

B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)
B.B.A. LL. B. Sem - VI : : SUMMER - 2022
SUBJECT : MARKETING MANAGEMENT

Day : Saturday
Date : 21-05-2022

S-12547-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.:

- 1) All questions are **COMPULSORY**.
- 2) All questions carry **EQUAL** marks.

Q.1 a) Define Marketing. Explain various approaches to marketing. (12)

OR

b) Explain various functions of marketing management.

Q.2 a) Analyze the changing trends in marketing of macro environment in detail. (12)

OR

b) "Before entering market marketing research plays an important role." Explain Why?

Q.3 a) What Pricing steps will have to be taken for launching a new biscuit by FMCG Company in Indian market? (12)

OR

b) State the strategy to launch "Coir Mat" in global market, using sales promotion tools.

Q.4 a) Define marketing mix. Explain the concept of product life cycle with an example. (12)

OR

b) Explain the interface of marketing with finance and legal department.

Q.5 a) What is target positioning of a product explain with an example. (12)

OR

b) What are different channels of distribution? Explain the role of middle-men in channels and distribution.

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)
B.B.A. LL. B. Sem - VI : : SUMMER - 2022
SUBJECT : CYBER LAW

Day : Tuesday
Date : 24-05-2022

S-12548-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.

- 1) All questions are **COMPULSORY**.
- 2) All questions carry **EQUAL** marks.

Q.1. "Internet Privacy, also commonly referred to as online privacy, is a subset of data privacy and a fundamental human right that an individual has online with respect to the data and violations of the same that are taking place online". Elaborate the statement in the light of 'Internet Related Legal Issues'.

OR

Q.1. "Cybercrimes can involve a variety of criminal activities that are traditional in nature, such as theft, fraud, forgery, defamation and mischief, all of which are subject to the Indian Penal Code, however the abuse and misuse of computers has led to an evolution of new age cybercrimes as the cyberspace includes a broad spectrum including net banking, web engineering, etc." Discuss the statement in relation to Unauthorized Fund Transfers and the Laws in India.

Q.2. Discuss the background, scope and importance of the Information Technology Act, 2000 with special reference to provisions relating to due diligence and reasonable care to be taken by body corporate by virtue of the ITAA, 2008.

OR

Q.2. Explain in detail how 'the National Cyber Security Policy, 2013' aims at the protection of information infrastructure in cyberspace, reduce vulnerabilities, build capabilities to prevent and respond to cyber threats and minimize damage from cyber incidents through a combination of institutional structures, people, process, technology and cooperation.

Q.3. "Although Jurisdiction is an aspect of sovereignty, it is not coextensive with it". Elaborate the statement in relation to the issue of geography and sovereignty in cyberspace.

OR

Q.3. Write a detailed note on 'The Council of Europe Convention on Cybercrime'.

Q.4. "Trademarks are distinctive marks, can be words, pictures, sound or shape, which describes the nature and quality about a certain product to the user". Explain in detail the various issues relating to trademarks in Cyberspace.

OR

Q.4. Discuss how the issues raised by e-commerce taxation are complex and the subject is controversial in nature because it has created serious conflict of interest between developed and developing nations.

Q.5. Discuss in detail the various amendments made by the Information Technology, 2000 as to the adjective law in India for making provisions regarding the admissibility of electronic records.

OR

Q.5. Write a detailed note on the liabilities of an Internet Service Provider under the ITAA, 2008

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)

B.B.A. LL. B. Sem - VI : : SUMMER - 2022

SUBJECT : SPECIAL CONTRACT

Day : Thursday
Date : 26-05-2022

S-12549-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.

- 1) All Questions are **COMPULSORY**.
 - 2) All Questions carry **EQUAL** Marks.
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Q.1 a) A contracts to indemnify B against the consequences of proceedings which C may take against B in respect of a certain sum of money. C obtains judgment against B for the amount. Without paying any portion of the decree amount, B sues A for its recovery. Will B succeed?

OR

b) 'A' Agrees to supply to 'B' a certain quantity of timber of half inch thickness. The timber actually supplied varies in thickness from one-third inch to five-eighth inch. The timber is merchantable and commercially fit for the purpose for which it was ordered. 'B' rejects the timber? Is his action justified? Answer in detail by providing the provisions of Sale of Goods Act, supported by relevant case laws.

Q.2 a) What is Endorsement? Explain the different kinds of endorsement with suitable examples.

OR

b) What is a Contract of Agency? Explain the modes for creation and termination of Agency.

Q.3 a) Who is a Surety? Discuss the circumstances in which a surety is discharged from his liability.

OR

b) Define Pledge. Can a pledge be made by non-owner of goods?

Q.4 a) Write short notes :

- i) Finder of Goods
- ii) Agreement to Sell

OR

b) Write short notes :

- i) Holder in Due Course
- ii) Unpaid Seller

Q.5 a) Define Bailment. Explain the rights and duties of Bailor and Bailee.

OR

b) Define Partnership. Is it mandatory to register a Partnership Firm?

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)

B.B.A. LL. B. Sem - VI : : SUMMER - 2022

SUBJECT : FINANCIAL MANAGEMENT

Day : Tuesday
Date : 31-05-2022

S-12551-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.:

- 1) All questions are **COMPULSORY**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Use of non-programmable **CALCULATOR** is allowed.

Q.1 A) 'A Finance Manager is required to perform numerous functions in a Globalized Business Environment'. Explain. [12]

OR

B) A firm whose cost of capital is 16% is considering the following project:

Particulars	Amount (₹)
Purchase cost	9,50,000
Salvage value	---

Depreciation @ 20% on WDV (Written Down Value) basis
Project cash flows after tax and depreciation.

Years	1	2	3	4	5	6
Amount (₹)	1,35,000	1,60,000	2,06,000	2,95,000	3,50,000	5,50,000

You are required to calculate:

- i) Payback period
- ii) Net Present Value (NPV)

Q.2 A) Explain the definition of dividend as given in the Companies Act, 2013. State and explain the provisions regarding Dividend as given in the Companies Act. [12]

OR

B) i) Mohan wishes to invest an annuity of ₹ 60,000 quarterly for 5 years. He has an option to invest in a scheme paying 8% p.a. compounded quarterly. What is the value of the annuity today? [06]

ii) Rohit has invested ₹ 1,12,500 in a Fixed Deposit Scheme paying 5% compounded semi-annually rate of interest for 3 years. At the ended of 3 years he wishes to make a new investment of ₹ 3,00,000. How much additional amount will he have to invest? How much interest did he earn? [06]

Q.3 A) Explain the concept of valuation. State and explain the various methods for Valuation of Shares. [12]

OR

P.T.O.

- B) Calculate the Operating Leverage, Financial Leverage and Combined Leverage from the following details:

Particulars	
Sales	16,000 units
Profit Volume Ratio	35%
Fixed Costs:	
Factory overheads	₹ 6,00,000
Other overheads	₹ 75,500

The capital structure of the company under alternate financing plan is as follows:

Particulars	Plan I (₹)	Plan II (₹)
Equity Share Capital	30,50,000	16,50,000
9% Debentures	16,50,000	30,50,000

The per unit Selling Price is ₹ 200.

- Q.4 A) Explain the capital budgeting techniques of Internal Rate of Return and Profitability Index. [12]

OR

- B) Prepare the cash flow statement of AB Ltd., for the year ended 31st March, 2019.
- i) Net Profit for the year is ₹ 1,75,000.
 - ii) 45% of the sales made during the year are cash sales.
 - iii) 20% of the purchases made during the year are credit purchases.
 - iv) Wages paid is ₹ 80,000.
 - v) Factory overheads paid is 10% of sales value.
 - vi) Salaries paid is ₹ 11,50,000.
 - vii) Asset Turnover Ratio (Sales / Total Assets) 4.
 - viii) Value of Assets is ₹ 20,00,000.
 - ix) The credit purchases made during the year are ₹ 15,00,000.
 - x) Interest paid is ₹ 25,750, Interest received - ₹ 16,250.
 - xi) Dividend paid is ₹ 1,00,000, Dividend received is ₹ 65,500.
 - xii) Provision for Tax is ₹ 15,000. Taxes paid during the year is ₹ 20,000.
 - xiii) Plant costing ₹ 45,000 sold at a profit of ₹ 5,000.
 - xiv) 500 shares of Face Value ₹ 10 issued at premium for ₹ 20 per share.
 - xv) Term loan installment of ₹ 55,000 repaid.
 - xvi) Vehicle purchased for ₹ 7,00,000 and tax paid ₹ 70,000.
 - xvii) Preference Dividend paid ₹ 45,500.
 - xviii) Opening Balance of cash and cash equivalents is ₹ 10,00,000.

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Q.5 A) Write short notes on :

[12]

- i) Time Value of Money
- ii) Need for Valuation of Shares

OR

B) The following are the Balance Sheets of MN Ltd., for the year 2017-18 and 2018-19. Prepare the Funds Flow Statement. Give the necessary working notes.

(Rs. In lakhs)					
liabilities	31/03/2018	31/03/2019	Assets	31/03/2018	31/03/2019
	(₹)	(₹)		(₹)	(₹)
Share Capital	300	460	Fixed Assets	630	690
General Reserve	150	180	Investments	130	180
Profit and Loss A/c	30	65	Debtors	135	220
Term Loans	210	150	Stock	180	220
Sundry Creditors	80	100	Bank Balance	5	15
Bank Overdraft	250	300	Other Advances	25	30
Other Liabilities	85	100			
Total	1105	1355	Total	1105	1355

Additional Information:

- i) Additional capital of ₹ 160 lakhs was brought in during the year.
- ii) The Proposed Dividend of ₹ 85 lakhs is included in the closing balance of other liabilities.
- iii) Depreciation on fixed assets has been provided to the extent of ₹ 90 lakhs.

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)

B.B.A. LL. B. Sem - VI : : SUMMER - 2022

SUBJECT : INSURANCE LAW

Day : Thursday
Date : 2/6/2022

S-12552-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.

- 1) All questions are **COMPULSORY**.
 - 2) Each questions carry **12** marks.
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Q.1 State the essential features of fire insurance contract and what are the rights of the insured under such contract.

OR

“Insurance is sometimes spoken as pooling of risk.” Explain pointing out nature of insurance.

Q.2 Point out the distinction between contract of insurance and a wagering agreement.

OR

State the meaning of deviation of voyage in marine insurance when it is excused.

Q.3 Discuss insurer’s liability for use of the vehicle in a public place.

OR

“IRDA is a body corporate established to regulate the insurance business”. Explain the structure of IRDA and power of the body.

Q.4 State the constitution of tribunal. Explain the powers, functions and procedure followed by tribunal established under Insurance Act, 1938.

OR

Explain the following with respect to Life Insurance Corporation Act, 1956.

- a) Nomination
- b) Functions of LIC

Q.5 a) Write short notes on:
i) Standard Fire Policy
ii) Losses under marine insurance

OR

b) A has nominated B,C,D and E for the life insurance policy of Rs. 80,00,000/- till 50 years. A died before the policy lapsed. State and explain the rule and section under Life Insurance Corporation Act, 1956 for disposal of the claim.

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)

B.B.A. LL. B. Sem - VI : : SUMMER - 2022

SUBJECT : HEALTH LAW

Day : Thursday
Date : 2/6/2022

S-12553-2022

Time : 10:00 AM-12:30 PM
Max. Marks : 60

N.B.:

- 1) All questions are **COMPULSORY**.
 - 2) All questions carry **EQUAL** marks.
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Q.1 a) “Constitutional provisions in Part III and Part IV have included “Right to Health” in its articles”. Elucidate.

OR

b) “World Health Organization, an organ of United Nations is constantly monitoring and evolving new projects to promote good health in the people of the world”. Discuss the structures, powers and functions of WHO.

Q.2 a) Explain the provisions of Environment Protection Act, 1986 with relevant case laws.

OR

b) “Organ Transplantation is a boon to medical industry as it helped in saving the lives of those who would have died otherwise”. Critically examine Transplantation of Human Organs Act, 1994.

Q.3 a) “Doctor and Patient relationship is a fiduciary relationship”. Explain the salient features of the Medical Council Act, 1956 and Code of Medical Ethics 1972.

OR

b) “When life support is switched off or treatment is stopped, the person dies from their underlying illness, from natural causes”. Expound the meaning of Euthanasia and distinguish between active and passive euthanasia.

Q.4 a) “Children’s health requires great concern across the globe”. Describe various legislations protecting the health of the children.

OR

b) Explicate the vicarious liabilities of Hospital while treating their patients.

Q.5 a) i) A surgeon accidentally cut the retina during an operation on the ‘A’ right eye. As a result the eye became useless and had to be removed. Give advice to ‘A’.

ii) Write a short note on: Consent and Informed Consent.

OR

b) i) Farha Khan, wife of Junaid Khan was operated for appendix. During the post-operative period she was repeatedly advised to have liquid diet for few days but she consumed solid food like roti, meat etc. This created the adverse situation and she had to undergo emergency operation and consequently, she died next day. Give advice.

ii) Write a short note on: Narcotic Drugs and Psychotropic Substance Act, 1985.

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