



RAN-2108000406040004

T.Y.B.B.A. (Sem. - VI) Examination October - 2025

Management Of Industrial Relations

Time: 3 Hours]

[Total Marks: 70

सूचना : / Instructions

- (1) उपरोक्त दशविव विगतो उत्तरवही पर अवश्य लખवी.
Fill up strictly the above details on your answer book
- (2) All the questions are compulsory.
- (3) Figures to right indicates marks.

Seat No.:

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Student's Signature

- Q. 1 Answer any Seven of the following:** 14
1. List down the parties related to Industrial Relation.
 2. Define Discipline and explain why it is needed in organization?
 3. What is the meaning of Industrial Dispute?
 4. What do you mean by occupational hazard? Give example
 5. Define "Industrial Accident".
 6. List down importance of Industrial Health
 7. List down various cost related to industrial accident.
 8. What do you mean by Collective Bargaining?
 9. Define "Absenteeism"
 10. Define "Strike"
- Q. 2** Discuss in detail objectives Industrial relation and explain in detail various approaches to Industrial Relations 14
- OR**
- Q. 2** A. Discuss in detail causes of indiscipline. 7
B. Explain in detail Red Hot Stove Rule 7
- Q. 3** What are the causes of industrial disputes? Discuss in detail settlement measures to handle industrial dispute. 14
- OR**
- A. Discuss in detail causes of industrial accidents. 7
B. Discuss in detail employee turnover, explain various reasons responsible for employee turnover. 7
- Q. 4 Answer Any TWO from the following:** 14
- A. Discuss Statutory provision to maintain Industrial Health and Safety as per factories Act 1948
 - B. Discuss in detail procedure for disciplinary action
 - C. Discuss in detail types of Occupational Hazard
- Q. 5 Write short notes on any two of the following:** 14
1. Features of good grievance procedure
 2. Absenteeism: Causes and preventive measures by organization.
 3. Occupational Disease
 4. Conditions for good IR



RAN-2108000406040002

T.Y.B.B.A. (Sem. - VI) Examination October - 2025

PSM - Personal Selling And Sales Force Management

<p>सूचना : / Instructions</p> <p>(1) उपरोक्त दशविल विगतो उत्तरवही पर अवश्य लખवी. Fill up strictly the above details on your answer book</p>	<p>Seat No.:</p> <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> </tr> </table> <div style="border: 1px solid black; height: 80px; width: 100%; margin-top: 10px;"></div> <p style="text-align: center;">Student's Signature</p>						

- Q. 1. Answer The Following In Brief (Any 7) (14)**
- Write any four responsibilities of a sales coordinator.
 - What is meant by cues and drives?
 - Give an example of right set of circumstances theory.
 - Give an example of revenue based sales targets?
 - What are sales quotas?
 - Give any four advantages of demonstration in personal selling.
 - State the four elements in a behaviour equation theory,
 - What is personal selling
 - List down the steps in personal selling.
 - What is revenue based sales targets?
- Q. 2. Write in brief the following theories of personal selling (14)**
- AIDAS theory
 - Right set of circumstances theory
- OR**
- Q. 2. Explain the following with respect to personal selling process; (14)**
- Sales Presentation
 - Relationship selling
- Q. 3. Explain the different sources of recruitment of sales personnel with pros and cons. (14)**
- OR**
- Q. 3. a. Explain any two methods of sales training. (07)**
- b. Explain any one form of sales organisation structure. (07)**
- Q. 4. Discuss distributive and integrative negotiation strategies with examples. (14)**
- OR**
- Q. 4. a. Write a note on any two types of third parties used in negotiation. (07)**
- b. Discuss the process of negotiation (07)**
- Q. 5. Write a short note on (Any two) (14)**
- Administering target setting procedure
 - Process of designing sales territories
 - Prospecting
 - Objection handling in personal selling process.



RAN-2108000406040003

T.Y.B.B.A. (Sem. - VI) Examination October - 2025

International Financial Management

Time: 3 Hours]

[Total Marks: 70

<p>सूचना : / Instructions</p> <p>(1) उपरोक्त दृशविल विगतो उत्तरवही पर अवश्य लभवी. Fill up strictly the above details on your answer book</p>	<p>Seat No.:</p> <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> </tr> </table> <div style="border: 1px solid black; height: 80px; margin-top: 10px;"></div> <p style="text-align: center;">Student's Signature</p>						

- Q. 1 Answer in Brief: (ANY SEVEN) [14]**
1. What is Foreign Exchange Market?
 2. How IFM is different than Domestic Financial Management?
 3. What is Bid/ Ask Spread?
 4. Explain LIBOR.
 5. What is consular invoice?
 6. Explain Bills of Lading.
 7. Explain International Centralised Cash Management.
 8. What is FDI?
 9. What is Multinational capital budgeting?
 10. Mention the Sources of short-term foreign financing.
- Q. 2 a) What is Balance of Payment? Explain in detail. [7]**
b) How firms engage in international business? Discuss. [7]
- OR**
- Q. 2 a) Write a short note on EXIM Bank [7]**
b) Briefly explain International Bond Market [7]
- Q. 3 Explain various payment terms for International Trade in detail. [14]**
- OR**
- Q. 3 Discuss various documents which are required for International Trade. [14]**
- Q. 4 a) Explain various techniques to optimize cash flow in International Cash Management [7]**
b) Explain Benefits of DFI. [7]
- OR**
- Q. 4 Explain in detail motives of Direct Foreign Investment. Discuss various Barriers to DFI. [14]**
- Q. 5 Write Short Notes (ANY 2) [14]**
- 1) Inputs for Multinational Capital Budgeting
 - 2) Purchasing Power Parity
 - 3) Foreign Exchange Quotations
 - 4) Concept of Parallel Loan



RAN-2408000704010001

S.Y.B.B.A. (Sem. - VI) Examination October - 2025

Major - 1. International Business Environment

सूचना : / Instructions

- (1) उपरोक्त दशविव विगतो उत्तरवही पर अवश्य लખवी.
- (2) Fill up strictly the above details on your answer book
- (3) Figures to the right indicates full marks of that question.
- (3) Substantiate your answer with suitable examples wherever required

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Q. 1

Answer in brief. (Any FIVE)

1. What do you mean by market economy?
2. Define the term culture.
3. Define Balance of Payment.
4. Which are the member countries of SAARC?
5. What is ethical dilemma?
6. What is common law?
7. What is mean by Values?

10

Q. 2

Explain reasons for Globalisation of production. Also discuss drivers of Globalisation.

14

OR

- Q. 2 (A)** Discuss about a market economy, a command economy and a mixed economy with examples to elaborate difference in economic systems.
- Q. 2 (B)** Discuss various differences in Political Systems with Illustration.

07

07

Q. 3

Define the term Culture. Explain various Cultural Implications for managers.

14

OR

- Q. 3 (A)** Write a note on the roots of Unethical Behaviour in International Business.
- Q. 3 (B)** Discuss growth and Evolution of MNC's in India.

07

07

Q. 4

Write Short Notes (Any Three)

1. World Trade Organization.
2. Ethical Decision Making
3. Hofstede Four Dimensions
4. Role of Foreign Capital
5. Globalisation of Market

12



RAN-2108000406030002

T.Y.B.B.A. (Sem. 6) Examination October - 2025

Consumer Behaviour

सूचना : / Instructions

- (1) उपरोक्त दशविव विगतो उत्तरवली पर अवश्य लभवी.
Fill up strictly the above details on your answer book

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Q-1. Explain following in detail (Any Seven)

14

- Which of the following is NOT a view of consumer decision-making?
 - Economic Man
 - Cognitive Man
 - Emotional Man
 - Social Man
- What do you mean by Operant Conditioning?
- In the context of social stratification, what is meant by "class consciousness"?
- What do you mean by motivation with respect to element of learning process?
- Give any two examples of how age is affecting buying behavior of an individual.
- What do you mean by Unconditional Stimuli with respect to principles of classical learning theory?
- Which of the following is not a part of Tri-Component model of Attitude?
 - Cognitive Component
 - Affective Component
 - Behavioral Component
 - Consumer Component
- What do you mean by Vicarious learning?
- Which of the following is not a Part of Consumer Profile in Diffusion of Innovation?
 - Innovator
 - Early Adopter
 - Late majority
 - Informative Consumer
- What do you mean by Early majority with respect to consumer profile for diffusion of Innovation?

Q-2. a) Explain Sheth Family Model in detail.

b) Explain any two elements of learning in detail

07

07

OR

Q-2. a) Explain Importance of Consumer behavior in detail

b) Explain Cognitive Dissonance theory of learning in detail

07

07

Q-3. a) Explain Characteristics of Attitude in detail

b) Explain Nature of Social Class in detail. (Any Five Points)

07

07

OR

Q-3. a) Explain any one Multi-Attribute Model of Attitude in detail

b) Explain Traditional V/S Changing Indian Culture in detail

07

07

Q-4. a) Explain Diffusion Process in detail

b) Explain elements of learning process in detail

07

07

OR

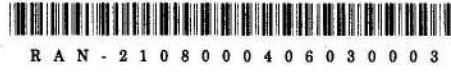
- Q.4.** a) Explain Adoption Process in detail
b) Explain Tri-Component model of Attitude in detail.

07

Q-5. Explain Following in detail (Any Two)

14

- a) Types of Sub-Culture
b) Nicosia Model
c) Types of Adoption with examples
d) Negative aspects of Changing Indian Culture
-



RAN-2108000406030003

T.Y.B.B.A. (Sem. - VI) Examination October - 2025

Investment And Portfolio Management

Time: 3 Hours]

[Total Marks: 70

<p>सूचना : / Instructions</p> <p>(1) उपरोक्त दशविव विगतो उत्तरवही पर अवश्य लખवी. Fill up strictly the above details on your answer book</p>	<p>Seat No.:</p> <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> <td style="width: 15%;"></td> </tr> </table> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p style="text-align: center;">Student's Signature</p> </div>						

- Q.1 Answer the following questions in brief (Any 7). 14**
1. State any two features of ETF.
 2. What is SWP in mutual funds?
 3. State any two features of hybrid mutual funds
 4. What is stoploss order?
 5. What is Gambling?
 6. What is Difference between SML & CML
 7. Give Two example of Discount Broker?
 8. What is Floor Price & Cap Price?
 9. What is Convergence?
 10. What is ASBA?
- Q.2 (a) What is an Investment? Explain objectives, and characteristics of investment in details. 7**
(b) Explain Differences between Speculation and Gambling. 7
- OR**
- Explain various types of orders in stock market with examples. 14
- Q.3 What is Fundamental analysis? Explain Company & Economics Analysis in details. 14**
- OR**
- (a) Explain Functions of SEBI. 7
 (b) Explain MACD of Technical Analysis. 7
- Q.4 (a) Explain process of Portfolio Management in detail 7**
(b) Bharat owns a portfolio of two securities with following expected return, S.D. and weight. 7
- | Security | Expected Return (R _i) | S.D (σ) | Weight (W) |
|----------|-----------------------------------|---------|------------|
| RAM | 24% | 30% | 60% |
| SHYAM | 30% | 40% | 40% |
- What is the minimum and maximum portfolio standard deviation for varying levels of correlations between 2 securities? 14

OR

- Q. 4** What is Mutual Fund? Explain Types of Mutual Fund in details. **14**
- Q. 5** **Write short note. (Any two)** **14**
1. Explain IPO Process
 2. Primary Market Vs Secondary Market
 3. CAPM
 4. Types of Broker
-



RAN-2108000406030004

T.Y.B.B.A (Sem. - VI) Examination October - 2025

Performance And Compensation Management

Time: 3 Hours]

[Total Marks: 70

सूचना : / Instructions

- (1) उपरोक्त दशविल विगतो उत्तरवही पर अवश्य लखवी.
Fill up strictly the above details on your answer book
- (2) All questions are compulsory
- (3) Figures shown on right side indicate full marks for that question

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Student's Signature

Q. 1 Answer in Brief (Any Seven)

- (a) What is 'Assessment Centre'?
- (b) What are the types of reward? Explain.
- (c) Give an example of 'Salary Progression'.
- (d) Write down the steps in the process of Job Evaluation.
- (e) What are the four perspectives of 'Balanced Scorecard'?
- (f) Enlist the objectives of Compensation Management.
- (g) What is 360 Degree Performance Measurement?
- (h) Enlist various allowances given to employees in India.
- (i) List down the main provisions under the Equal Remuneration Act, 1976.
- (j) What was the purpose of enacting the 'Minimum Wages Act, 1948'?

[14]

Q. 2 Explain "Performance Management System" in context to its meaning, objectives and challenges.

OR

What are the Principles of Performance Management System? Explain strategies for effective implementation of Performance Management System.

[14]

- Q. 3** (a) What is 'Performance Planning'? Discuss the objectives of Performance Planning. [07]
(b) What is 'Performance Monitoring'? Explain Performance Monitoring Process. [07]

OR

Q. 3 Discuss Performance Development in the light of 'Performance Coaching' and 'Performance Counseling'.

- Q. 4** (a) Which factors are considered in the determination of Compensation? Explain. [14]
(b) Define "Incentive". Discuss the Essentials of an Effective Incentive Plan. [07]

OR

Q. 4 What is 'Compensation'? State its components. Discuss 'Employee Stock Option' and 'Voluntary Retirement Scheme' in detail. [14]

Q. 5 Write Short Notes (Any Two):

- (a) Payment of Wages Act, 1936 [14]
- (b) Employees' State Insurance Act, 1948
- (c) Payment of Gratuity Act, 1972
- (d) Maternity Benefit Act



RAN-2108000406020002

B.B.A. (Sem. VI - Reg.) Examination September - 2025

Financial Institutions and Markets

सूचना : / Instructions

- (1) उपरोक्त दशविले विगतो उत्तरवही पर अवश्य लખवी.
Fill up strictly the above details on your answer book
- (2) Figures to the right indicate full marks of that question.
- (3) Substantiate your answer with suitable examples wherever required.

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Q-1. Answer the following questions briefly. (Any 7)

1. What do you mean by financial inclusion? (14)
2. Explain any 2 roles of RBI.
3. List down names of any 4 Regulating and Promoting Institutions
4. Define Credit Ratings.
5. What is Municipal Bonds?
6. Define Money Market.
7. Explain Primary Market in brief.
8. Explain the functions of SEBI.
9. What is Revenue Bond?
10. Define Treasury Bills.

Q-2. Differentiate between Banking Sector and Non-Banking Sector. Discuss the role played by non-banking sector in financial market. (14)

OR

- A) Write a brief note on functions of Commercial banks. (07)
- B) Define merchant banking and discuss various instruments dealt by merchant Banker. (07)

Q-3. What is Call money market? Explain its features, advantages, and limitations in detail. (14)

OR

- A) Explain settlement process of shares on exchange and its new reforms made by SEBI. (07)
- B) Differentiate primary market & secondary market. (07)

Q-4. Explain different government securities issued by state government in detail with proper Examples. (14)

OR

Define T-Bill. Discuss types of treasure bills. Also explain participants, advantages, and limitations of treasury bills in India. (14)

Q-5. Write a short note on following. (Any 2)

1. Small savings instruments (14)
2. Market for Debt Securities in India
3. Functions of NBFCs.
4. Process of Credit Ratings



RAN-2108000406010002

T.Y.B.B.A. (Sem. VI) Examination September - 2025

Business Policy and Strategic Management

Set - II

Time: 3 Hours]

[Total Marks: 70

<p>सूचना : / Instructions</p> <p>(1) उपरोक्त दृशविल विगतो उत्तरवली पर अवश्य लभवी. Fill up strictly the above details on your answer book</p>	<p>Seat No.:</p> <table border="1"> <tr> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> <p>Student's Signature</p>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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- Q-1. Answer the following in Brief: (Any 7) 14**
1. Define Turnaround Strategy.
 2. What is SAP?
 3. What do you mean by Gap Analysis?
 4. Define Strategy.
 5. Write down McKinsey 7-S framework.
 6. What is Forward Integration?
 7. Define the word Tactics.
 8. Define Strategic Choice?
 9. What are the control criterias?
 10. What is core competence?
- Q-2. Explain force shaping competition in detail with suitable diagram. 14**
- OR**
- Q-2. Explain when and why an organisation pursue stability strategy also give detail of its variants? 14**
- Q-3. Explain value chain analysis approach in detail. 14**
- OR**
- Q-3. Discuss Strategic Choice Process in detail. 14**
- Q-4. Discuss the process of strategic management in detail with its implications. 14**
- OR**
- Q-4. Explain SPACE in detail with diagram. 14**
- Q-5. Write Short Notes on: (Any Two) 14**
1. Project Implementation.
 2. Strategic Control Process.
 3. Experience Curve and its Limitations.
 4. Vision