**Pragnya Education Trust’s**

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

**Handewadi, Pune-411060, 2018-2019**

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 of Global Supply Chain Management?
2. Explain the Material Handling System Design and Decision?
3. Explain the Role of Inventory Management and its Role in Customer?
4. What is the Role of Human Resources in SCM. Also explain the Linkage between HRM and SCM.

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

**Handewadi, Pune-411060 2018-2019**

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 Types of Entrepreneurs, Qualities and Functions of Entrepreneur.

1. Explain the Meaning, Objectives and Functions of MSMEs along with the Challenges of MSMEs,
2. Write a short note on:

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

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**Handewadi, Pune-411060, 2018-2019**

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 Performance of the contract and breach of contract and remedies?
2. What do you mean by Transfer of ownership and delivery of goods?
3. Explain the Concept of Formation of the contract of sale, Concept and Essentials. Sale and agreement to sale?
4. Write a short note on:
   1. The Indian Partnership Act, 1932
   2. Limited Liability Partnership Act 2008

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**Handewadi, Pune-411060, 2018-2019**

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 Research Approaches, Significance of Research, and Research Process?
2. Explain the Steps in Sampling Design?
3. What are the Methods of Data Collection and Processing and Analysis of Data?
4. Write a note on Research Paper Writing and Referencing Styles?

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**Handewadi, Pune-411060, 2018-2019**

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. What are the Limitations of Fund Flow Statement?
2. Explain the Meaning, Importance, and Advantages & Limitations of Ratio analysis?
3. Write about Methods of Cash Flow Statements- Direct methods and indirect methods?
4. Explain the Tools and Techniques of financial analysis?

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**Handewadi, Pune-411060, 2018-2019**

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 Definition and meaning, Objectives, Sales Research, Sales Forecasting methods?
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 Procedures and criteria extensively used as selection tools for recruiting and testing sales ability?

**Pragnya Education Trust’s**

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

**Handewadi, Pune-411060, 2018-2019**

Class: BBA Sem V Max. Marks: 30

Subject: HRM Principles Time: 1 Hours

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

1. Explain the Functions of Human Resource Management, Strategic HRM?
2. What do you mean by Labour Turnover- causes and control of labour turnover?
3. Explain the need and importance of Training Development and performance Appraisal?
4. What is the Impact of Economics Reforms and challenges Ahead in sales?

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

**Handewadi, Pune-411060, 2018-2019**

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 Equity Shares, Preference Shares?
3. Explain the internal & external factors affecting Capital Structure?
4. What are the Decisions making under risk, uncertainty and profitability?

**Pragnya Education Trust’s**

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

**Handewadi, Pune-411060, 2018-2019**

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 Intensive, Selective & Exclusive distribution strategies?
3. What are the factors affecting location decision – Site Selection –Location based retail Strategies?
4. What is the Category management: Definition and process?

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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. Write a note on Executive compensation- Wage Incentive schemes and Requisites for effective incentive plans?
2. Explain the Differential important provisions of the Minimum Wages Act, 1948 and payment of wages Act 1936?
3. What are the important provisions the factories Act, 1948 regarding working conditions?
4. Explain the concept and importance Employee safety?