

**B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)**  
**B.B.A. LL. B. Sem - VI :SUMMER : 2023**  
**SUBJECT : MARKETING MANAGEMENT**

Day : Tuesday

Time : 02:00 PM-04:30 PM

Date : 18-04-2023

**S-12547-2023**

Max. Marks : 60

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N.B.:

- 1) All questions are **COMPULSORY**.
  - 2) All questions carry **EQUAL** marks.
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**Q.1 a) Define marketing. Differentiate between selling and marketing. (12)**

**OR**

- b) Explain the interface of marketing with Purchase, finance and legal department.**

**Q.2 a) Analyze the changes and trends in macro environment in marketing. (12)**

**OR**

- b) What is market survey? State points to be considered for preparation of questionnaire for marketing analysis.**

**Q.3 a) What is product mix? Explain classification of product. (12)**

**OR**

- b) Define sales promotion. Explain various tools used in sales promotion.**

**Q.4 a) What is marketing organization? Explain various types of marketing organization. (12)**

**OR**

- b) "Market positioning plays an important role for a products success". Justify the statement.**

**Q.5 a) Discuss with a current example product life cycle for any product. (12)**

**OR**

- b) What is market segmentation? Explain various bases of market segmentation.**

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**B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)**  
**B.B.A. LL. B. Sem - VI :SUMMER : 2023**  
**SUBJECT : CYBER LAW**

Day : Thursday

Time : 02:00 PM-04:30 PM

Date : 20-04-2023

**S-12548-2023**

Max. Marks : 60

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**N.B.**

- 1) All questions are **COMPULSORY**.
  - 2) All questions carry **EQUAL** marks.
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**Q.1** “Cyberspace is concept describing a widespread, interconnected digital technology” Elaborate the concept of cyberspace and related issues.

**OR**

“Cybercrime is any criminal activity that involves a computer, networked device or a network”. Elaborate the types of cybercrimes.

**Q.2** Discuss the various “Offences and Penalties” under the Information Technology Act with a comparative approach between the IT Act, 2000 and ITAA, 2008.

**OR**

“Government has taken a number of legislative, technical and institutional measures for addressing issues related to cyber security” Elaborate with the help of the National Cyber Security Policy, 2013.

**Q.3** Explain the Concept and Principles of Cyber Jurisdiction.

**OR**

“Computer crime can involve activities that are traditional in nature, such as theft, fraud, forgery and mischief, all of which are generally subject everywhere to criminal sanctions” Elaborate the types of crimes and penalties in UK Laws.

**Q.4** Define “Copyright.” Elaborate the issues and challenges relating to copyright infringement in cyberspace

**OR**

“With the technological advancement, the admissibility of the secondary electronic evidence has to be adjusted within the parameters of section 65B of the Evidence Act” Discuss in detail the provisions relating to electronic evidence.

**Q.5** Define “Intermediary”. Elaborate the rights and liabilities of Intermediary under section 79 of the Information Technology (Amendment) Act, 2008.

**OR**

Write a detail note on

- 1 Cyber Terrorism
- 2 Status of Computer Software

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

**B.B.A. LL. B. Sem - VI :SUMMER : 2023**

**SUBJECT : SPECIAL CONTRACT**

Day : Monday

Time : 02:00 PM-04:30 PM

Date : 24-04-2023

**S-12549-2023**

Max. Marks : 60

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**N.B.**

- 1) All Questions are **COMPULSORY**.
  - 2) All question carry **EQUAL** marks.
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- Q. 1 a)** A lady, who knew that her skin was abnormally sensitive, bought a tweed coat and developed skin trouble by using it. She did not disclose to the seller that her skin was abnormally sensitive. Is the seller liable for breach of implied condition as to fitness or quality?

**OR**

- b)** A and B were partners in an unregistered firm carrying on business of sugar manufacturing. C was advanced Rs. 1,000/- by the firm in lieu of his promise to supply sugarcane. There was short supply of sugarcane and Rs. 700/- were due from C to the partnership firm. The firm was afterwards dissolved and on division of assets of partnership this debt of Rs. 700/- was allotted to A. Can A sue C to recover the amount?

- Q. 2 a)** Who is a surety? State the rights of surety against :
- i) the creditor
  - ii) the principal debtor
  - iii) the co-surety

**OR**

- b)** Define a holder in due course. What are his privileges under the Negotiable Instrument Act?

- Q. 3 a)** Define Agent and Principal. State the rights and duties of an agent.

**OR**

- b)** Define Bailment. Explain nature of the bailee's particular lien.

- Q.4 a)** Write short notes :
- i) Finder of Goods
  - ii) Promissory Note

**OR**

- b)**
- i) Indemnity
  - ii) Kinds of Partners

- Q.5 a)** Define Contract of Sale. Discuss the characteristics of a valid sale.

**OR**

- b)** Define Pledge. Discuss the rights and duties of Pawnor and Pawnee

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

**B.B.A. LL. B. Sem - VI :SUMMER : 2023**

**SUBJECT : PRACTICAL PAPER-I (PROFESSIONAL ETHICS, ACCOUNTANCY  
FOR LAWYERS & BAR BENCH RELATIONS)**

Day : Thursday

Time : 02:00 PM-04:30 PM

Date : 27-04-2023

**S-12550-2023**

Max. Marks : 60

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**N.B.:**

- 1) All questions are **COMPULSORY**.
  - 2) All questions carry **EQUAL** marks.
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**Q.1 a)** "Like Judge, Advocates also plays an important role in the Administration of Justice". In this context explain the concept and necessity of Professional Ethics.

**OR**

**b)** In earlier days justice were done under open sky before all the members. Explain the development, and give some historical preview of legal profession from then to now.

**Q.2 a)** What are the ten commandments, lawyers should follow in relation to their client and general public?

**OR**

**b)** The uncourteous conduct or misconduct of a lawyer or judge may amount to Contempt of Court. What are the types of contempt of Court? Explain with relevant case laws.

**Q.3 a)** Enumerate the duties of an Advocate under the rules of Bar Council of India framed under section 49 (c) of the Advocate's Act 1961.

**OR**

**b)** There are certain disciplinary proceedings against the lawyer for the violation of ethical rules. Explain with relevant case laws.

**Q.4 a)** Explain the following:

- i) Afzal v. State of Haryana 1995 Supp. 2 SCC 388.
- ii) Harbans Khari v. P. C. Chatruvedi 1969 (3) SCC 712.

**OR**

**b)** Explain the following:

- i) Re : Vinay Chandra Mishra (1995) 2 SCC 584.
- ii) M . B. Sanghi Advocate v. HC of MP AIR 1991 SC 1834.

**P.T.O.**

- Q.5 a) Write short notes on following:
- i) Liabilities
  - ii) Bills of Exchange
  - iii) Types of Accounting

OR

- b) From the following information prepare trial balance of the business of Mr. Kamat.

Particulars	₹
Opening Stock	1,20,000
Salaries	4,000
Wages	8,000
Purchases	1,25,000
Bills Receivable	1,200
Sales	2,53,000
Rent	7,500
Sundry Creditors	33,600
Return Outward	1,500
Bad debts	300
Plant and Machinery	20,000
Traveling Expenses	6,600
Cash at Bank	2,000
Building	50,000
Debtor	36,000
Office Expenses	11,500
Capital	50,000
Loan from Bank	54,000

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**B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)**  
**B.B.A. LL. B. Sem - VI :SUMMER : 2023**  
**SUBJECT : FINANCIAL MANAGEMENT**

Day : Saturday  
Date : 29-04-2023

**S-12551-2023**

Time : 02:00 PM-04:30 PM  
Max. Marks : 60

**N.B.:**

- 1) All questions are **COMPULSORY**.
- 2) All questions carry **EQUAL** marks.
- 3) Use simple **CALCULATORS** only.

**Q.1** State and explain the Definition, Nature and Scope of Financial Management. (12)

**OR**

**Q.1 a)** Two financing options are available before a borrower. The first option offers loan at 21% while in case of second option the rate of interest is 22.5%. Compounding is done on quarterly basis in first case while it is annual in case of second option. Which of the two options is better for the borrower? Assume for 1 year. (06)

**b)** An investor is thinking of investing in an Education Scheme that offers an interest of 12% p.a. compounded annually. He intends to make the investment for the higher education of his son aged 12 years. If he decides to invest Rs.50, 000 every year on the first day of the year, what will be the total amount available to him when his son reaches the age of 20 years? (06)

**Q.2** Explain the concept of Valuation. State the need for Valuation of Shares. Also state the factors affecting Valuation of Shares. (12)

**OR**

**Q.2** A firm is considering 5 alternative independent projects for long term investment. The details of cash flow (Rs. in lakhs) are given as follows: (12)

Year/Project	0	1	2	3	4
A	(1000)	500	500	500	500
B	(1000)	-	600	600	600
C	(800)	-	-	600	600
D	(1150)	400	400	600	-
E	(1500)	-	600	600	800

Find out the Payback Period for each project. Which project(s) should be accepted?

**Q.3** State and explain the factors affecting Dividend Policy Decisions. (12)

**OR**

**Q.3** Two firms A & B are in a similar type of business. Firm A has financed all operations by Equity shares whereas Firm B has used Equity and Debt 50% each. Other parameters of both the firms are as follows:  
Sales Revenue = Rs. 1 Crore  
Selling Price = Rs. 160/ unit  
Variable cost = Rs. 100/unit  
Fixed cost = Rs. 0.25 crores  
Interest on debt for Firm B = Rs. 0.025 crores  
Prepare the Income Statement for both the firms and calculate Operating Leverage, Financial Leverage and Combined Leverage. (12)

**P.T.O.**

Q.4 Explain the concept of Leverage. State and explain the various types of Leverages. (12)

OR

Q.4 From the following Balance Sheets of PQ Ltd as on 31 March 2018 and 31 March 2017, you are required to prepare: (12)

- i) A Schedule of changes in Working Capital
- ii) A Fund Flow Statement.

**Balance Sheet of PQ Ltd**

Liabilities	2017(Rs.)	2018(Rs.)	Assets	2017(Rs.)	2018(Rs.)
Share Capital	1,00,000	1,00,000	Goodwill	12,000	12,000
General Reserve	14,000	18,000	Building	40,000	36,000
Profit & Loss A/c	16,000	13,000	Plant	37,000	36,000
Sundry Creditors	8,000	5,400	Investments	10,000	11,000
Bills Payable	1,200	800	Stock	30,000	23,400
Prov. for Taxation	16,000	18,000	Bills Receivable	2,000	3,200
Prov. for Doubtful Debts	400	600	Debtors	18,000	19,000
			Cash at Bank	6,600	15,200
	<b>1,55,600</b>	<b>1,55,800</b>		<b>1,55,600</b>	<b>1,55,800</b>

The following additional information has also been given:

- i) Depreciation charged on Plant was Rs. 4000 and on Building Rs. 4000
- ii) Prov. for Taxation of Rs. 19,000 was made during 2017-2018
- iii) Interim Dividend of Rs. 8000 was paid during the year 2017-2018

Q.5 The following are summarized balance sheet of XYZ Ltd. as on 31 March 2017 and 31 March 2018. (12)

**Balance Sheet of XYZ Ltd**

Liabilities	2017(Rs.)	2018(Rs.)	Assets	2017(Rs.)	2018(Rs.)
Share Capital	4,50,000	4,50,000	Fixed Assets	4,00,000	3,20,000
General Reserve	3,00,000	3,10,000	Investment	50,000	60,000
Profit & Loss A/c	56,000	68,000	Stock	2,40,000	2,10,000
Creditors	1,68,000	1,34,000	Debtors	2,10,000	4,55,000
Prov. for Taxation	75,000	10,000	Bank	1,49,000	1,97,000
Mortgage Loan	-	2,70,000			
	<b>10,49,000</b>	<b>12,42,000</b>		<b>10,49,000</b>	<b>12,42,000</b>

Additional Information:

- i) Investment costing Rs. 8,000 were sold during the year for Rs.8,500
- ii) Prov. for Tax made during the year was Rs.9,000
- iii) During the year Fixed Assets costing Rs. 10,000 were sold for Rs. 12,000. The profit on sale was credited to Profit and Loss A/c.
- iv) Dividend paid during the year Rs. 40,000.

You are required to prepare the Cash Flow Statement for the year ended 31 March 2018.

OR

Q.5 Explain the importance of Capital Budgeting. Also explain NPV and IRR techniques of Capital Budgeting. (12)

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

**B.B.A. LL. B. Sem - VI :SUMMER : 2023**

**SUBJECT : INSURANCE LAW**

Day : Wednesday

Time : 02:00 PM-04:30 PM

Date : 3/5/2023

**S-12552-2023**

Max. Marks : 60

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**N. B. :**

- 1) All questions are **COMPULSORY**.
  - 2) Figures to the right indicate **FULL** marks.
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**Q. 1 a)** “The provisions of Indian Contract Act are applicable to the insurance contract as well”. Explain in detail. **(12)**

**OR**

**b)** Discuss the concept of insurable interest as applicable in fire insurance contract.

**Q. 2 a)** Discuss the nature and scope of life insurance contract. **(12)**

**OR**

**b)** What are the different types of policies under the marine insurance contract?

**Q. 3 a)** “Insurance contract is a contract of indemnity and utmost good faith”. Explain. **(12)**

**OR**

**b)** “Third party insurance is a must for driving a motor vehicle in a public place”. Comment.

**Q. 4 a)** What is ‘Deviation’ under marine insurance? When is it excused? **(12)**

**OR**

**b)** Write explanatory notes on Double insurance and Re-insurance.

**Q. 5 a)** Write notes on: **(12)**

- i) Burglary Insurance
- ii) Claims Tribunal under Motor Vehicle Act, 1988

**OR**

**b)** Discuss Public Liability Insurance in detail.

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**B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)**  
**B.B.A. LL. B. Sem - VI :SUMMER : 2023**  
**SUBJECT : HEALTH LAW**

Day : Wednesday

Time : 02:00 PM-04:30 PM

Date : 3/5/2023

**S-12553-2023**

Max. Marks : 60

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**N.B.:**

- 1) All questions are **COMPULSORY**.
  - 2) All questions carry **EQUAL** marks.
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**Q.1 a)** “Under the various provisions the Constitution imposes the responsibilities to the Central as well as State Government, for establishing a welfare state, securing and protecting the rights of the individual and promoting their well-being”. Elucidate the Constitutional perspective with respect to Right to Health as a Fundamental Right.

**OR**

**b)** “Better health for everyone everywhere”. Discuss the role of WHO in building a better, healthier future for people all over the world.

**Q.2 a)** “Health of a person includes both physical and mental health”. Explicate the provisions of Mental Health Act, 1987.

**OR**

**b)** Define the term “Euthanasia” and elaborate the concept with the help of Aruna Shanbaug case.

**Q.3 a)** “The new disease, a dreaded one and a sure killer, is known as the Acquired Immune Deficiency Syndrome”. Explain various National and International provisions relating to AIDS in India.

**OR**

**b)** Critically evaluate the provisions of Transplantation of Human Organs Act, 1994.

**Q.4 a)** Discuss the various provisions of Medical Council Act, 1956 and the Code of Medical Ethics, 1972 laying emphasis on the duties of the medical practitioners towards their patients.

**OR**

**b)** “Any negligence by an act or omission of a medical practitioner in performing his/her duty is known as medical negligence”. Distinguish between Medical Negligence and Medical Malpractices and explain the criminal liability of the hospital administration.

**Q.5 a) i)** A Hakim (a unani medical practitioner), who had no knowledge of Penicillin injection treatment, gave such an injection to a patient because of which the patient died. He was charged under section 304 A of the IPC. Decide the case.

**ii)** Write short note on : Maternity Benefit Act, 1961 with latest amendment.

**OR**

**b) i)** An unconscious patient after an operation was placed in the bed in such a position that the hot water bottle for warming the bed lay between her shoulders and as a result she was severely burnt, she even complained to the surgeon who paid no attention to her complaint. Decide.

**ii)** Write short note on: Duty to take care and duty to treat.

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