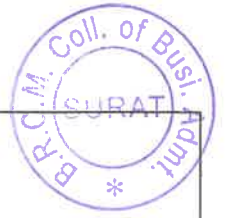




Sarvajani University



W-2024 Date: 19-11-24 Time: 08_15 am to 10_15 am
Regular and Backlog Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Course Code: BMBA21301

Total Marks: 50

Course Name: Business Environment

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

Q.1 Answer the following in short (5 × 2 Marks) 10 Marks

1. What is culture?
2. Define Fiscal Policy.
3. List the issues of Transfer of Technology.
4. Define credit policy.
5. What is competition law?

Q.2 1. Discuss Micro External Environment in detail. 6 Marks

2. What are the advantages of Business Environment Analysis? 4 Marks

OR

Q.2 1. Explain Macro External Environment. 6 Marks

2. Explain limitations of Business Environment Analysis. 4 Marks

Q.3 1. Explain privatization with its routes. 6 Marks

2. What are the objectives of public distribution system? 4 Marks

OR

Q.3 1. Explain selective controls of Monetary Policy. 6 Marks

2. Discuss the interface of FDI. 4 Marks

Q.4 1. Discuss the impact of technology on society. 6 Marks

2. What are the responsibilities of business for their employees? 4 Marks

OR

Q.4 1. What is transfer of technology? What are the methods of ToT? 6 Marks

2. Discuss the impact of culture on business. 4 Marks

Q.5 1. What are the benefits of globalization? 6 Marks

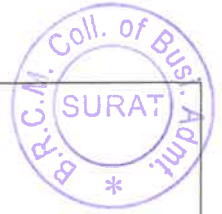
2. Explain the functions of WTO. 4 Marks

OR

Q.5 Explain Final Act. 10 Marks



Sarvajani University



W-2024 Date: 20-11-24 Time: 08_15 am to 10_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Course Code: BMBA21302

Total Marks: 50

Course Name: Marketing Management

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Give suitable examples(s) and draw figure wherever necessary.

- Q.1 Answer the following in brief (5 × 2 Marks) 10**
- a. Explain the concept of meta market with suitable example.
 - b. What do you mean by differentiation?
 - c. What do you mean by discriminatory pricing?
 - d. List down any four functions of packaging.
 - e. What do you mean public relation?
- Q.2 Define term marketing. Write a detailed note on holistic marketing concept. 10**
- OR**
- Q.2 Write a detailed note on scope of marketing. 10**
- Q.3 What do you mean by business buying? Explain various points of difference between consumer buying and business buying with suitable examples. 10**
- OR**
- Q.3 Define consumer buying behavior. Discuss various basis for segmenting consumer market with suitable examples. 10**
- Q.4 What do you mean by product life cycle? Discuss characteristics and strategies for introduction and growth stage of product life cycle. 10**
- OR**
- Q.4 Define term pricing. Discuss the process of pricing at length. 10**

- Q.5**
- | | |
|---|-----------|
| a. Write a brief note on drop shippers. | 04 |
| b. Read the case given below and answer the questions given after it. | 06 |

Launching NutriDelight Protein Bars

NutriDelight, a well-known brand in the health and wellness industry, is preparing to launch its new product line of protein bars aimed at fitness enthusiasts and busy professionals seeking healthy snack options. The product is set to hit the market in the next three months, and the marketing team is tasked with creating a sales promotion strategy that will generate buzz, attract new customers, and encourage trial purchases.

- | | |
|--|-----------|
| Q1. Which sales promotion techniques would be most effective in encouraging trial and repeat purchases of NutriDelight protein bars? | 02 |
| Q2. How can NutriDelight leverage social media platforms in its promotional strategy to maximize product visibility? | 02 |
| Q3. What distribution channels should NutriDelight consider to maximize the reach of its new protein bars? | 02 |

OR

- Q.5**
- | | |
|---|-----------|
| a. Write a brief note on commission houses. | 04 |
| b. Read the case given below and answer the questions given after it. | 06 |

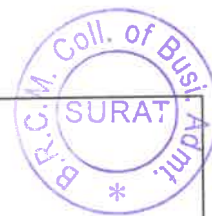
Launching the EcoFresh Smart Water Bottle

EcoFresh is preparing to launch its new product - smart water bottle designed to track hydration levels and offer personalized recommendations. To maximize the product's market impact, the company needs a well-rounded promotion mix and an effective distribution strategy. EcoFresh aims to reach tech-savvy consumers who prioritize health and innovation.

- | | |
|---|-----------|
| Q1. What components of the promotion mix are most critical for EcoFresh to effectively introduce their smart water bottle? | 03 |
| Q2. What factors should EcoFresh consider when selecting distribution channels to ensure the product reaches its target audience? | 02 |
| Q3. Suggest an appropriate distribution channel for this product. | 01 |



Sarvajanik University



W-2024 Date: 21-11-24 Time: 08_15 am to 10_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER-III EXAMINATION

Course Code: BMBA21303

Total Marks: 50

Course Name: Human Resource Management

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

		Marks
Q.1	Answer the following in short (5 × 2 Marks)	10
	A. Retrieve any two roles of HR Manager	
	B. Summarize Recruitment and Selection	
	C. Paraphrase Succession Planning	
	D. Comment on Performance Management	
	E. Outline the meaning of Collective Bargaining	
Q.2	A. Determine the meaning and Objectives of HRM in one of the Chemical Processing Company.	07
	B. Gather the meaning of Internal Mobility	03
OR		
Q.2	A. Examine the Changing Environment of HRM	07
	B. Summarize Scope of HRM	03
Q.3	A. Determine the Orientation and Placement in Banking Industry	07
	B. Annot HRIS	03
OR		
Q.3	A. Determine the Process of Job Analysis for HR manager in any once of your choice of company.	07
	B. Relate the meaning and diagram of HRP.	03
Q.4	A. Debate for the distinction between Training and Development	07
	B. Duplicate the Components of Pay Structure	03
OR		
Q.4	A. Correlate Factors affecting Compensation Level	07
	B. Tag Total Reward	03
Q.5	A. Review the Recent Development in IR and Labour Codes	07
	B. Highlight Any Three Cause of Grievances	03
OR		
Q.5	A. Explain various Aspects of Discipline,	07
	B. Tweet Any three functions of Trade Union	03



Sarvajanik University



W-2024 Date: 22-11-24 Time: 08_15 am to 10_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Total Marks: 50

Course Code: BMBA23304

Course Name: Quantitative Techniques

Instructions:

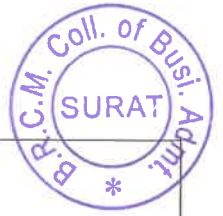
1. Attempt all questions.
2. Use of Simple Calculator is allowed.
3. Figures to the right indicate full marks.
4. Indicate your options clearly.

		Answer the following in short (5 × 2 Marks)	Marks
Q.1	A	If $f(x) = 3x^2 + x + 5$ then find $f(-2) + f(1)$	02
	B	Evaluate $\lim_{x \rightarrow 2} \frac{x^2 - x - 2}{x^2 - 4}$	02
	C	If $f(x) = x^3 - 7x^2 + 7x + 1$ then find $f''(3)$	02
	D	Evaluate $\int_0^1 e^x dx$	02
	E	If $Y = \sqrt{x^3 + 6}$ then find $\frac{dy}{dx}$.	02
Q.2	a	(i) If the demand function is $X = \frac{50-2p}{3}$, find revenue function. Also find the revenue when the demand is of 10 units. (ii) A television manufacturer determines that the total cost for manufacturing x set is given by $c(x) = 500x^2 + 200x + 10,500$. Each set sells for Rs. 7000. Determine the breakeven point.	06
	b	If $f(x) = \frac{ax+b}{bx+c}$ then find $f(x) \cdot f(1/x)$	04
		OR	
Q.2	a	(i) If the revenue function of a commodity is $R = 125 - \frac{3x^2}{2}$. Find the revenue for demand $x = 20$ (ii) The cost function of an item is $c(x) = 4x + 770$ and the selling price per item is Rs. 15. If the profit is Rs. 1100. Find the number of units produced.	06
	b	If $f(x) = \frac{1}{x+1}$, then find $f(x) - f(-x)$	04
Q.3	a	(i) $\lim_{x \rightarrow 3} \frac{x^2 + 2x - 15}{x^2 - 9}$ (ii) $\lim_{x \rightarrow 3} \frac{\sqrt{x} - \sqrt{3}}{\sqrt{x+1} - 2}$	06
	b	$\lim_{x \rightarrow 0} \left(\frac{7-x}{7+x} \right)^{1/x}$	04
		OR	
Q.3	a	(i) $\lim_{n \rightarrow \infty} \frac{\sum n^2}{n^3}$ (ii) $\lim_{x \rightarrow a} \frac{x^{-4} - a^{-4}}{x^{-2} - a^{-2}}$	06
	b	$\lim_{x \rightarrow 0} \frac{13^x - 7^x}{3x}$	04

Q.4	a	(i) $Y = (\sqrt{x} - \frac{1}{\sqrt{x}}) (\sqrt{x} + \frac{1}{\sqrt{x}}) (x + \frac{1}{x})$ then find $\frac{dy}{dx}$ (ii) A manufacturer produces x units daily with a total cost of $\frac{x^2}{20} + 4x + 30$. The demand function for him is $x = 30 - 2p$. How many units should he daily produce as a monopolist to get maximum profit?	06
	b	If $y = 2e^{3x} + 5e^{5x}$, then prove that $\frac{d^2y}{dx^2} - 8\frac{dy}{dx} + 15y = 0$ OR	04
Q.4	a	(i) $Y = (\log x)^x$, then find $\frac{dy}{dx}$ (ii) The supply function of a commodity is $P = \frac{x+40}{6}$, find elasticity of supply when $x=32$	06
	b	If $y = \frac{x}{\sqrt{1+x^2}}$, then prove that $\frac{dy}{dx} = \left(\frac{y}{x}\right)^3$	04
Q.5	a	(i) $\int \frac{2x^3+1}{x^4+1} dx$ (ii) $\int_0^2 \sqrt{3x+4} dx$	06
	b	The marginal cost of producing x units of a commodity is given by $MC = 8x - 385$. The selling price is fixed at Rs. 15 per unit and the fixed cost is Rs. 2000 per day. Determine maximum profit. OR	
Q.5	a	(i) $\int x e^{-x} dx$ (ii) $\int_1^2 \frac{2x+5}{x^2+5x+1} dx$	06
	b	If marginal revenue function for output x is given by $MR = \frac{6}{(x+2)^2} + 5$, Find total revenue function.	04



Saraswati University



W-2024 Date: 22-11-24 Time: 08_15 am to 10_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Course Code: BMBA23305

Total

Marks: 50

Course Name: Introduction to Mass Communication

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

		Marks
Q.1	Answer the following in short (5 × 2 Marks)	10
	A. What is Mass Communication?	
	B. List the elements of Mass Communication	
	C. Define Advertising	
	D. List the types of Print Media	
	E. Which are the various genres of Cinema?	
Q.2	Which are the Characteristics of Mass Communication?	10
	OR	
Q.2	Explain any five merits & demerits of mass communication.	
Q.3	What is a News Report? List & explain the steps to be followed to write a news report.	10
	OR	
Q.3	There are many different types of Outdoor Media. Explain in detail with real example for each type.	
Q.4	State the various objectives of advertising along with narrating the importance of each in brief.	10
	OR	
Q.4	What does PROPAGANDA mean in advertising? Elaborate with its various types.	
Q.5	What is Public Relations? How are its various stakeholders relevant in today's time for an organisation?	10
	OR	
Q.5	Establish the relevance of New Media in today's time.	



Sarvajanik University



W-2024 Date: 22-11-24 Time: 08_15 am to 10_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Course Code: BMBA23307

Total Marks: 50

Course Name: IT and GST

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

- | | Marks |
|---|-------------|
| Q.1 Answer the following in short (5 × 2 Marks) | [10] |
| <ol style="list-style-type: none"> a. Calculate Tax Liability For A.Y 2024-25 for Rs Total Income 10,00,000. Advice, old or new, which tax system is beneficial. Find Out Tax under both schemes. b. A is entitled to a basic salary of ₹ 25,000 p.m. and a dearness allowance of ₹ 5,000 p.m., 40% of which forms part of retirement benefits. He is also entitled to HRA of ₹ 10,000 p.m. He pays ₹ 10,000 p.m. as rent for a house in Delhi. Compute the taxable HRA. c. Municipal Valuation = 84000, FMV= 108000 Standard Rent 120000. Income from house Property. d. Specify the Limit of Children's education & hostel allowance. e. Taxable or Tax-Free Perquisite. Up to which limit is the following tax-free: Lunch, Telephone, Education facility, and Gift received from an employee? | |
| Q.2 Mr. K Sikri is Asstt. Manager of a textile company of a textile company of Jaipur since 1991. He has submitted the following particulars of his income for the financial year 2023-24: | [10] |
| <ol style="list-style-type: none"> (i) Basic salary ₹2,40,000. (ii) Dearness allowance ₹5,000 p.m. (₹200 p.m. enters into retirement benefits). (iii) Education allowance for two children at ₹150 p.m. per child. (iv) Commission on sales 1% of turnover of ₹10,00,000. (v) Entertainment allowance ₹700 p.m. (vi) Traveling allowance for his official tours ₹30,000. The entire amount is spent on the official tour. (vii) He was given cloth worth ₹1,000 by his employer free of cost. (viii) He resides in the flat of the company. Its market rent is ₹12,000 p.m. A watchman and a cook have been provided by the company at the bungalow who are paid ₹400 p.m. each. (ix) He has been provided with a motor car of 1.8 ltr engine capacity for his official as well as personal use. The running and maintenance costs are borne by the company. (x) Employer's contribution to R.P.F. is ₹40,000 and the interest credited to this fund at 13% rate amounted to ₹16,250. (xi) Contribution by Sikri to recognized provident fund ₹40,000. (xii) Rent of house recovered from Sikri ₹1,500 p.m. (xiii) Tax deducted at source from the above payments ₹6,000. <p>Compute income from salaries for the assessment year 2024-25. Assume the population of Jaipur is 26 lakhs as per the 2001 census and Sikri, does not exercise any option, and hence by default, he is under the new regime, i.e., section</p> | |

Q.2 Mr. Joginder Pal is employed with a transport firm. [10]

1. He has been drawing a salary @ ₹32,000 p.m. since 1.1.2023. dearness allowance, forming part of pay for superannuation benefits, is paid @ 10% of his salary.
2. He gets a house rent allowance of ₹4,800 p.m. He pays rent of ₹8,000 p.m. He contributes 10% of his salary to the fund and the employer contributes 20%.
3. The employer also reimburses his personal club bills amounting to ₹76,000. Besides, he is paid ₹1,600 p.m. as transport allowance.
4. He retired on 1.1.2024 after 28 years and 9 months of service.
5. Gratuity of ₹9,20,000.
6. After interest, he gets a pension @ ₹12,000 p.m. On 1.3.2024 he surrendered one-half pension for a consolidated amount of ₹4,80,000.
7. He has made the following payments/investments during the previous year 2023-24.

From the above information, you are required to compute his total income for the assessment year 2024-25 and his tax liability. Assume Joginder Pal: Does not exercise any option and hence by default, he is under the new regime, i.e., section 115BAC(1A).

Q.3 X constructed a big house (construction completed in the previous year 2009-2010 with 3 independent units. [10]

Unit 1 (50 percent of floor area) is let out for residential purposes at a monthly rent of Rs.15,000. A sum of Rs.3,000 could not be collected from the tenant and a notice to vacate the unit is given to the tenant. No other property of X is occupied by the tenant. Unit 1 remains vacant for 2 months when it is not put to any use.

Unit 2 (25 percent of the floor area) is used by X for the purpose of his business, while

Unit 3 (the remaining 25 percent) is utilized for the purpose of his residence.

Other particulars of the house are as follows Below Information 50%+25%+25% =100%

Three properties combined Information-

Municipal valuation : Rs.1,88,000,

Fair rent : Rs.2,48,000,

Standard rent under the Rent Control Act: Rs.2,28,000,

Municipal taxes : Rs.20,000,

Repairs: Rs.5,000,

Interest on capital borrowed for the construction of the property: Rs.60,000,

Ground rent: 6,000 and fire insurance premium paid: Rs.60,000.

Determine the taxable income of X for the assessment year 2024-25

OR

Q.3 R has a house property in Delhi whose particulars are as under: [10]

Municipal value	3,00,000
Standard rent	3,12,000
Municipal taxes paid	50,000
Interest on money borrowed for acquiring the house after 1.4.2020	1,60,000
Period of occupation for own residence	2 months
Actual rent for 10 months	35,000 p.m.

Compute the income from house property for the assessment year 2024-25.

Q.4 X is a foreign citizen (not being a person of Indian Origin). During the financial year 2022-23, he came to India for 70 days. Determine his residential status for the assessment year 2023-24 on the assumption that during the financial year 2008-09 to [10]

2021-22 he was present in India as follows:

2021-22	90 days	2014-15	180 days
2020-21	71 days	2013-14	100 days
2019-20	80 days	2012-13	71 days
2018-19	125 days	2011-12	5 days
2017-18	90 days	2010-11	10 days
2016-17	85 days	2009-10	50 days
2015-16	20 days	2008-09	290 days

OR

Q.4 During the financial year 2023-24, Anil Kumar had the following income: [10]

	Particulars	₹
(a)	Salary income received in India for services rendered in Hong Kong	3,90,000
(b)	Income from profession in India, but received in Germany.	3,60,000
(c)	Property income in Uganda (out of which ₹2,40,000 was remitted to India).	5,00,000
(d)	Profits earned from business in Bangalore.	1,50,000
(e)	Agriculture income in Kenya.	1,60,000
(f)	Profits from a business carried on at Nepal but controlled from India.	2,20,000

Compute the income of Anil Kumar for the assessment year 2024-25 if he is (i) resident and ordinarily resident, (ii) not ordinarily resident, and (iii) Non-resident in India.

Q.5 Answer the Following (Any two) [10]

a. A supplier of goods pays GST under a regular scheme he has made the following outward taxable supply in the month of December 2023

Particulars	Amount
Intra-state supply of Goods	22,40,000
Inter state supply of Goods	16,00,000

He has also furnished the following information in respect of purchases made by him in that tax period

Particulars	Amount
Intra-state purchase of goods	9,60,000
Inter-state purchase of goods	3,20,000

X has following ITC with him as on 1-12-2023

Particulars	Amount
CGST	1,12,000
SGST	96,000
IGST	72,000

Assume

1. Rate of CGST- 6%, SGST- 6%, and IGST- 12%
 2. Both inward and outward supply are exclusive of taxes
- Compute GST payable for R in the month of December 2023.

Prepare Three Statement

1. Output sales GST payable
2. Input TAX Credit Available on Purchase
3. Utilization of GST

b. R has a sum of Rs 440000 on account of an input tax credit of SGST in the

electronic credit ledger he has to pay the following tax liability:

CGST Payable for the month of December 2023	1,60,600
IGST Payable for the month of December 2023	2,11,200
SGST Payable for the month of December 2023	66,000

Determine how would you utilize ITC on account of SGSt available in the Electronic credit ledger.

- c. X is located in Andhra Pradesh. He is in the business of supply of labour and renting generators. He gives the following information pertaining of May 2023.
1. Supply of labour for the farms of B Ltd. (taxable value of supply: Rs.1,00,000).
 2. Supply of labour for the factory of C Ltd. (taxable value: Rs.24,00,000).
 3. Supply of domestic labour to farmers of a village in Andhra Pradesh (taxable value: Rs.30,000).
 4. Supply of labour to a construction company in Andhra Pradesh (taxable value: Rs.6,00,000).
 5. Renting of generation to farmers for using in farms (taxable value: Rs.45,000).
 6. Renting of generators to farmers for domestic use (taxable value: Rs.60,000).
 7. Renting of a generator to a relative (no rent is charged, market value of supply is Rs.10,000, generator is used by his relative for his factory).
 8. Renting of a generator to another relative (no rent is charged, market value of supply is Rs.12,000, generator is used by his relative for domestic purposes).
 9. Renting of a generator to a friend (no rent is charged, market value of supply is Rs.20,000, generator is used by the friend for domestic purposes).

Above figures are exclusive of GST. GST rate is 18 per cent. Calculate the amount of GST payable by X for May 2023. He wants to avail input tax credit –

Balance available in electronics credit ledger on May 1, 2023: Rs.1,000.

Fees paid to chartered accountant employees pertaining to GST liability of X (taxable value: Rs.10,000, GST: Rs.1,800).

GST paid on LTC given to employees (amount of GST being Rs.3,000).

GST paid on TV set (amount of GST being Rs.7,000). TV is used in the drawing room of X.

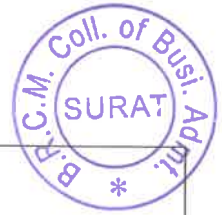
Assume that conditions for claiming input tax credit [including conditions imposed by rule 36(4)] are satisfied.

Prepare Statement

1. Input TAX Credit Available on Purchase
2. Utilization of GST



Sarvajani University



W-2024 Date: 22-11-24 Time: 08_15 am to 10_15 am
Regular Exam

**B.B.A. (Hons) - SEMESTER- 3
EXAMINATION**

Course Code BMBA23312

Total Marks: 50

Course Name: Basic Spanish for Beginners

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Here you can add your own instructions for students

Q.1 Answer the following in short (5 × 2 Marks)

**Marks
10**

- A. Write 5 lines in Spanish on Mi Padre
- B. Write 5 lines in Spanish on Mi Amigo/a
- C. Write 5 lines in Spanish on Mi Madre
- D. Write numbers in Spanish in words from 1 to 100
- E. Write in Spanish days of week and months

Q.2 Write dialogue A and B on topic in Spanish

10

1. Asking direction of any place
2. Shopping vegetables
3. Shopping fruits
4. Greetings good morning
5. Greetings good evening

OR

Q.2 [A]

1. El primer día de la semana es ____.
2. ____ es el día antes del miércoles.
3. Trabajo de lunes a ____.
4. El viernes es el ____ día de la semana laboral.
5. El ____ es un buen día para descansar.

[B] TRANSLATE IN ENGLISH

Daily Routine Vocabulary

- | | |
|-------------------|----------------|
| - [1] Despertarse | [2] Levantarse |
| - [3] Ducharse | [4] Ducharse |
| - [5] Peinarse | [6] Vestirse |
| [7] Desayunar | [8] Almorzar |
| [9] Cenar | [10] Dormirse |

Q.3

TRANSLATE IN ENGLISH

10

[1] Vegetables (Verduras):

- | | |
|----------------|---------------|
| 1. Zanahoria – | 6. Espinaca – |
| 2. Tomate – | 7. Brócoli – |
| 3. Cebolla – | 8. Pepino – |
| 4. Pimiento – | 9. Ajo – |
| 5. Lechuga – | 10 Patata |

OR

Q.3

TRANSLATE IN SPANISH

[1] A: Where are you from?

B: I am from Mexico. And you?

A: I am from Spain.

[2] A: How are you today?

B: I am very well, thank you. And you?

A: I am tired.

[3] A: What is your profession?

B: I am a doctor. And you?

A: I am a teacher

[4] A: Where is the school?

B: The school is near the park.

[5] Translation:

A: Are you a student?

B: Yes, I am an engineering student.

Q.4

[A] CHOOSE THE CORRECT

10

1. ¿Cuál es la forma correcta de saludar por la mañana?

- a) Buenas noches
- b) Buenas tardes
- c) Buenos días

2. ¿Qué se dice para despedirse en español?

- a) Hola
- b) Adiós
- c) Gracias

3. ¿Cuál es una forma informal de decir "¿Cómo estás?" en español?

- a) ¿Qué tal?
- b) ¿Cómo te llamas?
- c) ¿Dónde vives?

4. ¿Qué se responde generalmente a "¡Hola!"?

- a) ¡Adiós!
- b) ¡Buenas noches!
- c) ¡Hola!

5. ¿Qué se usa para saludar a alguien por la tarde en español?

- a) Buenas noches
- b) Buenas tardes
- c) Buenos días

OR

Q.4 [A] CHOOSE THE CORRECT

1. ¿Cómo ____ tú?
a) es
b) estás
2. Este restaurante ____ muy lejos.
a) eres
b) está
3. Mi hermano ____ en Madrid.
a) es
b) está
4. El examen ____ difícil.
a) es
b) está
5. La película ____ aburrida.
a) es
b) está
6. Los niños ____ en el parque.
a) son
b) están
7. ¿A qué hora ____ la fiesta?
a) es
b) está
8. La puerta ____ cerrada.
a) es
b) está
9. Los libros ____ en la estantería.
a) son
b) están
10. Nosotros ____ en casa.
a) somos
b) estamos

Q.5

CONJUGATE 5 VERBS AR GROUPE

10

1. hablar – to speak
2. estudiar – to study
3. cantar – to sing
4. bailar – to dance
5. trabajar – to work
6. escuchar – to listen
7. comprar – to buy
8. mirar – to look at/watch
9. caminar – to walk
10. nadar – to swim

OR

Q.5

Fill in the blanks with appropriate answers ar groupe verb

1. Yo _____ (hablar) español con mis amigos.
2. Tú _____ (estudiar) en la biblioteca todos los días.
3. Ella _____ (cantar) en el coro de la escuela.
4. Nosotros _____ (bailar) en la fiesta el sábado.

5. Ellos _____ (trabajar) en la oficina de lunes a viernes.
6. ¿Tú _____ (escuchar) música en tu teléfono?
7. Mis padres _____ (comprar) comida en el supermercado.
8. Nosotros _____ (mirar) una película esta noche.
9. Ellos _____ (caminar) al parque todos los fines de semana.
10. Yo _____ (nadar) en la piscina durante el verano.
11. Ella siempre _____ (llegar) tarde a clase.
12. Nosotros _____ (visitar) a nuestros abuelos los domingos.
13. ¿Tú _____ (tomar) café por la mañana?
14. Nosotros _____ (esperar) el autobús en la esquina.
15. Yo _____ (ayudar) a mi hermana con su tarea.
16. Ellos _____ (pintar) la casa de color azul.
17. Yo _____ (necesitar) más tiempo para terminar mi proyecto.
18. ¿Tú _____ (llamar) a tu amigo esta tarde?
19. Ella _____ (llevar) una chaqueta porque hace frío.
20. El profesor _____ (enseñar) matemáticas en la escuela.



Sarvajnik University



W-2024 Date: 23-11-24 Time: 08_15 am to 09_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER-3 EXAMINATION

Course Code: BMBA24308

Total Marks: 25

Course Name: Communication and soft skills-2

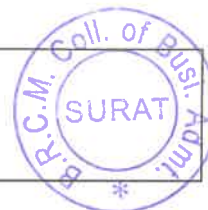
Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

	Marks
Q.1 Answer the following in short (4 × 1 Marks)	04
A. Illustrate positive attitude in personal life and professional life.	
B. How attitude can be a time waster?	
C. What is professionalism?	
D. Why is adaptability essential in a professional?	
Q.2 How to develop adaptability skills at workplace?	07
OR	
Q.2 Paresh has joined a new company but the work environment there is different from his last company. How is he supposed to maintain positivity in his attitude?	
Q.3 Illustrate basic table manners while dining at a business meeting.	07
OR	
Q.3 Illustrate the external time wasters while at work.	
Q.4 Which are the ethics at work? Why should they be followed?	07
OR	
Q.4 What is workplace diversity, and which are the ways to deal with it?	

**Sarvajani University**

W-2024 Date: 25-11-24 Time: 08_15 am to 09_15 am
Regular Exam

**BBA - SEMESTER– III EXAMINATION****Course Code: BMBA25309****Total Marks: 25****Course Name: Negotiation and Team Management****Instructions:**

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. Answer the question appropriately as per weightage of marks.

Q.1 Answer all the following questions. 06 Marks

1. Explain Trust.
2. Write sources of Personal Power.
3. Define Everest Goal.

Q.2 Answer any One. 07 Marks

1. Explain strategies of Negotiation in detail.
2. Write a note Salary negotiation.

Q.3 Answer any One. 07 Marks

1. Write a detailed note on Power and explain Positional Power.
2. Explain Trust and Collaboration and ways to build it in detail.

Q.4 Answer any one. 05 Marks

1. Detailed note on rules for effective team feedback.
2. Detailed note on how to establish S.M.A.R.T. goals.



Enrolment No. _____

Sarvajanik University



W-2024 Date: 26-11-24 Time: 08_15 am to 09_15 am
Regular Exam

B.B.A. (Hons) - SEMESTER- III EXAMINATION

Course Code: BMBA26310

Total Marks: 25

Course Name: Indian Art and Culture

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.
4. The answer should be to the point and legible.

- | | Marks |
|--|--------------|
| Q.1 Answer the following in short (4 × 1 Marks) | 04 |
| A. Identify one major characteristic of Mughal miniature paintings. | |
| B. What is the primary difference between Hindustani and Carnatic music? | |
| C. Who is considered the father of Indian cinema, and what was his contribution? | |
| D. Name two Classical dance forms of India that originated in South India. | |
| Q.2 Examine the influence of Buddhism on Indian art, especially in terms of sculpture and iconography. How did Buddhism shape artistic expressions in ancient India? | 07 |
| OR | |
| Q.2 Analyze the major styles of Indian painting from ancient to modern times, including their historical contexts and key characteristics. | |
| Q.3 Discuss the significance of folk theater in preserving regional cultures in India. Provide examples of different forms of folk theater from various regions and their culture importance. | 07 |
| OR | |
| Q.3 Discuss the significance of 'Raga' in Indian classical music. How does it contribute to the uniqueness of a performance | |
| Q.4 Explore the evolution of Indian cinematechnology, from the silent film era to the digital age, and its impact on filmmaking and audience experience. | 07 |
| OR | |
| Q.4 Discuss the role of music and dance in Indian films. How do these elements enhance storytelling and character development, and what are some iconic examples from Indian cinema? | |