

B.B.A. V Semester Degree Examination, September- 2020

MANAGEMENT

Human Resource Welfare & Challenges

Paper : 5.C-E-2

Time : 3 Hours

Maximum Marks : 75

*Instructions to Candidates :*

1. Answer up to the point.
2. Part - C is Compulsory.

PART - A

1. Answer any ten, each carries two marks.

(10×2=20)

- a) What is discharge?
- b) What do you mean by absenteeism?
- c) Define Lay-off.
- d) Define quality of work life.
- e) What is dismissal?
- f) Who is labour?
- g) What is labour turnover?
- h) Define call center.
- i) Define Fringe benefits.
- j) What is dry promotion?
- k) Write any two reasons for transfer.
- l) Define Retrenchment.

PART - B

Answer Any Five of the Following.

(5×8=40)

2. Explain the measures to control labour turn over.
3. Explain the statutory provision for welfare benefits.

[P.T.O.]



4. Explain the different types of brings benefits.
5. What are the good qualities of a welfare manager or officer? Explain.
6. Write a note on quality circle.
7. Explain the challenges of call center.
8. Explain the advantages & disadvantages of promotion.

**Part - C (Compulsory)**

9. Write short Note on.

(3×5=15)

- a) Moral of MIS Challenge
  - b) Lay-off.
  - c) Challenges of HRM.
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BBM/BBA V Semester Degree Examination, September - 2020

MANAGEMENT

Sales Management

Paper : 5.A E-2

Time : 3 Hours

Maximum Marks : 75

*Instructions to Candidates :*

1. Answer up to the point.
2. Give examples if specified.
3. Section - C is Compulsory.

**Section - A**

1. Answer any **ten** questions. Each carries two marks.

(10×2=20)

- a) Define sales management.
- b) What are the types of salesmen?
- c) Define Selection.
- d) Define Compensation.
- e) What is Perks?
- f) Define sale budget.
- g) What is market logistic?
- h) Expand AIDAS.
- i) What is Super Market?
- j) Define training.
- k) What is sales audit?
- l) Define sales control.

**Section - B**

Answer any Five questions. Each carries 8 marks.

(5×8=40)

2. Explain functions of sales management.
3. Discuss theories of personal selling.
4. Explain external sources of recruitment.
5. Explain sales force selection process.
6. Distinguish between a wholesaler and a retailer.

[P.T.O.]



- 7. What are the factors affecting sales force compensation. Explain.
- 8. What are the market logistic objectives?

**Section - C (Compulsory)**

- 9. Write a note on any 3 of the following: (3×5=15)
    - a) Types of Sales Quota
    - b) Types of compensation plan.
    - c) Types of Retailers.
    - d) Types of Wholesalers.
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B.B.A. V Semester Degree Examination, September - 2020

MANAGEMENT

Production and Operation Management

Paper: 5.2

Time : 3 Hours

Maximum Marks : 75

*Instructions to Candidates:* 1) Use graph necessary  
2) Answer up to the point.

PART - A

1. Answer any TEN questions. Each carries TWO marks. (10×2=20)

- a. What is Production and Operation Management?
- b. Define Plant Location.
- c. What is Quality Circle?
- d. Define the term Motion Study.
- e. What is forward scheduling?
- f. Mention any two benefits of work study.
- g. Define the term Production Planning and Control (PPC).
- h. What is Statistical Quality Control?
- i. What is line balancing?
- j. What are templates?
- k. Write two objectives of a good layout.
- l. What is Productivity?





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PART - B

Answer any FIVE Questions. Each question carries 8 marks.

(5×8=40)

2. Distinguish between Village site and Urban site
3. Explain the functions of PPC in detail.
4. Write a note on any two
  - a) Product layout
  - b) Work study
  - c) Quality control.
5. Explain the factors affecting working conditions in an organisation
6. Using suitable method, select the best location within the 4 location for given data.

Fator	Assigned Weight	Location			
		A	B	C	D
Raw Material	0.25	60	40	63	70
Power	0.15	30	85	60	65
Labour	0.20	50	30	50	40
Cost of living	0.10	60	70	50	30
Market	0.15	20	80	50	40
Production cost	0.15	60	30	70	30





7. What is routing? Explain routing functions and routing procedures.
8. Find the sequence that minimise the total elapsed time and identify the ideal time of the machine from 6 Jobs to be done with 2 machines in sequence.

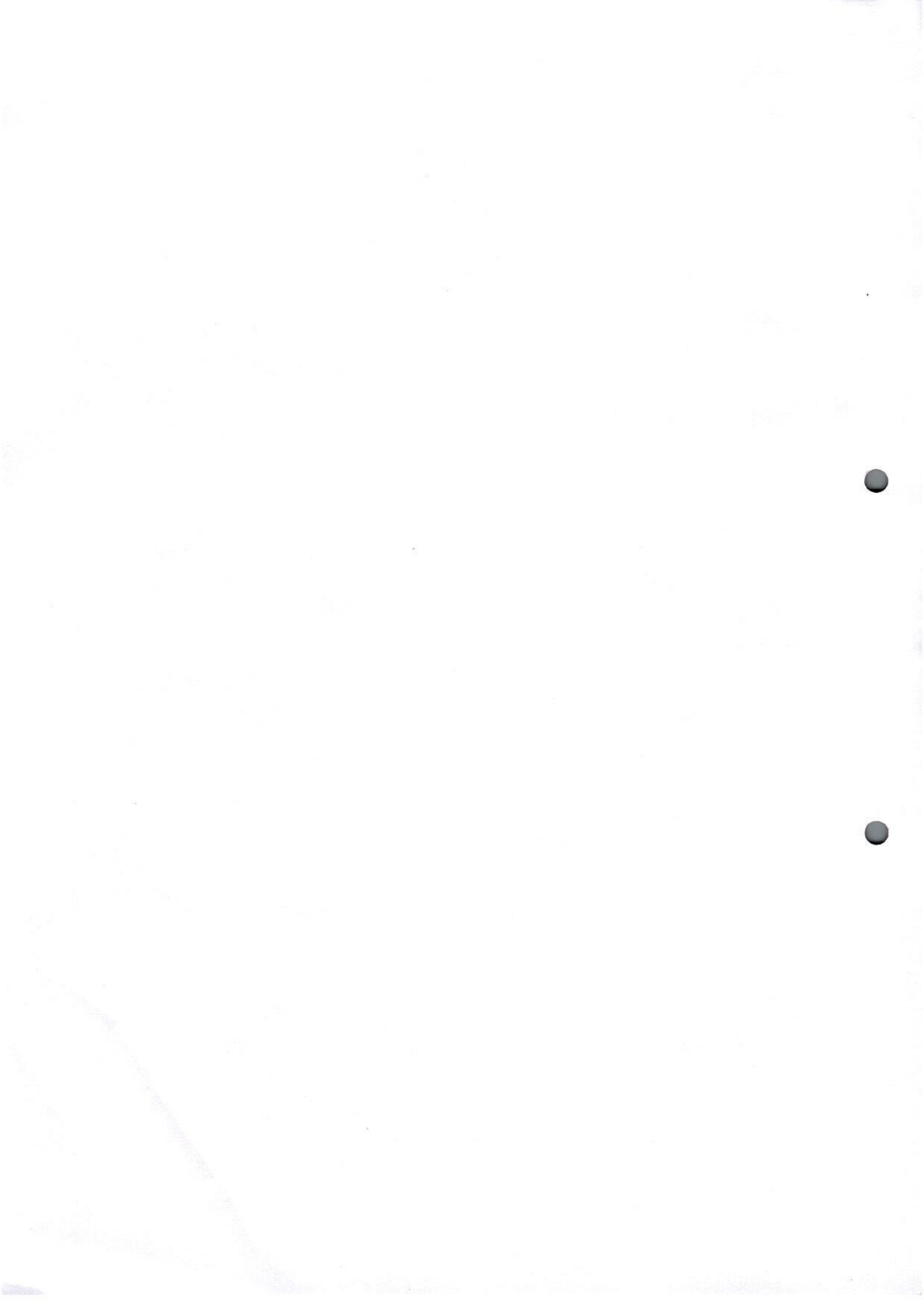
Jobs	$M_1$	$M_2$
1	5	7
2	9	4
3	4	8
4	7	3
5	8	9
6	6	5

PART - C

9. a) Define quality control and explain the benefits of quality control. (5+10=15)
- b) Construct 'C' Chart for the following data

<u>Sub Groups</u>	<u>No. of Defects</u>
1	15
2	28
3	41
4	26
5	26
6	35
7	40
8	24
9	10
10	23

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**B.B.A./B.B.M. V Semester Degree Examination, February/March 2022  
MANAGEMENT**

**Paper – 5.2 : Production and Operation Management (New)**

Time : 3 Hours

Max. Marks : 80

**Instructions :** 1) Use graph *wherever* necessary.  
2) Answer *upto* the point.

**SECTION – A**

Answer **any ten** questions. **Each** carries **two** marks. **(10×2=20)**

1. a) What is production and operation management ?
- b) What are the merits of urban location ?
- c) What is loading and scheduling ?
- d) Define PPC.
- e) What do you mean by Type – I error ?
- f) What is Flexible Manufacturing System (FMS) ?
- g) What is an extractive industry ? Give example.
- h) What is Statistical Quality Control ?
- i) Define Term Motion Study.
- j) Expand CAD and CAM.
- k) What is line balancing ?
- l) What is job production ?

**SECTION – B**

Answer **any three** questions. **Each** carries **five** marks. **(3×5=15)**

2. Describe process layout and product layout.
3. Explain Quality Control Techniques.
4. Find the séquence that minimise the total elapsed time and identify the ideal time of the machines for 6 jobs to be done on 2 machine in sequence.

Jobs	Machine A	Machine B
1	3	8
2	12	6
3	5	4
4	2	6
5	9	3
6	11	1

5. Explain the functions of PPC.
6. Write a short note on productivity.

P.T.O.





## SECTION – C

Answer **any three** questions. **Each** carries **fifteen** marks.

(3×15=45)

7. What is plant location ? Discuss the steps taken in choosing a plant location.
8. Write short notes on **any two**.
- Work study.
  - Fixed position layout.
  - JIT concept.
9. Explain the factors affecting working conditions in an organisation.
10. a) What are quality circles ? Why are they useful ?  
b) Construct 'R' chart for the following data.

A manufacturer manufactures vegetable oil tins a sample of 4 times are selected at equal intervals of time, the following data reveals the weight of tins. Construct 'R' chart, given that  $D_3 = 0$  and  $D_4 = 2.282$ .

Sub groups	Weight of each tins			
	I	II	III	IV
1	8	6	12	14
2	9	8	13	15
3	9	8	11	10
4	16	18	13	8
5	13	21	19	17
6	18	16	20	20

11. a) What is routing ? Explain routing functions.  
b) Construct 'C' chart for the following data.

Sub groups	1	2	3	4	5	6	7	8	9	10
No. of defectives	15	28	41	26	26	35	40	24	10	23

7/12  
7/6





B.B.A. V Semester Degree Examination, September - 2020

MANAGEMENT

Business Law

Paper: 5.1

Time : 3 Hours

Maximum Marks : 75

*Instructions to Candidates: Answer up to the point.*

Section - A

1. Answer any TEN of the following

(10×2=20)

- a. What do you mean by Contract?
- b. What is consideration?
- c. What is Sale?
- d. What do you mean by Patent.
- e. What do you mean by Offer.
- f. What do you mean by Ascertained Goods.
- g. What do you mean by Warranties.
- h. What do you mean by Promissory Note.
- i. Who is an Holder?
- j. What do you mean Coercion?
- k. What do you mean Law?
- l. Who is an Drawee?

Section - B

Answer any FIVE of the following

(5×8=40)

2. Explain sources of Indian Business Law.
3. Explain Legal rules regarding Agreement

[P.T.O]





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4. Explain various Remedies available for Breach of Contract
5. Explain objectives and features of Cyber Law.
6. Explain various parties involved to Negotiable Instrument.
7. Explain Nature of Minor Agreement.
8. Write a note on Crossing, Noting and Protesting.

**Section - C**

(1×15=15)

9. Write a note on Indian Patent Act 1970.
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B.B.A./B.B.M. V Semester Degree Examination, September - 2020

MANAGEMENT

Business Taxation

Paper: 5.3

Time : 3 Hours

Maximum Marks : 75

*Instructions to Candidates:* 1) Answer any TEN questions from Section-A.

2) Answer any FIVE questions from Section-B, each carrying 8 marks.

3) Answer any one question from Section-C, carrying 15 marks

SECTION - A

1. Answer any TEN

(10×2=20)

- a) Who is Assessee?
- b) What is previous year?
- c) What is Agricultural Income?
- d) State the Heads of Income
- e) What is Profession?
- f) State any four fully exempted incomes.
- g) What is capital gain?
- h) What are the two types of taxes?
- i) Name any four savings which are qualify for deductions U/S 80C.
- j) What do you mean by Gratuity?
- k) Give example of casual income.
- l) What is income U/S 2(24)?

[P.T.O



**Section - B****Answer any FIVE****(5×8=40)**

2. How do you determine the Residential status of an individual?
3. The following are the incomes of Mr.Prajwal for the P.Y. 2018-19
  - a) Income from Salary in Gokak Rs.80,000.
  - b) Income from business in Shrilanka received in India Rs.60,000.
  - c) Agricultural income from land situated in Denmark Rs.40,000.
  - d) Income from business established in U.S.A. and deposited in a bank there, the business being controlled from India Rs.60,000.
  - e) Foreign untaxed income of past previous years remitted to India Rs.10,000.
  - f) Income from house property in U.K., received and deposited there in a bank Rs.30,000.

Compute his total income for the A.Y. 2019-20, if he is

(a) Resident. (b) Not-ordinary Resident. (C) Non-Resident.

4. Briefly explain the salient features of Karnataka VAT Act.
5. From the following details, Compute Income from House property of Shri Anil for the assessment year 2019-20.

Municipal Value	Rs.20,000
Fair rent	Rs.22,000
Actual Rent	Rs.24,000
Standard Rent	Rs.25,000
Municipal tax paid	Rs.2,000
Fire Insurance	Rs.1,500
Interest on loan for construction	Rs.1,000





6. Calculate the amount of deductions U/S 80C from the following particulars of Sri Prasanna.
- i) Subscription to NSC viii issue Rs.10,000
  - ii) Contribution to Public Provident Fund Rs.20,000.
  - iii) Life insurance premium on his own life (sum assured is Rs.60,000) Rs.20,000.
  - iv) Contribution to statutory provident fund Rs.8,000.
  - v) Contribution to URPF Rs.12,000.
  - vi) Accrued interest on NSC viii issue Rs.12,000.
  - vii) Life insurance premium on mother's life Rs.10,000
  - viii) Investment in infrastructure bonds Rs.20,000.
7. State with reasons whether the following are agricultural incomes or not-
- a) Dividend received by a company engaged in agriculture
  - b) Income from sale of earth for brick making
  - c) Income from land letout for agricultural purpose.
  - d) Income from sale of grass and bamboos of spontaneous growth.
  - e) Income earned by running a dairy farming.
8. From the following particulars of Mr.Kapil, compute his income from other sources.
- a) Dividend from Domestic company Rs.10,000.
  - b) Dividend from Co-operative Society Rs.25,000.
  - c) Dividend from foreign company Rs.20,000.
  - d) Credit at Rs. 2,00,000 in passbook for which no exemption is given .
  - e) Rent received from sub-letting  $\frac{1}{3}^{\text{rd}}$  portion of house (rent paid for whole house is Rs.2,000 P.M.) Rs.1,000.



**Section-C****9. Compulsory****(1×15=15)**

From the following details of Mr.Sanketh, compute his income from other sources for the A.Y. 2019-20.

- a) Income from UTI Rs.2,000.
- b) Dividend from foreign company Rs.10,000
- c) Composite rent from letting machinery Rs.60,000.
- d) Interest on fixed deposits Rs.8,000.
- e) Director's fees Rs.12,000.
- f) Ground rent Rs.8,000.
- g) Income from undisclosed sources Rs.20,000.
- h) Interest on Debenture (Net) Rs.9,000.
- i) Winning from lottery (Net)Rs.70,000.
- j) Royalty from book (expense Rs.5000) Rs.40,000.
- k) Interest on Government Securities Rs.5,000.
- l) Rent received from 1/2 of the house sub-let (Rent paid on house Rs.60,000) Rs.48,000.
- m) Income from agriculture in England Rs.40,000.
- n) Interest on P.O.S.B. Rs.4,000.

The assessee claims following deductions :

- i) Collection charges. Rs.300.
  - ii) Depreciation on Machinery let out Rs.4,000.
  - iii) Fire insurance on Machinery let out Rs.600.
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