ARKAJAIN University
Jharkhand

3rd Semester Examination –2021-22

Subject	:	Statistics in Business Decision	Roll No: ....
Course	:	BBA - LLB	
Full Marks	:	70	Time : 3 Hours.

Instructions to the Candidates:

- Read the question paper very carefully.
- Candidates are required to give their answers in their own words as far as practicable.
- Question Paper is divided into Three Parts –A, B & C.
- Part-A is containing 12 multiple choice questions.
- Part- B containing SIX questions out of which FOUR questions are to be answered.
- Part C containing FOUR questions out of which TWO questions are to be answered.
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PART A

MULTIPLE CHOICE QUESTIONS

(12x1=12)

1. Mean is

a. A partition value
b. A measure of central tendency
c. A measure of dispersion
d. None of these

2. A measure of dispersion

a. Locates the central value in the data
b. Measures the covariance of a bivariate data
c. Measures the variations among the values in the data
d. None of these

3. Regression analysis deals with the work of finding

a. Approximate relationship between the two variables of a bivariate data
b. Co-variation of two variables of a bivariate data
c. Correlation between two variables of a bivariate data
d. None of these.

4. The term rank is used in the following case:

a. Quantitative character
b. Qualitative character
c. Both the above
d. None of these

5. A continuous random variable assumes

a. Only integral values between certain limits
b. Only fractional values between certain limits
c. Infinitely many values between certain limits
d. None of the above

6. A fair die is rolled. Consider the following events:

A = {1, 3, 5}, B = {2, 3} and C = {2, 3, 4, 5}. Find P(A/C).

    a. 1/2   **b.** 2/3   **c.** 3/4   **d.** None of the above

7. The negatively skewed frequency curves are

    a. Equally stretched both sides   **b.** More stretched towards right

    c. More stretched towards left   **d.** None of the above

8. In a time series data given in years and quarters, the quarterly average for third quarter is 48 and the average of all quarterly averages is 50, then the seasonal index for third quarter is

    a. 96   **b.** 48   **c.** 98   **d.** None of the above

9. Cyclical variations in a time series is a kind of

    a. Seasonal variations   **b.** Irregular variations

    c. Secular trend   **d.** None of the above

10. Interval estimation is process of finding

    a. A value that lies near the actual value of the parameter.
    b. An interval within which the actual value of the population parameter lies with certainty.
    c. An interval within which the actual value of the parameter lies with specified probability.
    d. None of these.

11. A parametric hypothesis is a hypothesis regarding

    a. Only form of the distribution   **b.** Parameter of normal distribution only

    c. Parameter of any random variable   **d.** None of these

12. Sign test is a nonparametric test based on

    a. Two samples of paired observations   **b.** Two samples of equal or unequal sizes

    c. One or two samples   **d.** None of these

PART B

ANSWER ANY FOUR OUT OF SIX   (4x7=28)

    1. What is meant by measures of central tendency? Explain any two of them.
    2. Explain skewness and write some measures of skewness.
    3. The rankings of 10 students in two subjects A and B are as follows:

A :	3	5	8	4	7	10	2	1	6	9
B :	6	4	9	8	1	2	3	10	5	7

Find the correlation coefficient using Spearman's formula.

4. The following data is given:

commodity	Base year Price	Current Year price
A	52	55
B	47	52
C	28	30
D	68	70
E	32	38
F	35	40

Find price index using Simple Average of Price relatives

5. A random variable X has the following probability distribution:

x:	0	1	2	3	4	5	6	7	8
p(x):	a	3a	5a	7a	9a	11a	13a	15a	17a

(i)   Determine the value of a.

(ii)   Find $P(X \leq 3)$,

6. The mean breaking strength of cables supplied by a manufacturer is assumed to be 1800 with a standard deviation 100. In a sample of size 50 cables, it is found that the mean breaking strength is 1850. Can we support the assumed mean?

PART C

ANSWER ANY TWO OUT OF FOUR   (2x15=30)

1. What are the requisites of a good measure of central tendency? Critically evaluate mean, median and mode on the basis of these requisites.

2. Suppose the observations on X and Y are given as:

X	59	65	45	52	60	62	70	55	45	49
Y	75	70	55	65	60	69	80	65	59	61

Where N = 10 students and Y = Marks in Maths and X = Marks in Econ. Compute the least squares regression of Y on X and of X on Y.

If the student gets 61 marks in Econ, what would you estimate his marks in Maths to be?

3. What is meant by time series? What are components of a time series? Explain in brief each component of time series.

4. There are three urns having the following compositions of black and white balls:

Urn 1: 7 white and 3 black balls

Urn 1: 4 white and 6 black balls

Urn 1: 2 white and 8 black balls

One of these urns is chosen at random with probabilities 0.20, 0.60 and 0.20 respectively. From the chosen urn two balls are drawn at random without replacement.

(i)   What is the probability of getting both white balls,

(ii)   If both the balls drawn are white, find the chance that they come from urn 2.

JGi ARKAJAIN University Jharkhand

3rd Semester Examination –2021-22

Subject	:	Marketing Management	Roll No: ……….
Course	:	BBA - LLB	
Full Marks	:	70	Time : 3 Hours.

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PART A

MULTIPLE CHOICE QUESTIONS   (12x1=12)

1.Marketing is a process which aims at _____
    a. Production   b. Profit-making
    c. The satisfaction of customer needs   d. Selling products

2.A place where goods are bought and sold against the price consideration between the buyers and the sellers is called _____.
    a. Exchange   b. Market
    c. E-commerce   d. Transaction

3.New product development starts with which one of the following steps of new product development?
    a. Idea screening   b. Idea generation
    c. Test marketing   d. Concept testing

4. Which of the following refers to marketing channel?
    a. Integrated Marketing Communication   b. Distribution
    c. Marketing Myopia   d. Retailing

5. Marketing mix for services includes_____.
    a. 4Ps   b. 7Ps
    c. 8Ps   d. 5Ps

6.Marketing segmentation is useful for
    a. Prospects Identification   b. To know the customer's tastes and preferences
    c. To target current clients   d. None

7. The _____ holds that consumers will favor products that are available and highly affordable (therefore, work on improving production and distribution efficiency).
    a. Product concept   b. Production concept
    c. Production cost expansion concept   d. Marketing concept

8. After concept testing, a firm would engage in _____ for developing and marketing a new product?

       a. Marketing Strategy Development Stage   b. Business Analysis Stage
       c. Product Development Stage   d. Test Marketing Stage

9. Demographic segmentation refers to_____
       a. The description of the people and the place in society.
       b. The description of the people's purchasing behavior
       c. The location where people live
       d. Geographic regions

10. The term "marketing mix" describes:
       a. A composite analysis of all environmental factors inside and outside the firm
       b. A series of business decisions that aid in selling a product
       c. The relationship between a firm's marketing strengths and its business weaknesses
       d. A blending of four strategic elements to satisfy specific target markets

11. Newsletters, catalogues, and invitations to organization-sponsored events are most closely associated with the marketing mix activity of _____
       a. Pricing   b. Distribution
       c. Promotion   d. Product Development

12 In _____ segmentation, buyers are divided into different groups on the basis of life style or personality and values.
       a. Geographic   b. Demographic
       c. Psychographic   d. Behavioral

PART B

ANSWER ANY FOUR OUT OF SIX   (4x7=28)

1. Explain the marketing Mix of Dabur?
2. Define communication mix. State the features of any two.
3. Define the following:
       a.   Price skimming & penetration strategy
       b.   Distribution channel (Direct & indirect)
       c.   Pricing & consumer psychology
4. Explain the key Differences Between Product Marketing and Service Marketing.
5. Discuss the significance of channels of distribution?
6. Discuss the steps in setting a price?

PART C

ANSWER ANY TWO OUT OF FOUR   (2x15=30)

1. Marketing is the basic function of any business", explain this statement in your words.
2. Explain the different steps involved in new product development.
3. Marketing research is vital for the evaluation of a sound marketing strategy formulation"- Comment.
4. What is a Marketing Channels? Describe various marketing channels of distribution of the product.

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3rd Semester Examination –2021-22

Subject	:	Managerial Accounting	Roll No: ……….
Course	:	BBA - LLB	
Full Marks	:	70	Time : 3 Hours.

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PART A

MULTIPLE CHOICE QUESTIONS   (12x1=12)

1. Debentures issued to a creditor for settlement of liability is classified as _____ activity?
   - a) Operating
   - b) Financing
   - c) Investing
   - d) None of the above

2. If Revenue from Operations in 2014-15 is Rs. 40,000 and in 2015-16 it is Rs. 1,00,000, which of the following is correct?
   - a) Net decrease of Rs. 60,000 and negative change percent of 150
   - b) Net increase of Rs. 60,000 and positive change percent of 150
   - c) Net increase of Rs. 60,000 and positive change percent of 40
   - d) Net decrease of Rs. 60,000 and negative change percent of 60

3. If opening debtors is Rs. 12,000, closing debtors is Rs. 18,000 and net credit sales are Rs. 75,000, what would be the average collection period in days?
   - a) 65
   - b) 70
   - c) 73
   - d) 75

4. This item is not used as a tool for Analysis of Financial Statements:
   - a) Cash Flow Statement
   - b) Fund Flow Statement
   - c) Ratio Analysis
   - d) No. of Employees Statement

5. Dividend received by other than financial enterprise is shown in cash flow statement under
   - a) Operating Activity
   - b) Investing Activity
   - c) Financing Activity
   - d) General Activity

6. Which of the following is shown under financing activity?
   - a) Interest paid
   - b) Commission received
   - c) Cash received against sale of goods
   - d) Cash paid for purchase of goods

7. Current ratio is 2:1. On the sale of fixed asset (book value) for Rs. 18000, state whether the current ratio will
   - a) Improve
   - b) Decline
   - c) Not change
   - d) Can't say

8. Current ratio is 2:1. And cash paid to Trade payables Rs. 1000, state whether the current ratio will
   a) Improve
   b) Decline
   c) Not change
   d) Can't say

9. If Current ratio is 2:1, and Bills receivable endorsed to creditors was dishonored state whether the current ratio will
   a) Improve
   b) Decline
   c) Not change
   d) Can't say

10. Working capital 6,00,000, total debt 27,00,000, non-current liability 24,00,000. Calculate current ratio
    a) 2:1
    b) 3:1
    c) 4:1
    d) None

11. In common size statement analysis of Balance Sheet, which item is taken as base of 100?
    a) Shareholder's Funds
    b) Total Assets
    c) Total Current Assets
    d) Total Non-Current Assets

12. In Ratio Analysis, answers to 'Activity Ratios' are expressed in?
    a) Ratio
    b) Percentage
    c) No. of times
    d) Fraction

PART B

ANSWER ANY FOUR OUT OF SIX

(4x7=28)

1. From the following particulars calculate:

   a. Material Cost Variance
   b. Material Price Variance
   c. Material Usage Variance

   When:

   Standard Quantity 12 kgs.   Standard Price Rs. 9 per kg.
   Actual Quantity 15 kgs.   Actual Price Rs. 10 per kg.

2. From the following particulars extracted from the financial statements of XYZ Ltd compute:
   (A) Current Ratio
   (B) Quick Ratio
   (C) Debt equity Ratio
   (D) Total assets to debt ratio

Trade Receivable	1,00,000
Prepaid Expenses	10,000
Cash & cash Equivalents	30,000
Short- term Investment	20,000
Machinery	70,000
Bills Payable	20,000
Sundry Creditors	40,000
Debenture	2,00,000
Inventories	40,000
Expenses Payable	40,000
Equity share	1,00,000
Reserve & Surplus	50,000
Furniture	1,70,000

3. Following are the Balance Sheets of Priti Ltd. You are required to prepare a Statement of Changes in Working Capital

	2012	2013
B/R	250000	290000
Cash in hand	132000	102000
Interest accrued on investment	14000	18000
B/P	90000	115000
Bonds Payable	150000	150000
Stock	100000	80000
Debtors	80000	45000
Prepaid exp.	12000	17000
Underwriting commission	25000	35000

4. What is cash flow statement? And why cash flow statement is important for any business.

5. What are the various sources and uses of fund?

6. Kindly write limitations of cash flow.

PART C

ANSWER ANY TWO OUT OF FOUR

(2x15=30)

1. What do you understand by fund flow statement? Explain its managerial uses?

2. (A)

From the following information, prepare comparative Balance sheet of X Ltd:

Particular	31.3.2011	31.3.2012
Reserve and surplus	6,00,000	12,00,000
Share capital	10,00,000	10,00,000
Trade payables	9,00,000	12,70,000
Land and building	15,00,000	16,00,000
Plant and machinery	5,00,000	6,30,000
Goodwill	1,00,000	---
Investments	1,00,000	1,20,000
Current Assets	8,00,000	15,20,000
Long term borrowings	5,00,000	4,00,000

(B)

Prepare a Common Size Income Statement from the following income statement and interpret the same.

INCOME STATEMENT

Particulars	31st March 2012	31st March 2011
Revenue from Operations	24,00,000	19,00,000
Other Income	1,00,000	1,00,000
Cost of materials Consumed	17,00,000	14,00,000
Finance Costs	2,00,000	1,60,000
Other Expenses	1,00,000	1,40,000

3. Prepare a Cash Flow Statement from the following Balance Sheet of Gujarat Spinning Mills Ltd.

Particulars	Note No	31-03-2012	31-03-2011
EQUITY AND LIABILITIES			
Shareholder's Funds :			
Share Capital		5,00,000	4,00,000
Reserve & Surplus		3,25,000	2,35,000
Non –Current Liabilities :			
Long – term Borrowings		3,10,000	3,00,000
Current Liabilities :			
Trade Payables		95,000	80,000
TOTAL		12,30,000	10,15,000
ASSETS :			
Non-Current Assets :			
Fixed Assets		7,00,000	5,00,000
Long –term Investments		56,000	70,000
Other Non-Current Assets		15 ,000	20,000
Current Assets:			
Inventory		2,80,000	2,10,000
Trade Receivables		1,14,000	1,40,000
Cash & Cash Equivalents		60,000	70,000
Other Current Assets		5,000	5,000
TOTAL		12,30,000	10,15,000

NOTES: - (1) Reserve & surplus:

	31-3-2012	31-3-2011
General Reserve	1,35,000	1,25,000
Profit & loss Balance	1,90,000	1,10,000
	--------	---------
	3,25,000	2,35,000
	--------	--------

(2) Long term borrowings:

12% Debentures	1,50,000	2,00,000
14% Mortgage loan	1,60,000	1,00,000
	---------	---------
	3,10,000	3,00,000
	---------	--------

(3) Other Non – Current Assets:

Share Issue Expenses	15,000	20,000

(4) Cash & Cash Equivalents:

Cash	40,000	20,000
Bank	20,000	50,000
	--------	--------
	60,000	70,000
	---------	--------

(5) Other Current Assets:

Share Issue Expenses	5,000	5,000
	--------	--------

- Total interest paid during the year amounted to Rs. 37,800.

4. Give the specimen of changes in the working capital and fund flow statement.

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3rd Semester Examination – 2021-22

Subject   :   Law of Contract -II   Roll No: ....
Course   :   BBA LLB
Total Marks :   70 Marks   Time- 3 Hours

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Part A

MULTIPLE CHOICE QUESTIONS

$12 \times 1 = 12$ Marks

1. Right of Indemnity Holder is specified in ----
   a. Section 126   b. Section 125   c. Section 124   d. Section 123

2. For the acts of sub-agent lawfully appointed_____
   a. The sub-agent is not responsible to the principal
   b. The sub-agent is responsible to the principal directly
   c. The agent is responsible to the principal
   d. The agent is not responsible to the principal

3. If the bailee mixes the goods of the bailor with his own goods, without the consent of the bailor
   a. The bailee is liable to pay the expenses for separation of goods and damages
   b. The bailee is not liable
   c. Not liable for compensation
   d. None of these

4. X and Y go into the shop. Y says to the shopkeeper 'let X have the goods and if he does not pay, I will'. This is a contract of ------
   a. Guarantee   b. Bailment   c. Indemnity   d. Pledge

5. To start a partnership business, what should be the minimum number of partners?

   a. 2   b. 10   c. 4   d. 20

6. What are the duties of an agent:
   a) To use all reasonable diligence in communicating with his principal and in seeking to obtain his instructions.
   b) To pay the sums received for principal
   c) To render proper accounts to his principal on demand.
   d) All of the above.
7. Give an example of Bailment.
8. A guarantee can be oral or in writing. .
   a. True   b. False
9. Define lien.
10. Substituted agent is liable to the principal irrespective of wilful default in all cases.
    a. True   b. False
11. A finder of goods can retain the goods so long as the specific reward is not given by the owner.
    a. True   b. False
12. Specific Relief Act, 1963 came into force on _____.

Part B

ANSWER ANY FOUR OUT OF SIX

<div align="right">4× 7 = 28 Marks</div>

1. Discuss the provisions relating to recovery of possession of movable and immovable property.
2. Write short notes on:
   a) Termination of Agency   b) Modes of dissolution of a partnership firm

3. Discuss the circumstances at which Specific Performance of Contract can be ordered at the Discretion of Court.

4. What are the differences between bailment and pledge?

5. Define Bailment and discuss the essential elements of a contract of Bailment.

6. What is an 'injunction'? Enumerate different kinds of injunction under the Specific Relief Act, 1963.

Part C

ANSWER ANY TWO OUT OF FOUR

<div align="right">2× 15 = 30 Marks</div>

1. Discuss in detail the various rights and duties of Bailor and Bailee.
2. Who is an Agent? Discuss the various types of Agent in detail.
3. Discuss the salient features of the Specific Relief Act, 1963
4. What do you understand by dissolution of firm? How can a firm be dissolved? Discuss in detail.