



ARKAJAIN
University
Jharkhand

4th Semester End Term Examination: 2021-22.

Subject : Strategic Management

Roll No:

Course : BBA - LLB

Full Marks : 70

Time : 3 Hours.

Instructions to the Candidates:

- Read the question paper very carefully.
- Start writing from 2nd page onwards; Don't Write On The 1st Page Backside.
- 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. Which of the following is not included in the Porter's Five Forces Model?
a) Potential development of substitute product
b) Bargaining power of stockholders
c) Bargaining power of suppliers
d) Rivalry among the competitors
2. Micro-environment is ___ to the company.
a) Internal
b) Human
c) External
d) Working
3. Strategic Intent includes:
a) Mission & Vision
b) Values
c) Philosophy
d) All the above
4. Fast changing technology can prove to be ___ for an organization:
a) Strength
b) Opportunity
c) Threat
d) None of the above
5. Which of these is something that has to do with war & ways to win over enemy ?
a) Strategy
b) Management
c) Execution
d) Monitoring

6. Strategic management audit is known as _____.
- Environment scanning
 - Strategy formulation
 - Strategy control
 - Strategy evaluation
7. The vision & mission of a company can be found in _____.
- The annual report
 - On supplier's invoices
 - On customer receipts
 - None of the above
8. Which of the following is not a stage of strategy formulation ?
- Formulation framework
 - Decision stage
 - Matching stage
 - Evaluation stage
9. Internal analysis enables a firm to determine what a firm _____.
- Can do
 - Actually does
 - Will not be able to do
 - Should do
10. To find out what an organization actually does one should _____.
- Read the mission statement
 - Look at what strategy the organization has formed
 - Conduct an analysis
 - Conduct an analysis
11. Suppliers are powerful when _____.
- Satisfactory substitutes are available
 - They function in a highly fragmented market
 - They sell a commodity product
 - They offer a threat of backward integration
12. In SWOT Analysis, strength is a _____ internal factor:
- Important
 - Positive
 - Negative
 - None of the above

PART - B

Answer any FOUR out of SIX

[4x7=28]

- Write Short Notes on:
 - Strategic Management Process
 - GAP Analysis
- Differentiate between Red Ocean vs Blue Ocean Strategy.
- What is BCG Matrix? Explain the pitfalls of BCG Matrix in detail.
- What are the steps in PEST Analysis?
- Explain the SWOT Analysis of any company of your choice.
- Define 'Merger'. What are the basic motives behind Merger activities?

PART - C

Answer any TWO out of FOUR

[2x15=30]

- What is meant by Corporate level, Business unit level and Functional level strategy?
- An organization can choose from a wide variety of Grand strategies, such as Stability strategy, Growth strategy, Retrenchment Strategy and Combination strategy. Explain these and highlight under which each one is the most appropriate.
- Discuss the following:
 - Functions of Strategic Management
 - Pitfalls of Strategic Management
- What are the 'five competitive forces', as per Michael Porter, that would determine profitability? Write short notes on each.



Subject : E-Commerce
Course : BBA - LLB
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PART - A

Multiple Choice Questions

[12x1=12]

1. Which of the following is not an example for B2B e-commerce?
a) Invoice and shopping
b) Sending and receiving orders
c) All of these
d) None of these
2. Which of the following is not suitable for a B2C transaction?
a) Clothes
b) Flowers
c) Airline reservation
d) None
3. _____ e-commerce transaction has the advantage of eliminating middlemen.
a) B2G
b) B2B
c) B2C
d) B2E
4. _____ in the e-commerce may be a holder of a payment card such as credit card or debit card from an issuer
a) Customer
b) Issuer
c) Merchant
d) Acquirer
5. _____ site is created to fraudulently acquire sensitive information such as pass words and credit card details, by masquerading as a trustworthy person or business.

Increase to Rs.120 per member per annum 0.5 Increase to Rs.180 per member per annum.

Suggest the best course of action considering the 1st year.

3. Amul has a breakdown in the production of cone ice-creams. To restore production, they can either buy a new cone maker or repair the existing one. If they go repairs it will cost Rs 200,000 and there is a chance of 20% it will perform OK (Revenue=Rs. 12,00,000) and it will be partially restored (Revenue=Rs. 3,00,000). For new machine they can either buy a imported machine costing Rs 5,00,000 which would perform OK at 100% chance or a local one Rs. 3,00,000. But if they buy a local machine then there is a 70% chance it will perform OK (Revenue=Rs. 12,00,000 and 30% chance of partial restoration (Revenue=Rs 6,00,000)

What should be the correct course of action?

4. Explain in detail about the Transplanted Real-World Business Models and Native Internet Business Models.

PART - B

Answer any FOUR out of SIX [4x7=28]

1. Explain the characteristics, objectives and architecture of EDI.
2. Explain in brief about the different kinds of online payment services.
3. Write short notes on: A) Digital certificate B) SSL C) EDI.
4. Explain the different kinds of cyber-crimes.
5. Write short notes on: A) E-Shop B) E-Visibility C) Security concerns of E-Commerce
6. Explain the various models of E-Commerce along with their flowcharts and examples.

PART - C

Answer any TWO out of FOUR [2x15=30]

1. Elucidate in brief and give a graphical description of e-commerce workflow. Benefits and impact of e-commerce.
2. Gym Bunnies (GB) is a health club. It currently has 6,000 members, with each member paying a subscription fee of Rs.720 per annum. The club is comprised of a gym, a swimming pool and a small exercise studio. A competitor company is opening a new gym in GB's local area, and this is expected to cause a fall in GB's membership numbers, unless GB can improve its own facilities. Consequently, GB is considering whether or not to expand its exercise studio in a hope to improve its membership numbers. Any improvements are expected to last for three years.
Option 1 No expansion. In this case, membership numbers would be expected to fall to Rs.5,250 per annum for the next three years. Operational costs would stay at their current level of Rs.80 per member per annum. Option 2 Expand the exercise studio. The capital cost of this would be Rs.360,000. The expected effect on membership numbers for the next three years is as follows: Probability Effect on membership numbers
0.4 Remain at their current level of 6,000 members per annum
0.6 Increase to 6,500 members per annum
The effect on operational costs for the next three years is expected to be: Probability Effect on operational costs
0.5

- a) Dynamic website
b) Static Website
c) Phish site
d) None of these
6. Electronic Exchange of business documents in a standard format is known as _____
a) E-commerce
b) E-Business
c) EDI
d) None of these
7. _____ is concerned with the buying and selling information, products and services over computer communication networks
a) E-Commerce
b) Commerce
c) E-Business
d) None of these
8.are special type of software meant for limiting the risks of being hit by computer viruses
a) Network firewall
b) Antivirus
c) Both of these
d) None of these
9. Public key system is useful because
a) It uses two keys.
b) There is no key distribution problem as public key can be kept in a commonly accessible database.
c) Private key can be kept secret.
d) It is a symmetric key system
10. B2C commerce
a) Includes services such as legal advice
b) Means only shopping for physical goods
c) Means only customers should approach customers to sell
d) Means only customers should approach business to buy
11. Certification of Digital signature by an independent authority is needed because
a) It is safe
b) It gives confidence to a business
c) The authority checks and assures customers that the public key indeed belongs to the business which claims its ownership
d) Private key claimed by a sender may not be actually his
12. In public key encryption if A wants to send an encrypted message
a) A encrypts message using his private key
b) A encrypts message using B's private key
c) A encrypts message using B's public key
d) A encrypts message using his public key

- a) Mannequins
- b) Store Ambience
- c) Lighting
- d) Music

6. The light fixture is set into a hollow opening in the ceiling with the lights focusing downwards.

- a) Track Lights
- b) Cabinet Lighting
- c) Clove Lighting
- d) Recessed Lighting

7. Customized products and services for customers and interaction to individual customers are part of

- a) Retail Management
- b) Customer Relationship Management
- c) Supply Chain Management
- d) Information System

8. First step in analysis of customer value is to

- a) Identify customers value attributes
- b) Assessing attributes importance
- c) Assessing company's performance
- d) Assessing competitors performance

9. Each different item of merchandise is called a _____

- a) SKU (Stock Keeping Unit)
- b) Variety
- c) Assortment
- d) SBU (Strategic Business unit)

10. The layout that has parallel aisles with merchandise on shelves on both sides of the aisles is _____.

- a) Racetrack
- b) Standee
- c) Loop
- d) Grid

11. A store that stocks particular type of merchandise

- a) EBO (Exclusive Brand outlet)
- b) Department store
- c) Hypermarket
- d) Supermarket

12. Retailers that carry a broad variety and deep assortment, offer customer service and organize their stores in distinct division for displaying merchandise.

- a) EBO (Exclusive Brand outlet)
- b) Department store
- c) Hypermarket
- d) Supermarket

PART - B

Answer any FOUR out of SIX

[4x7=28]

1. What is Retail? What are the various functions of a retailer?
2. Write Short Notes on the following
 - a) RFID
 - b) Job Description and Job Specification
 - c) Retail Image
3. Explain in brief the various types of retailing
4. Write short notes on

- a) CRM in Retailing
- b) Franchising

5: Explain the Supply Chain Management in Retailing.

6. "Communication plays a very important role in retail". Explain the Retail Communication mix.

PART - C

Answer any TWO out of FOUR

[2x15=30]

1. Explain the tools used for Visual Merchandising.
 2. Describe the concept Retail Life Cycle and discuss its applicability in the Indian Context.
 3. "Customer service should not be a department. It should be the entire company." ... With context to the above quote explain the various strategies for servicing the retail customers and to make them spend more.
 4. Ms Kritika Singh, a degree teacher, launched an entrepreneurial retail venture because she was upset that her students were coming to college in T-Shirts with negative messages on them. She saw kids wearing T-Shirts with slogans like "Spoiled Brat" or "I'm Stupid" and thought they were not "how happy kids think". Her research supported her contention. Kids preferred T-Shirts with "First grade rocks!" "Go Green". She created a business, "My kids". In her retail business, children under 18 submitted designs for T Shirts, and customers voted on their favorites. The winners were added to her product line and received 3 percent of the profits from their designs.
- Kritika Singh wanted to do more than just create a happy T-shirt retail outlet. From the beginning, her company had a charitable component. It donated part of its profits to a program called 'Free Arts for Abused Children'. As a teacher, she said, "I always stressed to my kids the idea of giving; the idea of sharing and this is how I run my business."

Questions:

- a) Analyze the above case
- b) Do you feel Kritika Singh's "My Kids" Would run successfully? State reasons.
- c) State ways to further improve "My Kids" Brand image.



Subject : Family Law-II (Muslim Law) **Roll No:**

Course : BBA - LLB

Full Marks : 70 **Time** : 3 Hours.

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PART - A

Multiple Choice Questions

[12x1=12]

1. Option of Puberty is subjected to the following:
- a) The option must be exercised immediately after attaining the age of the puberty
 - b) The marriage must not be consummated
 - c) Both a and b
 - d) None of the above
2. A minor is given in marriage by a person other than _____ then it is the absolute right of minor immediately on attaining majority can repudiate the marriage without any case-
- a) Mother
 - b) Father
 - c) Brother
 - d) All of the above
3. The sum stipulated for stipulated for a Muslim girl in the marriage is:-
- a) Mahr
 - b) Musha
 - c) Isl
 - d) Nazrana

4. Legal provision related to Iddat is in:-

- a) Section 2(c) of the The Muslim Women (Protection of Rights on Divorce) Act, 1986
- b) Section 2(d) of the The Muslim Women (Protection of Rights on Divorce) Act, 1986
- c) Section 2(a) of the The Muslim Women (Protection of Rights on Divorce) Act, 1986
- d) Section 2(b) of the The Muslim Women (Protection of Rights on Divorce) Act, 1986

5. 'X', a Muslim given triple talaq to his wife. He wants to marry again. He can do so:

- a) Without any restriction
- b) Only on request of such a wife
- c) Only if such a woman marries another man, the marriage is consummated, and he divorces her
- d) None of the above

6. Which of the following is not the effect of the divorce?

- a) Mutual rights of inheritance ceases
- b) Cohabitation becomes unlawful
- c) Right to Contract another marriage
- d) A divorced man can remarry another woman immediately

7. For the scale of maintenance whose social position shall be considered under the Sunni Law:

- a) Husband
- b) Wife
- c) Both Husband and wife
- d) Family of Husband

8. If a women are subject to menstruation then the duration period of 'Iddat' is when the marriage is dissolved by divorce:

- a) Three menstrual cycle
- b) Fourth Month Ten days
- c) Four Months and Ten days or until delivery, whichever period is longer
- d) Three Lunar Months

9. In which case it was held that the Muslim Women (Protection of Rights on Divorce) Act, 1986 does not fall foul of Article 14, 15 and 21 of the Indian Constitution?

- a) Shah Bano Case
- b) Danial Latifi v. Union of India
- c) Ali v. Sulfaria
- d) None of the above

10. Under Shia law, if the husband has the capacity to speak but announces Talaq in writing, the Talaq is?

- a) Valid
- b) Voidable
- c) Void
- d) Valid barring certain circumstances

11. Dower/Mahr belongs:

- a) Absolutely to his wife
- b) Absolutely to the wife's father
- c) Absolutely to his wife's mother
- d) Partly to the wife and partly to the Wife's parents

12. "Muta marriage" is recognised as valid form of marriage in:

- a) Only Sunni Law
- b) Only Shia Law
- c) Both Shia and Sunni Law
- d) Neither in Shia nor in Sunni Law

PART - B

Answer any FOUR out of SIX

[4x7=28]

1. Define 'Gift' (Hiba) under Muslim Law? Point out the difference between the Gift and Will under Muslim Law?
2. Differentiate between Shia and Sunni Laws of Intestate Succession?
3. Explain the different forms of judicial and extra-judicial form of Talaq (Divorce) under Muslim Law.
4. Write a detailed note on the following cases- (i) Mohd. Ahmed Khan v. Shah Bano Begum AIR 1985 SC 945 (ii) Danial Latifi v. Union of India (2001) 7 SCC 740
5. Discuss the limitations on the testamentary power of a Muslim in bequeathing his properties under a will.
6. Write short note on any two: (i) Iddat (ii) Mutwalli (iii) Acknowledgement

PART - C

Answer any TWO out of FOUR

[2x15=30]

1. "Marriage among Mohammadan is not sacrament, but purely a civil contract". Critically examine the statement with reference to nature of Muslim marriage with the help of relevant case law.
2. Write down the list of Quranic heirs/Sharers? Also state the rules of exclusion applicable to Sunni law of Muslim intestate succession?
3. Define waqf, its essentials characteristics and objects.
4. Differentiate between the Doctrine of 'Aul' and 'Radd' under Intestate Succession? Give suitable examples also.



4th Semester End Term Examination: 2021-22.

Subject : Law of Crimes (IPC)

Roll No:

Course : BBA - LLB

Full Marks : 70

Time : 3 Hours.

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PART - A

Multiple Choice Questions

[12x1=12]

1. The right to private defence is:

- a) Unrestricted
- b) Subject to restriction contained in section 99 of IPC
- c) Subject to restrictions contained in Chapter IV of IPC
- d) Subject to restrictions contained in any other provision of IPC.

2. Threatening to commit certain acts forbidden by Indian Penal Code is associated with which one of the following?

- a) Misrepresentation
- b) Fraud
- c) Coercion
- d) Mistake

3. For abetment by conspiracy...

- a) One person must instigate the other for the commission of an offense
- b) There must be an intentional aid by one person to another for the doing of an offense
- c) Some act or illegal omission must take place in pursuance of an engagement between two or more persons to do an unlawful act
- d) None of the above

PART - C

Answer any TWO out of FOUR

[2x15=30]

1. Explain the nature and extent of unsoundness of mind required to exempt a person from criminal liability. Refer to leading cases.
2. Explain the types of punishment offenders are liable under IPC with case laws.
3. What is Wrongful Restraint and Wrongful Confinement?
4. What is the Section 309? Explain with the chronology of landmark cases.

4. Which section deals with Dowry Death

- a) 304-A
- b) 498-A
- c) 489-A
- d) 304-B

5. In which case Supreme Court held section 303 to be unconstitutional

- a) Bacchan Singh v. State of Punjab
- b) Machchi Singh v. State of Punjab
- c) Santa Singh v. State of Punjab
- d) Mithu Singh v. State of Punjab

6. Punishment for culpable homicide not amounting to murder is mentioned under

- a) Section 302
- b) Section 303
- c) Section 304
- d) Section 300

7. Accident as an exception has been dealt with in

- a) Section 77
- b) Section 78
- c) Section 80
- d) Section 82

8. The maxim ignorantia juris non excusat means:

- a) Mistake of court is no defence
- b) Mistake of judicial act is no defence
- c) Mistake of fact is no defence
- d) Mistake of law is no defence

9. Section 149 speaks of:

- a) Common object
- b) Common intention
- c) Both
- d) None of these

10. Under Section 84, a person is exonerated from liability for doing an act on the

ground of unsoundness of mind:

- a) Before the time of doing
- b) After the time of doing
- c) At the time of doing
- d) None of these

11. Nothing is an offence which is done by a child above the age of 7 years and below 12 years who:

- a) Is handicapped
- b) Has not attained sufficient maturity to understand the nature & consequence
- c) To provoke
- d) None of these

12. The word Instigate means:

- a) To do unlawful act
- b) To cheat
- c) To provoke
- d) None of these

PART - B

Answer any FOUR out of SIX

[4x7=28]

1. Explain the circumstance under which culpable homicide amounts to murder.
2. Who is an abettor and what is abetment of a thing?
3. Write a short note on "Mens Rea".
4. A instigated B to murder D. B in pursuance of the instigation stabs D. D recovers from the wound. What is the liability of A?
5. Explain the essential ingredients mentioned under Section 304B.
6. What do you understand by Individual and Joint Liability?



4th Semester End Term Examination: 2021-22.

Subject : Constitutional Law of India

Roll No:

Course : BBA - LLB

Full Marks : 70

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PART - A

Multiple Choice Questions

[12x1=12]

1. The Constitution vests the responsibility for the enforcement of Fundamental Right
a) Exclusively with the Supreme Court
b) Both with the High Courts and the Supreme Court
c) With all the courts in the country
d) It cannot be enforced by the courts
2. Which of the following Articles contain the right to religious freedom?
a) Article 23
b) Article 25
c) Article 30
d) Article 32
3. Which article of the Constitution abolishes Untouchability?
a) Article 14
b) Article 15
c) Article 16
d) Article 17
4. Which of the following is correct with respect to "Right against exploitation"?
a) Prohibition of traffic in human beings and forced labor
b) Freedom as to payment of taxes for the promotion of any particular religion
c) Protection of interests of minorities
d) Equality before law

5. Right to property is a _____ right.
- Fundamental
 - Legal
 - Basic
 - Birth
6. The State shall endeavor to secure for the citizens a Uniform Civil Code throughout the territory of India as per
- Article 40
 - Article 42
 - Article 44
 - Article 48
7. Which of the following is described as the 'Soul of the Constitution'?
- Fundamental Rights
 - Fundamental Duties
 - Directive Principles of State Policy
 - Preamble
8. Which of the following word has not been written in the preamble of the Indian Constitution?
- Sovereign
 - Socialist
 - Democratic
 - Indians
9. The term 'We' in Preamble means
- Indian Government
 - Supreme Courts
 - Indian Parliament
 - The People of India
10. In which case, the Supreme Court rejected the earlier opinion and held that Preamble is an integral part of the Constitution?
- Kesavanada Bharati case
 - Berubari Union case
 - Habeas Corpus case
 - None
11. Which one of the following rights of Indian Constitution guarantees all the fundamental rights to every resident of a country?
- Right against exploitation
 - Right to freedom
 - Right to equality
 - Right to constitutional remedies
12. Which of the following can a court issue for enforcement of Fundamental Rights?
- Writs
 - Notification
 - Ordinance
 - Notice

PART - B

Answer any FOUR out of SIX

[4x7=28]

- Define Preamble and its significance.
- Define various Writs.
- What do you mean by Quasi-federal? Explain the concept of Federalism.
- Right to property is a fundamental right or legal right, explain?
- What does Rule of Law connote?
- What is the difference between Police State & Welfare State?

PART - C

Answer any TWO out of FOUR

[2x15=30]

- Discuss Article 15 elaborately. Explain the importance of the prohibitions imposed under Article 15.
- Explain the power and functions of the Election Commission of India. Explain its Importance as an autonomous body.
- Discuss the provisions of Article 14 under the Constitution of India. Differentiate equality before law from equal protection of law.
- Explain elaborately the freedoms provided under Article 19 of the Constitution of India.



Subject : Property Law

Roll No:

Course : BBA - LLB

Full Marks : 70

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PART - A

[12x1=12]

Multiple Choice Questions

1. The Transfer of Property Act received its assent on
 - a) 17th February 1882
 - b) 22nd February 1882
 - c) 23rd February 1882
 - d) 27th February 1882
2. The Bill on Transfer of Property was referred to:
 - a) First Law Commission
 - b) Second Law Commission
 - c) Third Law Commission
 - d) Fourth Law Commission
3. Under the provisions of the Transfer of Property Act, 1882, the unborn person acquires vested interest on transfer for his benefit:
 - a) Upon his birth
 - b) 7 days after his birth
 - c) 12 days after his birth
 - d) No such provision made in the Act.
4. Which of the following properties can be transferred under the Transfer of Property Act, 1882?
 - a) Salary of Public officer.
 - b) Right to sue
 - c) Both a and b
 - d) Neither a nor b
5. In which type of mortgage the possession of property is delivered?
 - a) Usufructuary Mortgage
 - b) Simple Mortgage
 - c) English Mortgage
 - d) Anomalous Mortgage

6. Mortgage by deposit of the title deeds is called as :
- Equitable mortgage
 - Usufructuary Mortgage
 - Simple mortgage
 - Anomalous Mortgage
7. A suit to obtain a decree that a mortgagor shall be absolutely debarred of is right to redeem the mortgaged property is called
- Implied redemption
 - Foreclosure or sale
 - Redemption
 - None
8. In which section provision of gift may be suspended or revoked
- Section 124
 - Section 122
 - Section 126
 - Section 128
9. Before giving benefit to unborn person, what can be made first?
- Prior Interest
 - Subsequent Interest
 - Equal Interest
 - None
10. Which type of transfer does not covered by Transfer of Property Act?
- By will
 - By Parties
 - By operation of law
 - None of above
11. A tenant remaining possession after the determination of the lease is called:
- A Tenant on sufferance
 - Tenant at will
 - Either a or b, depending whether he retains possession with or without landlord's permission
 - Both a and b
12. Charge can be created by:
- Act of Parties
 - Operation of Law
 - Either a or b
 - Neither a or b

PART - B

Answer any FOUR out of SIX

[4x7=28]

- What is Doctrine of Lis-Pendens?
- Explain the meaning of term notice and distinguish between actual notice and constructive notice.
- Explain Vested interest and Contingent interest and discuss the difference between the two kinds of interest.
- Explain and illustrate rule against Perpetuity envisaged in the Transfer of Property Act.
- Define Mortgage. Explain essentials of mortgage. Discuss characteristics of different kinds of mortgages.
- Discuss the following statements:
 - Once a mortgage, always mortgage and nothing but a mortgage
 - Redeem up, foreclose down.

PART - C

Answer any TWO out of FOUR

[2x15=30]

- 'All properties can be transferred' Are there any exceptions to this rule under the transfer of Property Act?
- What are the rights and liabilities of buyer and seller in a sale under Transfer of Property Act?
- Define Gift. Explain principles relating to revocation of Gift.
- How 'Lease' is defined under Transfer of Property Act? How it is determined?