

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

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

SUBJECT : MARKETING MANAGEMENT

Day : Thursday

Time : 02:00 PM-04:30 PM

Date : 24-11-2022

W-12547-2022

Max. Marks : 60

N.B.:

- 1) All Questions are **COMPULSORY**.
- 2) All Questions are **12 Marks** each.

Q.1 Define Marketing and give difference between selling and marketing.

OR

Q.1 What is sales promotion? Give difference between discounts and allowances.

Q.2 Explain different functions of marketing.

OR

Q.2 What is Market targeting and positioning. Give its importance.

Q.3 Explain the concept of product life cycle with an example.

OR

Q.3 Why advertisement is important in marketing? Explain in detail.

Q.4 What is marketing organization? Explain different forms of marketing organization.

OR

Q.4 Explain the various factors affecting marketing environment.

Q.5 What is Marketing Research? Explain the importance and objectives of marketing research in detail.

OR

Q.5 Define marketing management. Explain different P's of marketing.

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

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

SUBJECT : CYBER LAW

Day : Saturday

Time : 02:00 PM-04:30 PM

Date : 26-11-2022

W-12548-2022

Max. Marks : 60

N.B.

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

Q.1 Define "Cyberspace". Discuss the Internet related issues and challenges.

OR

"Cybercrimes is as a crime where a computer is the object of the crime or is used as a tool to commit an offence" Elucidate the types of cybercrimes.

Q.2 Elaborate the nature, scope and importance of the Information Technology Act, 2000 with help of recent case studies.

OR

"National Cyber Security Policy is a policy, framework by Department of Electronic and Information Technology (DeitY)." Elaborate the aim and objectives of the National Cyber Security Policy, 2013.

Q.3 "Cybercrimes refers to all the activities done with criminal intent in cyberspace or using the medium of internet." Discuss the issues of jurisdiction in combating these types of cybercrimes activities.

OR

Elaborate the Provisions For fighting Cybercrimes In UK Laws.

Q.4 "Internet domain names have spawned unprecedented legal issues that do not have express solution." Critically analysis the current laws and penalties for domain name disputes.

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 Elaborate the cases in which ISP can be exempted from Liability in India.

OR

Write a detail note on

- 1 Cyber Terrorism
- 2 Computer Contaminant

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

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

SUBJECT : SPECIAL CONTRACT

Day : Tuesday

Time : 02:00 PM-04:30 PM

Date : 29-11-2022

W-12549-2022

Max. Marks : 60

N.B.

- 1) All Questions are **COMPULSORY**.
 - 2) All question carry **EQUAL** marks.
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Q. 1 a) 'A' a doctor, by the exercise of undue influence, persuades his patient 'B' to sell a valuable diamond to him at a very low price. A obtains the possession of the diamond and pledges it with C. Is this a valid pledge?

OR

b) 'A' without B's authority, lends B's money to C. Afterwards B accepts interest on the money from C. Is 'A' an agent of B? If yes, how?

Q. 2 a) Distinguish between an unpaid seller's right of lien and right of stoppage in transit. When can he re-sell the goods?

OR

b) What are the various circumstances in which a firm may be dissolved?

Q. 3 a) "The position of a finder of goods is exactly that of a Bailee". Comment.

OR

b) What is an endorsement? Explain and illustrate the different kinds of endorsements.

Q.4 a) Write short notes :
i) Continuing Guarantee
ii) Partnership

OR

b) i) Bill of Exchange
ii) Sub Agent

Q.5 a) Define Contract of Indemnity. When does the indemnifier's liability commence?

OR

b) Explain with examples the rules regarding the transfer of ownership of goods from seller to buyer.

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B.B.A. LL.B. (FIVE YEAR DEGREE COURSE) (CBCS - 2015 COURSE)
B.B.A. LL. B. Sem - VI : WINTER- 2022
SUBJECT : PRACTICAL PAPER-I (PROFESSIONAL ETHICS, ACCOUNTANCY
FOR LAWYERS & BAR BENCH RELATIONS)

Day : Thursday

Time : 02:00 PM-04:30 PM

Date : 1/12/2022

W-12550-2022

Max. Marks : 60

N.B.:

- 1) All questions are **COMPULSORY**.
 - 2) All questions carry **EQUAL** marks.
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Q.1 a) "In society people occupy different occupations for their livelihood or for their satisfaction. The profession of law is one of the oldest and noble profession". In this context explain the role of a lawyer in Independent India.

OR

b) An Advocate serves the public by giving legal advice by explaining the complicated and confusing provisions of different Acts and Rules to citizen who seek his service. Enumerate the fact, why do we consider legal profession as an important one in lieu of professional ethics.

Q.2 a) There are certain norms of professional ethics regarding the client and general public, in this regard, explain the lawyers duty to render legal aid and their duty towards their client.

OR

b) An Advocate is the pioneer of the society. He has to fight for law reforms for social change and at the same time extend his services to maintain law and order. In the context explain the general rules of professional etiquettes to be observed in the court.

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

OR

b) Explain the role of disciplinary committee in order to control the professional misconduct by Bar Council of India and State with relevant case laws.

Q.4 a) Explain :

- i) C Ravichandran Iyer v. Justice A.M. Bhattacharjee (1995) 5 SCC 457.
- ii) Harbans Kaur v. P.C. Chaturvedi 1963 (3) SCC 712.

OR

- b) i) Re Vinay Chandra Mishra (1995) 2 SCC 584.
- ii) E. S Reddy v. The Chief Secretary (1987) 3 SC 258.

P.T.O.

Q.5 a) Explain the term capital and investment. Explain Assets and types of Assets.

OR

b) Journalise the following transaction in the books of Mr. Narayan Murti for the month of March, 2020.

Mar. 1	Purchased Machinery of ₹ 85,200 from Das and Co.
Mar. 5	Paid rent of ₹ 15,800 to Mr. Kadam.
Mar. 6	Purchased stationery of ₹ 3,000 by issuing cheque to Mr. Raman.
Mar. 17	Paid Wages of ₹ 30,000 to contractor.
Mar. 20	Mr. Narayan introduced capital of ₹ 3,00,000 by cheque into business.
Mar. 25	Purchased goods of ₹ 1,00,000 from Mrs. Radha Kumari on credit.
Mar. 26	Cash of ₹ 30,000 deposited into BOI.
Mar. 31	Sold goods to ₹ 50,000 to Mr. Nayan.

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

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

SUBJECT : FINANCIAL MANAGEMENT

Day : Saturday

Time : 02:00 PM-04:30 PM

Date : 3/12/2022

W-12551-2022

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) Explain the relation between Risk, Return and Share value. [12]

OR

B) What is meant by Dividend Policy? Explain the factors affecting Dividend Decisions.

Q.2 A) Attempt the following: [12]

- i) An investor intends to earn an amount of ₹ 1,00,000. How much annual investment should he make every year for 10 years, if the rate of interest is 15% p.a. compounded annually?
- ii) An investor invests ₹ 65,000 at an interest rate of 7.5% compounded quarterly in a scheme for 3 years. The amount received by him on maturity, is invested by him in another scheme earning an interest rate of 5.5% compounded semi-annually for 2 years. Find out the amount received by him on the maturity of the 2nd investment. Also calculate the total amount of interest earned by him.
- iii) A investor has 2 options of investment:
 - 1) 8% p.a. interest rate compounded monthly.
 - 2) 5% p.a. simple interest rate.Assuming the amount to be invested in ₹ 12,000. Give your advice on which investment is better.

OR

B) Prepare the Income Statement and calculate the Operating Leverage, Financial Leverage and Combined Leverage.

- i) The company has issued 10% Debentures of the value of ₹ 10,00,000.
- ii) The Fixed Assets to Sales ratio is 3.
- iii) The Earnings Before Interest and Tax (EBIT) is 25% of sales.
- iv) The profit volume ratio is 45%.
- v) The value of Fixed Assets is ₹ 27,60,000.

Q.3 A) State difference between Cash Flow Statement and Funds Flow Statement. [12]

OR

P.T.O.

- B) Arun Industries Ltd., are planning to invest in a project costing ₹ 40 lakhs. The estimated life of the project is 6 years and the salvage value of the project is ₹ 6 lakhs. The company charges depreciation at rate of 15% p.a. on written down value basis. Tax Rate applicable to the company is 40%. The expected cash inflows before tax and depreciation are as follows:

Year	Amount (₹ in lakhs)
1	08
2	12
3	16
4	16
5	20
6	30

If the cost of capital is 10%, calculate:

- i) Net Present Value (NPV) ii) Profitability Index (PI)

- Q.4 A) What is meant by financial management? Explain the scope and nature of [12]
Financial Management.

OR

- B) From the following information as contained in the Income Statement and the Balance Sheet of Strong Ltd., you are required to prepare a Cash Flow Statement for the year ended 31st March, 2019.

Income Statement:

Particulars	Amount (₹)
Net Sales	40,32,000
Less : Cost of Sales	31,68,000
Depreciation	96,000
Salaries and Wages	3,84,000
Operating Expenses	1,28,000
Provision for Taxation	1,40,800
Net Profit (Operating)	1,15,200
Add : Profit on Sale of equipment	19,200
	1,34,400
Less : Proposed Dividend	1,15,200
Net Profit	19,200

Comparative Balance Sheets

Particulars	31/03/2018 (₹)	31/03/2019 (₹)	Particulars	31/03/2018 (₹)	31/03/2019 (₹)
Capital	5,76,000	7,10,400	Fixed Assets:		
Surplus in P & L A/c	2,42,880	2,62,080	Land	76,800	1,53,600
Sundry Creditors	3,84,000	3,74,400	Bldg. & Equipments	3,84,000	7,10,400
Outstanding Expenses	38,400	76,800	Current Assets:		
Income Tax Payable	19,200	21,120	Cash	96,000	1,15,200
			Debtors	2,68,800	2,97,600
			Stock	4,22,400	1,53,600
			Advances	12,480	14,400
Total	12,60,480	14,44,800	Total	12,60,480	14,44,800

Information:

- i) The equipment was sold for ₹ 57,600.
ii) The dividend proposed in P&L was paid in full on 31/03/2019.

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- Q.5 A)** Explain the concept of capital structure and cost of capital. How does the cost of capital impact the capital structure? [12]

OR

- B)** Following are the Balance Sheets of Raman Ltd., as on 31/03/2019 and 31/03/2018 and Income Statement for the period ending 31/03/2019. During the year, an equipment whose book value was ₹ 15,000 was sold for ₹ 6,000 and its accumulated depreciation was ₹ 8,000.

Liabilities	31/03/2018 (₹)	31/03/2019 (₹)	Assets	31/03/2018 (₹)	31/03/2019 (₹)
Capital	2,50,000	4,60,000	Building and Equipment	3,15,000	3,60,000
Retained Earnings	2,31,000	2,11,000	Land	60,000	60,000
Provision for Tax	86,000	12,000	Patents	55,000	65,000
Provision for Social Security Tax	3,000	5,000	Accounts Receivable	54,000	47,000
Debentures	2,20,000	60,000	Inventories	3,12,000	2,77,000
Accounts Payable	58,000	94,000	Prepaid Expenses	6,000	4,000
Bills Payable	28,000	8,000	Cash	74,000	37,000
Total	8,76,000	8,50,000	Total	8,76,000	8,50,000

Income Statement:

Particulars	Amount (₹)
Net Sales	19,70,000
Less : Cost of goods sold	<u>14,80,000</u>
Gross Profit	4,90,000
Less : Operating Expenses	5,00,000
(includes depreciation on building and equipment ₹ 23,000 and patent amortization ₹ 6,000)	
Net Loss from operations	10,000
Other Revenue	<u>7,000</u>
	3,000
Add : Opening Balance of Retained earnings	2,31,000
Less : Dividend paid (₹16,000) and Loss on sale of asset (1,000)	<u>17,000</u>
	<u>2,11,000</u>

Prepare Funds Flow Statement. Give required working notes.

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

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

SUBJECT : INSURANCE LAW

Day : Tuesday

Time : 02:00 PM-04:30 PM

Date : 6/12/2022

W-12552-2022

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) Discuss the principles of indemnity in case of fire insurance contract with illustrations. (12)

OR

b) Doctrine of 'Contribution' and 'Subrogation' are applicable only in case of non-life insurance contracts. Explain in detail.

Q. 2 a) Discuss the salient features of the Insurance Act, 1938. (12)

OR

b) Discuss the nature and scope of the marine insurance contract.

Q. 3 a) "IRDA plays a crucial role in over-all regulation of the insurance sector in India". Explain with reference to IRDA Act, 1999. (12)

OR

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

Q. 4 a) "Insurable interest is presumed to exist in case of certain relationships in life insurance contract". Explain. (12)

OR

b) Who are the persons entitled to the payment of life insurance policy amount after the death of insured?

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

- i) Premium
- ii) No fault liability under the Motor Vehicle Act, 1988

OR

b) Write a note on Public Liability Insurance in India.

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

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

SUBJECT : HEALTH LAW

Day : Tuesday

Time : 02:00 PM-04:30 PM

Date : 6/12/2022

W-12553-2022

Max. Marks : 60

N.B.

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

Q.1 a) Elaborate constitutional provisions in relation to right to health as a fundamental right with the help of important case law.

OR

b) Critically evaluate the provisions of Mental Health Act with respect to right to health.

Q.2 a) "AIDS is a very threat to modern society." Discuss the legal provisions enacted by legislature to control AIDS in India.

OR

b) Explain the salient features of Maternity Benefit Act.

Q.3 a) Define Euthanasia? What would be the role of doctor in Euthanasia? Explain with the help of case law.

OR

b) Critically analyse the provisions of Transplantation of Human Organ Act, 1994.

Q.4 a) Elaborate the important features of Medical Council Act, 1956 and code of Medical Ethics, 1972.

OR

b) What is medical negligence? Explain the liability of doctors and hospital administration support with judicial pronouncement.

Q.5 a) Case Analysis – Parmanand Katara v. Union of India.

b) Write short notes on:

i) Consent and informed consent.

ii) Provisions of Environment Protection Act with respect to health law.

OR

a) Case Analysis- Jacob Mathew v State of Punjab.

b) Write short notes on:

i) Health relating to children

ii) Duty to take care and duty to treat.

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