Reg. No. : ....

Name : ....

Second Semester B.B.A./B.Sc./B.C.A./B.Com./B.S.W. Degree Examination, August 2018
Career Related FDP under CBCSS – 2(b)
Language Course – II (English – II)
EN 1211.4 : WRITING AND PRESENTATION SKILLS
(Common for B.Voc. Degree Programme in Software Development)
(Language Course EN 1211)
and
for B.Voc. Degree Programme in Tourism and Hospitality Management
(Language Course EN 211 – Writing and Presentation Skills in English)
(2013 Admission Onwards)

Time : 3 Hours   Max. Marks : 80

Answer **all** questions.

I. Correct the following sentences. If the sentences are correct, write "**No Error**".

  1) The young man was ignorant about the consequences when he slapped a police officer.

  2) People were surprised in his extraordinary talent.

  3) Please hurry. Its getting late.

  4) He is greater than I.

  5) One of the girls sing well.

  6) Neither Arun nor Joseph are available.

  7) He has catched cough.

  8) The river flows down the mountain and is going to the ocean.

  9) If the recession continues, the country would not grow.

  10) The good leader leads the country to prosperity.   (1×10=10 Marks)

II. Answer **any eight** of the following questions in **one** or **two** sentences **each**.

  11) Imagine that you are planning to write an essay. Which are the various stages of the writing process ?

  12) Name different types of paragraphs.

13) Attempt a definition of a report.

14) Give some examples of presentation strategies.

15) What are the advantages of e-mail ?

16) List the kinds of information to be provided in a CV.

17) Why is writing considered as a skill ?

18) Why do you combine different sources in your writing ?

19) What is the role of audience in a presentation ?

20) How do you combat stage fright ?

21) What is a hand-out ?

22) What are the disadvantages of a questionnaire ?   (8×2=16 Marks)

III. Answer **any six** as directed :

23) Write a letter to your friend inviting him/her to your place during the Christmas vacation for the social service activities you two have already planned together.

24) Write a précis of the following passage reducing it to **one third** of its length :

Any ape can reach for a banana, but only humans can reach for the stars. Apes live, contend, breed and die in forests-end of the story. Humans write, investigate, create and quest. We splice genes, split atoms, launch rockets. We peer upward into the heart of the Big Bang and delve deeply into the digits of pi. Perhaps most remarkably of all, we gaze inward, piecing together the puzzle of our own unique and marvellous brain. It makes the mind reel. How can a three-pound mass of jelly that you can hold in your palm imagine angels, contemplate the meaning of infinity and even question its own place in the cosmos ? Especially awe-inspiring is the fact that any single brain, including yours, is made up of atoms that were forged in the hearts of countless far-flung stars billions of years ago. These particles drifted for aeons and light years until gravity and chance brought them together here, now. These atoms now form a conglomerate-your brain-that can not only ponder the very stars that gave it birth but can also think about its own ability to think and wonder about its own ability to wonder. With the arrival of humans, it has been said, the universe has suddenly become conscious of itself. This, truly, is the greatest mystery of all.

25) Write a dialogue between you and your teacher on the newly constituted government.

26) Prepare a questionnaire for conducting a survey on ecological conscience of people in your locality.

27) Write a report on the latest debate conducted in your college.

28) Prepare a resume for the post of an artist in a popular magazine.

29) What are your objectives in a presentation on 'Youth and The Need to Know Constitution' ?

30) Differentiate between a report and an essay.

31) Power point presentations are sometimes ineffective – when ? **(6×4=24 Marks)**

IV. Attempt **any two** of the following.

32) Write an essay on **any one** of the following (**each** in about **two** or **three** pages).
   a) The relevance of English education in contemporary Indian context.
   b) Politics and social media.
   c) Internet addiction and its consequences.

33) Write a project report on any of the following topics :
   a) The problems faced by female students in your college.
   b) Political consciousness in your college.
   c) Health and food habits of school children in your area.

34) Create content for 15-20 slides on **any one** of the following for Power Point Presentation :
   a) The notion of development.
   b) Disadvantages of advertisements.
   c) Global warming.

35) Imagine that you are the Manager of a company. Write a letter apologising to a consumer for delivering a defective or damaged product from your company. **(2×15=30 Marks)**

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Core Course
BM 1241 : MARKETING MANAGEMENT
(2014 – 16 Admn.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer **all** questions in **one** or **two** sentences. **Each** question carries **one** mark.

1. What is marketing ?

2. List any two characteristics of modern concept of marketing.

3. Who is a customer ?

4. What is market segment ?

5. What is impulse goods ?

6. What is odd pricing ?

7. Define advertising.

8. Expand CRM.

9. What do you mean by logistics ?

10. List any two functions of wholesaler.

(10×1=10 Marks)

SECTION – B

Answer **any eight** questions. **Each** question carries **two marks**.

11. What is holistic marketing concept ?

12. Explain marketing mix.

P.T.O.

13. What is consumer behaviour ?

14. What is Personal selling ?

15. Discuss market positioning strategies.

16. Explain trademark.

17. Compare skimming pricing and penetration pricing.

18. What is sales promotion ?

19. What are the primary functions of ad ?

20. What do you mean by ethics in marketing ?

21. Explain channel conflict.

22. What is direct marketing ? **(8×2=16 Marks)**

SECTION – C

Answer **any six** questions. **Each** question carries 4 marks.

23. Discuss the nature of marketing.

24. What is micro marketing environment ?

25. Explain marketing information system.

26. Discuss the importance of marketing mix.

27. What are the stages in consumer buying decision process ?

28. Illustrate the black box model.

29. Explain the different levels of packaging.

30. What are the objectives of pricing ?

31. Discuss the recent trends in marketing. **(6×4=24 Marks)**

SECTION – D

Answer any two questions. Each question carries 15 marks.

32. Define market segmentation. Discuss the bases for effective market segmentation.

33. What is a new product ? Elucidate the phases in new product planning and development.

34. What is marketing communication ? Explain the steps in developing effective marketing communication.

35. What is salesmanship ? Discuss the qualities required for an ideal salesman.

(2×15=30 Marks)

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Group 2(b)
Core Course
BM 1242 : HUMAN RESOURCE MANAGEMENT
(2017 Admn.)

Time : 3 Hours   Max. Marks : 80

SECTION – A

Answer **all** questions in **a** word or maximum of **two** sentences. **Each** question carries **one** mark.

1. What is performance appraisal ?

2. What is job description ?

3. What is fringe benefit ?

4. What is Quality Circle ?

5. What is human resource accounting ?

6. Define HRM.

7. What is Vestibule training ?

8. What is time rate system ?

9. What is job rotation ?

10. What are non monetary incentives ?   (10×1=10 Marks)

SECTION – B

Answer **any eight** questions. (**Not** to exceed **one** paragraph **each**). **Each** question carries **2** marks.

11. What is merit rating ?

12. What is retrenchment ?

13. What is executive development ?

14. What do you mean by induction ?

15. What is job specification ?

16. What is separation ?

17. What is human resource development ?

18. What is TQM ?

19. What is mentoring ?

20. What is rowan plan ?

21. What do you mean by discipline ?

22. What is manpower planning ?   **(8×2=16 Marks)**

SECTION – C

Answer **any six** questions. (**Not** exceeding **120** words). **Each** question carries 4 marks.

23. What are the merits of the on the job training ?

24. Explain briefly the role of a human resources manager.

25. What are the steps involved in recruitment process ?

26. What are the different types of interview ?

27. Describe the objective of human resource management.

28. Distinguish between job specification and job description.

29. What are the methods in workers participation in management ?

30. What are the functions of HRM ?

31. Distinguish between selection and placement.   **(6×4=24 Marks)**

SECTION – D

Answer **any two** questions. (**Not** exceeding **four** pages). **Each** question carries 15 marks.

32. What are the prerequisite of a sound incentive system ?

33. Explain the various stages associated with selection process.

34. Discuss the nature, scope and significance of human resources management.

35. Explain the need and importance of performance appraisal.   **(2×15=30 Marks)**

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Core Course
BM 1241 – MARKETING MANAGEMENT
(2017 Admn.)

Time : 3 Hours   Max. Marks : 80

SECTION – A

Answer **all** questions in a word or maximum of **two** sentences. **Each** question carries **one** mark.

1. Define Advertising.

2. What is E-branding ?

3. What is product positioning ?

4. What is a hyper market ?

5. What is price skimming ?

6. Define marketing environment.

7. What is Viral marketing ?

8. What is marketing mix ?

9. Define a product.

10. What is relationship marketing ?   **(10×1=10 Marks)**

SECTION – B

Answer **any eight** questions (**Not** to exceed **one** paragraph **each**). **Each** question carries 2 marks.

11. What is market segmentation ?

12. What is brand equity ?

13. What is sales promotion ?

14. What is marketing myopia ?

15. Distinguish between segmentation and positioning.

16. What is trade mark ?

17. Distinguish between packaging and labeling.

18. Distinguish between customer and consumer.

19. What is customer delight ?

20. What is price bundling ?

21. Define product life cycle.

22. What is physical distribution ?   **(8×2=16 Marks)**

SECTION – C

Answer **any six** questions (**Not** exceeding **120** words). **Each** question carries 4 marks.

23. Explain the features of marketing environment.

24. Briefly explain the different product positioning strategies.

25. What are the elements of marketing mix ?

26. Distinguish between marketing and selling.

27. Explain the modern concept of marketing.

28. Discuss about the functions performed by retailers.

29. What are the elements of service marketing ?

30. State the factors influencing the pricing decisions.

31. Explain the various tools used in public relations.   **(6×4=24 Marks)**

SECTION – D

Answer **any two** questions (**Not** exceeding **four** pages). **Each** question carries **15** marks.

32. Define market segmentation. Discuss the various bases of market segmentation.

33. What is green marketing ? Discuss the importance and problems of green marketing.

34. Define marketing management. Explain briefly the scope of marketing.

35. Explain the pricing strategies for determining the price of new products.
                                                (2×15=30 Marks)

E – 4589

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Group 2 (b) : Foundation Course
BM 1221 : E – COMMERCE AND CYBER LAWS
(2014-16 Admn.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer **all** questions in **one** or **two** sentences. **Each question carries 1 mark.**

1) What is social media ?

2) What is a website ?

3) What do you understand by HTML ?

4) What is a Credit Card ?

5) What are cyber crimes ?

6) What is a web browser ?

7) What is an electronic purse ?

8) Give a brief account of Electronic Fund Transfer.

9) What do you mean by an internet firewall ?

10) Write short note on cyber law.

(1×10=10 Marks)

SECTION – B

II. Answer **any 8 questions. Each** question carries **2 marks.**

11) Name the components of a web site.

12) List out the softwares which are used for browsing internet.

13) What is meant by Electronic Data Interchange ?

14) Give any two limitations of e-commerce.

15) Name any two e-commerce services.

P.T.O.

16) Give any two examples of online advertising.

17) List out the Indian websites that use digital signature.

18) What is digital cash ?

19) What is meant by internet banking ?

20) What types of products are well-suited for an auction market ?

21) What is web spoofing ?

22) What do you mean by antivirus programs ?   **(2×8=16 Marks)**

SECTION – C

III. Answer **any 6** questions. **Each** question carries **4** marks.

23) What are the main components of e-business ?

24) Explain the main features of e-commerce technology.

25) What are the advantages of online marketing ?

26) Describe how consumers are benefitted by e-commerce.

27) Briefly explain how does e-commerce work.

28) Write a short note on Symmetric Encryption.

29) What do you understand by digital signature ? What are its uses ?

30) List out the properties of e-cash.

31) What do you mean by security threat ?   **(4×6=24 Marks)**

SECTION – D

IV. Answer **any 2** questions. **Each** question carries **15 marks.**

32) What is E-mail ? Discuss the advantages of using e-mail service.

33) a) What are the main purposes of Intellectual Property Rights ?

   b) Enumerate the features of a good online payment system.

34) Discuss in detail the electronic payment procedure.

35) Elucidate the legal, moral and ethical issues of e-commerce.

               (15×2=30 Marks)

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E – 4591

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme Under CBCSS
BM – 1242 : HUMAN RESOURCE MANAGEMENT
(2014-16 Admns.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer **all** questions in **one** or **two** sentences. **Each** question carries **1** mark.

1) What do you understand by Human Resource Management ?

2) What is Stress Interview ?

3) What is induction ?

4) What is Time Wage System ?

5) What is the meaning of job enrichment ?

6) What do you mean by 'Off-the-job training' ?

7) What do you understand by fringe benefits ?

8) What is TQM ?

9) What is team building ?

10) What is outsourcing ?

(1×10=10 Marks)

SECTION – B

II. Answer **any 8** questions. **Each** question carries **2** marks.

11) Briefly explain the scope of human resource management.

12) Explain the role of Human Resource Manager.

13) Enumerate the various steps in the Human Resource Planning Process.

14) Discuss the different types of interview.

15) What are the advantages of internal sources of recruitment ?

P.T.O.

16) Discuss the types of management development.

17) Mention any two types of selection tests.

18) Give a brief account of simulation.

19) Name any two characteristics of MBO.

20) Explain briefly the principal systems of wage payment.

21) Write a short note on basic wages.

22) Give any two objectives of training. **(2×8=16 Marks)**

SECTION – C

III. Answer **any 6** questions. **Each** question carries **4** marks.

23) Explain the significance of Human Resource Planning in an organization.

24) What are the features of collective bargaining ?

25) What are the essential conditions for the success of collective bargaining ?

26) Distinguish between training and development.

27) What are the characteristics of performance appraisal ?

28) What is profit-sharing ? What are the advantages of profit-sharing ?

29) What are the factors which contribute to Quality of Work Life ?

30) Define Performance Appraisal. What are the objectives of Performance Appraisal ?

31) What are the advantages of offering fringe benefits ? **(4×6=24 Marks)**

SECTION – D

IV. Answer **any 2** questions. **Each** question carries **15** marks.

32) Define recruitment. Discuss the internal as well as the external sources of recruitment.

33) What is Human Resource Planning ? What are its benefits to an organisation ?

34) Discuss the steps involved in scientific selection process.

35) Discuss the different methods available to measure and appraise employees' performance. **(15×2=30 Marks)**

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Group 2(b)
Foundation Course
BM 1221-E-COMMERCE & CYBER LAWS
(2017 Admn.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer **all** questions in **one or two** sentences. **Each** question carries 1 mark.

1. What is EDI ?

2. What is internet ?

3. What is FTP ?

4. What is telnet ?

5. What is e-mail ?

6. What are anti virus program ?

7. Define e-commerce.

8. What do you mean by domain name ?

9. What is vertical portal ?

10. Define Internet security.

(1×10=10 Marks)

SECTION – B

II. Answer **any 8** questions. **Each** question carries **2** marks.

11. What are the limitations of e-commerce ?

12. What is P_2P model ?

13. What do you mean by payment gateway ?

P.T.O.

14. Define Digicash.

15. What is cryptography ?

16. What is proxy server ?

17. What is M-commerce ?

18. What is hacking ?

19. Define encryption.

20. Explain digital certificate.

21. What is credit card ?

22. What is post-paid payment system ? **(2×8=16 Marks)**

SECTION – C

III. Answer **any 6 questions. Each question carries 4 marks.**

23. Explain the factors influencing successful e-commerce.

24. Write a note on internet advertising.

25. What is Debit card ? What are its features ?

26. What do you mean by E-procurement ?

27. What is confidentiality ?

28. Write a note about website.

29. What are the features of M-commerce ?

30. Explain about biometrics.

31. What is OSI model ? **(4×6=24 Marks)**

SECTION – D

IV. Answer **any two** questions. **Each** question carries **15 marks.**

32. Explain the objectives of Information Technology Act, 2000.

33. Explain electronic payment system and its components.

34. Describe the difference between traditional commerce and e-commerce.

35. Explain the remedies available against hacking. **(2×15=30 Marks)**

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Second Semester B.B.A. Degree Examination, August 2018
(Career Related FDP Under CBCSS)
Group 2(b)
Core Course
BM 1243 : FINANCIAL MANAGEMENT
(2014 – 2016 Admissions)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer **all** questions in **one** or **two** sentences. **Each** carries **1** mark.

1) Define lease financing.

2) What is investment decision ?

3) What is deep discount bond ?

4) Explain wealth maximization.

5) What is N.P.V. ?

6) Define capital.

7) What is gross working capital ?

8) What is bank float ?

9) Explain combined leverage.

10) What is bonus issue.

(1×10=10 Marks)

SECTION – B

II. Answer **any 8** questions. **Each** question carries **2** marks.

11) Explain factors influencing financial decisions.

12) Explain the concepts of working capital.

13) What is specific and weighted cost of capital ?

P.T.O.

14) What is retained earnings ? Is it significant in cost of capital ?

15) Explain capital gearing.

16) Explain the importance of capital budgeting.

17) Describe the techniques of inventory management.

18) What are the different types of dividend policy ?

19) What is hedging approach ?

20) What is meant by financial risk ?

21) What are the main approaches to finance ?

22) Explain the impact of financial leverage.   **(2×8=16 Marks)**

SECTION – C

III. Answer **any 6** questions. **Each** question carries **4** marks.

23) Discuss the factors affecting dividend policy.

24) Explain the traditional approach of capital structure.

25) What is financial Break-even point ?

26) What are the classifications of cost ?

27) Which are the different kinds of capital budgeting decisions ?

28) What are the sources of finance ?

29) A company issues 1000 equity shares of Rs. 100 each at a premium of 10%. the company has been paying 20% dividend to equity share holders for the past 5 years and expects to maintain the same in future also. Compute the cost of equity capital. Will it make any difference if the market price of equity share is Rs. 160 ?

30) A project requires an investment of Rs. 5,00,000 and has a scrap value of Rs. 20,000 after five years. It is expected to yield profits after depreciation and taxes during the five years amounting to Rs. 40,000, Rs. 60,000, Rs. 70,000 and Rs. 20,000. Calculate the average rate of return on the investment.

31) A firm can purchase 2000 units of a particular item per year at an unit cost of Rs. 20. The ordering cost is Rs. 50 per order and the inventory carrying cost is 25%. Determine the optimal order quantity and the minimum total cost including purchase cost: If a 3% discount is offered for purchase in lots of 1000 or more should the firm accept the offer ?   **(4×6=24 Marks)**

SECTION – D

IV. Answer **any 2** questions. **Each** question carries **15** marks.

32) Following is the cost information of firm :

Fixed cost = Rs. 50,000; Variable cost = 70% of sales

Sales = Rs. 2,00,000 in previous year and Rs. 2,50,000 in current year.

Find out percentage change in sales and operating profits when :

   i) Fixed costs are not there (No leverage)

   ii) Fixed costs are there (Leveraged situation).

33) The Board of Directors of Ruby Ltd. requested you to prepare a statement showing the working capital requirements for a level of activity of 156000 units of production. The following information is available for your calculation.

	(Rs. per units)
Raw Materials	90
Direct Labour	40
Overhead	75
	205
Profit	60
Selling price per unit	265

1) Raw Materials are in stock on an average of one month.

2) Materials are in process on an average 2 weeks.

3) Finished goods are in stock on average one month.

4) Credit allowed by creditors one month.

5) Time lag in payment from debtors-2 months.

6) Lag in payment of wages - 11/2 weeks.

7) Lag in payment of overheads-one month.

   20% of the out-put is sold against cash. Cash in hand and at Bank is expected to be Rs. 60,000. It is to be assumed that production is carried on evenly throughout the year. Wages and overheads accrue similarly and a time period of 4 weeks is equivalent to a month.

34) What is Dividend Policy ? Explain the theories of Dividend Policy.

35) What is investment Decisions ? Discuss the method of evaluating investment decisions.

(15×2=30 Marks)

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme under CBCSS
Complementary Course
BM 1231 – BUSINESS REGULATORY FRAME WORK
(2014-16 Admns.)

Time : 3 Hours   Max. Marks : 80

SECTION – A

Answer **all** questions. **Each** carries 1 mark.

1. Who is an Endorser ?

2. What is a promise ?

3. Define the term proposal.

4. What do you mean by acceptance ?

5. Who is an offeree ?

6. Explain the term Bailment.

7. Define sub agent.

8. What do you mean by Endorsement ?

9. Explain the term E-Commerce contract ?

10. Define Absolute contract.   (1×10=10 Marks)

SECTION – B

Answer **any eight** questions. **Each** carries **2 marks.**

11. Explain void contract.

12. What are special contracts ?

13. What are the features of contract ?

14. Explain the different types of offer.

15. Explain Doctrine of privity of contract.

16. What are the different kinds of consideration ?

17. Difference between illegal contract and void contract.

18. Explain the term co-sureties.

19. What are the duties of a Bailee ?

20. Explain the objectives of Consumer Protection Act.

21. What are Intellectual Property Rights ?

22. What are the characteristics of a voidable contract ?   **(2×8=16 Marks)**

SECTION – C

Answer **any 6** questions. **Each** carries **4 marks.**

23. Who is an unpaid seller ? What are his rights ?

24. What are the different kinds of Endorsement ? Explain.

25. What are the various modes in which a contract may be discharged ?

26. Discuss the remedies for breach of contract.

27. Discuss about the State Consumer Protection Council and District Consumer Protection Council.

28. Explain Quasi contract.

29. Briefly explain the legal rules of offer.

30. What are the essentials of undue influence ?

31. Distinguish between contract and quasi contract. **(4×6=24 Marks)**

SECTION – D

Answer **any** 2 questions. **Each** question carries **15** marks.

32. "All contracts are agreements but all agreements are not contracts." Elucidate.

33. Explain the essentials of a valid acceptance.

34. Discuss the rights and duties of principal and agent.

35. Discuss the essentials or rules regarding consideration. **(15×2=30 Marks)**

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme Under CBCSS
Core Course
BM 1243 – FINANCIAL MANAGEMENT
(2017 Admn.)

Time : 3 Hours Max. Marks : 80

SECTION – A

I. Answer **all** questions in **one** or **two** sentences. **Each question carries 1 mark.**

1) Define financial management.

2) What is capital budgeting ?

3) What is IRR ?

4) Define working capital.

5) What are deferred incomes ?

6) What do you mean by cost of capital ?

7) Define EOQ.

8) What is VED analysis ?

9) What is capital gearing ?

10) Define dividend.

(1×10=10 Marks)

SECTION – B

II. Answer **any 8** questions. **Each question carries 2 marks.**

11) What is the importance of corporate finance ?

12) What is profit maximization ?

13) What is NPV ?

14) What is factoring ?

15) What do you mean by Re-order level ?

16) What is leadtime ?

17) Explain about leverage.

18) What is dividend payout-ratio ?

19) What do you mean by bonus shares ?

20) What is Net Income approach ?

21) What is profitability Vs liquidity ?

22) What is watered capital ?   **(2×8=16 Marks)**

SECTION – C

III. Answer **any 6** questions. **Each question carries 4 marks.**

23) What are the objectives of finance function ?

24) What are the kinds of capital budgeting decisions ?

25) Explain the factors determining the working capital requirements.

26) Describe the benefits of factoring.

27) Explain the objectives of inventory management.

28) What is lock box system ? How does it help to reduce the cash balances ?

29) Write a note on trading on equity.

30) Explain the determinants of dividend policy.

31) Briefly explain the important cash models.   **(4×6=24 Marks)**

SECTION – D

IV. Answer **any 2** questions. **Each** question carries **15 marks.**

32) What is financial management ? What major decisions are required to be taken in finance ?

33) What is the relevance of cost of capital in capital budgeting and capital structure planning decisions ?

34) The following information is available for Awadh corporation :
Earnings per share ₹ 4.00
Rate of return on investment 18%
Rate of return required by shareholder 15%
What will be the price of per share as per the Walter's model if the payout ratio is 40% ? 50% ? 60%.

35) X Ltd. is expecting an annual EBIT of ₹ 1,00,000. The company has ₹ 4,00,000 in 10% debentures. The cost of equity or capitalisation rate is 12.5%. You are required to calculate the total value of the firm according to the net income approach.   **(15×2=30 Marks)**

E – 4623

Reg. No. : ....

Name : ....

Second Semester B.B.A. Degree Examination, August 2018
Career Related First Degree Programme Under CBCSS
Complementary Course
BM – 1231 : BUSINESS REGULATORY FRAME WORK
(2017 Admn.)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer all questions in one or two sentences. Each question carries 1 mark.

1) Define contract.
2) What is voidable contract ?
3) What is an offer ?
4) What is a tender ?
5) Who is a minor ?
6) Define agency.
7) Define "agreement to sell".
8) What is future goods ?
9) Who is an unpaid seller ?
10) What is GST ?

(10×1=10 Marks)

SECTION – B

II. Answer any eight questions. Each question carries 2 marks.

11) What are the objectives of GST ?
12) Explain "Caveat emptor".
13) When does an agreement becomes sale ?
14) What is the meaning of agency of necessity ?
15) Who is a mercantile agent ?
16) Give two examples of void agreement.

P.T.O.

17) What do you mean by standing offer ?

18) What is meant by Nudum Pactum ?

19) Who are competent to contract ?

20) When does an offer lapse ?

21) What do you mean by estoppel ?

22) Define "Restrictive Trade Practices".   (8×2=16 Marks)

SECTION – C

III. Answer **any six** questions. **Each** question carries **4 marks.**

23) Distinguish between contracts and agreements.

24) What are the essentials of a valid acceptance ?

25) A minor has no privilege to cheat others. Comment.

26) What is misrepresentation ?

27) What is "coercion" ? Explain its features.

28) Explain the law relating to wagering contracts.

29) What is contingent contract ? Explain by giving an example.

30) Distinguish between penalty and damages in the event of a breach of contract.

31) What are the characteristics of bailment ?   (6×4=24 Marks)

SECTION – D

IV. Answer **any two** questions. **Each** question carries **15 marks.**

32) What are the basic concepts and challenges of GST ?

33) What are the important features of the Consumer Protection Act, 1986 ?

34) Explain the rights and duties of an unpaid seller.

35) What are the factors causing a consent to be not free ? Explain. **(2×15=30 Marks)**