

**OP JINDAL UNIVERSITY, RAIGARH****BACKLOG EXAMINATION, December 2023****BBA IV Semester  
School of Management****Team Building & Leadership****Time: 3 Hrs.****Max. Marks: 100****Answer any one question from each section****All questions carry equal marks****Section A (Unit-I) ( 20 marks)****M CO KL**

1	a.	Explain the difference between leadership and authority.	10	CO3	KL4
	b.	According to you, what is the quality required to be a good leader?	10	CO2	KL3

**OR**

2	a.	What do you mean by Leadership? Explain in detail why it is important in the organization.	10	CO4	KL3
	b.	Explain the difference between leadership and manager.	10	CO6	KL5

**Section B (Unit-II) ( 20 marks)**

3	a.	Describe how you can measure the quality of your decisions.	10	CO6	KL4
	b.	Why are decision-making skills important in management and how we can improve decision-making skills?	10	CO5	KL5

**OR**

4	a.	How you will measure the quality of your decisions, highlight the points in detail.	10	CO3	KL3
	b.	What are the different techniques for making an effective decision?	10	CO2	KL2

**Section C (Unit-III) ( 20 marks)**

5	a.	What are the different challenges in generating creative ideas and how to overcome them?	10	CO3	KL4
	b.	What are the different techniques of time management? Explain in brief.	10	CO4	KL5

**OR**

6	a.	How to improve the problem-solving skills and what are steps for it.	10	CO4	KL5
	b.	What is the different skills required for time management? Explain in brief.	10	CO3	KL2

**Section D (Unit-IV) ( 20 marks)**

7	a.	What do you mean by the word "Team" and what are the types of it.	10	CO2	KL3
	b.	What is "Outbound Training"? Why it's required in the organization and what are its benefits?	10	CO3	KL4

**OR**

8	a.	What do you mean by "Team Building"? Explain its process in detail.	10	CO6	KL5
	b.	What is "Outbound Training"? Why it's required in the organization and what are its benefits?	10	CO3	KL4

**Section E (Unit-V) ( 20 marks)**

9	a.	What does "Empowerment mean? What are the four dimensions of employees empowerment?	10	CO3	KL4
	b.	What are the barriers to empowering and how to make employee empowering effective?	10	CO6	KL5

**OR**

10	a.	What do you mean by "Delegate"? Explain its process in detail.	10	CO3	KL4
	b.	What are the barriers to empowering and how to make employee empowering effective?	10	CO6	KL5

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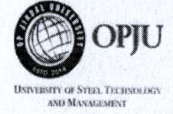
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# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, DECEMBER 2023

Program Name: **BBA (Backlog)**

Program Code:

Time: **3 Hrs.**

Semester: **4<sup>th</sup>**

Max. Marks: **100**

Course Code: **MGT-B-403**

Course Name: **Production & Operations Management**

Answer one question from each section.

All questions carry equal marks.

**M CO KL**

### Section A (Unit-I) ( 20 marks)

1	a.	Describe how an operations manager interacts with any two of the following managers in a manufacturing company. i. Accounting & Finance ii. HR iii. Sales & Marketing iv. Maintenance	10	1	1
	b.	Write short notes on any two of the following: i. SCM ii. JIT iii. MRP iv. CAD-CAM	10	1	1

**OR**

2	a.	Explain how the <i>Product Development</i> and <i>Time Management</i> skills are important for an operations manager.	10	1	1
	b.	Explain with mathematical expressions, different types of productivities?	10	1	1

### Section B (Unit-II) ( 20 marks)

3	a.	List the competitive dimensions of operations management. Pick up any two and explain how those dimensions provide competitive advantage.	10	2	2
	b.	What are the controllable and uncontrollable factors considered while selecting a business location?	10	2	2

**OR**

4	a.	A team of workers made 800 no. of products, which are sold in the market at ₹ 16,000/-each. The accounting department reports that for this lot the actual cost incurred are – ₹ 5,00,000/- for labor, ₹ 2,00,000/- for materials, and ₹4,00,000/- for overheads. Calculate different types of productivities.	10	2	2
	b.	What are the different types of inventories? What are the costs associated with the inventory management practices?	10	2	2



**Section C (Unit-III) ( 20 marks)**

5	a.	Explain how the principles of product design, process design and service design differ from each other.	10	2	2																					
	b.	Prepare the ABC classification of the products kept in a retail store based on the product number (P) and expected revenue (R) to be generated thereof. <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th>Product</th> <th>P1</th> <th>P2</th> <th>P3</th> <th>P4</th> <th>P5</th> <th>P6</th> <th>P7</th> <th>P8</th> <th>P9</th> <th>P10</th> </tr> <tr> <td>Revenue</td> <td>40</td> <td>20</td> <td>10</td> <td>40</td> <td>60</td> <td>30</td> <td>250</td> <td>80</td> <td>150</td> <td>70</td> </tr> </table>	Product	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	Revenue	40	20	10	40	60	30	250	80	150	70	10	3
Product	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10																
Revenue	40	20	10	40	60	30	250	80	150	70																

**OR**

6	a.	Following data shows the spare parts consumption and their purchase values of an automobile assembly company for making a particular lot in a particular period. Develop an ABC classification of the spare parts in the inventory. <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Parts</th> <th>Consumption</th> <th>Purchase Value (Rs.)</th> </tr> </thead> <tbody> <tr><td>1</td><td>2</td><td>18,000</td></tr> <tr><td>2</td><td>4</td><td>28,000</td></tr> <tr><td>3</td><td>10</td><td>4,000</td></tr> <tr><td>4</td><td>8</td><td>2,400</td></tr> <tr><td>5</td><td>10</td><td>6,500</td></tr> <tr><td>6</td><td>30</td><td>2,000</td></tr> <tr><td>7</td><td>100</td><td>1,000</td></tr> <tr><td>8</td><td>6</td><td>3,600</td></tr> <tr><td>9</td><td>40</td><td>16,000</td></tr> <tr><td>10</td><td>15</td><td>3,000</td></tr> </tbody> </table>	Parts	Consumption	Purchase Value (Rs.)	1	2	18,000	2	4	28,000	3	10	4,000	4	8	2,400	5	10	6,500	6	30	2,000	7	100	1,000	8	6	3,600	9	40	16,000	10	15	3,000	10	4	3
	Parts	Consumption	Purchase Value (Rs.)																																			
1	2	18,000																																				
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5	10	6,500																																				
6	30	2,000																																				
7	100	1,000																																				
8	6	3,600																																				
9	40	16,000																																				
10	15	3,000																																				
b.	Describe how the 10 production functions with an example of a company from your choice industry.	10	4	3																																		

**Section D (Unit-IV) ( 20 marks)**

7	a.	What are the various types of layouts? Explain the suitable production systems for each type of layout.	10	4	3																																			
	b.	Looking at the load summary of five departments in a hospital, develop and draw the best possible layout. <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Departments</th> <th>I</th> <th>II</th> <th>III</th> <th>IV</th> <th>V</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>-</td> <td>-</td> <td>70</td> <td>70</td> <td>-</td> </tr> <tr> <td>II</td> <td>-</td> <td>110</td> <td>110</td> <td>-</td> <td>50</td> </tr> <tr> <td>III</td> <td>60</td> <td>40</td> <td>-</td> <td>110</td> <td>60</td> </tr> <tr> <td>IV</td> <td>20</td> <td>-</td> <td>20</td> <td>60</td> <td>-</td> </tr> <tr> <td>V</td> <td>-</td> <td>50</td> <td>60</td> <td>-</td> <td>-</td> </tr> </tbody> </table>	Departments	I	II	III	IV	V	I	-	-	70	70	-	II	-	110	110	-	50	III	60	40	-	110	60	IV	20	-	20	60	-	V	-	50	60	-	-	10	4
Departments	I	II	III	IV	V																																			
I	-	-	70	70	-																																			
II	-	110	110	-	50																																			
III	60	40	-	110	60																																			
IV	20	-	20	60	-																																			
V	-	50	60	-	-																																			

**OR**



8	a.	<p>The supply, demand, cost and inventory data for a manufacturing company is given. The company has a constant work force with which it wants to meet all the demand (with no back orders). Allocate the production capacity to satisfy demand at minimum cost.</p> <p>Demand data (units): Quarter-1: 80; Q-2: 100; Q- 3: 50; and Q-4: 70 Supply data (units): RT(Regular capacity), OT (Overtime Capacity)</p> <table border="1"> <thead> <tr> <th>Quarter</th> <th>Regular Time Production Capacity</th> <th>Overtime Production Capacity</th> <th>Sub-contractual Production Capacity</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>65</td> <td>15</td> <td>1000</td> </tr> <tr> <td>2</td> <td>60</td> <td>20</td> <td>1000</td> </tr> <tr> <td>3</td> <td>50</td> <td>15</td> <td>1000</td> </tr> <tr> <td>4</td> <td>60</td> <td>20</td> <td>1000</td> </tr> </tbody> </table> <p>Additional information:</p> <ul style="list-style-type: none"> <li>• Initial inventory = 25 units</li> <li>• Final inventory = 20 units</li> <li>• Regular time cost/ unit = Rs. 100/-</li> <li>• OT cost/unit = Rs. 120/-</li> <li>• Subcontract cost/unit = Rs. 125/-</li> <li>• Carrying cost/unit/period = Rs. 5/-</li> </ul> <p>[Note: Ignore the cost of unused capacities in all modes of production.] Develop an efficient aggregate production plan for the given data-based situation and evaluate, thereby the total cost. [Hint: Least Cost Allocation.]</p>	Quarter	Regular Time Production Capacity	Overtime Production Capacity	Sub-contractual Production Capacity	1	65	15	1000	2	60	20	1000	3	50	15	1000	4	60	20	1000	10	4	3
	Quarter	Regular Time Production Capacity	Overtime Production Capacity	Sub-contractual Production Capacity																					
1	65	15	1000																						
2	60	20	1000																						
3	50	15	1000																						
4	60	20	1000																						
b.	<p>Explain how the production systems are classified into different types based on the volume and variety they handle. Also, recommend right type of skills, plant, machineries and equipment used in those production systems.</p>	10	4	3																					

**Section E (Case Study)-1( 20 marks)**

**CASELET: OTO WORKS**

Oto Works is a small manufacturing company is being planned that will feed parts to three heavy manufacturing automobile giants. The locations of the current plants with their coordinates and volume requirements are given in the table below.

Plant Location	Coordinates (x, y)	Volume Reqd./yr.
Peoria	300, 350	3,000
Decatur	350, 400	6,000
Joliet	500, 200	5,000

As Oto takes job orders for an automobile major, produces the Engine (1 no.), Crankshaft (1 no.), and Input shafts (2 nos.) per job-order. The aggregate plan is in hand, based on the annual contract, as given below.

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Job-orders	15	6	6	12	3	12	18	9	3	9	6	15

[Suitable assumptions may be taken, but need to be mentioned, if taken.]

Oto location was finalized and its manufacturing unit started operation successfully. The credit of success is not only attributed to the technique used jointly two senior managers, but due to prior consideration of all possible the factors that could have affected their decision.





9	a.	Use the centroid method and determine a location for the new facility for the manufacturing company mentioned in the case. [See CASE: <b>OTO WORKS</b> ]	10	3	2
	b.	Develop a master production schedule (MPS) for the aggregate plan for the company. Take suitable assumptions for the production-mix with due mention. [See CASE: <b>OTO WORKS</b> ]	10	2	2
<b>OR</b>					
10	a.	Guess, which controllable factors must have been considered, not the all, while selecting the best location of the new manufacturing unit. [See CASE: <b>OTO WORKS</b> ]	10	3	2
	b.	Guess, which uncontrollable factors must have been considered, not the all, while selecting the best location of the new manufacturing unit. [See CASE: <b>OTO WORKS</b> ]	10	2	2



**OP JINDAL UNIVERSITY, RAIGARH**  
**END SEMESTER EXAMINATION, DECEMBER-2023**  
**BBA 4<sup>TH</sup> [02UG010]**



**INDIAN ECONOMY**

Time: 3 Hrs.

Max. Marks: 100

Note: Answer any one question from each unit

All questions carry equal marks

M	CO	KL
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**Section A (Unit-I) ( 20 marks)**

1	a.	Elaborate Gadgil's formula with example.	10	1	2
	b.	Discuss the methodology to calculate HDI.	10	2	2

**OR**

2	a.	Which five-year plan was in action during economic reform 1991. Discuss in detail.	10	3	3
	b.	Discuss the first two five-year Plans in India.	10	1	2

**Section B (Unit-II) ( 20 marks)**

3	a.	Discuss the national food security mission? How it helps to feed the nation?	10	4	3
	b.	What is the food philosophy of India? Discuss	10	4	2

**OR**

4	a.	Highlight the policy of agricultural marketing in India, TRIFED, NAFED, and E-Choupal.	10	4	3
	b.	"After Independence of India, land reforms empower landless laborers". Discuss	10	4	2

**Section C (Unit-III) ( 20 marks)**

5	a.	Why BRICS and SAARC has formed? Discuss	10	5	2
	b.	Explain the working of all organizations formed in a World Bank group?	10	5	2

**OR**

6	a.	Elaborate current account of the nations. What are the elements of the current account?	10	5	2
	b.	How trade and culture are exchanged in the European Union? Discuss	10	5	3

**Section D ( 20 marks)**

7	a.	Highlight the working objective of NITI AAYOG.	10	1	3
	b.	Differentiate between i) Socialism and Communism ii) Socialist and Capitalist economy	10	1	3

**OR**

8	a.	"Green revolution helped India to achieve food sufficiency". Explain.	10	4	2
	b.	Highlight the Gandhian concept of decentralization.	10	1	2

**Section E ( 20 marks)**

9	a.	Compare the status of Indian agriculture in the pre and post-independence era of the India.	10	1	2
	b.	Sixth five plan marked as the "Departure from Nehruvian socialist era" Explain.	10	1	2

**OR**

10	a.	Highlight the role of the PSU's in India's economic growth.	10	3	3
	b.	What is the importance of being a member of G-20? Highlight the recent development regarding the G-20 meet in India.	10	5	3



Course Code: MGT-B-401

**OP JINDAL UNIVERSITY, RAIGARH**  
**END SEMESTER EXAMINATION, DECEMBER-2023**



**BBA 4<sup>th</sup> Semester [02UG010]**

**Business Ethics and CSR**

Time: 3 Hrs.

Max. Marks: 100

Note:

Answer any one question from each unit

All questions carry equal marks

M	CO	KL
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**Unit-I ( 20 marks)**

1	a.	Define Business ethics and also elaborate the nature of business ethics.	10	1	2
	b.	Explain			
		i) Public goods. ii) Code of conduct	10	1	2

**OR**

2	a.	What are the causes of unethical behavior? Also contrast with the examples of work ethics.	10	1	3
	b.	What do you understand by Deontological, utilitarian, rights and Virtue? Explain with example.	10	1	2

**Unit-II ( 20 marks)**

3	a.	What are the ethics to be followed by manager? Also discuss ethical dilemma with example.	10	2	3
	b.	How ethics leads to profit, discuss: i) Customer loyalty and reputation ii) Employee engagement and productivity	10	2	3

**OR**

4	a.	What are the comparative ethical behavior of managers?	10	2	2
	b.	How ethical behavior of manager leads to competitiveness and organizational success.	10	2	2

**Unit-III ( 20 marks)**

5	a.	What are the key components of CSR, also elaborate the reasons for embracing CSR?	10	3	2
	b.	Differentiate between conventional and strategic CSR.	10	3	2

**OR**

6	a.	What are the ethical and governance issues of CSR? How it could be handled, discuss with an example.	10	3	2
	b.	What are the social responsibilities of business stakeholder like owner, employee, consumers and community? Explain with an example.	10	3	2

**Unit-IV ( 20 marks)**

7	a.	“CSR and consumer protection complement each other”. Explain the relationship with an example.	10	4	3
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	b.	“Consumerism refers to the social and economic order that encourages the acquisition of goods and services in ever-increasing amounts”. Discuss in detail with an example.	10	4	3
<b>OR</b>					
8	a.	What are the unethical issues in functional aspects of management (sales, marketing, and technology etc.).	10	4	3
	b.	What do you understand by Ombudsman? Discuss the role of Ombudsman in consumer protection.	10	4	3
<b>UNIT-V ( 20 marks)</b>					
9	a.	Analyze the wider concept of social responsibility, how government, global world along with organization can serve the society.	10	1	3
	b.	With an example, do the cost-benefit analysis of corporate social responsibility and good corporate citizenship.	10	2	2
<b>OR</b>					
10	a.	How leadership leads to the failure of big corporation due to lapses in ethical and social responsibility.	10	4	4
	b.	Give two example to explain the concept of moral obligations against the survival.	10	3	3

**OP JINDAL UNIVERSITY, RAIGARH (C.G.)**



**END SEMESTER EXAMINATION, DECEMBER 2023 (Backlog)**

Program Name: **BBA**

Program Code: 02UG010

Time: **3 Hrs**

Semester: **4<sup>th</sup>**

Max. Marks: **100**

Course Code: **MGT B 401**

Course Name: **Research Methodology**

<b>Answer any one question from each section</b>						
<b>All questions carry equal marks</b>						
				<b>M</b>	<b>CO</b>	<b>KL</b>
<b>Section A (Unit-I) ( 20 marks)</b>						
1	a.	What is research problem explain its importance	10	CO1	K2	
	b.	How a scientific research is carried out. Explain its steps	10	CO1	K3	
<b>OR</b>						
2	a.	How would you differentiate between primary and secondary data?	10	CO1	K2	
	b.	What are the different types of research explain with suitable example?	10	CO1	K3	
<b>Section B (Unit-II) ( 20 marks)</b>						
3	a.	What are the different types of questions in Questionnaire design	10	CO2	K2	
	b.	What are the different types of measurement for data?	10	CO2	K3	
<b>OR</b>						
4	a.	Design a Questionnaire to study Customer Satisfaction.	10	CO2	K2	
	b.	What do you mean by validity and reliability of data	10	CO2	K3	
<b>Section C (Unit-III) ( 20 marks)</b>						
5	a.	Briefly discuss the sampling error and its types.	10	CO3	K2	
	b.	What is sampling? What are the different types of sampling	10	CO3	K3	
<b>OR</b>						
6	a.	What are the different types of non-probability sampling?	10	CO3	K2	
	b.	Why probability sampling is generally preferred in comparison to non-probability sampling?	10	CO3	K3	
<b>Section D (Unit-IV) ( 20 marks)</b>						
7	a.	What is factor analysis? What are its advantage and disadvantage	10	CO4	K2	
	b.	What is regression? How it is different from correlation?	10	CO4	K3	
<b>OR</b>						
8	a.	What is correlation? How it is useful in business problems?	10	CO4	K2	
	b.	Write a note on the use of SPSS in data analysis.	10	CO4	K3	
<b>Section E (Unit-V) ( 20 marks)</b>						
9	a.	Explain the steps to solve any ANOVA problems.	10	CO5	K2	
	b.	Is there a significant difference in test scores between 30 students who received in-person instruction and 30 students who received online instruction? The mean test score for the in-person group is 100 (SD = 9) and for the online group is 1205 (SD =11).	10	CO5	K3	
<b>OR</b>						
10	a.	List out the method of solving Summer Internship report.	10	CO5	K2	
	b.	What is plagiarism? How to avoid this?	10	CO5	K3	





**OP JINDAL UNIVERSITY, RAIGARH**

BACKLOG EXAMINATION, DECEMBER-2023

BBA 4<sup>th</sup> Semester**COST ACCOUNTING [MGT-B- 404]****Time: 3 Hrs.****Max. Marks: 100**

Note:

Answer any one question from each unit

All questions carry equal marks

**M CO KL****Unit-I ( 20 marks)**

1	a.	Define Cost Accounting. Explain the importance of cost accounting	10	CO 1	KL 1
	b.	Difference between Cost Control, and Cost Reduction.	10	CO 1	KL 2

**OR**

2	a.	Define Management Accounting. Explain nature of Management Accounting	10	CO 1	KL 1
	b.	Difference between Management Accounting, Cost Accounting and Financial Accounting.	10	CO 1	KL 2

**Unit-II ( 20 marks)**

3	a.	Mention the method of costing used by following organization: a. Brick works b. Textile production c. Goods transport	10	CO 2	KL 2
	b.	Explain Cost Center and Profit Center with example	10	CO 2	KL 2

**OR**

4	a.	Prepare Cost Sheet from the various elements of cost on 31 Dec 2019				10	CO 2	KL 1
		Direct raw material	33000	Loose tools	600			
		Indirect wages	10500	Direct expenses	3000			
		Dep on office building	1000	Factory director salary	2000			
		Baddebt	100	Sundry office expense	200			
		Salaries of sales man	1500	Factory insurance	1100			
		Factory lighting	2050	Commission on sales	1500			
		Office stationary	900	Factory rent	7500			
		Bank charges	100	Direct wages	35000			



Office rent	500	Office director salary	4000
Factory heating	1500	Up keeping of delivery van	700
advertisement	300	Factory cleaning	1000
Dep on delivery van	200	Office insurance	500
factory water supply	1300	Factory power	4400
Dep on plant & machinery	2000	Output(tones) Sales @ Rs 40 per unit	5000
Factory stationary	750	Legal expenses	400
Rent of ware house	300		
Direct raw material	33000	Loose tools	600
Indirect wages	10500	Direct expenses	3000
Dep on office building	1000	Factory director salary	2000
Baddebt	100	Sundry office expense	200
Salaries of sales man	1500	Factory insurance	1100
Factory lighting	2050	Commission on sales	1500
Office stationary	900	Factory rent	7500
Bank charges	100	Direct wages	35000
Office rent	500	Office director salary	4000
Factory heating	1500	Up keeping of delivery van	700
advertisement	300	Factory cleaning	1000
Dep on delivery van	200	Office insurance	500
factory water supply	1300	Factory power	4400
		Output(tones) Sales @ Rs 40 per unit	5000
		Legal expenses	400

	Prepare Cost Sheet from the Various elements of cost on 31 dec 2018				
b.	Opening Stock of raw material 1-1-2020	Rs 110000			
	Trade Discount	60000	10	CO 2	KL 3
	Direct wages	421400			



	Office Rent	60000			
	Direct expenses	25840			
	Technical director salary	40590			
	Purchase of Raw material	825000			
	Factory rent	10140			
	Carriage outward	28500			
	Sales of factory scrap	1460			
	Depreciation on factory building	75200			
	Closing Stock of work in progress	120260			
	Factory stationary	12340			
	Opening stock of finished goods	45280			
	Fees to brand ambassador	200000			
	Printing & Stationary	12200			
	Staff salaries	630000			
	Free sample expenses	20320			
	Closing stock of finished goods	50240			
	Closing stock of raw material	36920			
	Sales are made to earn profit at 10% on cost				

**Unit-III ( 20 marks)**

5	a.	A Ltd has furnished the following particular relating to the year ending 31-3-2024			10	CO 3	KL 3
		Calculate					
		1 P/V Ratio					
		2 BEP					
		3 Profit for sales volume Rs 1200000					
		4 Sales to earn profit Rs 200000					
		Particular	Amount				
		Net Profit	100000				
		Fixed Cost	300000				
		Sales	1000000				
		Variable Cost	600000				
	b.	From the particular, Calculate BEP and P/V Ratio Sales 100000 Variable cost 60000 Fixed Cost 15000			10	CO 3	KL 1

**OR**

6	a.	Explain Breakeven point and Contribution	10	CO 3	KL 1
	b.	From the particular, Calculate BEP and P/V Ratio	10	CO	KL



		Sales Rs 300000 Variable cost Rs 225000 Fixed Cost Rs 22500		3	2
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**Unit-IV ( 20 marks)**

7	a.	Explain the meaning of Standard Costing. What are the advantages of Standard Costing	10	CO 4	KL 1
	b.	Explain limitations of standard costing	10	CO 4	KL 3

**OR**

8	a.	From the following data calculate material cost variance , material price variance , material usage variance	10	CO 4	KL 1																
		<table border="1"> <thead> <tr> <th>Material</th> <th>Standard Quantity</th> <th>Standard Price</th> <th>Actual Quantity</th> <th>Actual Price</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>10</td> <td>4</td> <td>12</td> <td>3.75</td> </tr> <tr> <td>B</td> <td>15</td> <td>5</td> <td>18</td> <td>4.50</td> </tr> <tr> <td></td> <td>25</td> <td></td> <td>30</td> <td></td> </tr> </tbody> </table>				Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price	A	10	4	12	3.75	B	15	5	18	4.50	
Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price																	
A	10	4	12	3.75																	
B	15	5	18	4.50																	
	25		30																		
8	b.	From the following data calculate material cost variance , material price variance , material usage variance	10	CO 4	KL 2																
		<table border="1"> <thead> <tr> <th>Material</th> <th>Standard Quantity</th> <th>Standard Price</th> <th>Actual Quantity</th> <th>Actual Price</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>80</td> <td>8</td> <td>90</td> <td>7.50</td> </tr> <tr> <td>B</td> <td>70</td> <td>3</td> <td>80</td> <td>4.00</td> </tr> <tr> <td></td> <td>150</td> <td></td> <td>170</td> <td></td> </tr> </tbody> </table>				Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price	A	80	8	90	7.50	B	70	3	80	4.00	
Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price																	
A	80	8	90	7.50																	
B	70	3	80	4.00																	
	150		170																		

**UNIT-V ( 20 marks)**

9	a.	When the sales increase from Rs. 40,000 to Rs. 60,000 and profit increases by Rs. 5,000 the P/V ratio is	10	CO 5	KL 2
	b.	Which method of costing used in hospitals and oil industry?	10	CO 5	KL 1

**OR**

10	a.	What is margin of safety and key factor?	10	CO 5	KL 1
	b.	Explain Opportunity cost with example	10	CO 5	KL 1





**OP JINDAL UNIVERSITY, RAIGARH (C.G.)**  
**END SEMESTER EXAMINATION, JUNE 2023**



**BBA 4<sup>th</sup> Semester**  
**Course Name: Campus to Corporate**  
**Course Code: MGT B407 - Backlog**

**Time: 3 Hrs.****Max. Marks: 100**

Note:

Answer any one question from each unit

All questions carry equal marks

M	CO	KL
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**Unit-I**

1	a.	Your CV makes an impression before you do. How to make your resume impressive?	10	2	1
	b.	What are the different sections of a resume? Explain each one of them.	10	2	1

**OR**

2	a.	Smartly dressed people are mostly successful. Justify.	10	2	2
	b.	Grooming and personal hygiene are important parts of your personality. Justify.	10	2	2

**Unit-II**

3	a.	Smiling enhances your face value. Explain.	10	3	2
	b.	First impressions last long. Justify. How to create a positive first impression?	10	3	2

**OR**

4	a.	What characteristics makes you a team leader?	10	2	2
	b.	What are the benefits of good team building?	10	2	2

**Unit-III**

5	a.	How to become a great presenter?	10	2	1
	b.	Explain the various elements of a presentation.	10	2	1

**OR**

6	a.	Your attitude decides your altitude. Justify.	10	3	1
	b.	Explain the benefits of a positive mental attitude.	10	3	1

**Unit-IV**

7	a.	Having clear and written goals are important for success in life. Explain.	10	4	3
	b.	Explain the seven steps of goal setting exercise.	10	4	3



**OR**

8	a.	Procrastination is the biggest hurdle on your way towards greatness. Justify.	10	4	3
	b.	Explain the techniques of time management.	10	4	3

**UNIT-V (Applied Questions)**

9	a.	How would you prepare for your interview for this internship?	10	3	3
	b.	You need to apply for a Summer Internship Project. Prepare a resume for mailing to the HR manager.	10	3	3

**OR**

10	a.	Why do companies conduct group discussions? How would you clear the group discussion round?	10	3	3
	b.	Your CV reaches the employer before you. What you must do to ensure that your CV makes a first positive impression about yourself.	10	3	3

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## OP JINDAL UNIVERSITY, RAIGARH

BACKLOG EXAMINATION, DECEMBER-2023

BBA 4<sup>th</sup> Semester

## COST ACCOUNTING [MGT-B- 403]

Time: 3 Hrs.

Max. Marks: 100

Note:

Answer any one question from each unit

All questions carry equal marks

M CO KL

## Unit-I ( 20 marks)

1	a.	Define Cost Accounting. Explain objectives of cost accounting	10	CO 1	KL 1
	b.	Difference between Cost Control, and Cost Reduction.	10	CO 1	KL 2

OR

2	a.	Explain importance of Cost Accounting	10	CO 1	KL 1
	b.	Difference between Management Accounting, Cost Accounting and Financial Accounting.	10	CO 1	KL 2

## Unit-II ( 20 marks)

3	a.	Explain different elements of cost	10	CO 2	KL 2
	b.	Explain Cost Center and Profit Center with example	10	CO 2	KL 2

OR

4	a.	Explain Product Cost and Period Cost with example	10	CO 2	KL 1
	b.	Explain shut down and sunk cost with example	10	CO 2	KL 3

## Unit-III ( 20 marks)

5	a.	A Ltd has furnished the following particular relating to the year ending 31-3-2024		10	CO 3	KL 3
		Calculate				
		1 P/V Ratio				
		2 BEP				
3 Profit for sales volume Rs 600000						
4 Sales to earn profit Rs 100000						
		Particular	Amount			
		Net Profit	50000			
		Fixed Cost	150000			

UNITED STATES DEPARTMENT OF JUSTICE  
FEDERAL BUREAU OF INVESTIGATION  
Washington, D. C. 20535

MEMORANDUM FOR THE DIRECTOR

DATE: 10/10/68

TO: SAC, NEW YORK

FROM: SAC, NEW YORK (100-100000-1000)

SUBJECT: [Illegible]

RE: [Illegible]

1. [Illegible]

2. [Illegible]

3. [Illegible]

4. [Illegible]

		Sales	500000				
		Variable Cost	300000				
	b.	From the particular, Calculate Contribution, BEP and P/V Ratio Sales = Rs 200000 Variable cost = Rs 120000 Fixed cost = Rs 40000			10	CO 3	KL 1

**OR**

6	a.	Explain Breakeven point and Contribution			10	CO 3	KL 1
	b.	From the particular, Calculate BEP and P/V Ratio Sales Rs 300000 Variable cost Rs 225000 Fixed Cost Rs 22500			10	CO 3	KL 2

**Unit-IV ( 20 marks)**

7	a.	Explain the meaning of Standard Costing. What are the advantages of Standard Costing			10	CO 4	KL 1
	b.	Explain limitations of standard costing			10	CO 4	KL 3

**OR**

8	a.	Explain applications of standard costing			10	CO 4	KL 1		
	b.	From the following data calculate material cost variance , material price variance , material usage variance			10	CO 4	KL 3		
		Material	Standard Quantity	Standard Price				Actual Quantity	Actual Price
		A	80	8				90	7.50
		B	70	3				80	4.00
			150		170				

**UNIT-V ( 20 marks)**

9	a.	Explain steps involved in budgetary control			10	CO 5	KL 2		
	b.	From the following data calculate material cost variance , material price variance , material usage variance			10	CO 5	KL 3		
		Material	Standard Quantity	Standard Price				Actual Quantity	Actual Price
		A	10	4				12	3.75
		B	15	5				18	4.50
			25		30				

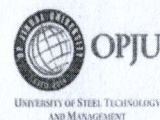
**OR**

10	a.	Explain Fixed and flexible budget			10	CO 5	KL 1
	b.	Explain budget and budgetary control			10	CO 5	KL 1





**OP JINDAL UNIVERSITY, RAIGARH (C.G.)**  
**END SEMESTER EXAMINATION, DECEMBER-2023**



Program Name: **BBA** Program Code: 02UG010

Time: **3 Hrs**

Semester: **4<sup>th</sup>**

Max. Marks: **100**

Course Code: **MGT B 402**

Course Name: **Research Methodology**

**Answer any one question from each section**

**All questions carry equal marks**

			M	CO	KL
<b>Section A (Unit-I) ( 20 marks)</b>					
1	a.	What is research? Explain the steps to perform the same.	10	CO1	K2
	b.	It is good idea to do a given research study through one's own interest. Why so explain the cause?	10	CO1	K3
<b>OR</b>					
2	a.	Difference between primary data and secondary data in details	10	CO1	K2
	b.	How research methodology is different from research method	10	CO1	K3
<b>Section B (Unit-II) ( 20 marks)</b>					
3	a.	Reliability comes before validity. Justify the statement with suitable example	10	CO2	K2
	b.	What are the different types of measurement for data?	10	CO2	K3
<b>OR</b>					
4	a.	Design a Questionnaire to study Employee Satisfaction towards any service industry.	10	CO2	K2
	b.	Valid measures are reliable , but reliable measures are not necessarily valid"- Explain	10	CO2	K3
<b>Section C (Unit-III) ( 20 marks)</b>					
5	a.	What are the different types of sampling error? Explain with suitable diagram	10	CO3	K2
	b.	A market research survey in which 64 consumers were contacted states that 64 per cent of all consumers of a certain product were motivated by the product's advertising. Find the confidence limits for the proportion of consumers motivated by advertising in the population, given a confidence level equal to 0.95.	10	CO3	K3
<b>OR</b>					
6	a.	What do you mean by sample design? What points should be taken into consideration by a researcher in developing a sample design for this research project.	10	CO3	K2
	b.	Why probability sampling is generally preferred in comparison to non-probability sampling?	10	CO3	K3
<b>Section D (Unit-IV) ( 20 marks)</b>					
7	a.	What is factor analysis? What are its advantage and disadvantage	10	CO4	K2
	b.	Explain the Factor analysis steps in any software.	10	CO4	K3
<b>OR</b>					
8	a.	"A sample may be large yet worthless because it is not random; or it may be random but unreliable because it is small." Comment upon the above statement and explain the importance of sampling in daily life.	10	CO4	K2
	b.	Write a note on the use of SPSS in data analysis.	10	CO4	K3
<b>Section E (Unit-V) ( 20 marks)</b>					
9	a.	Two research workers classified some people in income groups on the basis of sampling studies. Their results are as follows:	10	CO5	K2



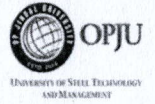
Investigator	Income groups			Total
	Poor	Middle	Rich	
A	160	30	10	200
B	140	120	40	300
Total	300	150	50	500

Show that the sampling technique of at least one research worker is defective.  
Table Value=5.991

b.	Is there a significant difference in test scores between 25 students who received in-person instruction and 25 students who received online instruction? The mean test score for the in-person group is 80 (SD = 5) and for the online group is 75 (SD =7).	10	CO5	K3	
<b>OR</b>					
10	a.	What are points for formatting a SIP report? Explain them keeping and marketing company in mind	10	CO5	K2
	b.	How plagiarism is different from self-plagiarism? Explain with example.	10	CO5	K3



**OP JINDAL UNIVERSITY, RAIGARH**  
**END SEMESTER EXAMINATION-BACKLOG, DEC-2023**



**BBA-. 4<sup>th</sup> Semester**  
**School of Management (02UG010 )**

**Management of E-Commerce**

**Time: 3 Hrs.**

**Max. Marks: 100**

Note: Answer any one question from each unit

All questions carry equal marks

			M	CO	KL
<b>Unit-I ( 20 marks)</b>					
1.	a.	Explain the advantages to society because of e-commerce?	10	CO1	KL-2
	b.	What is E-Commerce? Explain three important objectives attended by?	10	CO2	KL-2
<b>OR</b>					
2.	a.	Explain the technical disadvantages of e-commerce?	10	CO1	KL-2
	b.	What are the general issues being found in Web based E-inventory system?	10	CO2	KL-1
<b>Unit-II ( 20 marks)</b>					
3.	a.	What are the advantages to the organization because of adopting E-Commerce?	10	CO2	KL-1
	b.	What tools are provided to identify and prevent fraud? T	10	CO1	KL-1
<b>OR</b>					
4.	a.	Discuss the non-human interventional functions of E-Commerce?	10	CO2	KL-3
	b.	How, Hash function works?	10	CO2	KL-2
<b>Unit-III ( 20 marks)</b>					
5.	a.	How does e-commerce work? Explain along with a demonstrative model?	10	CO3	KL-3
	b.	What are the Legal issues confined to E-Commerce?	10	CO1	KL-2
<b>OR</b>					
6.	a.	What are the difference between B2C ,B2G and B2B e-commerce business models?	10	CO3	KL-2
	b.	Explain the different kinds of products offered in B2B E-Market?	10	CO3	KL-2
<b>Unit-IV ( 20 marks)</b>					
7.	a.	State the importance of Secure Electronic Transaction (SET) Protocol	10	CO3	KL-2
	b.	“Online Market of a Company is an attractive opportunity for investors”. Give reasons?	10	CO3	KL-2
<b>OR</b>					
8.	a.	What is offered in terms of credit card portability?	10	CO4	KL-2
	b.	State briefly 5 differences between Print Media and Electronic Media?	10	CO4	KL-2
<b>UNIT-V ( 20 marks)</b>					
9.	a.	Discuss the role of Hash in the maintenance of security wing of E-Commerce?	10	CO5	KL-2
	b.	Discuss the multi-dimensional importance of “cryptography”?	10	CO5	KL-2
<b>OR</b>					
10.	a.	Does the gateway provide benchmarks for industry, company size, company type, etc.? Explain?	10	CO4	KL-1
	b.	Personalized customer service as a function requires human intervention. Explain?	10	CO5	KL-1



STATE OF TEXAS  
COUNTY OF DALLAS

Know all men by these presents, that \_\_\_\_\_

of the County of Dallas, State of Texas, do hereby certify that \_\_\_\_\_

is the true and correct copy of the \_\_\_\_\_

Witness my hand and seal of office this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
County Clerk

\_\_\_\_\_  
Notary Public

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Notary Public

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# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION BACKLOG, DEC 2023

Program Name: **BBA** Program Code: 02UG010

Time: **3 Hrs**

Semester: **4<sup>th</sup>**

Max. Marks: **100**

Course Code: **MGT B 402**

Course Name: **SUPPLY CHAIN MANAGEMENT**

Answer any one question from each section				M	CO	KL
All questions carry equal marks						
<b>Section A (Unit-I) ( 20 marks)</b>						
1	a.	“Now a days supply chain management act as a competitive weapon for the market environment”. Justify the statement by proper explanation.	10	1	2	
	b.	Define the meaning and Significance of Supply Chain Management	10	1	1	
<b>OR</b>						
2	a.	Explain three levels of Decision making in Supply Chain management.	10	2	2	
	b.	Elaborate various objectives of Supply Chain Management in modern business.	10	1	2	
<b>Section B (Unit-II) ( 20 marks)</b>						
3	a.	Define the mechanism of planning an effective Supply Chain Strategy.	10	2	3	
	b.	What are the major drivers of supply chain management? Explain.	10	1	2	
<b>OR</b>						
4	a.	Why keeping inventory in business is essential? Explain various perspectives.	10	4	3	
	b.	Explain Inbound and Outbound transportation in Supply chain management.	10	3	2	
<b>Section C (Unit-III) ( 20 marks)</b>						
5	a.	Explain network design in supply chain. What are the Importance of Supply Chain Design?	10	4	2	
	b.	Elaborate various factors influencing supply chain design decisions.	10	3	3	
<b>OR</b>						
6	a.	List down issues that the manager must consider while making network design decision.	10	4	3	
	b.	Define framework for network design decisions in the supply chain,	10	3	2	
<b>Section D (Case study 1) ( 20 marks)</b>						
7		Discuss various key issues in supply chain management for ensuring the success of business in a competitive era.	20	4	3	
<b>OR</b>						
8		Elucidate Step-by-step process of establishing supply chain in operation.	20	3	2	
<b>Section E (Case study 2) ( 20 marks)</b>						
9		Write short notes on any 2 supply chain strategy.	20	2	2	
		<ul style="list-style-type: none"> <li>➤ Client-centric</li> <li>➤ Predictive Business</li> <li>➤ Visibility</li> <li>➤ Smart Automation</li> </ul>				
<b>OR</b>						
10		Define pricing in Supply chain management. Discuss various components of pricing decision.	20	3	3	




OP JINDAL UNIVERSITY, RAJGURUNAGAR (C.O.)  
 END SEMESTER EXAMINATION BACKLOG PROGRAM

Examination Name: B.Tech. Program Code: BT0010  
 Institute: Jindal University, Rajgurunagar  
 Exam Code: SET B-02  
 Group Name: B.Tech. (Computer Science & Information Technology)

Sl. No.	Name of the Candidate	Roll No.	Grade	Remarks
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Course Code: MGT-B-408						
OP JINDAL UNIVERSITY, RAIGARH						
END SEMESTER EXAMINATION, DECEMBER-2023						
BBA IV Semester School of Management						
Banking and Financial Services [MGT-B-408]						
Time: 3 Hrs.		Max. Marks: 100				
Answer any one question from each unit						
All questions carry equal marks						
				M	CO	KL
Unit-I ( 20 marks)						
1	a.	What are the fundamentals of Indian Financial system.	10	CO1	KL2	
	b.	Discuss on various types of Financial Market	10	CO1	KL2	
OR						
2	a.	Differentiate the primary market and secondary market.	10	CO3	KL1	
	b.	Describe the various types of financial Services.	10	CO2	KL1	
Unit-II ( 20 marks)						
3	a.	State the commercial banks.	10	CO3	KL1	
	b.	Distinguished the commercial banks and Investment banks.	10	CO2	KL1	
OR						
4	a.	Write short note on – 1. Cooperative Banks 2. Private Banks	10	CO2	KL1	
	b.	What are the role of development banks in India?	10	CO2	KL2	
Unit-III ( 20 marks)						
5	a.	What are the trends in Banking sector in India?	10	CO3	KL2	
	b.	State the Internet Banking Services in India.	10	CO3	KL2	
OR						
6	a.	What is NEFT? Write its advantages.	10	CO2	KL2	
	b.	Write the scope of merchant banks in India.	10	CO3	KL1	
Unit-IV ( 20 marks)						
7	a.	Write major characteristics of Money market.	10	CO4	KL2	
	b.	Define the followings – 1. Commercial Bills 2. Certificate of Deposits 3. Commercial paper 4. Treasury bills	10	CO4	KL2	
OR						
8	a.	Discuss on the features of Certificate of Deposits (CDs).	10	CO4	KL2	
	b.	Evaluate the new bill scheme 1970.	10	CO4	KL2	
UNIT-V ( 20 marks)						
9	a.	Discuss on the structure of Banking Industry in India.	20	CO1	KL3	
OR						
10	a.	Write an essay on Indian Financial System.	20	CO3	KL3	

10/20