**Pragnya Education Trust’s**

**Pragnya College of Management & Computer Studies,**

**Handewadi, Pune-411060**

Class: BBA Sem V Max. Marks: 30

Subject: Supply Chain & Logistics Management Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Concept, Objectives and Functions of Supply Chain Management?
2. Explain the Strategies of Warehousing and Storekeeping?
3. Explain the Role of IT in SCM. What are its Problems and Prospects?
4. What is the Role of Human Resources in SCM. Also explain the Linkage between HRM and SCM.

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**Handewadi, Pune-411060**

Class: BBA Sem V Max. Marks: 30

Subject: Entrepreneurship Development Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Differentiate between Entrepreneur, Manager, Intrapreneur. Also explain the Factors influencing Entrepreneurship?
2. Explain the Tools and Techniques: Environmental scanning for business opportunity Identification.
3. Explain the Industrial Sickness in India – Symptoms, process and Rehabilitation of Sick Units?
4. Write a short note on:

* Government Financial Institutions: Khadi and Village Industries Board (KVIB)
* Prime Minister Employment Generation Programme (PMEGP).

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Class: BBA Sem V Max. Marks: 30

Subject: Business Laws Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the definitions and elements of Contract- consideration, other essential elements of a valid contract?
2. Write a short note on:
   1. The Indian Partnership Act, 1932
   2. Limited Liability Partnership Act 2008
3. What do you mean by Transfer of ownership and delivery of goods?
4. Explain the Concept of Arbitration & Conciliation?

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Class: BBA Sem V Max. Marks: 30

Subject: Research Methodology Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the concept of Research Methodology. Also explain the types of research along with Criteria of Good Research?
2. What is Research Design? Also explain the Types of Research Design?
3. What are the Methods of Data Collection and Processing and Analysis of Data?
4. Write a note on Report Writing?

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Class: BBA Sem V Max. Marks: 30

Subject: Analysis of Financial Statements Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Tools and Techniques of financial analysis?
2. Explain the Meaning, Importance, and Advantages & Limitations of Ratio analysis?
3. Write about Meaning, Objectives, Uses, and Limitations of Cash Flow Statement?
4. What are the Limitations of Fund Flow Statement?

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Class: BBA Sem V Max. Marks: 30

Subject: Sales Management Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the meaning of Sales Planning and control?
2. Explain the Specific Characteristics of a successful salesman?
3. Explain the procedure and criteria for Recruiting, Selection and Training of Sales force?
4. What are the Recruiting, Selection and Training of Sales force?

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Class: BBA Sem V Max. Marks: 30

Subject: Sales Management Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

Explain the Nature, objectives and Importance of HRM personnel Management?

Write about Procedure for transfer- Dismissal Absenteeism?

Explain the need and importance of Training Development and performance Appraisal?

Write a note on the New Trends in Human Resource Management

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Class: BBA Sem V Max. Marks: 30

Subject: Long Term Finance Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Write a short note on :
   1. Over Capitalization and Under Capitalization
   2. Capital Budgeting
2. What do you mean by Owned and Borrowed funds?
3. Explain the internal & external factors affecting Capital Structure?
4. What are the risks under decision making process?

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Class: BBA Sem V Max. Marks: 30

Subject: Retail Management Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Definition & Importance, Functions of Marketing Channels?
2. Explain the new Trends in Wholesaling?
3. What are the factors affecting location decision – Site Selection –Location based retail Strategies?
4. What is the Concept, Importance, Functions – Steps in merchandising planning?

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**Pragnya College of Management & Computer Studies,**

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Class: BBA Sem V Max. Marks: 30

Subject: Human Resource Practices Time: 1 Hours

**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Differential important provisions of the Minimum Wages Act, 1948 and payment of wages Act 1936?
2. What are the important provisions the factories Act, 1948 regarding working conditions?
3. What are the Pre-requisites for effective participation in workers participation?
4. Explain the Definition objectives and importance of IR?