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Seshadripuram Institute of  
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# 40, Girl's School Street,  
Seshadripuram, Bangalore-20

100530



**GS-529**

VI Semester B.B.A. Examination, May/June - 2019  
(CBCS F+R) (2016-17 & onwards)

**BUSINESS ADMINISTRATION**

**Strategic Management**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answer in English only.

**SECTION - A**

5x2=10

1. Answer **any five** sub-questions. Each sub-question carries **two** marks.
- (a) What is a strategy ?
  - (b) What is environment diagnosis ?
  - (c) What is value chain analysis ?
  - (d) Give the meaning of value chain strategy.
  - (e) What is the meaning of corporate culture ?
  - (f) What is Recession ?
  - (g) Give the meaning of strategy evaluation.

**SECTION - B**

3x6=18

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

- 2. What are the limitations of strategic management ?
- 3. Write a note on PEST analysis.
- 4. What are the variants of stability strategy ?
- 5. What is organisational change ? What are the forms of organisational change ?
- 6. Differentiate between strategic and operational control.

**P.T.O.**



**SECTION - C**

Answer **any three** questions. Each question carries **fourteen** marks. **3x14=42**

7. Explain the Role and Process of Strategic Management.
8. Write a note on :
  - (a) Core Competency
  - (b) Value Chain Analysis
9. How do you plan a strategy ? Explain the process of strategic planning.
10. Explain the various functional and operational policies of Strategic Management.
11. Explain in detail the features of an effective evaluation and control system of Management.

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VI Semester B.B.A. Examination, May/June 2019

**BUSINESS ADMINISTRATION**

**6.1 : INTERNATIONAL BUSINESS**

(CBCS) (F+R) (2016-17 and Onwards)

Time : 3 Hours

Max. Marks : 70

**Instruction :** All answers should be written in English only.

**SECTION - A**

1. Answer **any five** of the following sub-questions, carrying **two** marks each.

**5x2=10**

- (a) What is Shipping Bill ?
- (b) Expand the following : FDI, EXIM, MNC and TNC.
- (c) Name any 4 Indian MNC's.
- (d) State the two features of globalization.
- (e) Give the meaning of takeovers.
- (f) Define the term Marketing Research.
- (g) What is geocentric approach ?

**SECTION - B**

Answer **any three** of the following questions, carrying **six** marks each. **3x6=18**

- 2. Explain the documents of Export Trade.
- 3. What are the merits and demerits of FDI ?

**P.T.O.**

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4. Discuss the process of globalisation.
5. Explain the various objectives of Export-Import Bank of India.
6. Explain the ethnocentric approach of international business.

**SECTION - C**

Answer **any three** of the following questions, carrying **fourteen** marks each.

**3x14=42**

7. Explain the various steps of Export Trade.
8. Explain the types of franchise.
9. Explain the role of MNC's in India.
10. Discuss the procedure of Import Trade.
11. Explain various stages of international product life cycle.

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VI Semester B.B.A. Examination, May/June - 2019

**BUSINESS ADMINISTRATION**

**Stock and Commodity Markets (FN 6.6 EP - IV)**  
**(CBCS-Fresh+Repeaters-2016-17 & Onwards)**

Time : 3 Hours

Max. Marks : 70

**Instructions :** Answer should be written in English only.

**SECTION - A**

1. Answer **any five** sub-questions. Each sub-question carries **two** marks. **5x2=10**
- (a) Give the meaning of buy-back of shares.
  - (b) What is stock market ?
  - (c) Expand NSDL and CSDL.
  - (d) What are options ?
  - (e) What do you mean by Speculation ?
  - (f) State the objective of SEBI.
  - (g) Give the meaning of trading patterns.

**SECTION - B**

- Answer **any three** questions. Each question carries **six** marks. **3x6=18**
- 2. State the importance of secondary market.
  - 3. Briefly explain the objective of NSE.
  - 4. Explain the clearing and settlement process in stock-markets.
  - 5. Explain the types of transactions in commodity markets.
  - 6. Explain the benefits of investing in commodity market.

**SECTION - C**

- Answer **any three** questions. Each question carries **fourteen** marks. **3x14=42**
- 7. Explain the reasons and conditions of buy-back of shares.
  - 8. Explain the functions of Stock Exchange.
  - 9. Explain the advantages and disadvantages of speculations and also various kinds of speculators.
  - 10. Which are the major commodity exchanges of India ? Explain.
  - 11. Explain the participants and types of derivatives contracts.

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VI Semester B.B.A. Examination, May/June - 2019

**BUSINESS ADMINISTRATION**

**H.R - 6.6 : Elective Paper-IV : Compensation Management  
(CBCS) (Fresh+Repeaters) (2016-17 & onwards)**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answers should be written in English only.

**SECTION - A**

1. Answer **any five** questions from the following. Each question carries **two** marks. **5x2=10**
- (a) What is Job Evaluation ?
  - (b) Give the meaning of "Pay for Performance".
  - (c) What is Piece Rate System ?
  - (d) Give the meaning of Wages.
  - (e) What is Performance Appraisal ?
  - (f) What is Monetary and Non-monetary incentives ?
  - (g) What is Halsey premium plan ?

**SECTION - B**

Answer **any three** questions from the following. Each question carries **six** marks. **3x6=18**

- 2. What are the drawbacks of Job Evaluation ?
- 3. Name the methods used to calculate Dearness Allowance.
- 4. Explain the factors to be considered by MNC's for payment of wages.
- 5. Explain the three types of incentives.
- 6. List the Non-Financial rewards for sales people.

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**SECTION - C**

Answer **any three** questions from the following. Each question carries  
14 marks.

**3x14=42**

7. Explain the components of compensation.
8. What is MBO ? What are the features, advantages and disadvantages of MBO.
9. Explain the theories of wages.
10. What is incentive plan ? Explain the advantages and disadvantages of incentive plan.
11. Explain the tools and techniques of Performance Appraisal.

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VI Semester B.B.A. Examination, May/June - 2019  
(CBCS) (F & R 2016-17 onwards)

**BUSINESS ADMINISTRATION**

**6.2 E-Business**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answer should be written in English only.

**SECTION - A**

Answer **any 5** sub-questions. Each sub-question carries **2** marks.

**5x2=10**

1. (a) What is Internet ?  
(b) What is Data mining ?  
(c) What is Digital wallet ?  
(d) What is debit card ?  
(e) What is Web hosting ?  
(f) What is URL ?  
(g) What is bidding ?

**SECTION - B**

Answer **any 3** questions. Each question carries **6** marks.

**3x6=18**

2. Explain the Benefits of E - Commerce to consumers.
3. What are the Risks involved in e - Payment System ?
4. Explain the Penalties and adjudication under IT Act, 2000.
5. Explain the features of Web Server Software.
6. Explain B2B and B2C e - Commerce.

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**SECTION - C**

Answer **any 3** questions. Each question carries **14** marks.

**3x14=42**

7. What is the Role of Internet in E - Business ? What are the merits and demerits of Internet in Business ?
8. Discuss the various types of Cyber Crimes.
9. Discuss in detail the various tools that can be implemented to protect the Web Server.
10. Write a note on advantages and disadvantages of Portals.
11. What is DBMS ? Explain the characteristics of DBMS.

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VI Semester B.B.A. Examination, May/June - 2019

**BUSINESS ADMINISTRATION****6.3 Income Tax****(CBCS) (F+R) (2016-17 & Onwards)**

Time : 3 Hours

Max. Marks : 70

*Instructions : Answer should be written in English only.***SECTION - A**

1. Answer **any 5** sub-questions. Each carries **2** marks.

**5x2=10**

- Define Person.
- State any two canons of taxation.
- What is meant by profit in lieu of salary ?
- What is Annual Value of House Property ?
- Define Business.
- What is capital gain ?
- What are tax free commercial debentures ?

**SECTION - B**Answer **any 3** questions. Each carries **6** marks.**3x6=18**

- Mr. Robert, a citizen of America, comes to India on 20<sup>th</sup> March 2017. On 1<sup>st</sup> September 2017 he leaves India for China on a business trip. He comes back on 26<sup>th</sup> February 2018. Determine his residential status for the AY 2018-19
- Mr. Rajashekar is working as a marketing manager in a company in Mumbai. Particulars of his salary for the AY 2017-18 are as follows :
  - Basic salary ₹ 15,000 pm
  - Bonus - 20% of salary
  - Conveyance Allowance - ₹ 2,500 pm (80% spent on official duty)
  - Entertainment Allowance - ₹ 3,000 pm
  - Employer's contribution to RPF - 15% of salary.
  - Transport Allowance - ₹ 1,000 pm for commuting between office and residence. Compute the income from salary for the AY 2018-19.
- From the following information, compute the taxable income for the AY 2018-19 :
  - Business Income - ₹ 8,46,000
  - Income from HP (computed) - ₹ 42,000
  - Interest on Govt. securities - ₹ 60,000
  - Long Term capital gains - ₹ 36,000
  - Cross word puzzles winnings - ₹ 21,000
 He has paid LIC premium ₹ 15,000

**P.T.O.**



5. Mr. Saravana is the owner of a house. The particulars are as follows :

	₹
Municipal Value	1,00,000
Fair Rent	1,30,000
Standard Rent	1,10,000
Actual Rent	10,500 p.m.
Unrealised Rent	10,500
Vacancy Period	1 month
Municipal Tax paid by the Tenant	2,000

Determine the taxable Income from HP for the AY 2018-19.

6. The Net Profit of Mr. Suman of Sonu Enterprises as per P/L A/C for the year ended 31<sup>st</sup> March 2018 after charging the following was ₹ 1,20,000.

	₹
(a) Office Expenses	1,500
(b) Interest on capital	10,000
(c) Salary to staff	58,000
(d) Bad debts written off	6,500
(e) Provision for bad debts	5,000
(f) Provision for Income tax	8,000
(g) Donation	5,000
(h) Depreciation allowable as per Act	6,000

Compute Income from business for the AY 2018-19.

### SECTION - C

Answer any 3 questions. Each carries 14 marks.

3x14=42

7. Compute the taxable salary Income for the Ay 2018-19 of Mr. Anil kumar.
- Basic salary ₹ 25,000 p.m.
  - Employer's contribution to RPF ₹ 15,800
  - Interest on RPF at 12% ₹ 18,000
  - HRA of ₹ 24,000 (The house is in Chennai and rent paid by him is ₹ 50,000)
  - Conveyance allowance of ₹ 1,000 p.m (60% spent for official duties)
  - Entertainment allowance ₹ 500 pm
  - Education allowance for his 3 children ₹ 48,000
  - He paid LIC premium on his own policy ₹ 10,000
  - Hostel allowance for his 3 children ₹ 20,000
  - Professional tax paid by the employees ₹ 300 pm and paid by him ₹ 200 pm
  - Reimbursement of medical expenses ₹ 25,000 (treatment in a Govt. Hospital)





8. Mr. John is a foreign national furnishes the following particulars of income relevant for the PY 2017-18.
- Profit on sale of Land at London ₹ 1,46,000 (50% received in India)
  - Profit on sale of Plant at Delhi ₹ 1,02,000 (50% received in London)
  - Salary from Indian company received in UK ₹ 60,000
  - Interest on Singapor Development Bonds ₹ 40,000
  - Income from property in England received there ₹ 30,000
  - Income from agriculture in Nepal received there, but later remitted to India ₹ 10,000
  - Dividend received in London from a company registered in India ₹ 17,000
  - Profit from a business in Delhi, managed from India ₹ 49,000
  - Rental Income from a property in Bangladesh, deposited by the tenant in a foreign branch of Indian Bank operating there ₹ 12,000
  - Gift in foreign currency ₹ 2.70,000 ( $\frac{1}{3}$ <sup>rd</sup> of which is received in India)
- Determine the Gross Total Income of Mr. John for the AY 2018-19 if he is :
- Resident
  - Not-Ordinarily Resident
  - Non-Resident

9. Smt. Indira owns 4 houses. HP-I is let out for business purpose. HP-II is occupied for own business and HP-III and HP-IV are occupied for own residence. Following particulars are available with respect to these properties for PY 2017-18.

Particular	HP-I (₹)	HP-II (₹)	HP-III (₹)	HP-IV (₹)
Municipal Value	60,000	10,000	1,86,000	1,90,000
Fair Rental Value	78,000	36,000	1,54,000	1,90,000
Standard Rent	72,400	24,000	1,50,000	1,80,000
Annual Rent	84,000	-	-	-
Unrealised Rent	7,000	-	-	-
Municipal Tax :				
- Paid by Owner	3,000	8,000	12,000	16,000
- Paid by tenant	3,000	-	-	-

Determine Smt. Indira's Income from HPs for the AY 2018-19.

10. Mrs. Gowri is working as sales Executive in Maruthi Suzuki Ltd. Mumbai and her salary Income details are as follows :
- Basic salary ₹ 21,000 p.m
  - DA ₹ 7,000 pm (enters into retirement benefits)
  - Bonus - two months basic salary
  - Commission - 3% on sales, during the year she reached a sales target of ₹ 5,00,000
  - Medical Allowance ₹ 1,400 pm (Medical expenses were ₹ 20,000)

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- (f) Entertainment Allowance ₹ 3,000 pm  
(g) Children's Hostel Allowance for her two children @ ₹ 500 p.m per child ₹ 12,000  
(h) RPF company's contribution ₹ 6,000 pm  
(i) RPF employee's contribution ₹ 5,000 pm  
(j) Interest accrued on RPF @11% ₹ 44,000  
(k) Diwali Gift ₹ 7,000  
(l) Holiday home facility at Kulu ₹ 26,000  
Compute Taxable salary for the A Y 2018-19.

11. Following is the P/L A/C of Mr. Shekar for the year ended 31<sup>st</sup> March 2018.

Particulars	₹	Particulars	₹
To Salaries	3,30,000	By Gross Profit	5,00,000
To Office expenses	36,000	By Bad debts recovered	20,000
To Depreciation	28,000	By Dividends	6,000
To Sales Tax	18,000	By Rent from HP	18,000
To Legal Expenses	16,000	By Commission	20,000
To Income Tax	14,000	By Brokerage	20,000
To Expenses on Patent Rights	24,000	By Sundry Receipts	10,000
To Repairs	12,000	By Share of income from HUF	6,000
To Donations	4,000	-	-
To Provision for Bad debts	6,000	-	-
To General Expenses	24,000	-	-
To Net Profit	88,000	-	-
	6,00,000		6,00,000

**Additional Information :**

- (a) Salaries Includes ₹ 12,000 paid to the workers employed at home  
(b) Legal expenses Include ₹ 2,000 paid to the lawyer in connection with personal case  
(c) , Out of bad debts recovered only ₹ 8,000 were allowed as deduction earlier.

Compute the taxable Income from business of Mr. Shekar for the A Y 2018-19.

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VI Semester BBA Examination, May/June - 2019

**BUSINESS ADMINISTRATION**

**6.5 : International Finance (FN : Elective III)  
(CBCS - Fresh+Repeaters - 2016-17 & Onwards)**

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answer should be written completely in **English**.

**SECTION - A**

1. Answer **any 5** sub-questions. Each sub-question carries **2** marks. **5x2=10**
- (a) What is derivative ?
  - (b) What is forward contract ?
  - (c) Define Global Markets.
  - (d) What is FERA ?
  - (e) Expand SDR and FDI.
  - (f) Mention two functions of International Financial Markets.
  - (g) Write note on portfolio investment.

**SECTION - B**

Answer **any 3** questions. Each question carries **6** marks. **3x6=18**

- 2. What are the factors of foreign exchange markets ?
- 3. What are the advantages and disadvantages of derivatives ?
- 4. Write a note on equity instruments and hedging instruments.
- 5. What are economic benefits of globalisation?
- 6. What are the methods of correction of disequilibrium ?

**SECTION-C**

Answer **any 3** questions. Each question carries **14** marks. **3x14=42**

- 7. Explain the structure of BOP.
- 8. What are the problems of International liquidity ?
- 9. What are the implications of globalisation on business ?
- 10. What are the advantages and disadvantages of future contracts ?
- 11. What is the importance of foreign exchange?

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