### BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER – III

Subject: Business Law
Course Code: MGT 331
Full Marks: 100
Time: 3:00 Hours

You ar	e required to answer in your own words as far as applicable. The figures in the margin indicate full man	ks.
	SECTION B: SHORT ANSWER QUESTIONS $(8 \times 5 = 40 \text{ MARKS})$	
Answe	r any EIGHT questions:	
Q1.	How do you deal with physical and natural law respectively?	(5)
Q2.	What is consideration? Explain briefly.	(5)
Q3.	What are the four salient features of law? Describe in a nutshell.	(5)
Q4.	What are the elements of a valid contract?	(5)
Q5.	What are the sources of business law?	(5)
Q6.	How is a company incorporated?	(5)
Q7.	What do you mean by mediation? Explain briefly.	(5)
Q8.	What is bailment?	(5)
Q9.	What are the rights and duties of a bailor?	(5)
Q10.	Distinguish between avoidable contract and void contract.	(5)
	SECTION C: LONG ANSWER QUESTIONS ( $3 \times 10 = 30$ MARKS)	
Answe	r any THREE questions:	
Q11.	"All contracts are agreement but all agreements are not contract". Explain the statement with suitable	
	examples.	(10)
Q12.	To what extent is business law important in the society? Explain the sources of business law.	(5+5)
Q13.	Explain the salient features of a company.	(10)
Q14.	Why are intellectual property rights protected? Explain.	(10)
Q15.	How is a process of a liquidation of company carried out?	(10)

### **SECTION D: CASE STUDY (15 MARKS)**

### Q16. Read a case given below and answer the following questions:

It must be noted that by the turn of the 21st century the intellectual property rights had also become rigid in many countries which were applying them since the 1980's and 90's. It had almost become impossible for people to enter into many fields because they had become so rigid, and companies which were already in a given field had got patented and copyrighted almost anything and everything that could be researched in that field. There were many areas of business which were being dominated by large production houses and such production houses had virtually created their monopoly with the help of misusing the intellectual property rights. The areas in which patent can be taken are being cut down and existing patents and copyrights which are basically being misused are also being taken away. We must realize that striking a balance when it comes to intellectual property rights is becoming very important. More than often we are finding that such intellectual property rights are misused by the rich and powerful rather than being used to protect their interests. They use such rights in order to prevent others from progressing and not to prevent their own property being misused. The debate on whether to share or not the copyrighted material is a never ending one. There are a thousand views and no one can be said to be the perfect one. As the 21st century has dawned in people have discovered various methods of sharing material. A new term called peer to peer (P2P) sharing has developed. Peer to peer sharing is happening on an unimaginable scale over the internet every

second. Most of it is happening for free and the content it involves is usually copyrighted. Keeping aside the arguments and debates sharing material should depend on whether the owner of the material has realised his cost out of the article and his profit out of it, if yes, then the material should be shared otherwise no. This is the simplest and the most affective argument related to sharing which experts have.

Intellectual property itself could be defined as new ideas and techniques, and new discoveries etc. Intellectual property is an intangible asset. As the concept of intellectual property has gained importance even the concept of intellectual property protection has also gained importance. Countries like England, U.S.A., and Australia are more stringent while applying intellectual property protection. Developing and underdeveloped countries have less protection to provide to intellectual property. Intellectual property has become a very important part of many businesses and industries in developed countries. Intellectual property is very important and all nations should have laws to protect intellectual property. All nations must duly recognize the intellectual properties of their individuals. We must understand that intellectual property despite being intangible is very important. Economists all around the world have agreed that intellectual property adds huge value to subjects. With the 21st century knocking on our doors intellectual property protection has become very important as there are many ways now that one can have his intellectual property misused and abused. With the development of internet and its vast usage all throughout the world, crimes related to misuse of intellectual property have grown. Articles, pieces of art like movies and songs which are copyrighted to protect the rights of their producers are being openly misused on the internet through piracy. Last but not the least in order to improve the international trade and in order to ensure long term development of society, countries need to strike a balance on how to protect the people's intellectual property. The laws should not be too lenient neither should they be too stringent.

#### Questions

- a. What is your understanding about intellectual property right? (5)
- b. How it is protected by law? (5)
- c. Why it is necessary in modern business world? (5)

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### FINAL EXAMINATION: 2019

### BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER - III

Subject: Business Law Course Code: MGT 331 Full Marks: 100 Time: 3:00 Hours

R.No. .....

#### SECTION A: MULTIPLE CHOICE QUESTIONS ( $1 \times 15 = 15 \text{ MARKS}$ ) / (TIME: 15 MINUTES) Tick the best answers. What is binding on all? Q1. Law Award b. Decision Coordination Which one of the following options is salient feature of law? Q2. Sharing of resources Suing Equal treatment Treatment Q3. What is the law that has a prospective effect? Procedural law Substantive law b. Criminal law Environmental law Which is considered to be a source of business law among the following options? O4. Commercial decisions Notes Usage What does a business mean? Q5. Maintenance of peace and good order Equal treatment Fairness **Enabling environment** Q6. How many parties are involved in a contract? One party None c. Countless Two or more parties Q7. What does alone create an obligation to perform? Agreement **Promise** b. Contract Offer O8. What is called a valid contract? An agreement that includes two elements An agreement that does not include any element An agreement that includes all essential elements An agreement that includes a few elements Q9. What is a starting point of an agreement in a contract? Canvassing c. Offer Request Intimidation b. Q10. Who is deemed to be incompetent to contract? Teacher Merchant c. b. Lawyer Minor d. Q11. What does a company mean? A political organization A charity organization b. A business organization d. all Q12. What are the hearing proceedings in general court of law like? Closed Secret C d. all Open Q13. What is the decision made by Arbitrator is called technically? Output Award c. Result All d. Q14. What is the role of Mediator like in alternative dispute resolution? To lobby To make decision c. To empower conflicting parties To overwhelm the conflicting parties Q15. Which of the followings falls on the features of a company? Unlimited liability Management by representatives c. Own building d. A11 b.

## BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER – III

R.No. .....

Subject: Human Resource Management Course Code: MGT 332 Full Marks: 100 Time: 3:00 Hours SECTION A: MULTIPLE CHOICE QUESTIONS ( $1 \times 15 = 15 \text{ MARKS}$ ) / (TIME: 15 MINUTES) Tick the best answers. Q1. Majority of the disputes in industries is related to the problem of: c. Salary a. Wages b. Benefit d. All of the above Q2. .....is a systematic and planned introduction of employees to their jobs, their co-workers and the organization. a. Orientation c. Development b. Training d. Placement HRIS stands for: O3. a. Human Resource Incentive System c. Human Resource Incentive Software b. Human Resource Information System d. Human Research Information System .....is a process of assigning a specific job to each of the selected candidates: O4. a. Selection c. Placement b. Recruitment d. Orientation Q5. .....is a process for identifying and developing new leaders who can replace old leaders when they leave, retire or die: a. Human Resource Management c. Human Resource Planning

Q6. The remuneration paid by employers for the services of hourly, daily, weekly, and fortnightly to the employees is:

d. Selection

a. Wages c. Benefits

b. Salary d. Incentives

Q7. Skills enhancement processes and activities designed to provide learners with the knowledge and skills needed for their present jobs are called:

a. Training c. Development

b. Assessment d. Reinforcement

Q8. The outcomes of human resource management is:

b. Succession Planning

a. Readiness for change c. Increased productivity

b. Quality of work life d. All of the above

Q9.	Which of the following is a technique used for forecasting F	IR d	emand?
	a. Markov analysis technique	c.	Replacement planning technique
	b. Delphi technique	d.	Succession planning technique
Q10.	In, the interviewer uses pre-set standardized question	ıs wl	nich are put to all applicants.
	a. Structured interview	c.	Unstructured interview
	b. Behavioural interview	d.	Mixed interview
Q11.	Performance evaluation can be defined as a process of evaluation	ating	g
	a. Past performance	c.	Present performance
	b. Future performance	d.	Past and present performance
Q12.	There is generally an increase in wage or salary takes pl	ace.	It is sometimes accompanied by a possible
	change in designation. However, the duties and responsibility	ies r	remain more or less the same.
	a. Promotion	c.	Up gradation
	b. Rehires	d.	Transfer
Q13.	The purpose of job evaluation is to determine		
	a. Time duration of job	c.	Worth of job in relation to other jobs
	b. Expenses incurred to make a job	d.	None of the above
Q14.	A trade union activist or a trouble-maker may be transferred	l to a	remote branch where he cannot continue his
	activities. This type of transfer is known as		
	a. Remedial transfer	c.	Penal transfer
	b. Productive transfer	d.	Versatility transfer
Q15.	Which of the following is not a characteristic of trade union	?	
	a. Voluntary association	c.	Intermediary
	b. Common goal	d.	Individual actions

## BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER - III

Subject: Human Resource Management Course Code: MGT 332 Full Marks: 100 Time: 3:00 Hours

You ar	re required to answer in your own words as far as applicable. The figures in the margin indicate full marks.	
	SECTION B: SHORT ANSWER QUESTIONS $(8 \times 5 = 40 \text{ MARKS})$	
Answe	r any EIGHT questions:	
Q1.	What is HRM? What are the important functions of HRM?	(1+4)
Q2.	What is orientation program? Discuss the importance of orientation programs of newly recruited employee.	(1+4)
Q3.	"More emphasis should be given on the internal supply of employees for meeting future HR needs because	these
	employees already know the organization." Do you agree or disagree? Justify.	(5)
Q4.	What is performance appraisal? Discuss the uses of performance appraisal in growth of employees.	(1+4)
Q5.	What is trade union? Explain its importance for employees working in the organization.	(1+4)
Q6.	What do you mean by wages? Discuss about various types of wages.	(1+4)
Q7.	How would you determine the training needs of an employee? Explain.	(5)
Q8.	Discuss any two methods of forecasting demand for human resources.	(2.5+2.5)
Q9.	What do you understand by IHRM? Differentiate between IHRM and HRM.	(1+4)
Q10.	Write short notes on (any two):	(2.5+2.5)

### **SECTION C: LONG ANSWER OUESTIONS (3 \times 10 = 30 MARKS)**

c. Human resource planning

*Answer any THREE questions:* 

a. Job analysis

- Q11. State and explain the steps of selection process. Also explain any three barriers to the effective selection process. (7+3)
- Q12. What is promotion? What purpose does it serve? Describe the various bases for promotion. (2+3+5)
- Q13. Labour disputes are common in developing countries. In the perspective of the given statement, discuss the major causes of labour disputes and the methods of settlement of disputes in organization. (10)
- Q14. Differentiate between training and management development. Discuss the different types of transfer. (4+6)
- Q15. Discuss about the five emerging challenges in Human resource management. (10)

## **SECTION D: CASE STUDY (15 MARKS)**

Q16. Read a case given below and answer the following questions:

b. Placement

People might be surprised to learn that historically antiunion retailer Wal-Mart does have stores with active unions. They are not in the U.S., though; they are in Canada, China, the United Kingdom, Brazil, Argentina, Mexico and South Africa.

Wal-Mart workers in the United States haven't met with much success as they try to organize unions. Wal-Mart, like many employers, resent having a union as a third party representing workers to negotiate for working conditions, benefits, and compensation. A handful of meat cutters in the Jacksonville, Texas, store voted to join the United Food and Commercial Workers (UFCW) in 2000, but their affiliation was short lived. Within weeks,

Wal-Mart closed the meat cutting operations in 180 stores in six states, including Texas, switching to pre-packaged meat. Wal-Mart denied that the union membership had anything to do with the move.

Canadian Wal-Mart workers haven't had much more success. Workers in a few Canadian stores have won the right to representation by the UFCW. If history is any guide, they won't be dues-paying members for long. In 2005, Wal-Mart announced the closing of their store in Jonquiere, Quebec, just two months after workers voted to be represented by the UFCW. Wal-Mart explained that the store had struggled financially since it's opening, but a survey by Pollara Inc., Canada's largest polling organization; found that only 9 percent of Canadians believed that Wal-Mart closed the store for financial reasons. Workers in Saint-Hyacinthe, Quebec won the right to union representation in 2010, but voted to decertify their union in 2011. Wal-Mart management denies applying pressure on employees to abandon the union. Union supporters claim that Wal-Mart management took advantage of the high turnover characteristics of its employees to replace a union-friendly work force with new employees that were critical of the union. A few employees admitted that they become dissatisfied with the union because the 30 percent raise the union gained for them was offset by union dues.

Chinese Wal-Mart workers have found union membership much easier. The All- China Federation of Trade Unions (ACFTU) is a monopoly with over 200 million members and is affiliated with the communist party. In the face of pressure from the ACFTU, Wal-Mart agreed to ACFTU representation in several cities in China, workers will receive 8 percent pay raises each year for the next two years. The ACFTU is generally seen as much friendlier to management than unions in other part of the world.

Are U.S. Wal-Mart workers getting any closer to union representation? Possibly, proposed legislation called the "Employee Free Choice Act" (EFCA) would make unionization faster and easier by allowing union representation if over 50 percent of the employees sign a card indicating that they want to join. Presently, companies can demand a secret ballot, slowing the process. In the fall of 2008, Wal-Mart Human Resource managers reportedly alerted store managers and supervisors that if Barack Obama were elected president, that it was likely that the "Employee Free Choice Act" would sail through congress and be quickly signed by Obama. David Tovar, a Wal-Mart spokesman, is quoted as saying "We believe EFCA is a bad bill and we have been on record as opposing it for some time. We feel educating our associates about the bill are the right thing to do." Some managers present at the meetings interpreted HR's remarks to endorse John McCain, Obama's opposition in the 2008 election. Federal election laws allow companies to advocate specific political candidates to management, but not hourly workers. The supervisors who attended the meetings were hourly workers, but the managers were not.

#### **Ouestions:**

a. What are the advantages and disadvantages to Wal-Mart of working with unions? (4)

(4)

- . Explain the advantages and disadvantages of union membership from the employee perspective.
- Explain the consequences of Wal-Mart's efforts to slow or stop union representation in the
   United States.
- d. Which laws regulate the activities of Wal-Mart and the employees in the organizing efforts? Do you believe Wal-Mart is ethical in its efforts to stop the union? (4)

## FINAL EXAMINATION: 2019

## BACHELOR OF BUSINESS ADMINISTRATION [BBA]

SEMESTER – III

C1-:		SE.	WIESTER -	1111		C	- 1 MCT 222
	ect: Cost Accounting  Marks: 100						ode: MGT 333 ne: 3:00 Hours
	are required to answer in your own	words as far	as applicab	ole The fig	oures in the		
1000	SECTION B: SHOR						att marks.
Answ	ver any EIGHT questions:		<b>Q</b> 020110		- 10 11212		
Q1.	Describe the types of cost on the b	asis of Behav	ior with ex	amples.			[5]
Q2.	Define Batch costing with its featu	ires.		-			[5]
Q3.	Differentiate between financial and	d cost Accour	nting.				[5]
Q4.	Explain the operating costing with	its objectives	S.				[5]
Q5.	Cost structure of ABC Company a	t different vo	lumes of pr	oduction h	nas been gi	ven below.	
	Production in units	400	500	800	1000		
	Cost in Rs	500	600	900	1100		
	<b>Required:</b> - Segregation of cost in	ito variable ai	nd fixed cor	mponent u	sing least s	square method.	[5]
Q6.	Following information of inventor	• •	t were give	n.			
	Yearly demand of material	5,000 units		cost per p	rocuremen	t Rs 2, 500	
	The unit cost is Rs 400 and inventor	ory holding c	harge is 259	% per year	•		
	<b>Required:</b> - a] Monthly optimum	quantity	b] Total	l cost of E	OQ		[3+2]
Q7.	Take home pay proposed under Ha	alsey premiur	n plan to a	worker [W	ho is in 20	0% tax bracket] is 1	Rs 3,240. The
	pay was determined at an hourly w	age rate of R	s 30. The sp	pecificatio	n of norma	al time for the job	was 150
	hours.						
	<b>Required:</b> - Actual time taken by	the worker					[5]
Q8.	Discuss the conditions of determin	ing profit and	d loss on inc	complete c	contract.		[5]
Q9.	The following information is avail	able from the	books of M	<b>I</b> anakama	na Compan	ıy.	
	a. Loss as per Financial account R	ks 9,500.					
	b. Depreciation charged in financi	al account Rs	s 30,000 wh	ile record	ed in cost a	account Rs 20,000	
	c. Works overhead over absorbed		nt by Rs 12	2,000.			
	d. Interest on investment received						
	e. Gain on sales of computer Rs 5		l in financia	al account	only.		
	<b>Required:</b> - Cost Reconciliation S						[5]
Q10.	Following information of inventor	-	_	n.			
		2, 20,000 K.					
	Re- order level	1, 60,000 K.					
	Consumption	24,000 - 40,0	000 K.gs				
	Re- order period 2 -4 wee	eks					
	<b>Required:</b> - a] Re- order quantity		Ainimum st				[2.5+2.5]
	SECTION C: LO	ONG ANSWI	ER QUEST	TIONS [3	$\times$ 10 = 30	MARKS]	
	ver any THREE questions:		1 4 4	.1	1		S
QII.	Explain the importance of cost acc	ounting. In w	nat essentia	ai respects	does cost a	accounting differ i	
012	management accounting?	los the fellow	ina aast maa	ondo.			[5+5]
Q12.	A Manufacturing Company Provide Production during the year		ong cost rec	corus:			
	Purchase of Raw materials	•					
			, 00,000				
	Direct Labour		, 00,000				
	Factory overhead		, 50,000				
	Administrative Expenses		, 20,000				
	Selling Expenses per unit	Rs 1					
	Selling price per unit	Rs 3	5				

The opening and closing balance of inventories are as follows:

Particulars	Opening Balances	Closing Balances
Raw Materials	Rs 50,000	Rs 70,000
Work in Progress	Rs 1,20,000	Rs 70,000
Finished Goods	5,000 Units	10,000 Units

**Required:** - Cost Sheet. [10]

Q13. The following particulars are provided on a contract for Rs 6,00,000 commenced in Baishakh.

- Materials Rs 20,000 - Wages Rs 64,000 - Plant Rs 20,000 - Overheads Rs 8,600

Cash received is 80% of the work certified. The value of materials at the end was Rs 10,000. The plant is to be depreciated at 20% per annum.

**Required:** - Contract account assuming the work certified is:

a. [10]

b. Rs 1, 00,000 c. Rs 2,90,000 d. Rs 4, 50,000.

Q14. A company Ltd. has three production department X,Y,Z and two service departments S1 and S2. The actual cost for a period are as follows:

Rent and rates Rs 4,000 Power Rs 2,500

Depreciation Rs 1,000 indirect wages Rs 9,000

Particulars	X	Y	Z	S1	S2
Direct wages [Rs]	5,000	2,000	3,000	1,000	2,000
Direct Material[Rs]	1,000	2,000	4,000	2,000	1,000
Area in sq. fit.	500	250	500	250	500
cost of plant[Rs. in Lakh]	20	40	20	10	10
Machine Hours	1000	2000	4000	1000	1000
Horse power of Machine	50	40	20	15	25
Service rendered by s1 and s2	50%	30%	20%	-	-

**Required:** - Apportionment of the overhead cost to the various departments on the most equitable basis [10] Q15. A product passes through two process for completion. The output of process A is charged to process B at a price calculated to give a profit of 20% on the transfer price. The output of process B is charged to finished stock at 25% profit on Transfer Price. The stocks in process are valued at prime cost. The following information is obtained for the period.

Particulars	Process A	<b>Process B</b>	Finished stock
Material (Rs.)	8,000	20,000	
Wages (Rs.)	15,000	20,000	
Production overhead (Rs.)	20,000	30,000	
Opening stock (Rs.)	2,000		10,000 5,000
Closing stock (Rs.)	5,000	10,000	16,500
Inter process profit included in opening stock		2,000	1,500
Sales during the period were			Rs. 1, 98,000

**Required:** a. Process A account b. Process B account c. Finished stock account

#### **SECTION D: CASE STUDY [15 MARKS]**

Q16. Read a case given below and answer the following questions:

Activity based costing system is concerned with ascertainment of costs. In ABC, resources are assigned to activities based upon consumption and activities are assigned to cost objectives based on consumption. ABC assumes and gives due importance to causal relationship of cost drivers to activities.

In traditional costing system, overhead costs are assumed to be influenced by only level of activity that is units, labour hours and machine hours produced.

A company Ltd. makes three main products using broadly the same production method and equipment for each. A traditional product costing system is used at present although an ABC system is being considered. Details of the three products and relevant information for a period are:

Particulars	Product P	Product Q	Product R
Output in units	1000	500	200
Material per unit	200	150	300
Wages per hrs [Rs]	100	200	150
Machine hrs per unit	2	4	5
Labour hrs per unit	30 Min.	45 Min.	15 Min.

## The production overheads and cost drivers are as follows:

Overheads	Cost drivers	Amount [Rs]
Material handling cost	No of orders	68,000
Set up cost	No. of production runs	34,000
Store receiving expenses	Requisition raised	35,000

## Additional information:

- The number of order being a batch of 25 units for each product and total number of order was 68.
- Three products were produced in a production run of 100 units each.
- Number of requisition raised from the store for product A, B and C were 20, 10 and 5 respectively.

## Required:-

a.	Calculate the cost per unit of each product by using traditional costing method.	[4]
b.	Find out the rate of each cost driver involved in manufacturing three products.	[4]
c.	Compute the cost of each product under activity based costing method.	[2]
d.	Comment on the reasons for any differences in the cost between traditional and ABC method.	[2]
e.	What will you suggest the management to choose more appropriate method of product costing? Why?	[3]



### FINAL EXAMINATION: 2019

## $\begin{array}{c} {\sf BACHELOR\ OF\ BUSINESS\ ADMINISTRATION\ (BBA)} \\ {\sf SEMESTER-III} \end{array}$

		R.No	)			
	ct: Cost Accounting Marks: 100	C	Course Code: MGT 333 Time: 3:00 Hours			
	SECTION A: MULTIPLE CHOICE QUESTIONS	$(1 \times 15 = 15 \text{ MARKS}) / (\text{TIME: } 15)$	5 MINUTES)			
Tick t Q1.	he best answers.  Which of the following is the job of contract costing?					
	a. To determine the amount of contract price					
	b. To explore financial position of a contractee					
	c. To know the amount of operating result from a contra	ract				
	d. To fix the number of labour involved in a contract					
Q2.	Which of the following statement is true?					
	a. The cost of electricity paid is variable cost.					
	b. Purchase of raw material is included in indirect mate	erial				
	c. The cost of work done but not certified yet is known as work certified					
	d. The time require for delivery of material is known a	as lead time				
Q3.	The following information relates to the process for one	month:				
	Input 6,000 units					
	How many units will be achieved as output from the pro-	ocess if 10% normal loss and 50 unit	s abnormal gain is			
	expected?					
	a. 5,450 units	c. 5550 units				
	b. 5,400 units	d. 5250 units				
Q4.	Dividend provided to shareholders is:					
	a. Shown in cost accounting	c. Ignored				
	b. Shown in financial accounting	d. None of the above				
Q5.	The process of allocating overhead of service departmen	nt into production department is kno	wn as:			
	a. Allocation	c. Re- apportionment				
	b. apportionment	d. segregation				
Q6.	The economic order quantity for a product is 600 units.	The annual ordering cost is Rs 4,800	0.			
	Which of the following is true?					
	a. The annual demand for a product is 600 units.					
	b. The annual carrying cost is Rs 4,800					
	c. The average carrying cost per unit is Rs 8					
	d. The cost of placing an order is Rs 8					
Q7.	The workers who are entitled to wages on the basis of th	neir output are called as:				

c. Casual worker

d. Piece workers

a. Out workers

b. Badali workers

Q8.	The amenities expenses is best apportioned to cost centers using:						
	a. Floor area of cubic capacity	c. The v	value of machinery				
	b. The number of employees	d. The n	number of KWH				
Q9.	From the industries listed below, choose the one most l	kely to use process	costing in accounting for production				
	costs:						
	a. Road builders	c. Electr	rical contractor				
	b. Automobile repair shop	d. News	paper publisher				
Q10.	Re order quantity is defined as:						
	a. How much to buy	c. When	n to buy				
	b. What to buy	d. Why	to buy				
Q11.	A high level turnover is indication of:						
	a. High productivity	c. Ineffe	ective personnel management				
	b. High cost of production	d. Effec	tive training				
Q12.	Fixed cost per unit increases when:						
	a. Production increases	c. Varia	ble cost per unit decreases				
	b. Production decreases	d. Prime	e cost per unit decreases				
Q13.	Which of the following wage payment system is most accepted by workers?						
	a. Halsey plan	c. Taylo	or's plan				
	b. Rowan plan	d. Gantt	's plan				
Q14.	Cost account is an important system developed for:						
	a. Shareholder	c. Finan	icial institution				
	b. Management	d. Gove	rnment				
Q15.	1/3 portion of Notional profit can be transferred to P\L	/c:					
	a. When the contract just started	c. Less	than ½ Portion of contract completed				
	b. More than ½ portion of contract completed	d. None	of the above				
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### FINAL EXAMINATION: 2019 BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER - III

d. Front office

in

				R.No		
Subje Full N		ourism and Hospitality Management : 100		Course Code: MGT 3 Time: 3:00 Ho		
		SECTION A: MULTIPLE CHOICE QUESTION	ONS (1 × 15 =	15 MARKS) / (TIME: 15 MINUTES)		
Tick to Q1.		st answers.  hich one of the following is a social-cultural obj	ective of the to	urism?		
Q1.	a.	Habitat preservation	c.	Provide community and tourist facilities		
	b.	Increase foreign currency earnings	d.	Eliminate activities like terrorism		
Q2.						
<b>Q</b> 2.		"Nepal is a small country difficult to be located in the world map. Tourism helps to showcase the country different parts of the world." Which significance of tourism does it imply to?				
	a.	Employment generation	c.	Social-cultural exchange		
	b.	Publicize the nation	d.	Source of government revenue		
Q3.		purism is a composite product because:	-	200000000000000000000000000000000000000		
<b>C</b> .	a.	It cannot be provided by a single provider				
	b.	It is a highly specialized product.				
	c.	Production can only take place if there is a cus	stomer present.			
	d.	It cannot be transported.	•			
Q4.	Which of the following is not a tourism marketing intermediary?					
	a. A wholesale tour operator selling to retail travel agents.					
	b.	A wholesale tour operator selling directly to the	ne traveler.			
	c.	A retail travel agent selling to the traveler.				
	d.	A hotel selling directly to the traveler.				
Q5.	W	hat is an itinerary?				
	a.	It is a passport.				
	b.	It is a form to be filled by the tourist.				
	c.	It is a detailed plan for a journey, especially a	list of places to	visit with corresponding ideas.		
	d.	It is a map of the place where the tourist is visi	iting.			
Q6.	MakeMy trip.com and Yatra.com are examples of which kind of travel agency?					
	a.	Commercial agency	c.	E-travel agency		
	b.	Full service agency	d.	Special interest travel agency		
Q7.	Which type of hotel comprises leisure tourists as their main target segment?					
	a.	Commercial hotels	c.	Suburb hotels		
	b.	Casino hotels	d.	Resort hotels		
Q8.	W	hich department of the hotel includes the duties	of keeping the	areas of the hotel clean?		
	a.	F&B	c.	Accounts		

b. Housekeeping

Q9.	Which type of room is situated on the terrace of a hotel building?			
	a. Quad room	c.	Luxury suite	
	b. Penthouse suite	d.	Deluxe room	
Q10.	In an American plan, room rate consists of:			
	a. Early morning tea only			
	b. Early morning tea, continental breakfast			
	c. Early morning tea, American breakfast, lunch or dinner			
	d. Early morning tea, three meals a day			
Q11.	Which department of front office is responsible for handling	gue	st luggage?	
	a. Reservation	c.	Reception	
	b. Concierge	d.	Bell Desk	
Q12.	Which department of housekeeping acts as a nerve system	cen	ter for coordination and communication with the	
	front office and other departments?			
	a. Lost and found	c.	Linen	
	b. Laundry	d.	Control desk	
Q13.	Which department of food and beverage service is responsi	ble f	For the correct cleaning, drying and storage of all	
equipment used in the preparation and cooking of food and beverage?			rage?	
	a. Room service department	c.	Bar department	
	b. Banqueting and catering department	d.	Stewarding department	
Q14. Which one of the following is true for commercial and promotional events?		nal events?		
	a. Their ability to attract large audience			
	b. Run by local enthusiastic communities			
	c. Attract international sportsmen and women at the highest level			
	d. Well known for their ability to attract large number of a	udier	nces	
Q15. What does perishability of events mean?				
	a. Events should not be repeated in the same way all the time.			
	b. Event offers values such as memories and happiness.			
	c. Events reoccur in terms of both format and time interval.			
	d. Events are unusual to create new ceremonies accompani	ed b	y new traditions.	
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## FINAL EXAMINATION: 2019 BACHELOR OF BUSINESS ADMINISTRATION (BBA)

SEMESTER - III

Subject:Tourism and Hospitality Management Course Code: MGT 334 Full Marks: 100 Time: 3:00 Hours You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks. SECTION B: SHORT ANSWER QUESTIONS ( $8 \times 5 = 40$  MARKS) Answer any EIGHT questions: "Tourism industry provides so many benefits to the people, society and country through different perspectives." Describe the significance of tourism in the context to Nepal. (5) Q2. Explain in brief the integrated model of tourism. (5) Describe the functions of travel agency in the tourism industry. (5) Q4. Who is a tour operator? How does a tour operator differ from a travel agent? (2+3)O5. With examples, explain in brief how hospitality industry is different from other industries. (5) Explain any five types of rooms in detail (5) Q7. Describe the significance of front office department in hotel industry. (5) Q8. Explain the underlying factors to be considered while selecting cleaning equipments for a five star category hotel. (5) Q9. Events act as important motivators for tourism. With respect to the statement given, explain the role of events for promotion of tourism. (5) Q10. Write short notes on: (Any two) (2.5+2.5)a) Package tours b) European plan Vs. Continental plan c) Single point service **SECTION C: LONG ANSWER QUESTIONS (3 \times 10 = 30 MARKS)** Answer any THREE questions: Q11. "Tourism does not only mean travelling to a particular destination but also includes all activities undertaken during the stay." Discuss in detail, the components of tourism and objectives of tourism in the context to Nepal. (5+5)Q12. Discuss the positive and negative impact of tourism on economy and culture, with suitable examples. (5+5)O13. "Hotel targets many markets and can be classified according to the markets they attempt to attract their guests and also on the basis their location." Describe the different types of hotels according to the classification given in the statement. (5+5)Q14. Draw the organization chart of front office department of a five star hotel and describe the different departments and their functions in detail. (3+7)Q15. "Event Management is the process of creatively applying necessary professional skills in organizing a focused event for

a target audience to achieve a desired objective." In the light of the above statement, explain the need of event

(5+5)

management and the key factors of best event management.

### **SECTION D: CASE STUDY (15 MARKS)**

Q16. Read a case given below and answer the following questions:

### **Hyatt's E-commerce business strategy**

Hyatt uses a business to consumer (B2C) e-commerce business strategy. They use combination of selling tangible and intangible products and services on a global scale. Hyatt has identified the need to use global e-commerce strategy to reach out to their customers worldwide. "Customers expect interactive capability wherever possible, in their own language and culture and adapted to their own environment." (Doole and Lowe, 2004). The effect on Hyatt's marketing has had a promising influence. They strive to provide in-depth information to customers; this includes information on their resorts, what offers they have and about the company itself.

#### **Hyatt as innovators**

Hyatt sees themselves as innovators when it comes to technology. Mintel (2003) argued that recent examples of this included the introduction of 'E-folio' (an expense management tool for the business traveler) and the installation of high speed internet in all their hotels meeting rooms. The main website offers a range of information to the customers that visit the website. This has been designed to keep their customers interested in the website and the company. It focuses on informing and offering customers the chance to visit every hotel, at any location with the click of a button. Hyatt also uses this E-commerce strategy to sell rooms wherever possible and helps to inform customers of the other services they provide.

### Hyatt customer experience

The opportunities for exploiting e-commerce by companies are truly international and this favors global players. So for Hyatt this innovation allows them to meet what they see as their consumers high expectations of service quality and image form the ways in which they conceptualize, sell and deliver their products and services.

Therefore, they have recognized the need to constantly update their website and to constantly review how they sell their products and services. Hyatt has identified the need of their consumers and has implemented this on every hotel page they operate, even offering the guest a number of things including the option to download a hotel brochure for themselves. Using the latest techniques for selling through the internet, Hyatt are ensuring that their customers can find them, get to know them and purchase products and services that are relevant to their needs whenever and wherever at the click of a button.

### **Questions:**

- a. Analyze the case and summarize the main points.
- b. Explain the strategies which Hyatt is using to reach to its customers? Do you think such strategies are beneficial in today's global hospitality world? Justify your answer. (2+3)

(5)

c. Point out other emerging trends in the hospitality industry to provide a better guest experience. (5)

## FINAL EXAMINATION: 2019

## $\begin{array}{c} \text{BACHELOR OF BUSINESS ADMINISTRATION (BBA)} \\ \text{SEMESTER} - \text{III} \end{array}$

		R.No
	t: Financial Management II arks: 100	Course Code: MGT 335 Time: 3:00 Hours
	SECTION A: MULTIPLE CHOICE QUESTIONS	$(1 \times 15 = 15 \text{ MARKS}) / (\text{TIME: } 15 \text{ MINUTES})$
	e best answers.	
Q1.	Rational investor are:	Distance (m. 1
	a. Risk taker	c. Risk neutral
02	b. Risk averter	d. None of the above
Q2.		nvestable fund in stock X and 80 % in stock Y. Stock
	X has return of 10 % and stock Y has 15 %. What v	-
	a. 20 %	c. 15 %
02	b. 10 %	d. 14 %
Q3.	Cost of capital for bonds and debenture is calculated	
	a. before tax basis	c. Risk free rate of interest deposit
0.4	b. after tax basis	d. none of the above
Q4.	In order to find out cost of equity capital under CAl	
	a. Beta factor	c. Market price of equity share
05	b. Market rate of return	d. Risk free rate of return
Q5.	Tax rate is relevant and important for calculation of	-
	a. Equity share capital	c. Debenture
06	b. Preference share capital	d. a and b above
Q6.	Capital structure is the proportionate mix of:	
	a. Short term and Long term financing	c. Permanent and long term financing
o <b>=</b>	b. Different components of assets	d. Long-term assets
Q7.	Degree of financial leverage is the measure of response	
	a. Non operating income	c. EPS
•	b. operating income	d. Sales
Q8.	A firm using both debt and equity capital is called:	
	a. Levered firm	c. Multinational company
•	b. Unlevered firm	d. Joint venture firm
Q9.	Degree of operating leverage is the measure of resp	
	a. Non-operating income	c. EPS
	b. operating income	d. Profit after tax
Q10.	The use of debt capital increases theof a	
	a. Business risk	c. Interest rate risk
	b. Financial risk	d. Systematic risk
Q11.	The additional value created by the merger of two of	-
	a. Energy value	c. Financial value
	b. Economic value	d. Synergy value
Q12.	Target Company may accept the proposal of acquir	
	a. Known as friendly takeover	c. Partially friendly

d. partially hostile

b. hostile takeover

Q13.	A warrant has an exercise price of Rs. 15. The underlying common stock has a market price of Rs. 10.			
	The formula value of warrants would be			
	a. Rs 5			
	b. Rs 0			
	c. Rs -5			
	d. Cannot be determined from the information give	en		
Q14.	The conversion value of a convertible bond is defined as thetimesthe			
	a. Conversion ratio, conversion price	c. Conversion ratio, common stock price		
	b. Conversion premium, exercise price	d. Conversion ratio, exercise price		
Q15.	is a call option issued by a company on its securities, usually common stock.			
	a. Debenture	c. Futures contract		
	b. Warrant	d. Extendible note		
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### BACHELOR OF BUSINESS ADMINISTRATION (BBA) SEMESTER – III

Subject: Financial Management - II

Full Marks: 100

Course Code: MGT 335

Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

#### **SECTION B: SHORT ANSWER OUESTIONS (8 \times 5 = 40 MARKS)**

Answer any EIGHT questions:

Q1. Define risk. Explain about the statistical tools to measure the risk.

[2+3]

Q2. Followings are the probability distributions of rates of return associated with Stock A and B:

Probability	Stock A (R A)	Stock B (R <sub>B</sub> )
0.15	(10) %	15 %
0.20	5	10
0.30	10	5
0.35	20	0

Calculate the correlation coefficient between the returns of two stocks. Would you think that forming a portfolio of these two stocks reduces the risk? Why or why not? Explain. [3+2]

Q3. ABC has a target capital structure of 40% common stock, 10% preferred stock, and 50% debt. Its cost of equity is 12%, the cost of preferred stock is 8%, and the cost of debt is 10%. The relevant tax rate is 50%. What is ABC's WACC?

[5]

Q4. The balance sheet of the Maratha Corporation shows a capital structure as follows:

Particulars	Amount
Bonds(8% interest)	200,000
Common stock	1,800,000
Total claims	2,000,000

Its rate of return before interest and taxes on its assets of Rs 2 million is 20%. The value of each share (whether market or book value) is Rs 40. The firm falls in the tax bracket of 40%. Calculate its earnings per share.

Q5. What do you mean by convertibles? Why company issue convertibles?

[2+3]

- Q6. The apple company has warrants outstanding that expire in three years. Each warrant entitles the holders to purchase one share of common stock at an exercise price of Rs 50 per share. Determine the theoretical value and premium over the theoretical value if the respective prices of the common stock and warrants are:
  - a. Rs 35 per share and Rs 1.50 per warrant.

[2.5]

b. Rs 55 per share and 12 per warrant.

[2.5]

- Q7. Discuss the "Modigliani and Miller theory "with assumption and give your opinion about this theory.
- Q8. What are the motives behind merger and acquisition? Explain.

[5] [5]

- Q9. Stock A offers expected return of 14% with standard deviation of 6%. Stock B offers expected returns of 8% with standard deviation of 3%. The correlation coefficient between the return of stock A and B is 0.5. What is the risk of the portfolio consisting of 40% investment in stock A and remaining in stock B.
- O10. Write short notes on (any two):

[2.5+2.5]

a) Capital Market Line

b) Financial Leverage

c) Warrants

### SECTION C: LONG ANSWER QUESTIONS $(3 \times 10 = 30 \text{ MARKS})$

Answer any THREE questions:

- Q11. Describe the various theories of the capital structure of firm. Which theories of capital structure are more relevant and important in the Nepalese public limited companies? [10]
- Q12. In this era of globalization, what are the problems and prospects for merger and acquisitions in a developing country like Nepal? Discuss. [10]

Q13. Three financing plans are being considered by a Maratha Company, which requires Rs 8,000,000 for a construction of a new plant. The EPS and the current market price of the share is Rs 30. It has tax rate of 40%. The debt financing can be arranged as follows:

Up to 200,000 @ 10% from 200,000 to 600,000@14% and over Rs 600,000 @ 18% .It has been assumed that the issue of share has been made at Rs 30 in each case. The three financing plans and the corresponding EBIT are as follows:

Plan I: Rs. 200,000 debt; Expected EBIT Rs 600,000

Plan II: Rs. 600, 000 debt; Expected EBIT Rs 800,000

Plan III: Rs 1200,000 debt, Expected EBIT Rs, 1,000,000

Find out the EPS for all the three plans and suggest which plan is better from the point of view of the company.[10]

Q14. ABC Company has warrants issued that allow the holder to purchase 4 shares of stock for a total of Rs. 100 each warrants. Currently the market price per share of the company is Rs 20. Investor holds the following probability beliefs about the stock price 6 months hence.

Market price per share	15	20	22	35
Probability	0.30	0.25	0.20	0.25

a. What is the present theoretical value of warrants?

[4]

b. What is the expected value of stock price 6 month?

[3]

c. What is the expected theoretical value of warrants 6 months hence?

[3]

Q15. Himalayan Company is financed by two sources of funds: bonds and common stock. The capital structure consists of Rs 3 million worth of bonds and 7 millon worth of stock. The bonds have a 14 percent yield to maturity, and the stock is expected to pay Rs. 400000 in dividends this year. The growth rate of dividends has been 12 percent and is expected to continue at the same rate. The corporate tax rate on income is 40 percent, what is the cost of capital for the company?

### **SECTION D: CASE STUDY (15 MARKS)**

Q16. Read a case given below and answer the following questions:

Computer the cost of debt and preferred stock assuming tax rate is 40 percent.

a. A bond, sold at par, with 10 percent coupon.

[3]

- b. ABC Company has sold a perpetual bond that has a Rs 1,000 par value and coupon interest of 12 percent. A new issue would have a Rs 30 flotation cost. [4]
- c. IMS Company issued a 20 -year, 8 percent bond .The bond currently sells for 107 percent of face value. [4]
- d. A Company can issue perpetual preferred stock at a price of Rs 47.50 a share. The issue is expected to pay a constant annual dividend of Rs 3.80 a share. What is the company's cost of preferred stock? [4]

