

UNITED UNIVERSITY		FIRST MID TERM EXAMINATION		EVEN SEM 2024-25		ROLL NO.	
COURSE (BRANCH)- BBA + BBA [CORE+IBM]							
TIME:2HRS		SUBJECT- BUSINESS LAW			SUBJECT CODE- CMUCBB404T		SEMESTER-4 th
SECTION –A [ATTEMPT ALL QUESTIONS]						5	CO
1	A	Define ‘Contract’.				1	CO1 K1
	B	What is Contingent Agreement?				1	CO1 K1
	C	Explain ‘Capacity to Parties’				1	CO1 K2
	D	What is Agreement to Sale?				1	CO2 K1
	E	Define Unpaid Seller.				1	CO2 K1
SECTION –B [ATTEMPT ANY FIVE QUESTIONS]						10	
2	A	Explain all the Essential Elements required to form a Contract.				2	CO1 K2
	B	Discuss the different types of contracts based on Validity.				2	CO1 K2
	C	Explain the Different kinds of Agents.				2	CO1 K2
	D	Define Partnership Deed.				2	CO2 K1
	E	What are the Essential Elements required in Contract for Sale of Goods?				2	CO2 K1
	F	Discuss the Types of Warranty under Sale of Goods Act.				2	CO2 K2
SECTION –C [ATTEMPT ANY ONE PART FROM EACH QUESTION]						15	
3	A	Define Consideration? And also explain what Considerations and Objects are treated as Unlawful under Indian Contract Act.				5	CO1 K1
	B	What is Partnership? Elaborate Types of Partnership based on Duration and Liability.				5	CO2 K1
4	A	What is Free Consent? Explain the Elements voiding Free Consent under Indian Law.				5	CO1 K1
	B	Explain the Various Modes for Dissolution of Partnership based on Voluntary and Court order.				5	CO2 K1
5	A	What is Discharge of Contract? Explain the Various Modes for Discharge of Contract.				5	CO1 K1
	B	What is Performance of Contract of Sale? And also explain the elements of Performance of Contract of Sale.				5	CO2 K1
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UNITED UNIVERSITY		FIRST MID TERM	EVEN SEM 2024-25		ROLL NO.	
COURSE (BRANCH)-BBA (Core + IBM)					SEMESTER-4 th	
TIME:2HRS		SUBJECT-Entrepreneurial Development		SUBJECT CODE - CMUCBB403T		MM. 30
SECTION -A (ATT) (ATTEMPT ALL QUESTIONS)					5	CO
1	A	Identify the key characteristic that differentiates an entrepreneur from a professional manager.			1	CO1
	B	Recognize the type of entrepreneurship that focuses on solving social problems.			1	CO1
	C	Explain the Agricultural Entrepreneurships in brief.			1	CO1
	D	Identify the stage of the Entrepreneurship Development (ED) Cycle where business planning occurs.			1	CO2
	E	Choose the factor that contributes most to entrepreneurial motivation.			1	CO2
SECTION -B (ATTEMPT ANY FIVE QUESTIONS)					10	
2	A	Differentiate between entrepreneurs and Professional Managers .			2	CO1
	B	Relate the concept of risk-taking to the success of an entrepreneur.			2	CO1
	C	Illustrate the impact of entrepreneurship on job creation.			2	CO2
	D	Compare the role of a social entrepreneur with that of a traditional entrepreneur.			2	CO1
	E	Discuss the economic theory of entrepreneurship.			2	CO2
	F	Explain the significance of entrepreneurial traits in shaping a business venture.			2	CO2
SECTION -C (ATTEMPT ANY ONE PART FROM EACH QUESTION)					15	
3	A	Discuss the important and nature of entrepreneurship.			5	CO1
	B	Evaluate the role of entrepreneurial motivation in shaping successful startups.			5	CO2
4	A	Assess the importance of the Entrepreneurship Development (ED) Cycle in sustaining business ventures.			5	CO2
	B	Justify the contribution of entrepreneurship to Socio economic development through real-world examples.			5	CO1
5	A	Critique the common myths associated with entrepreneurship and their impact on aspiring entrepreneurs.			5	CO2
	B	Critically examine the innovation theory of entrepreneurship .			5	CO2
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UNITED UNIVERSITY		FIRST MID TERM		EVEN SEM 2024-25		ROLL NO.		SEMESTER	
COURSE (BRANCH)- BBA / BBA-IBM						SUBJECT CODE- CMUCBB401T		MM. 30	
TIME:2HRS		SUBJECT- Fundamental of Business Research							
SECTION –A (ATTEMPT ALL QUESTIONS)								5	CO
1	A	How is Research defined?						1	CO1
	B	What is extrinsic motivation behind research?						1	CO1
	C	What is the main aim of research?						1	CO1
	D	Define objectivity in research?						1	CO2
	E	Define hypothesis?						1	CO2
SECTION –B (ATTEMPT ANYFIVE QUESTIONS)								10	
2	A	What is the purpose of business research in any organization?						2	CO1
	B	What are the key characteristics of good research?						2	CO1
	C	How literature reviews guide in every steps of the research?						2	CO1
	D	Explain the difference between descriptive and experimental research design?						2	CO2
	E	What is research design, and why is it important?						2	CO2
3	F	What are the role of variables in research design?						2	CO2
	SECTION –C (ATTEMPT ANY ONE PART FROM EACH QUESTION)						15		
	A	What are the three main types of research based on application, objective and measurement?						5	CO1
	B	What are the key features of a good research design? Discuss with examples.						5	CO2
	A	What are the key steps involved in the research process, from formulating the research problem to report writing?						5	CO1
5	B	Discuss the different types of research design based on the nature of the problem and objectives.						5	CO2
	A	How does the scientific method differ from non-scientific methods in terms of systematic knowledge and accuracy?						5	CO1
	B	What is exploratory research design? Explain its types also.						5	CO2
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UNITED UNIVERSITY		FIRST MID TERM		EVEN SEM 2024-2025		ROLL NO. 25031010001	
COURSE (BRANCH)- BBA CORE/IBM						SEMESTER	
TIME:2HRS		SUBJECT- BUSINESS ENVIRONMENT			SUBJECT CODE-CMUCBB402T		MM. 30
SECTION –A (ATTEMPT ALL QUESTIONS)						5	CO
1	A	Define the term business.				1	CO1
	B	Recall economic system.				1	CO1
	C	What do you understand by Liberalization?				1	CO2
	D	Restate the term “scanning” under environmental analysis.				1	CO1
	E	Describe the statutory liquidity ratio?				1	CO2
SECTION –B (ATTEMPT ANY FIVE QUESTIONS)						10	
2	A	Differentiate between mixed and socialist economy.				2	CO1
	B	Explain the roles of government in economic development of country.				2	CO1
	C	What is business environment.				2	CO1
	D	Discuss the basic objectives of fiscal policy.				2	CO2
	E	What is repo rate? How far is this differ from bank rate?				2	CO2
	F	How does the RBI manage the short- and long-term liquidity mismatch?				2	CO2
SECTION –C (ATTEMPT ANY ONE PART FROM EACH QUESTION)						15	
3	A	What are the different steps involved in environmental scanning analysis?				5	CO1
	B	Discuss the key aspects of the global economy in business environment.				5	CO1
4	A	Environment refers to the totality of all the factors which are external to and beyond the control of business enterprises.” Explain.				5	CO1
	B	What is monetary policy? Discuss the instruments of monetary policy.				5	CO2
5	A	Briefly discuss the New Industrial policy 1991.				5	CO2
	B	What is socialism? Evaluate its relevance in the context of economic reforms being implemented in India.				5	CO2
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UNITED UNIVERSITY		FIRST MID TERM EXAM		EVEN SEM 2024-25		ROLL NO.	
COURSE (BRANCH) – BBA						SEMESTER-4 th	
TIME: 75 MIN.		SUBJECT – TIME & STRESS MANAGEMENT		SUBJECT CODE –CMUCB405T		M.M.: 30	
SECTION –A (ATTEMPT ALL QUESTIONS)						6	CO
1	A	Explain Eisenhower Matrix.				2	CO1 K2
	B	Discuss Pomodoro Method.				2	CO1 K3
	C	Explain Work-Life Balance.				2	CO1 K2
SECTION –B (ATTEMPT ANY THREE QUESTIONS)						12	
2	A	Explain the process of time tracking and its role in self-assessment for time management improvement.				4	CO1 K2
	B	Discuss the principles of time management and how they can be applied in daily life.				4	CO1 K3
	C	How does goal-setting enhance time management effectiveness?				4	CO1 K3
	D	What common obstacles do people encounter in time management, and what strategies can help them overcome these challenges?				4	CO1 K2
SECTION –C (ATTEMPT ANY ONE PART FROM EACH QUESTION)						12	
3	A	Review the case study and identify any five key problems, along with their appropriate solutions.				6	CO1 K3
<p>John, a passionate entrepreneur, faced numerous challenges in managing his business, including managing day-to-day operations, overseeing strategic growth initiatives, and fulfilling personal commitments. His efforts led to the growth of his company, but also increased the demands on his time. John often found himself overwhelmed, fatigued, and struggling to meet deadlines. This case study explores how John identified key problems in his time management and adopted six strategies to improve productivity, strike a healthier work-life balance, and overcome these challenges. John's business had grown organically, but the lack of clearly defined goals created chaos in decision-making. He struggled to distinguish between short-term operational needs and long-term strategic objectives, leading to a reactive approach that hampered productivity and confusion among his team members. Without a structured system to manage tasks, John frequently lost track of deadlines and important projects, resulting in delays and errors. This absence of an organized workflow caused delays and errors, ultimately impacting client satisfaction and revenue.</p> <p>John's days were driven by the demands of the moment rather than a well-thought-out plan, leading to a lack of consistency and stress. He often scrambled to complete tasks at the last minute, leaving little room for strategic thinking or personal downtime. As a morning person, John's energy levels and focus were at their peak during the early hours of the day, but he frequently spent this valuable time attending to routine emails and administrative tasks. This inefficiency limited his ability to concentrate on high-priority work that required deep focus and creativity. John hesitated to delegate tasks to his team, resulting in an unsustainable workload and overcommitment that drained his energy and stifled the growth of his employees. His work environment was filled with interruptions, such as phone notifications and impromptu meetings, which disrupted his focus and made it difficult to complete tasks efficiently.</p> <p>John's inability to manage his time effectively took a toll on his personal life, leading to feelings of guilt and burnout. The lack of boundaries between work and personal time created a vicious cycle of stress and diminished productivity. Overwhelmed by the sheer volume of tasks, John often postponed making critical business decisions, resulting in missed opportunities and delayed project timelines. The lack of a structured time management approach also affected John's communication with his team, creating confusion and inefficiency within the organization. This lack of clarity negatively impacted team morale and collaboration. Despite recognizing his time management issues, John was reluctant to adopt new tools and techniques, limiting the growth potential of his business. By adopting these strategies, John was able to regain control of his schedule, improve productivity, and strike a healthier work-life balance.</p>							

B	How does time boxing work, and what advantages does it offer for managing time effectively? Why is scheduling tasks and planning weekly activities essential for effective time management?	6
4 A	<p><u>Review the case study and identify any five key problems, along with their appropriate solutions.</u></p> <p>Riya, a marketing manager in a mid-sized technology firm, struggles with her daily workload, which often leads to stress, diminishing productivity, and frustration. She acknowledges her struggles but lacks clarity on the root cause of her inefficiency. To address this challenge, Riya embarks on a journey of self-awareness and time management, leveraging modern tools and introspective strategies. Riya's primary issue is her inability to pinpoint where her time goes throughout the day. Despite working long hours, she often feels that she hasn't accomplished much, which prevents her from identifying inefficiencies. A significant portion of Riya's day is consumed by emails, which interrupt her workflow and pulls her attention away from more critical tasks.</p> <p>Riya spends hours in meetings, many of which lack clear agendas or actionable outcomes, consuming valuable time and leaving her feeling drained and unproductive. She often postpones tasks that require deep focus or creativity, gravitating towards smaller, less demanding activities that provide an immediate sense of accomplishment but add little value to her overall goals. Without a clear system to prioritize her tasks, Riya struggles to differentiate between urgent and important activities, leading to spending time on low-priority items while critical deadlines loom. This habit stems from a desire to please colleagues and superiors but often results in overextension and burnout.</p> <p>In her attempt to stay productive, Riya skips breaks or works through lunch, but this practice leaves her mentally fatigued, reducing her ability to focus and perform effectively in the latter part of the day. Riya has never reflected on her natural energy patterns, scheduling demanding tasks at times when her focus and energy are low, leading to suboptimal performance. She often juggles multiple tasks simultaneously, believing it will help her accomplish more, but this approach reduces her efficiency and increases the likelihood of errors. Riya seldom takes the time to evaluate her habits and routines, as without self-assessment, she remains unaware of the behaviors and practices that contribute to her over her time.</p> <p>By addressing these issues, Riya can enhance her productivity and regain control</p>	6
B	How can implementing a goal framework like SMART goals improve time management? Explain how the combination of prioritization and distraction elimination improves time management.	6

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