine Rs. 5,00,000 where as for new machine the working capital required is Rs. 8,00,000.

The new machine costs Rs. 45,00,000, it is expected to fetch a net salvage value of Rs. 12,50,000 depreciation applicable is 25% on WDV. The investment into new machine will result into annual cost salvage of Rs. 11,00,000. The tax rate applicable is 30%. Estimate cash outflow and inflows associated with the project.

23. MK company has given three investment proposals. If the cost of capital is 10% based on the information given below rank them on the basis of profitability index.

Year	After tax cash flows		
	Project A Rs.	Project B Rs.	Project C Rs.
0	1,00,000	3,00,000	2,00,000
1	30,000	66,000	70,000
2	33,000	1,10,000	70,000
3	44,000	1,30,000	70,000
4	44,000	1,80,000	70,000

PART – IV

Compulsory :

(10×1=10)

24. M/S Avani Co. Ltd., are planning to invest in a project costing Rs. 80,00,000. The use of the project is five years with zero salvage value straight line method of charging depreciation is followed. The tax rate is 50%. The expected cash flows before tax are as follows :

Year	CFBT Rs.
1	16,00,000
2	24,00,000
3	32,00,000
4	32,00,000
5	40,00,000

You are required to determine the following :

- Pay Back Period (PBP)
- Internal Rate of Return (IRR)
- Average Rate of Return (ARR)
- Net present value at 12% discount rate
- Profitability index at 12% discount rate.