No. L 1 (l)/U.G. Courses/ MQP/2020-21

From: THE REGISTRAR

To

The Controller of Examinations,
Andhra University,
Visakhapatnam.

Sir,

Sub: Approval of Model Question Papers – Reg.
Ref: B.B.A Model Question Papers.

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With reference to the above, I am by direction to inform you that the Choice Based Credit System, U.G. Courses (w.e.f. 2020-2021) Model Question Papers has been approved as detailed below:

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Subject/Email dated</th>
<th>Name &amp; Designation</th>
<th>Name of the College</th>
<th>Model question paper</th>
<th>Name of the Paper</th>
</tr>
</thead>
</table>
| 1.    | BBA 16-07-2022      | Principal           | Satya Degree & PG College, Vizianagaram | IV-Sem MQP | 1. Training and Development (Paper-1)  
2. Training and Development (Paper-2)  
3. Business Law (Paper-1)  
4. Business Law (Paper-2)  
5. Micro, Small and Medium Enterprise (paper-1)  
6. Micro, Small and Medium Enterprise (paper-2)  
7. International Business Papers  
8. Cost and Management Accounting (Paper-1)  
9. Cost and Management Accounting (Paper-2)  
10. Financial Services papers |

Hence, I request to arrange to circulate the same among the Teaching Staff and Students concerned and placed in A.U. website.

Yours faithfully,

(K. UMA MAHESWARI)
DEPUTY REGISTRAR (ACADEMIC)

Copies to:
1. The Dean of Academic Affairs, A.U., VSP.
3. The Dean, CDC, A.U., Vsp.
4. The Dean, Confidential, A.U., Vsp.
5. All Principals, A.U. Affiliated Colleges Offered in U.G. courses.
6. The Superintendent S.I Section for taking necessary further action.
7. The Secretary to V.C., Rector Table, P.A. to Registrar, A.U., Vsp.
8. The Director, Computer Centre, A.U., Vsp.
9. O.C. & O.O.F.
BACHELOR OF BUSINESS ADMINISTRATION
TRAINING AND DEVELOPMENT
MODEL PAPER-1
PART-A(5*5=25)

Answer any five from the following eight questions

1. Explain the importance of training?
2. Write a short note on training policy?
3. What are the advantages of off the job training?
4. Write short notes on apprenticeship training?
5. What are the limitations of audiovisual aids training?
6. Explain the significance of human resource development?
7. Write short notes on job rotation method?
8. What are the benefits of career counseling?

Part-B(5*10=50 marks)

Answer the following questions

1. Discuss the benefits and nature of training and development?

Or

2. Explain the various steps in training programs?
   a) What is simulation in training? Give its advantages and disadvantages?

3. Explain the advantages and disadvantages of case study method?
   a) Explain the benefits and limitations of T group training?

4. Explain corporate training development initiatives in India?
1. Explain the methods of managerial development in HRM?

2. Explain the components of development programs?

3. outline various types of employee counseling?

4. Explain advantages and disadvantages of in-basket technique?
BACHELOR OF BUSINESS ADMINISTRATION

TRAINING AND DEVELOPMENT

MODEL PAPER-2

PART-A(5*5=25)

Answer any five from the following eight questions

1. What are the needs for training?
2. State principles of learning?
3. What are the advantages of on-the-job training?
4. Write a short note on role-playing?
5. What are the objectives of audio-visual aids training?
6. Explain the importance of development?
7. Write a short note on committee assignment?
8. Define the functions of project management?

PART-B(5*10=50 marks)

Answer the following questions

9. Discuss the responsibility of corporate trainer?
10. Discuss the strategic and operational plan for training?
11. Explain the various types of simulation in training?
12. What is vestibule training? Give its advantages and disadvantages?
13. Explain the merits and demerits of T-group training?
14. Explain the programmes of human resource development?
I. Discuss the purpose of management development?

II. What are the factors influencing development?

III. Explain the steps for conducting coaching?

IV. Discuss the various steps to incident management process?
BACHELOR OF BUSINESS ADMINISTRATION

Model paper – 1

Business Law

Time: 3 Hours

Max Marks: 75

PART-A (5x5= 25 Marks) (Short Answer Type)

Answer any five of the following questions:

1. Explain the essential of valid offer.
2. Write note on Revocation of acceptance.
3. Distinction between Coercion and Undue Influence.
4. What are the advantages of public limited company?
5. Write short note notice and agenda.
6. Explain the Purpose of Statutory Meeting.
7. What are the duties and responsibilities of licensing officer.
8. Discuss the essentials of agreement to sell.

PART B (5x10= 50 Marks)

[Essay Answer Type] Note: Answer all the questions.

9. A) Explain the classification in the basis of formation.

OR

b) Discuss the various clauses Memorandum of Association.

10. A) Explain the essential for any valid meeting.

OR

B) Distinguish between Memorandum of Association and Articles of Association.


OR
b) Explain the Health provisions and safety provision of the Factory Act 1948.


OR

b) Explain the provisions of Consumer Protection Act.

13. A) Explain the lieu of prospectus.

OR

b) What are the main objectives of the Indian Factories Act, 1948?
PART-A (5x5 = 25 Marks) [Short Answer Type]

Answer any five of the following questions:

1. Explain the classification in the basis of formation.
2. The law is protecting a minor in all respect. Comments.
3. What are the Features of a Joint Stock Company.
4. Give the concept of One Person Company.
5. Discuss the essentials to constitute a special resolution.
6. What are the main objectives of the Indian Factories Act, 1948?
7. Write short note on conditions and warranties.
8. Explain the Unfair Trade Practice.

PART B (5x10 = 50 Marks)

[Essay Answer Type] Note: Answer all the questions.

9. A) Explain the essential of valid contract.

OR

b) Discuss the remedies for Breach of Contract.

10. A) Distinction between Private company and public company.

OR

b) Explain the important provisions of the Factory Act 1948.
11. A) Explain the scope of Sale of
b) Explain the Performance

12. A) Explain the rights and duties
b) Explain the Health provisions of 1948.

13. A) What are the advantages
b) Explain the provisions

   OR

   b) Explain the Performance of a Contract of sale.

12. A) Explain the rights and duties of buyer.

   OR

   b) Explain the Health provisions and safety provision of the Factory Act 1948.

13. A) What are the advantages of public limited company?

   OR

   b) Explain the provisions of Central Consumer Protection Council.
SATYA DEGREE AND P.G COLLEGE
BACHELOR OF BUSINESS ADMINISTRATION
MICRO, SMALL AND MEDIUM ENTERPRISE
Model Paper – 1

PART A—(5×5=25 marks)

Answer any FIVE from the following Eight questions.
1. Small Enterprise
2. Sickness
3. KIABD
4. MSMES
5. Ancillary Industries
6. Venture capital
7. Project formulation
8. Industrial estate

PART B—(5×10=50 marks)

Answer the following

UNIT 1

9. A) Explain the small and medium scale enterprise.
   
   Or
   
   B) What are the incentives provided to backward area and development?

UNIT II

10. A) Explain about KIABD, TEKSOC,
B) Explain the feasibility study.

UNIT III

11. A) Explain the sources of finance.

Or

B) Briefly explain about the venture capital.

UNIT IV

12. A) Explain about sickness in small and medium enterprise.

Or

B) Explain about the Remedial measures of Sickness.

UNIT V

13. A) Explain about SIDO, SSIDC, SISI, DIC.

Or

B) State the ancillary industries and rural Industries.
SATYA DEGREE AND P.G COLLEGE
BACHELOR OF BUSINESS ADMINISTRATION
MICRO, SMALL AND MEDIUM ENTERPRISE MANAGEMENT

Model Paper – 2

PART A — (5 × 5 = 25 marks)

Answer any FIVE from the following Eight questions.

1. DIC
2. Project identification
3. MICRO enterprise
4. Project report
5. What is Finance?
6. Marketing management
7. Tax holding
8. SIDBI

PART B — (5 × 10 = 50 marks)

Answer the following

UNIT I

9. A) Explain about Rural Industries in India?
   Or
   B) Discuss the objectives of State Financial Corporation?

UNIT II

10. A) What is sickness in small and medium enterprise?
UNIT III
Discuss various sources of finance

UNIT IV
Why to select new plant location? Discuss

UNIT V
Discuss the role of government in promoting small and medium enterprises.

UNIT VI
Discuss small and medium enterprises and significance in Indian economy.
1. Expl...
2. Distri...
3. Wh...
4. Write a...
5. What are...
6. Write short...
7. Write short...
8. Discuss the lin...

PART B (5x12=60 Mark)
[Essay Answer Type]
9. a) Discuss the factor...
b) Discuss the approach...
10. a) Explain the various fc...
b) Explain the advantages...
11. a) Explain the disequilibrium of balance of payment.
   OR
   b) What are the benefits of capital account?

12. a) Explain the functions of the WTO.
   OR
   b) Explain the provisions of NAFTA.

13. a) Explain various documentation of export.
    OR
    b) Explain the needs and objectives of EXIM.
B.B.A DEGREE EXAMINATION
Fourth Semester
COST AND MANAGEMENT ACCOUNTING
MODEL PAPER – 1

Duration: 3 Hours
Maximum: 75 Marks

PART – A (5 X 5 = 25 Marks)

1. Define Cost Accounting.
2. Define Material Cost.
3. Explain about Common size Financial Statements.
4. Write any three accounting ratios based on sales.
5. Define Marginal Cost.
6. Explain about Weighted Average Method.
7. Explain about Balance Sheet Ratios.
8. What is Break-Even Point?

PART – B (5 X 10 = 50 Marks)

UNIT – I

Or
10. Explain the distinction between Financial Accounting and Management Accounting.

UNIT – II

11. What are the selling overheads? How does it differ from works cost?
Or
12. Show the stores ledger entries as they would appear when using LIFO Method of pricing in connection with the following transactions:

<table>
<thead>
<tr>
<th>Date</th>
<th>Particulars</th>
<th>No. of Units</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>April</td>
<td>Balance B/d</td>
<td>300</td>
<td>Rs. 600</td>
</tr>
<tr>
<td>April</td>
<td>Purchases</td>
<td>200</td>
<td>Rs. 440</td>
</tr>
<tr>
<td>April</td>
<td>Issue</td>
<td>150</td>
<td>---</td>
</tr>
<tr>
<td>April</td>
<td>Purchases</td>
<td>200</td>
<td>Rs. 460</td>
</tr>
<tr>
<td>April</td>
<td>Issues</td>
<td>150</td>
<td>---</td>
</tr>
<tr>
<td>April</td>
<td>Issues</td>
<td>200</td>
<td>---</td>
</tr>
<tr>
<td>April</td>
<td>Purchases</td>
<td>200</td>
<td>Rs. 480</td>
</tr>
<tr>
<td>April</td>
<td>Issue</td>
<td>250</td>
<td>---</td>
</tr>
</tbody>
</table>
UNIT – III

1. Discuss the nature of Financial Statements.

Or

2. From the following information, prepare a Comparative Balance Sheet.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>31-03-2020 Rs.</th>
<th>31-03-2021 Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Store Capital</td>
<td>4,00,000</td>
<td>6,00,000</td>
</tr>
<tr>
<td>Debentures</td>
<td>2,60,000</td>
<td>3,25,000</td>
</tr>
<tr>
<td>Sundry Creditors</td>
<td>2,55,000</td>
<td>1,17,000</td>
</tr>
<tr>
<td>Bank Overdraft</td>
<td>7,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Total Liabilities and Capital</td>
<td>8,62,000</td>
<td>10,52,000</td>
</tr>
<tr>
<td>Plant and Machinery</td>
<td>1,50,000</td>
<td>2,00,000</td>
</tr>
<tr>
<td>Land and Buildings</td>
<td>3,60,000</td>
<td>5,40,000</td>
</tr>
<tr>
<td>Investments</td>
<td>2,70,000</td>
<td>1,70,000</td>
</tr>
<tr>
<td>Sundry Debtors</td>
<td>1,00,000</td>
<td>88,000</td>
</tr>
<tr>
<td>Cash on hand</td>
<td>32,000</td>
<td>54,000</td>
</tr>
<tr>
<td>Total Assets</td>
<td>8,62,000</td>
<td>10,52,000</td>
</tr>
</tbody>
</table>

UNIT – IV


Or

4. From the following information calculate (a) Gross Profit Ratio (b) Net Operating Profit Ratio (c) Net Profit Ratio.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>5,00,000</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>3,50,000</td>
</tr>
<tr>
<td>Selling Expenses</td>
<td>12,000</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>8,000</td>
</tr>
<tr>
<td>Interest Income</td>
<td>5,000</td>
</tr>
<tr>
<td>Loss on the sale of old machine</td>
<td>12,000</td>
</tr>
</tbody>
</table>

UNIT – V

5. Explain the different between Marginal Costing and Absorption Costing.

Or

B.B.A DEGREE EXAMINATION  
Fourth Semester  
COST AND MANAGEMENT ACCOUNTING  
MODEL PAPER – 2  

Duration: 3 Hours  
Maximum: 75 Marks

PART - A (5 X 5 = 25 Marks)

1. Explain the signiﬁcance of Financial Statement Analysis.
2. How do you compute stock turnover ratio?
3. What is Contribution?
4. Explain about EBT.
5. Explain about Profit and Loss Account Ratios.
6. What is Margin Safety?

PART - B (5 X 10 = 50 Marks)

UNIT - I

Explain the distinction between Financial Accounting and Cost Accounting.  
Or

State any three methods of classiﬁcation of cost.

UNIT - II

Define Cost. Explain various elements of cost.  
Or

Show the stores ledger entries as they would appear when using FIFO Method of pricing.  

<table>
<thead>
<tr>
<th>Date</th>
<th>Particulars</th>
<th>No. of Units</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>May</td>
<td>Beginning Stock</td>
<td>300</td>
<td>Rs.600</td>
</tr>
<tr>
<td>May</td>
<td>Purchases</td>
<td>200</td>
<td>Rs.440</td>
</tr>
<tr>
<td>May</td>
<td>Issue</td>
<td>150</td>
<td>---</td>
</tr>
<tr>
<td>May</td>
<td>Purchases</td>
<td>200</td>
<td>Rs.460</td>
</tr>
<tr>
<td>May</td>
<td>Issue</td>
<td>150</td>
<td>---</td>
</tr>
<tr>
<td>May</td>
<td>Issues</td>
<td>200</td>
<td>---</td>
</tr>
<tr>
<td>May</td>
<td>Purchases</td>
<td>200</td>
<td>Rs.480</td>
</tr>
<tr>
<td>May</td>
<td>Issue</td>
<td>250</td>
<td>---</td>
</tr>
</tbody>
</table>
UNIT – III

11. Explain about trend percentages as a tool of financial analysis.

Or

12. From the following information prepare a Common Size Balance Sheet.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>31-12-2019</th>
<th>31-12-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share Capital</td>
<td>4,00,000</td>
<td>6,00,000</td>
</tr>
<tr>
<td>Plant</td>
<td>2,00,000</td>
<td>3,25,000</td>
</tr>
<tr>
<td>Revenue Less Expenses</td>
<td>2,55,000</td>
<td>1,17,000</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>7,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Total Liabilities and Capital</td>
<td>8,62,000</td>
<td>10,52,000</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>1,00,000</td>
<td>2,60,000</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>5,60,000</td>
<td>5,40,000</td>
</tr>
<tr>
<td>Shares less Prefer.</td>
<td>2,70,000</td>
<td>1,70,000</td>
</tr>
<tr>
<td>Reserve</td>
<td>1,00,000</td>
<td>88,000</td>
</tr>
<tr>
<td>Current Assets</td>
<td>32,000</td>
<td>34,000</td>
</tr>
<tr>
<td>Total Assets</td>
<td>8,62,000</td>
<td>10,52,000</td>
</tr>
</tbody>
</table>

UNIT – IV

13. Briefly discuss the uses of Ratio Analysis.

Or

14. Calculate the following ratios from the given Balance Sheet.

(a) Current Ratio (b) Fixed Assets to Net Worth Ratio (c) Debt Equity Ratio (d) Return on Capital Employed.

<table>
<thead>
<tr>
<th>Ratios</th>
<th>Rs.</th>
<th>Assets</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shares of Rs. 100 each</td>
<td>60,000</td>
<td>Land</td>
<td>40,000</td>
</tr>
<tr>
<td>General Reserve</td>
<td>55,000</td>
<td>Plant</td>
<td>20,000</td>
</tr>
<tr>
<td>Additional Equalization Reserve</td>
<td>5,000</td>
<td>Machinery</td>
<td>27,500</td>
</tr>
<tr>
<td>Preferred Shares</td>
<td>20,000</td>
<td>Investment</td>
<td>25,000</td>
</tr>
<tr>
<td>Paid-up Equity</td>
<td>30,000</td>
<td>Inventories</td>
<td>30,000</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>5,000</td>
<td>Bills Receivable</td>
<td>15,500</td>
</tr>
<tr>
<td>Profit and Loss A/c</td>
<td>1,000</td>
<td>Cash and Bank</td>
<td>12,000</td>
</tr>
<tr>
<td>Provision</td>
<td>20,000</td>
<td>Preliminary Expenses</td>
<td>8,000</td>
</tr>
<tr>
<td>Total</td>
<td>1,76,000</td>
<td></td>
<td>1,76,000</td>
</tr>
</tbody>
</table>

UNIT – V

15. What is Break-Even Point? What are the limitations of Break-Even Analysis?

Or

16. What do you understand by contribution? How is it related to profit?
BBA 4th Sem Model Paper

FINANCIAL SERVICES

ANSWER ANY FIVE QUESTIONS (3 * 5 = 25)

1. What is an asset manager and his role in financial services?
2. Explain any one of the factoring services in India?
3. What is lease financing?
4. What is consumer finance?
5. Nature of national housing bank in India?
6. What is the process of pricing of a new issue?
7. What is hire purchase?
8. Describe about insurance services?

ANSWER FIVE QUESTIONS (5 * 10 = 50)

9. What are the different types of financial services available in India?
10. What is mutual fund explain different types of mutual funds?
11. What is the meaning of factoring and role of factoring in financial services?
12. Explain the theoretical framework of factoring services in India?
13. Explain structure and funding of lease financing?
14. Explain about hire purchase agreement?
15. Explain different financial schemes for consumer durables?
16. What is venture capital and explain its characteristics?
17. What is housing finance explain the role of housing finance bank in India?
18. What are the guidelines for extending refinancing support to housing finance services?
FINANCIAL SERVICES

ANSWER ANY FIVE QUESTIONS (3 * 5 = 25)

1. What is a public issue?
2. Define factoring and its features?
3. Define lease and types of lease?
4. What is credit card and explain its features?
5. What is the role of National housing bank in India?
6. Who is underwriter explain functions of underwriter?
7. What is venture capital financing?
8. Explain about mortgage loans?

ANSWER FIVE QUESTIONS (3 * 10 = 50)

1. Explain any five credit rating agencies?
   (Or)
2. What is a mutual fund explain types of mutual fund?
3. What is factoring explain role in financial services?
   (Or)
4. Explain factoring services in India?
5. What is lease financing? Explain different types of lease financing?
   (Or)
6. Habitare structure and funding of lease?
7. What are the different types of consumer finance available in India?
   (Or)
8. What is the process of venture capital financing?
9. What is housing finance explain the guidelines for extending equity support to housing finance companies in India?
   (Or)
10. What is the role of housing finance bank in India?