

Seat No. 5626

QP-7722
Total No. of Pages : 2

OCT-NOV 2025 WINTER EXAMINATION
12149 Bachlor of Bussiness Administration NEP 2.0
Sub. Name: Management Historian
Sub. Code: 84060/84080/108938/97313

Day and Date: NOVEMBER ,08-11-2025
Time: 10:30 AM To 01:00 PM

Total Marks: 60

Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks

Q1) Explain the Biographic sketch of F.W.Taylor with his contribution to the [15]
Management.

OR

Explain Peter Drucker's contribution of MBO with his biographic sketch.

Q2) Write Short Answers (Any 3) [30]

- Write Chester Barnard's biography and Elements of organization.
- Explain Bottom of pyramid with biography of C.K. Pralhad.
- Explain Hierarchy of Needs and biography of Abraham Maslow.
- Explain Gandhian Philosophy of Wealth Management.
- Write Authority Structure of Max Weber with his biography.

Q3) Write Short Notes (Any 3) [15]

- 7 sins
- CSR
- Biography of Elton Mayo
- TQM
- Principle of Trusteeship -

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -
This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

OCT-NOV 2025 WINTER EXAMINATION**12149 Bachelor of Business Administration NEP 2.0****Sub. Name: Digital Marketing****Sub. Code: 84061/84081/43953/108941/97315****Day and Date: NOVEMBER ,10-11-2025****Total Marks: 60****Time: 10:30 AM To 01:00 PM****Instructions:****Special Inst.: . All Questions are compulsory****Q1) Define SEO & explain types of SEO in detail. [15]****OR**

Define website & explain types of websites.

Q2) Write Short Answers (Attempt any three) [30]

1. Define search engine & explain Functions of search engine.
2. Define e-mail marketing & explain basics of e-mail marketing in detail.
3. Explain practical application of digital marketing in detail.
4. Explain inbound & outbound marketing in detail.
5. Define mobile marketing & explain components and types of mobile marketing.

Q3) Write Short Notes(Attempt any three) [15]

- i. Google ad words
- ii. Types of content
- iii. Visitors engagement
- iv. Digital measurement landscape
- v. Components of mobile marketing

End Of Question Paper**Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -**

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (769) B.B.A. (Sem) (84081) Bachelors in Business Administration Digital Marketing Part 3 SEM 5
- 2] (769) B.B.A. (Sem) (43953) Recent Trends in Marketing Paper I Part 3 SEM 5
- 3] (7804) Bachelor of Business Administration (CBCS) (108941) Digital Marketing Part 3 SEM 5
- 4] (7804) Bachelor of Business Administration (CBCS) (84061) Bachelors in Business Administration Digital Marketing Part 3 SEM 5
- 5] (7823) Bachelor of Business Administration NEP (97315) Digital Marketing Part 3 SEM 5

Seat No. 5626

OCT-NOV 2025 WINTER EXAMINATION

12149 Bachelor of Business Administration NEP 2.0

Sub. Name: Sales and Distribution Management

Sub. Code: 108942/97316

Day and Date: NOVEMBER, 11-11-2025

Total Marks: 60

Time: 10:30 AM To 01:00 PM

- Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks

- Q1)** Explain in brief Sales Territories, evaluating and controlling the sales personnel. [15]
OR
Elaborate in detail theories of selling. Discuss in detail Size of sales force.

- Q2)** Write Short Answers(Any 3) [30]
1. Explain in detail logistics and SCM (Supply Chain Management)
2. Differentiate between Retailing, Wholesaling, Franchising
3. Discuss Compensation of Sales Force
4. Illustrate with an example the Personal Selling process
5. Discuss methods of evaluation and controlling of the sales personnel

- Q3)** Write Short notes;(Any 3) [15]
a. Supply chain Management
b. IT and logistics
c. Franchising
d. Types of distribution channel
e. Sales Contest

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -
This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (7823) Bachelor of Business Administration
NEP

(97316) Sales and Distribution
Management

Part 3 SEM 5

2] (7804) Bachelor of Business Administration
(CBCS)

(108942) Sales And Distribution
Management

Part 3 SEM 5

Seat No. _____

QP-8212
Total No. of Pages : 5

OCT-NOV 2025 WINTER EXAMINATION
11809 Bachelor of Commerce (NEP 2.0)
Sub. Name: Modern Office Management
Sub. Code: 96096/96699/96911/97314

Day and Date: Wednesday, 12-11-2025
Time: 10:30 AM To 12:00 PM

Total Marks: 50

Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks
Special Inst.: Each MCQ carries 2 marks

Q1) Solve following MCQ.

[50]

- i. Office manager is expected to perform ----- functions.
कार्यालय व्यवस्थापकाने ----- कार्ये करणे अपेक्षित आहे.
A. Coordinating activities of various departments विविध विभागामध्ये समन्वय साधणे
B. Recruit skilled workers for department विभागासाठी कुशल कामगारांची नियुक्ती करणे
C. Organising activities of office कार्यालयातील उपक्रमांचे आयोजन करणे
✓ D. All of the above वरील सर्व
- ii. ----- is the evidence for existence of business.
----- हा व्यवसायाच्या अस्तित्वाचा पुरावा आहे.
✓ A. Office कार्यालय
B. School शाळा
C. College महाविद्यालय
D. Market बाजारपेठ
- iii. When the business grows office work -----.
जेव्हा व्यवसाय वाढतो तेव्हा कार्यालयीन काम -----.
✓ A. Increases proportionately प्रमाणा नुसार वाढते
B. Decreases proportionately प्रमाणानुसार कमी होते
C. Remains the same तेवढेच राहते
D. Fluctuates कमी जास्त होते
- iv. ----- is the administrative head of office.
----- हा कार्यालयाचा प्रशासकीय प्रमुख असतो.
A. Office clerk कार्यालयीन कारकून

[1]

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- B. Office manager कार्यालयीन व्यवस्थापक
C. Office peon कार्यालयीन शिपाई
D. Foreman फोरमन
- v. Paperless office depends on ----- for processes.
कागदविरहित कार्यालये प्रक्रियांसाठी ----- वर अवलंबून असतात.
A. Papers कागद
B. Capital मंडळल
C. Land भूमी
✓ D. Digital documents डिजिटल कागदपत्रे
- vi. An office manager is responsible for -----.
कार्यालयीन व्यवस्थापक ----- साठी जबाबदार असतो.
A. Storing refreshment area रिक्रेशमेंट क्षेत्रासाठी साठा ठेवणे
✓ B. Coordinating office activities कार्यालयीन कामांमध्ये समन्वय साधणे
C. Welcoming visitors to office
D. Cleaning office कार्यालयाची स्वच्छता
- vii. What task is included in office automation?
ऑफिस ऑटोमेशन मध्ये कोणत्या प्रकारचा कामाचा समावेश होतो ?
A. Data entry डेटा एन्ट्री
✓ B. Word processing वर्ड प्रोसेसिंग
C. Spreadsheet analysis स्प्रेडशीट विश्लेषण
D. All of the above वरील सर्व
- viii. The objective of paperless office includes -----.
कागदविरहित कार्यालयाच्या उद्दिष्टांमध्ये ----- चा समावेश होतो.
A. To consume time वेळ घालवणे
✓ B. To secure data डेटा सुरक्षित ठेवणे
C. To increase cost खर्च वाढवणे
D. To reduce efficiency कार्यक्षमता कमी करणे
- ix. Paperless office means ----- in office.
पेपरलेस कार्यालय म्हणजे कार्यालयात -----.
A. Maximum use of papers कागदाचा वापर वाढवणे
✓ B. Minimum use of papers कागदाचा वापर कमी करणे
C. No use of digital files डिजिटल फाईल्स न वापरणे
D. Printing each and everything सर्व काही छपाई
- x. Virtual Office means -----.
आभासी कार्यालय म्हणजे -----.
A. Physical business address व्यवसायासाठी भौतिक पत्ता
B. A traditional office space with paperwork कागदपत्रांसह एक पारंपारिक कार्यालय स्थान
C. A system of paper-based communication संदेशवहनासाठी कागदपत्रांवर आधारित प्रणाली

[2]

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D. Experimental Laboratory प्रायोगिक प्रयोगशाला

xi. ----- is a disadvantage of a Virtual Office.

----- हा अभावी कार्यालयाचा एक तोटा आहे.

- A. Flexibility लवचिकता
- B. Lack of personal interaction वैयक्तिक संवादचा अभाव
- C. Time saving वेळेची बचत
- D. Increased productivity उत्पादकता वाढणे

xii. ----- communication methods are commonly used in modern offices.

आधुनिक कार्यालयांमध्ये सामान्यपणे ----- संवाद पद्धती वापरल्या जातात.

- A. Only handwritten letters फक्त हस्तलिखित पत्रे
- B. Face-to-face meetings, e-mails, online meetings समोरसमोरचा बैठका, ई-मेल, ऑनलाईन बैठका
- C. Using only telephone calls फक्त दूरधनी फक्त दूरधनी कॉल वापरणे
- D. Avoiding communication with external parties बाह्य पक्षांशी संवाद टाळणे

xiii. The advantages of office automation include ----- ऑफिस ऑटोमेशनचा फायदांमध्ये --

----- चा समावेश होतो.

- A. Non-availability of Trained Staff प्रशिक्षित कर्मचाऱ्यांची कमतरता
- B. Heavy Investment प्रचंड गुंतवणूक
- C. Quality Work दर्जेदार काम
- D. Break-down of Machine यंत्रांमध्ये बिघाड

xiv. ----- helps a modern office in controlling office costs.

----- आधुनिक कार्यालयांना कार्यालयातील खर्च नियंत्रित करण्यास मदत करते.

- A. Increasing number of staff कर्मचाऱ्यांची वाढती संख्या
- B. Mechanising office operations and using labour-saving devices कार्यालयातील कार्य यंत्रिकीकरणे आणि श्रम बचत उपकरणे वापरणे
- C. Eliminating customer service functions ग्राहक सेवा कार्ये संपादन
- D. Reducing the workload of office managers कार्यालय व्यवस्थापकांचा कार्यभार कमी करणे

xv. ----- is the main feature of an electronic office.

----- हे इलेक्ट्रॉनिक कार्यालयाचे मुख्य वैशिष्ट्य आहे.

- A. Focusing on marketing services विपणन सेवांवर लक्ष केंद्रित करणे
- B. Handling office work using integrated computer systems एकत्रित संगणक प्रणालींनी कार्यालयातील काम हाताळणे
- C. Interacting with customers ग्राहकांशी संवाद साधणे
- D. Focusing on financial services वित्तीय सेवांवर लक्ष केंद्रित करणे

xvi. ----- is the process of automating manual process of automating manual processes into technologically advanced communication.

----- म्हणजे हाताने केला जाणाऱ्या कामांना तंत्रज्ञान आधारित संवादांमध्ये रूपांतरित करून स्वयंचालित करण्याची प्रक्रिया होय.

A. Office Automation ऑफिस ऑटोमेशन

B. Office Surrounding कार्यालय परिसर

C. Office कार्यालय

D. Private Office खाजगी कार्यालय

xvii. The role of technology in modern office management is to -----

आधुनिक कार्यालय व्यवस्थापनामध्ये तंत्रज्ञानाची भूमिका ----- आहे.

- A. Delegate Authority अधिकार प्रदान करणे
- B. Decrease productivity उत्पादकता कमी करणे
- C. Improve communication संदेशन /संवाद वाढवणे
- D. Increase dissatisfaction among employees कर्मचाऱ्यांमध्ये असंतोष वाढवणे

xviii. ----- device is used to store digital files.

डिजिटल फाइल्स साठवण्यासाठी ----- साधनाचा वापर केला जातो.

- A. Pen Drive पेन ड्राईव्ह
- B. Paper कागद
- C. Printer प्रिटर
- D. Calendar कॅलेंडर

xix. ----- is useful for fast communication in paperless offices.

कागद शिथिल कार्यालयांमध्ये जलद संदेश वहनासाठी ----- उपयुक्त आहे.

- A. Printed Notes प्रिंटेड नोट्स
- B. E-mail ई-मेल
- C. Postal Service पोस्टाच्या सेवा
- D. Fax Machine फॅक्स मशीन

xx. What is the advantage of digital files -----

डिजिटल फाइल्सचा फायदा ----- हा आहे.

- A. Fast recovery जलद पुनर्प्राप्ती
- B. Data leakage डाटा गळती
- C. Network problems नेटवर्क समस्या
- D. Less Security कमी सुरक्षितता

xxi. E-office system is useful for -----

ई-ऑफिस प्रणाली ----- साठी उपयुक्त आहे.

- A. Paper printing कागदाची छपाई
- B. Digital Process Improvement डिजिटल प्रक्रिया सुधारणा
- C. Hardcopy Storage हार्ड कॉपी संग्रह
- D. Physical work only फक्त शारीरिक काम

xxii. The importance of training and development in Modern Office Management includes -----

आधुनिक कार्यालय व्यवस्थापनामध्ये प्रशिक्षण आणि विकासाचे महत्त्व ----- हे आहे.

- A. To decrease productivity उत्पादकता कमी करणे
- B. To decrease customer satisfaction ग्राहक समाधान कमी करणे
- C. To dissatisfy employees कर्मचाऱ्यांमध्ये असमाधान वाढवणे
- D. To increase employee efficiency कर्मचाऱ्यांची कार्यक्षमता वाढवणे

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- xxiii. Office Routine is a part of ----- and are made up of a group related task.
कार्यालयीन दिनचर्या हा ----- चा एक भाग आहे आणि तो संबंधित कार्याच्या समूहाने बनलेला असतो.
- A. Office clerk कार्यालयीन कारकून
 - B. Office manager कार्यालयीन व्यवस्थापक
 - C. Office peon कार्यालयीन शिपाई
 - D. Office system कार्यालयीन प्रणाली
- xxiv. The cost of operating virtual office is ----- a traditional office.
आभासी कार्यालय चालवण्याचा खर्च पारंपारिक कार्यालयापेक्षा ----- असतो.
- A. More than जास्त
 - B. Equal to समान
 - C. Infinite अनंत
 - D. Less than कमी
- xxv. E-signature means -----.
- ई सिग्नेचर म्हणजे -----.
- A. Digital Signature डिजिटल पद्धतीने सही
 - B. Signature on Paper कागदावर सही
 - C. Printed Signature छापलेली सही
 - D. Scanned Signature स्कॅन केलेली सही

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -
This Question Paper may be distributed for following Subjects as common code.
सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- | | |
|--|--|
| 1] (7823) Bachelor of Business Administration NEP (97314) Modern Office Management | Part 3 SEM 5 |
| 2] (7822) Bachelor of Commerce (NEP20) (96096) Modern Office Management | Part 3 SEM 5 |
| 3] (7825) Bachelor of B. Com Information Technology (IT) | (96699) SEC-5 - Modern Office Management. Part 3 SEM 5 |
| 4] (7826) Bachelor of B.Com Bank Management(Entire) NEP 2020 | (96911) SEC 5 - Modern Office Management Part 3 SEM 5 |

OCT-NOV 2025 WINTER EXAMINATION**12149 Bachelor of Business Administration NEP 2.0****Sub. Name: Humal Skills****Sub. Code: 84059/84079/108937/97312****Day and Date: NOVEMBER ,07-11-2025****Total Marks: 60****Time: 10:30 AM To 01:00 PM**

- Instructions:** 1. All questions are compulsory
2. Figures to the right indicate full marks

Q1) Discuss different types of basic abilities and their application in organizational life. **[15]**

OR

Explain Emotional Intelligence. How is it important in stress and conflict management?

Q2) Write Short Answers (Attempt any 3) **[30]**

- A. What is the importance of reading Skills in Human Life.
- B. Define Social and Conceptual abilities.
- C. Explain the significance of goal setting in self-development.
- D. What is Conflict Management?
- E. Mention two methods used to develop interpersonal skills

Q3) Write Short Notes (Attempt any 3)

- a. Work Style
- b. Critical Thinking
- c. Interpersonal Skills
- d. Sensitivity Training
- e. Leadership Skills

[15]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (7804) Bachelor of Business Administration (CBCS) (108937) Human Skills Part 3 SEM 5
- 2] (7823) Bachelor of Business Administration NEP (97312) Humal Skills Part 3 SEM 5
- 3] (769) B.B.A. (Sem) (84079) Human Skills Part 3 SEM 5
- 4] (7804) Bachelor of Business Administration (CBCS) (84059) Human Skills Part 3 SEM 5

Seat No. 5652

QP-8011
Total No. of Pages : 1

OCT-NOV 2025 WINTER EXAMINATION

12149 Bachelor of Business Administration NEP 2.0

Sub. Name: Compensation Management & Human Resource Development

Sub. Code: 108946/97321

Day and Date: NOVEMBER, 11-11-2025

Total Marks: 60

Time: 10:30 AM To 01:00 PM

- Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks

Q1) What is mean by performance appraisal? Explain in detail various methods of [15]
performance appraisal?

OR

Elaborate the concept of HRD? Explain in detail the objectives and functions of HRD ?

Q2) Write Short Answers (Any Three)

[30]

- Explain in short types of compensation?
- Write in short objectives of job evaluation?
- Discuss in short challenges in HRD?
- Describe in short compensation tools?
- Explain principles of training?

Q3) Write Short Notes (Any Three)

[15]

- Compensation Philosophies.
- Job Evaluation.
- DA and HRA.
- 360-Degree Appraisal.
- Vestibule Training.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरभी प्रश्नपत्रिका छात्रावास विषयोंकरिता वितरित करला येईल.

1) (7804) Bachelor of Business
Administration (CBCS)

(108946) Compensation Management & Human
Resource Development

Part 3 SEM 5

2) (7823) Bachelor of Business
Administration NEP

(97321) Compensation Management & Human
Resource Development

Part 3 SEM 5

Seat No. 5662

QP-7768

Total No. of Pages : 1

OCT-NOV 2025 WINTER EXAMINATION

12149 Bachelor of Business Administration NEP 2.0

Sub. Name: Human Resource Planning and Procurement

Sub. Code: 84063/84083/108945/97320

Day and Date: NOVEMBER ,10-11-2025

Time: 10:30 AM To 01:00 PM

Total Marks: 60

- Instructions:** 1. All questions are compulsory
2. Figures to the right indicate full marks

- Q1)** Define job analysis? Explain Process of job analysis in detail? [15]
OR
What is HR planning? Discuss the factors (internal and external) influencing HRP in detail?
- Q2)** Write Short Answers (Any Three) [30]
1. Discuss the techniques of data collection for job analysis?
2. b. What are the types of employee Separation?
3. Describe the HRP process in short?
4. State in brief the sources of recruitment?
5. Explain the principles of interviewing with examples of dos and don'ts?
- Q3)** Write Short Notes (Any Three) [15]
a. Retrenchment in HRP -
b. job description,
c. VRS
d. Selection
e. Objectives of HRP

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयवस्तुसकित वितरित करत येईल.

- | | | |
|--|--|--------------|
| 1] (7804) Bachelor of Business Administration (CBCS) | (84063) Human Resource Planning | Part 3 SEM 5 |
| 2] (769) B.B.A. (Sem) | (84083) Human Resource Planning | Part 3 SEM 5 |
| 3] (7823) Bachelor of Business Administration NEP | (97320) Human Resource Planning and Procurement | Part 3 SEM 5 |
| 4] (7804) Bachelor of Business Administration (CBCS) | (108945) Human Resource Planning and Procurement | Part 3 SEM 5 |

Seat No. **S626**

QP-7451

Total No. of Pages : 2

OCT-NOV 2025 WINTER EXAMINATION

12149 Bachelor of Business Administration NEP 2.0

Sub. Name: Fundamental of Business Law

Sub. Code: 84058/84078/43951/108936/97311

Day and Date: NOVEMBER ,06-11-2025

Total Marks: 60

Time: 10:30 AM To 01:00 PM

- Instructions:** 1. All questions are compulsory
2. Figures to the right indicate full marks

- Q1)** "All contracts are agreements but all agreements are not contracts." Comment **[15]**
OR
What is winding up of a company? Explain the various modes of winding up of a company
- Q2)** Write short answers (Any 3) **[30]**
- a. Explain the clauses of articles of association
 - b. Explain the meaning and importance of trademark
 - c. Distinguish between condition and warranty in a contract on sale of goods.
 - d. Discuss the classification of Negotiable Instrument.
 - e. Write modes of Discharge of contract by mutual agreement?
- Q3)** Write short note (Any 3) **[15]**
- a. Caveat Emptor
 - b. Rights of an unpaid seller.
 - c. Types of Cheques
 - d. Dishonour of Cheque
 - e. Types of companies

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

Seat No. _____

QP-7767

Total No. of Pages : 2

OCT-NOV 2025 WINTER EXAMINATION
12149 Bachelor of Business Administration NEP 2.0
Sub. Name: Financial Management
Sub. Code: 84062/84082/108943/97318

Day and Date: NOVEMBER, 10-11-2025

Total Marks: 60

Time: 10:30 AM To 01:00 PM

- Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks
3. Use of calculator and statistical table is allowed

Q1) A company is considering whether to purchase a new machine. Machines A and B [15]
are available for Rs. 80,000 each. Earnings after taxation are as follows. Evaluate
the two alternatives using the following:

- (a) Average Rate of Return on Investment Method
(b) Net Present Value Method.

Year Machine A Machine B PV factor @ 10%

1	24,000	8,000	0.909
2	32,000	24,000	0.826
3	40,000	32,000	0.751
4	24,000	48,000	0.683
5	16,000	32,000	0.621

OR

Define Working Capital. Explain determinants of Working Capital.

Q2) Write Short Answer. (Any Three)

[30]

a. Discuss approaches of Capital Structure in brief.

[10]

~~b.~~ What is the importance of Capital Budgeting?

[10]

c. You are required to prepare statement showing Working Capital Requirement [10]
of XYZ Ltd. with the help of following information.

Element of Cost	Cost per unit (Rs.)
Raw Material	20
Direct Labor	5
Overheads	15
Total Cost	40
Profit	10
Selling Price	50

Additional Information:

1. Level of activity : 2,40,000 units
2. Raw Material in stock : 1 month
3. Work in progress : $\frac{1}{2}$ month
4. Finished goods in stock : 1 month

[1]

P.T.O.

Seat No.

OCT-NOV 2025 WINTER EXAMINATION
Business Administration NEP 2.0

QP-8010

Total No. of Pages : 2

Seat No.

OCT-NOV 2025 WINTER EXAMINATION
12149 Bachelor of Business Administration NEP 2.0
Sub. Name: Security Analysis & Portfolio Management
Sub. Code: 108944/97319

Total Marks: 60

Day and Date: NOVEMBER, 11-11-2025

Time: 10:30 AM To 01:00 PM

Instructions: 1. All questions are compulsory
 2. Figures to the right indicate full marks

- Q1) Answer any ONE of the following:
 Calculate expected return and standard deviation of the stocks from the information available

[15]

Probability	Return on X Ltd.	Return on Y Ltd.
0.20	15%	18%
0.30	8%	9%
0.20	10%	8%
0.30	7%	7%

OR

Distinguish between Investment, Speculation and Savings.

- Q2) Write Short Answer (ANY THREE)

[30]

- What is meant by Risk? Explain different types of risk with suitable examples
- Explain the role of financial institutions in the economic development of India
- The New Pioneer closed-end fund has 52 lakhs in securities, 5 lakhs in liabilities, and 10 lakhs shares outstanding. Calculate NAV of the mutual fund
- Explain various investment categories
- Calculate Earnings per share, Price to Earnings Ratio, Debt Equity ratio, Price to Book value ratio, Dividend Yield Ratio and Return on Equity

[1]

P.T.O.

QP-7767

5. Credit allowed to customers : 2 months
6. Credit allowed by suppliers : 3 months
7. Lag in payment of wages & overheads : 1 month
8. Cash required : Rs. 25,000

☒ d. Explain the Objectives of Financial Management. [10]

☒ e. Which are traditional techniques of Capital Budgeting? [10]

Q3) Write short note. (Any Three) [15]

- ☒ a. MM Approach
- b. Operating Cycle
- ☒ c. Preference Shares
- d. Average Rate of Return
- ☒ e. Financing Decision

End Of Question Paper

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- 1] (7804) Bachelor of Business Administration (CBCS) (108943) Financial Management Part 3 SEM 5
- 2] (7804) Bachelor of Business Administration (CBCS) (84062) Financial Management Part 3 SEM 5
- 3] (769) B.B.A. (Sem) (84082) Financial Management Part 3 SEM 5
- 4] (7823) Bachelor of Business Administration NEP (97318) Financial Management Part 3 SEM 5

Particulars	A Ltd.	B Ltd.
Equity Shares (Rs. 10 each)	Rs. 1500	Rs. 4200
Profit after tax	Rs. 100	Rs. 700
Dividend per share	Rs. 35	Rs. 40
Market price per share	Rs. 8	Rs. 10
Long term borrowing	Rs. 400	Rs. 210
Book value	Rs. 4	Rs. 8
Sales	Rs. 2350	Rs. 2100
Fixed Assets	Rs. 3120	Rs. 3200

[15]

Q3) Write Short Notes (ANY THREE)

- a. Mutual Funds
- b. Company Analysis
- c. Portfolio Analysis
- d. Performance Evaluation
- e. Investment Process

End Of Question Paper

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- 1] (7823) Bachelor of Business Administration
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(CBCS)

(97319) Security Analysis & Portfolio
Management

(108944) Security Analysis & Portfolio
Management

Part 3 SEM 5

Part 3 SEM 5