SOMAIYA
VIDYAVIHAR UNIVERSITY

Dr. Shantilal K. Somaiya School of Commerce and Business Studies

QUESTION PAPERS

BRANCH: Bachelor of Business Administration (BBA)	SEM: II
	APR-2026

Sr. No.	Subject	Available
1.	231U07C201 – Rural Marketing	
2.	Strategic Cost Management	
3.	Negotiations & Conflict Management	
4.	231U07C203 – Cost Accounting	
5.	231U07C202 – Rural Marketing	
6.	231U07C204 – Corporate Finance	
7.	231U071201 – Business Law	
8.	231U07C207 – French	
9.	216U061301 – Indian Knowledge System	
10.	Fundamental of Technical Skills	
11.	Technical Analysis of Financial Markets	
12.		
13.		
14.		
15.		

LIBRARY

BBA
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester: March-April 2026 Examination: ISE Examination			
Programme code: 07 Programme: BBA		Class: FY	Semester: II (SVU 2025-26)
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies		Name of the department: Business Studies	
Course Code: 231U07C201	Name of the Course: Rural Marketing		
Instructions: 1) Figures to the right indicate maximum marks.			

Q 1		15	CO3&4
	Read the following carefully and answer the questions given at the end: Sensing a big opportunity in rural markets, Om Kotak Life Insurance set up a separate rural business division headed by a senior vice president. The marketing strategy revolved around generating business using agent routes, initially in Maharashtra. Press advertisements were released in both national and regional newspapers to select and appoint agents. However, despite repeated insertions the response was very poor. Thereafter, the company approached a recruitment agency, a marketing agency operating in rural areas and an agency with its networking sources in rural areas. The first two agencies did not have reach in rural areas. So, Om Kotak finalized a deal with Rural Relations, a Pune-based agency with an excellent network of rural volunteers, to recruit agents for the company. Based on its previous experience, Rural Relations emphasized three components of its recruitment strategy: (1) direct personal contact (2) spreading information through group discussions (3) motivating people to become life insurance agents through counseling. The awareness-building strategy included sending letters to opinion leaders using the huge Rural Relations database, highlighting the benefits of becoming agents for the insurance company and requesting them to spread the news locally to identify suitable agents. Six persons were trained by Rural Relations to contact villagers, particularly rural youth and brief them about the insurance business. A well produced leaflet providing information on the company and career prospects was also handed out at the preliminary interviews held in nearby Talukas.		

		The first-level agent assessment was done based on the information provided in the application forms, followed by the quality of participation in the counseling session and performance in a direct personal interview. Out of the 375 candidates who appeared, 110 were shortlisted for the second round of interviews. In the second round, the company head of the rural life insurance business conducted the interviews, along with his sales manager and an HR manager from Rural Relations. Out of the 68 candidates who appeared, the best 30 were selected. Thereafter, they were put through a 20-day Insurance Regulatory Development Authority stipulated training programme, conducted by Maharashtra Institute of Technology at Pune. During the training period, Rural Relations coordinators interacted with the candidates daily to solve personal or course-related problems. To sustain motivation levels, informal dinners were also arranged on a weekly basis to encourage candidates to interact with each other and with members of the Rural Relations team. These efforts were successful in building up the candidates' self-confidence in their abilities to become competent rural life insurance agents, as was evident from the 100 per cent pass rate in the final examination. **Questions:** (a) Critically evaluate the recruitment strategy followed by Om Kotak for its insurance salespeople. (b) What are the alternative strategies that you would have followed to attract larger numbers of prospective applicants from the rural segment? Give reasons for your answer. (c) Explain key components of effective marketing communication?		
Q 2	A)	Analyze the failure of rural development programmes in India by identifying key administrative issues.	**07**	**CO1**
	B)	Analyze the challenges in rural markets and recommend suitable measures to enhance market penetration for FMCG products.	**08**	**CO1**
		OR		
	C)	A company plans to launch refrigerated dairy products. Evaluate	**07**	**CO2**

		challenges posed by the physical environment of the rural market environment.		
	D)	Education increases awareness of branded products. Evaluate education's role in product awareness.	08	CO2
Q 3	A)	Create a product strategy plan for a startup entering the rural market using different Types of Product Strategies.	07	CO3
	B)	Design a packaging and labelling strategy for a rural FMCG product using Key Aspects of Packaging and Labelling.	08	CO3
		OR		
	C)	The company failed despite low pricing. Analyze the situation using the limitations of pricing strategies.	07	CO3
	D)	Evaluate the success of a brand using benefits of STP marketing.	08	CO3
Q 4	A)	A farmer group wants to sell their produce directly without middlemen. How can forming a cooperative society help improve their income?	07	CO4
	B)	A rural campaign fails due to poor audience understanding. Identify the steps to craft effective communication strategy.	08	CO4
		OR		
Q 4	C)	A company faces budget constraints in rural marketing. Suggest ways to overcome this challenges in implementing communication strategies.	07	CO4
	D)	A company wants to promote products using traditional village fairs. Analyze the effectiveness of non-conventional media.	08	CO4

BBA
Sem-II

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Semester (November 2025 to March 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 07 & ~~07~~ Programme: BBA & ~~BBM~~	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code:	Name of the Course: Strategic cost management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

<table>
<tr><th>Question No.</th><th></th><th>Max. Marks</th><th>CO Attainment</th></tr>
<tr><td>Q.1. A</td><td>Prepare the Cash Budget of a trader for the three months commencing from April with the following details:

a) Cash sales are 25% of total sales.
b) 60% of credit sales are collected in the same month and the balance 40% in the following month.
c) 60% of purchase payment is made in the same month and 40% in the following month.
d) Rent of ₹ 4,000 is paid every month.
e) Dividend received in May ₹ 11,000.
f) Cash balance on 31st March is ₹ 1,00,000.
The following details are also provided:
Month Sales (₹) Purchases (₹) Wages (₹)
March 8,00,000 2,50,000 80,000
April 3,00,000 3,20,000 80,000
May 4,00,000 3,20,000 80,000
June 4,00,000 4,80,000 1,00,000
July 6,00,000 4,00,000 1,00,000</td><td>15</td><td>CO 2</td></tr>
<tr><td></td><td>OR</td><td></td><td></td></tr>
<tr><td>Q.1. B</td><td>The following information for the year ending 31.03.25 is taken from the books of a company:
Particulars (Rs.)
Materials Consumed – 6,00,000</td><td>15</td><td>CO1</td></tr>
</table>

	Direct Wages – 4,00,000 Direct Expenses – 2,00,000 Indirect Wages – 30,000 Store & Spare Consumed – 55,000 Workmen Welfare Expenses – 40,000 Cost of Rectifying Defective Work – 15,000 Depreciation on Machinery – 25,000 Other Factory Expenses – 1,50,000 Sale of Factory Scrap – 15,000 Administration Staff Salary – 1,55,000 Other Administration Expenses – 1,10,000 Audit Fees, Directors Fees – 35,000 Commission to Selling Agent – 1,20,000 Other Selling Expenses – 25,000 Showroom Expenses – 35,000 Sales – 26,40,000 10,000 units had been produced and sold during the year ended 31.03.25 For the year ending 31.03.26, the following estimates have been made: 1. Production and Sales will be 12,000 units. 2. Materials cost per unit will rise by 50%. 3. Wage rate per unit will rise by 25%. 4. Direct expense per unit will be in the same proportion to wages as before. 5. Factory expenses will be in the same proportion to prime cost. 6. Administration and selling expenses will be in the same proportion to cost of production. 7. Profit desired per unit is 25% on selling price. Prepare the Cost Sheet for 2025 and 2026		
Q.2. A	Using the following information, calculate labour variances: The budgeted labour force for producing product X is: • 30 Semi-skilled workers @ 90 paise per hour for 65 hours • 15 Skilled workers @ Rs 1.50 per hour for 65 hours The actual labour force employed for producing X is: • 32 Semi-skilled workers @ 95 paise per hour for 65 hours • 12 Skilled workers @ Rs 1.45 per hour for 65 hours	15	CO3
	OR		
Q.2. B	The standard material required for manufacturing one unit of Product A is 18 Kg, and the standard price per Kg of material is Rs 4.00. The cost records, however, reveal that 14,500 Kg of materials costing Rs	15	CO3

	40,000 were used for manufacturing 1,800 units of Product A. Calculate the material cost, material price, and material usage variances.		
Q.3. A.	You are required to calculate the break-even point in units and Amount from the following information: Selling Price Rs. 30 per unit Variable Cost Rs. 20 per unit Fixed Cost Rs. 1,20,000 Estimated sales Rs. 3,00,000	15	CO4
	OR		
Q.3. B.	You are required to calculate the break-even point in units and Amount from the following information: Selling Price Rs. 60 per unit Variable Cost Rs. 40 per unit Fixed Cost Rs. 2,40,000 Estimated sales Rs. 6,00,000	15	CO4
Q.4. A.	Explain the following concepts (5 marks - 3 questions) a) Profit volume ratio b) Explain cash budget c) Types of overheads	15	CO 4 CO 2 CO 1

BB A
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Semester (December 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programs)		
Programme code:07 Programme: BBA	Class: FYBBA	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code:	Name of the Course: Negotiations & Conflict Management	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary		

Question No.		Max. Marks	CO
Q.1.	Workplace Conflict at a Logistics Company A fast-growing logistics company in Mumbai has been experiencing increasing internal conflicts between its operations team and customer service department. The operations team complains that unrealistic delivery commitments are made by customer service executives, while the customer service team argues that operations fail to meet promised timelines. At the individual level, some employees are also facing self-conflict, as they struggle to balance personal values with organizational pressure to meet targets. This has led to stress, miscommunication, and reduced morale. Recently, the conflict escalated into blame games, affecting coordination and overall efficiency. Senior management is concerned as these conflicts are beginning to impact client satisfaction and company reputation. Questions: a) Identify and explain the types and domains of conflict present in the case. (7 Marks) b) Analyse the causes of conflict and explain how self-conflict is affecting employees. (8 Marks)	15	CO1

Q.2.A	A textile company has experienced frequent strikes and lockouts in the past, affecting productivity and reputation. Management now wants to proactively prevent such conflicts. Questions: a) Identify the major causes of industrial conflicts in such organizations. (7 Marks) b) Suggest preventive measures the company should implement. (8 Marks)	15	CO2
	OR		
Q.2.B	A dispute between management and employees over bonus payments has escalated. A mediator is appointed to resolve the issue. Questions: a) Explain the role of negotiation and mediation in conflict settlement (7 Marks) b) Suggest a step-by-step approach to resolve this dispute. (8 Marks)	15	CO2
Q.3.A.	a) A manager adopts a competitive approach while negotiating a supplier contract—identify the type of negotiation and explain its features. (7Marks) b) Suggest how an integrative negotiation approach could improve outcomes for both parties in the same situation. (8 Marks)	15	CO3
	OR		
Q.3.B.	a) A business deal fails due to miscommunication—analyse the role of communication in the negotiation process. (7 Marks) b) Recommend strategies to improve communication for successful negotiation outcomes. (8 Marks)	15	CO3
Q.4.A.	Two senior managers disagree over resource allocation, and their unethical tactics during negotiation worsen the conflict. Questions: a) Discuss the role of ethics in negotiation and its impact on outcomes. (7 Marks) b) Explain the 3D negotiation approach and how it can be applied to resolve this situation. (8 Marks)	15	CO4

	OR		
Q.4.B.	A labour union and management fail to reach agreement on wages, leading to strikes. A third-party intervention is considered. Questions: a) Explain the concept of Alternative Dispute Resolution (ADR) and its importance in industrial conflicts. (7 Marks) b) Evaluate the role of arbitration and conciliation in resolving labour disputes. (8 Marks)	15	CO4

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Semester (November 2023 to March 2024) Examination: End Semester Examination March/April 2024 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code: 231U07C203	Name of the Course: Cost Accounting	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)All questions are compulsory		

Question No.		Max. Marks	CO
Q.1. A	From the following particulars, prepare a statement of cost for the year 2021.	15	CO1

Particulars	Amount
Opening stock of raw materials	1,00,000
Raw material returned to suppliers	8,000
Wages paid to productive workers	36,000
Wages paid to non-productive workers	8,000
Rent of workshop	10,000
Repairs to plant	2,400
Office expenses	6,000
Advertisement expenses	4,800
Purchase of material	2,80,000
Closing stock of material	38,400
Staff salaries	10,000
Carriage on purchases	2,000
Carriage on sales	6,000
Fuel, gas, water etc.	4,000
Depreciation on machinery	2,800
Direct expense	1,600

OR

Q.1. B	A Factory is currently working at 50% capacity and produces 10,000 units. Prepare a Flexible Budget and estimate the Profits of the Company when it works at 60% and 80% capacity and advise the company. At 60% working Raw Material Cost increases by 2% and selling price falls by 2%. At 80% Raw Material cost increases by 5% and selling price falls by 5%. At 50% capacity working the Product costs Rs. 180 per unit and is sold at Rs. 200 per unit. The unit cost of Rs 180 is made up as follows. Material Rs 100 Labour Rs 30 Factory overheads Rs 30 (40% fixed) Administrative overheads Rs 20 (50% fixed)	15	CO2
Q.2. A	The standard material cost for 100 kg. of Chemical D is made up of Chemical A - 30 kg @ Rs. 4.00 per kg. Chemical B - 40 kg. @ 5.00 per kg. Chemical C - 80 kg @ Rs. 6.00 per kg.	15	CO3

	In a batch, 500 kg of chemical D were produced from a mix of: Chemical A - 140 kg at a cost of Rs. 588 Chemical B - 220 kg. at a cost of Rs. 1,056 Chemical C - 440 kg. at a cost of Rs. 2,860 Required: 1. Material Cost Variance 2. Material Price Variance 3. Material usage Variance 4. Material Mix Variance		
	OR		
Q.2. B	Using the following information, calculate labour variances: The budgeted labour force for producing product X is: 25 Semi-skilled workers @ 75 paisa per hour for 50 hours 15 Skilled workers @ Rs 1.25 per hour for 50 hours The actual labour force employed for producing X is: 24 Semi-skilled workers @ 80 paisa per hour for 50 hours 10 Skilled workers @ Rs 1.20 per hour for 50 hours	15	CO3
Q.3. A.	From the following particulars calculate: a) P/V ratio b) Break- even point c) Margin of safety d) Sales required to earn a profit of Rs. 5,00,000 e) Profit when sales are of Rs. 25,00,000 f) Margin of safety if company is earning profit of Rs. 6,00,000 Fixed cost- Rs 4,00,000 Profit- Rs 2,50,000 Sales- Rs 12,00,000	15	CO4
	OR		
Q.3. B.	ABC Ltd. operates at normal capacity. It produces 20,000 units of a product from plant 111. The unit cost of manufacturing at normal capacity is as follows: (Rs.) Direct materials — 6.50 Direct labour — 2.60 Variable overhead — 3.30 Fixed overhead — 4.00 Each unit of the product is sold for Rs. 20 with variable selling and administrative expenses of 60 paise per unit of product. The company excepts that during the next year only 2,000 units can be sold. Management plans to shut-down the plant, estimating that the fixed manufacturing overhead can be reduced to Rs. 45,000 for the next year. When the plant is operating the fixed overhead costs are incurred at a uniform rate throughout the year. Additional costs of plant shut are estimated at Rs. 15,000. Should the plant be shut-down? Show computations. Calculate the shut down point	15	CO4
Q.4	Write the following concepts (5 Marks each)	15	
1.	Types of budgets		CO2
2.	Overheads		CO1
3.	Standard costing		CO3

BBA
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SOMAIYA
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Semester (November 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: FYBBA	Semester: II
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies	Name of the Department: Business Studies	
Course Code: 231U07C202	Name of the Course: Retail Marketing	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

Question No.		Max. Marks	CO Attainment
Q.1.	Case Study: D-Mart has emerged as one of India's most successful retail chains due to its low-cost, high-efficiency business model. It focuses on limited assortment, bulk purchasing, and everyday low pricing strategy. D-Mart owns most of its stores, reducing rental costs and maintaining tight control over operations. In contrast, Future Group, once a leading retail giant with brands like Big Bazaar, faced financial distress and eventual collapse. The company expanded aggressively, relied heavily on debt, and struggled with inventory management and changing consumer preferences toward online shopping. D-Mart's disciplined approach, focus on essentials, and strong supplier relationships helped it thrive, while Future Group's inability to adapt to digital transformation and operational inefficiencies led to its downfall.	15	CO 4

	Questions: 1. Compare the business models of D-Mart and Future Group. What factors led to their contrasting outcomes? 2. Critically evaluate the role of cost control and inventory management in retail success. 3. How important is adaptability to e-commerce trends for survival in modern retail?		
Q.2.	a. Explain the components of the retailing environment and how they influence retail operations. b. Describe the various types of retail formats in the retailing industry with suitable examples.	7 8	CO 1
	OR		
Q.2.	c. Analyze the key trends in the retailing industry and evaluate how the retailing environment (economic, technological, and social factors) influences retail business operations.	15	CO 1
Q.3.A.	Critically examine various pricing strategies in retail, including everyday pricing, competitive-based pricing, price skimming, and market-oriented pricing. How do these strategies influence consumer buying behavior and retail positioning?	15	CO 2
	OR		
Q.3.B.	A retail supermarket chain is facing issues of overstocking and frequent stockouts in different product categories. Apply the concepts of Open-to-Buy (OTB) planning, merchandise purchasing, and merchandise performance analysis to design an effective inventory management strategy for the retailer.	15	CO 2
Q.4.A.	Critically evaluate the impact of Foreign Direct Investment (FDI) on the Indian organized retail sector. Discuss both opportunities and challenges for domestic retailers.	15	CO 3
	OR		
Q.4.B.	Develop a technology-driven Retail Information System (RIS) for a large retail chain. Explain how information sources and data analytics can be used to improve decision-making and customer experience.	15	CO 3

BBA
Sem-II

17 APR 2026

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Semester (November 2024 to March 2025) Examination: End Semester Examination March 2025 (UG Programmes)		
Programme code:07 Programme: BBA	Class: FY	Semester: II
Name of the Constituent College: Dr Shantilal k Somaiya School of Commerce and business Studies	Name of the Department: Business Studies	
Course Code: 231U07C204	Name of the Course: Corporate Finance	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary		

Question No.		Max. Mark	CO
Q.1. A	Ganapati Limited is considering three financing plans. The key information is as follows: (a) Total investment to be raised is Rs 5,00,000. (b) Plans of financing Proportion. Plan A 100% Equity Plan B 50% Debt and 50% Equity Plan C 50% Debt and 50% Pref shares c) Cost of debt 10%, Cost of Pref share 9%, Tax Rate 40% D) Equity shares of the face value of Rs.10 each will be issued at a premium of Rs 15 per share. (f) Expected EBIT is Rs. 1,70,000. You are required to DETERMINE for each plan: i) Best plan based on EPS analysis ii) The financial break-even point for plans 1 and 2.	15	4
	OR		
Q.1. B	A Company needs Rs. 62,50,000 for the construction of new plant, The following three plans are feasible : , 1. The Company may issue 6,25,000 equity shares at Rs. 10 per share. 2. The Company may issue 3,12,500 ordinary equity shares at Rs 10 per share and 31,250 debentures of Rs 100 denomination bearing a 8% rate of interest. 3. The Company may issue 3,12,500 equity shares at Rs 10 per share and 31,250 preference shares at Rs 100 per share bearing a 8% rate of dividend.	15	4

	(i) Calculate earnings per share under each of three financial plans if the Earning before interest and Tax is a) Rs. 2,50,000, b) Rs. 5,50,000. Assume a Corporate Income tax rate of 40%. ii) Also determining the Indifference points for Financing plan 1 and 2		
Q.2. A	.A company issued 1,00,000, 10% debentures of Rs. 100 each on 1.4.2020 to be matured on 1.4.2025. Calculate the current cost of its existing debt using present value method (YTM) if the market price of the debentures is Rs. 85, assuming 35% tax rate.	15	3
	OR		
Q.2.B	Shiv Ltd. firm's details are as follows. <table><tr><td>Particulars</td><td>Amt (Rs.)</td></tr><tr><td>Sales</td><td>10,00,000</td></tr><tr><td>Variable cost</td><td>40%</td></tr><tr><td>Fixed Cost</td><td>4,00,000</td></tr></table>It has borrowed Rs. 2,00,000 @ 15% p.a. and its equity share capital is Rs. 10,00,000. a) Calculate operating leverage, financial leverage, combined leverage. b) Calculate EBIT and PBT If the sales increases by 4,00,000. c) Calculate EBIT and PBT If the sales decreases by 4,00,000	15	3
Q.3. A.	The cost of Machine A is Rs. 1,00,000 and Machine B is Rs. 1,25,000 . Machine A will contribute Rs. 28,000 per year for the next five years and Machine B will contribute Rs. 28,000 for Next 7 years. Assume borrowing cost at 8% pa. compounded annually. a) Determine which machine should be purchased. b) Determine if machine A is available at a lease of Rs. 15,000 per year. Should machine A be bought or leased?	15	1
	OR		
Q.3. B.	Calculate value of the bond if a) Bond matures at par after 5 years. b) Bond matures at 20% premium after 5 years c) Bond matures at 5% Discount after 5 years Other information Face value = Rs. 1000 Coupon rate = 10% Expected rate of return = 12%	15	2
Q.4. A.	Explain the following concepts (5 marks - 3 questions) a) Profit maximization b) Weighted Average Cost of Capital	15	1 4

	c) Babulnath Ltd has implemented Miller-Orr's Stochastic Cash management model and wants you to calculate Return point and upper limit from the following information.		3

Interest rate per day	0.025%
Lower control limit	Rs. 3000
Variance of Cash flow	2,50,000
Switching cost per transaction	Rs. 30

BBA
Sem - II

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Semester (December 2025 to April 2026) Examination: End Semester Examination **April 2026** (UG Programmes)			
Programme code: **231U071201 / 231U061201** Programme: **BBA / ~~BBM~~**	Class: **FY**		Semester: **II**
Name of the Constituent College: Dr. Shantilal K. Somaiya School of Commerce and Business Studies		Name of the Department: **Business Studies**	
Course Code: **06 / 07**		Name of the Course: **Business Law**	
Duration: **2 Hrs.**		Maximum Marks: **60**	
Instructions: 1) Draw neat diagrams 2) Write appropriate sections and cases			

Question No.		Max. Marks	CO Attainment
Q.1.	**FACTS:** When the manager of a joint family or a-member or members of a joint family enter **partnership** with strangers, though acting on behalf of the joint family, the position which obtains is that, not all the members of the joint family, but only such of its members as have in fact entered **partnership** with the stranger become partners. On such a **partnership** being formed the relationship which is established is a contractual relationship, and the only parties who thus come into contractual relationships with each other are the outsider and the members or members of the joint family. The members of the joint family who are not partners with the outsider have no voice or control over the business, they are not in a position even to dissolve the **partnership** and to realize the share of the joint family in the **partnership**. 1) List down issues involved in the above-mentioned case law 2) Write in detail the observations made and judgement	15 ~~(07)~~ (08) (07)	CO3

	passed by the court.		
Q.2.A	Explain Contract with examples? Explain 10 essentials of a valid Contract with examples?	**15**	**CO1**
	OR		
Q.2.B	Distinguish between Offer and Invitation to offer in 6points.	**06**	**CO1**
Q.2.C	Explain the rights of an unpaid seller where the property in goods has passed to the buyer with examples?	**09**	**CO2**
Q.3.A	Distinguish between Sale and Agreement to sell in 10points	**10**	**CO2**
Q.3.B	Explain Warranty with examples? What are the types of Warranties with examples?	**05**	**CO2**
	OR		
Q.3.C	Illustrate duties of a Partner in detail	**10**	**CO3**
Q.3.D	Explain Transfer of property in contract of sale with examples? Whether it can absolute or conditional?	**05**	**CO2**
Q.4.A	Explain Doctrine of Constructive notice, Indoor Management, and Ultra Vires. Explain the meaning of lifting of corporate Veil	**10** **05**	**CO3** **CO3**
	OR		
Q.4.B	Define Company and explain different Types of Company	**10**	**CO4**
Q.4.C	Explain Object and Name clause of MOA	**05**	**CO4**

BBA Sem-II

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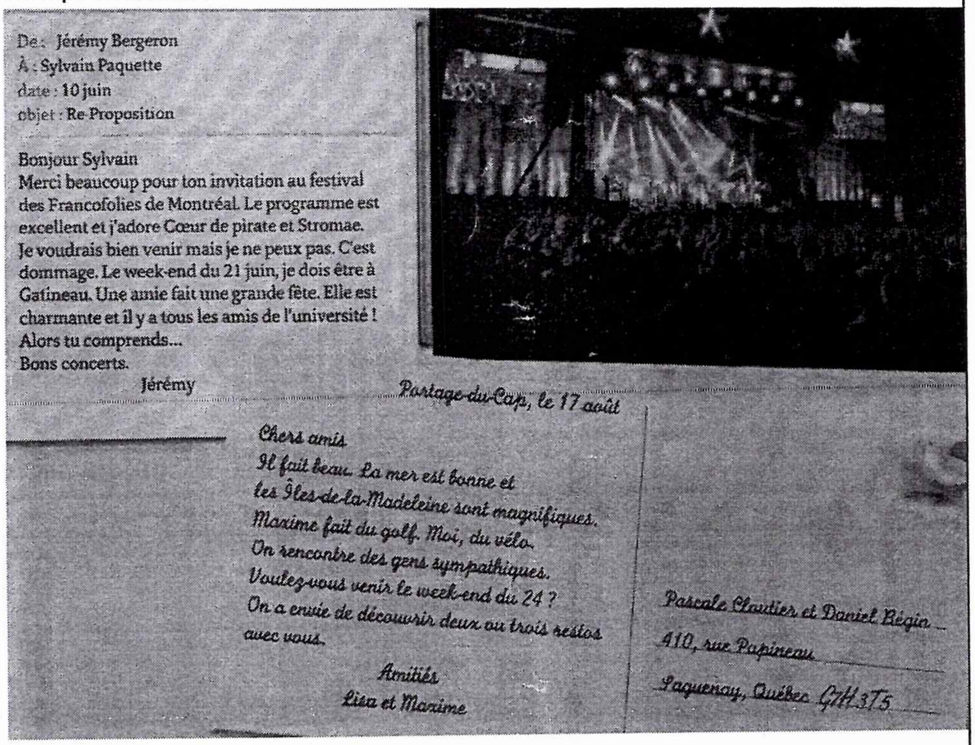
SOMAIYA VIDYAVIHAR UNIVERSITY

Semester (July 2023 to November 2023) Examination: End Semester Examination October 2023 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code: 231U07C207	Name of the Course: Enrichment course - French	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

Question No.		Max. Marks	CO Attainment
Q.1	Comprehension		



De : Jérémy Bergeron
À : Sylvain Paquette
date : 10 juin
objet : Re Proposition

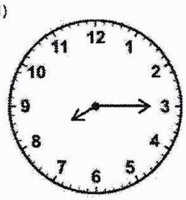
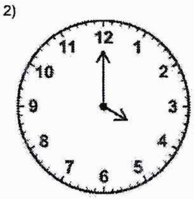
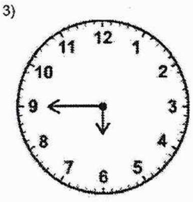
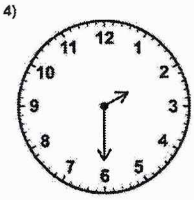
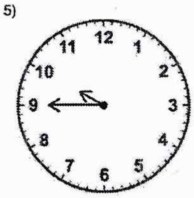
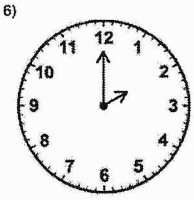
Bonjour Sylvain
Merci beaucoup pour ton invitation au festival des Francofolies de Montréal. Le programme est excellent et j'adore Cœur de pirate et Stromae. Je voudrais bien venir mais je ne peux pas. C'est dommage. Le week-end du 21 juin, je dois être à Gatineau. Une amie fait une grande fête. Elle est charmante et il y a tous les amis de l'université ! Alors tu comprends...
Bons concerts.
Jérémy

Portage-du-Cap, le 17 août

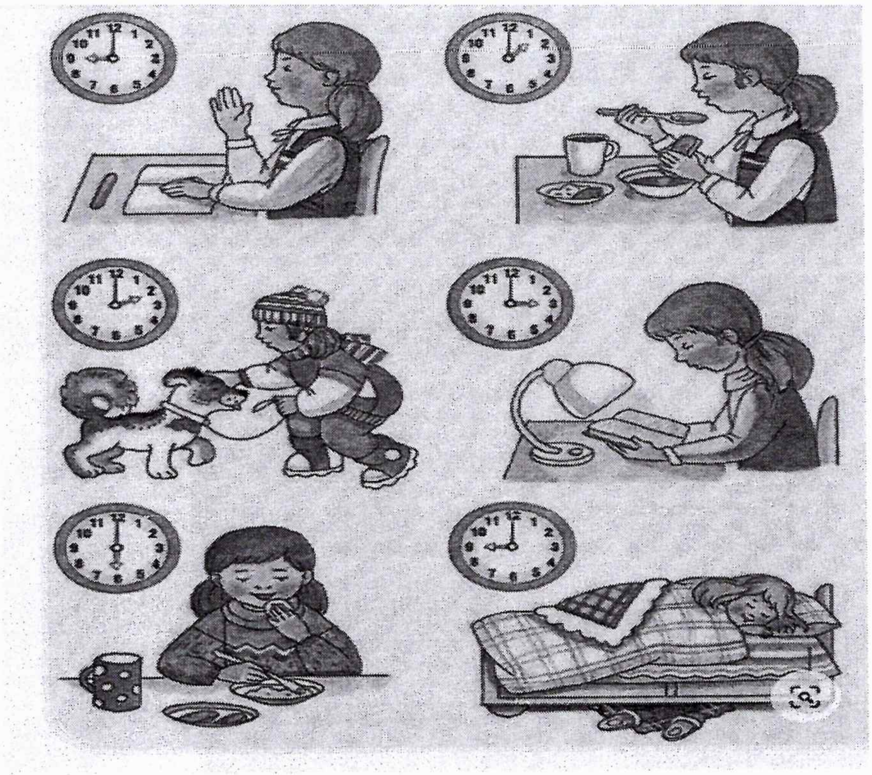
Chers amis
Il fait beau. La mer est bonne et les Îles-de-la-Madeleine sont magnifiques. Maxime fait du golf. Moi, du vélo. On rencontre des gens sympathiques. Voulez-vous venir le week-end du 24 ? On a envie de découvrir deux ou trois restos avec vous.
Amitiés
Lisa et Maxime

Pascale Cloutier et Daniel Bégin
410, rue Papineau
Saguenay, Québec G7H 3T5

	A. Vrai ou Faux 1. Lisa veut découvrir les monuments 2. L'amie de Jérémy fait une grande fête 3. Jérémy va être à Montréal le 21 juin 4. Maxime et Lisa reçoit une lettre de Daniel et Pascale 5. Il fait beau au Portage du Cap	5	1,2,3,4
	B. Répondez aux questions 1. Quels artistes Jérémy aime? 2. Pourquoi Jérémy refuse l'invitation de Sylvian 3. Où sont Lisa et Maxime? 4. Que font Maxime et Lisa pendant ce voyage? 5. Jérémy reçoit l'invitation de quel festival?	5	1,2,3,4

	C. Répondez à Lisa et Maxime	5	4
Q.2	A. Ecrivez un dialogue entre un épicier et un client B. Vous voyagez dans un pays loin de votre famille. Vous écrivez à votre famille un email et dans ce mail vous listez tout ce que vous allez faire quand vous allez rentrer chez vous	5 10	1,2,3,4 1,2,3,4
Q.3	A. Ecrivez l'heure en français (Any 5) 1)  ______ 2)  ______ 3)  ______ 4)  ______ 5)  ______ 6)  ______ B. Dites ce que vous trouvez dans 1. Boulangerie 2. Papeterie 3. Boucherie 4. Crèmerie 5. Marché C. Mettez l'adjectif démonstratif Regardez _____ paysage, il y a _____ ciel bleu, et _____ mer calme, _______ palmiers grands et les belles fleurs. Mais _____ animal horrible. Quel horreur! OU D. Mettez la bonne préposition Pour aller ______ université, Alex et Léo se passe _______ la pharmacie. Il y a un parc ________ de l'université. Alex et Léo attend leurs amis _______ un arbre. Après ils vont aller _______ la salle de classe ensemble.	5 5 5 5	2 3 1 4

<table>
<tr>
<td>Q.4</td>
<td>A. Regardez l'image et décrivez qu'est-ce que Véronique va faire demain


</td>
<td>5</td>
<td>2</td>
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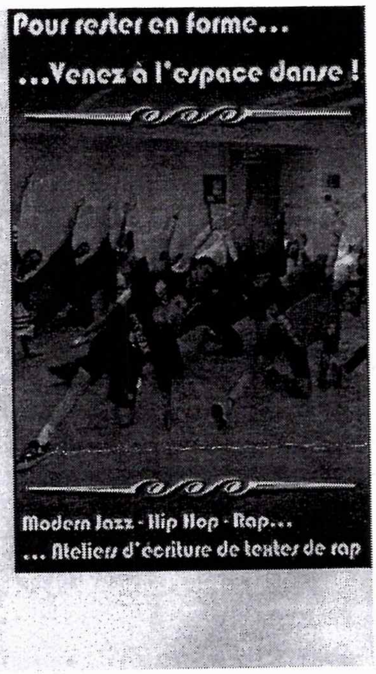
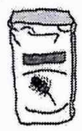
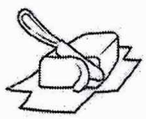
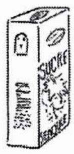
<tr>
<td></td>
<td>B. Regardez l'image et faites des questions



Où -
Quand -
Qui -
Quel -
Que/ Qu'est-ce que -
</td>
<td>5</td>
<td>1,2</td>
</tr>
</table>

	C. Complétez avec le bon article (article contracté)	5	1
	1. Je vais .... restaurant près .... bureau. 2. Je mange une pizza .... quatre fromages. 3. La maison .... ministre est très grande. 4. Sophie aime le goût .... bière mais pas celui .... vin. 5. La glace .... vanille est meilleure que la glace .... chocolat.		
	OU		
	D. Identifiez les images	5	3,4

Ingrédients :

					
140 g. de ________	140 g. de ________	140 g. de ________	3 .... ________	½ paquet de ________	1 pincée de ________

Bonne Chance!

BBA
Sem-II

SOMAIYA
VIDYAVIHAR UNIVERSITY

24 APR 2026

March/April 2026 **Examination: In Semester Examination (UG/PG Programmes)**	
Programme code: **Programme:**	**Class:** FY **Semester:** II
Name of the School:	**Name of the Department**
Course Code: 216U061301	**Name of the Course: Indian Knowledge Systems**
Duration: 1 Hr.	**Maximum Marks: 20**
Instructions:	

Marks Obtained:

Seat No.											

Class:

Signature of Candidate	Signature & Name of The Block Supervisor with Date:

Question No.		Max. Marks	CO
Q 1	Consciousness refers to: A. Sleep B. Neutrality C. Ignorance D. Awareness **Answer:**	1 Marks	CO3
Q 2	What is the full form of I.K.S? A. Indian Kinetic Strategies B. International Knowledge Statistics C. Indian Knowledge Systems D. Internal Karyotype System **Answer:**	1 Marks	CO1
Q 3	Ayurveda represents: A. Political system B. Social Justice C. Holistic health approach D. Legal system **Answer:**	1 Marks	CO3

Q 4	IKS includes knowledge from: A. One field only B. Various branches C. Only science D. Only art **Answer:**	**1 Marks**	**CO1**
Q 5	What is included under the Spiritual and Philosophical scope of I.K.S.? A. Understanding the technological developments of machine learning and AI. B. Examining the development of nanobots C. Observing a complex medical operation D. Help to understand the nature of reality **Answer:**	**1 Marks**	**CO3**
Q 6	Coins as sources of IKS are studied under: A. Archaeology B. Numismatics C. Epigraphy D. Philology **Answer:**	**1 Marks**	**CO1**
Q 7	Dharma represents: A. Lawless behavior B. Duty and righteousness C. Profit D. Art **Answer:**	**1 Marks**	**CO3**
Q 8	Archaeological evidence mainly provides: A. Material remains B. Philosophical ideas C. Literary theories D. Oral traditions **Answer:**	**1 Marks**	**CO1**
Q 9	Through ____________, IKS helps to develop the aesthetic sense and enables one to understand and appreciate the arts and foster the creativity of humans. A. Visual arts and Performing arts B. Inscriptions C. Religious Scriptures D. Edicts **Answer:**	**1 Marks**	**CO3**

Q 10	Astronomy deals with: A. Atmosphere B. Saturn C. Stars and planets D. Galaxies **Answer:**	**1 Marks**	**CO1**
Q 11	The study of ancient scripts is called: A. Numismatics B. Epigraphy C. Paleography D. Archaeology **Answer:**	**1 Marks**	**CO1**
Q12	Yoga contributes to: A. Economic growth B. Trade C. Physical and mental balance D. Politics **Answer:**	**1 Marks**	**CO3**
Q 13	Textual sources are limited because they: A. Are always accurate B. Reflect specific perspectives C. Include all voices equally D. Are purely scientific **Answer:**	**1 Marks**	**CO4**
Q 14	Cultural expression in IKS primarily involves: A. Economy B. Science only C. Politics D. Art and Architecture **Answer:**	**1 Marks**	**CO3**
Q 15	Knowledge about agriculture and weather is part of: A. Philosophy B. Science C. Art D. Ethics **Answer:**	**1 Marks**	**CO1**

Q 16	IKS helps bridge the gap between: A. Art and science B. Past and present C. Theory and practice D. All of the above **Answer:**	**1 Marks**	**CO4**
Q 17	Epigraphy is the study of: A. Coins B. Architecture C. Inscriptions D. Paintings **Answer:**	**1 Marks**	**CO1**
Q 18	Which of the following is a textual source? A. Inscription B. Pottery C. Coin D. Vedic literature **Answer:**	**1 Marks**	**CO1**
Q 19	Spiritual inquiry differs from scientific inquiry because it focuses on: A. Inner experience B. Measurable facts only C. External observation D. Experiments only **Answer:**	**1 Marks**	**CO3**
Q 20	Studying IKS promotes: A. Fragmented knowledge B. Isolation C. Holistic understanding D. Memory **Answer:**	**1 Marks**	**CO4**

BBA
Sem II

SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (Dec 2025 to April 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: ~~06~~/ 07 Programme: ~~BBM~~ / BBA	Class: FY	Semester: II

Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies.	Name of the Department: Business Studies
Course Code:	Name of the Course: Fundamental of Technical Skills
Duration: Two hours	Maximum Marks: 40

Q.NO		Marks	CO
Q.1.A	"Cloud computing is the delivery of computing services over the internet to offer faster innovation and flexible resources." Justify.	10	CO 1
	OR		
Q.1.B	"Linux operating system manages computer hardware and software resources and allows users to run applications." Justify.	10	CO 1
Q.2.A	Explain the features and Uses of Logical Functions in Excel.	10	CO 2
	OR		
Q.2.B	"A line chart is a type of graph used to display data points connected by straight lines to show changes or trends over time." Explain.	10	CO 2
Q.3.A	Elucidate the Concept of DBMS with its Advantages and Disadvantages.	10	CO 3
	OR		
Q.3.B	Elaborate on the concept of Enterprise Resource Planning (ERP) and explain its benefits and limitations.	10	CO 3
Q.4.A	Explain the applications of Artificial Intelligence in real-world scenarios.	10	CO 1
	OR		
Q.4.B	"E-CRM refers to the use of digital technologies to manage and enhance a company's interactions with its customers." Justify.	10	CO 3

BBA Sem-II

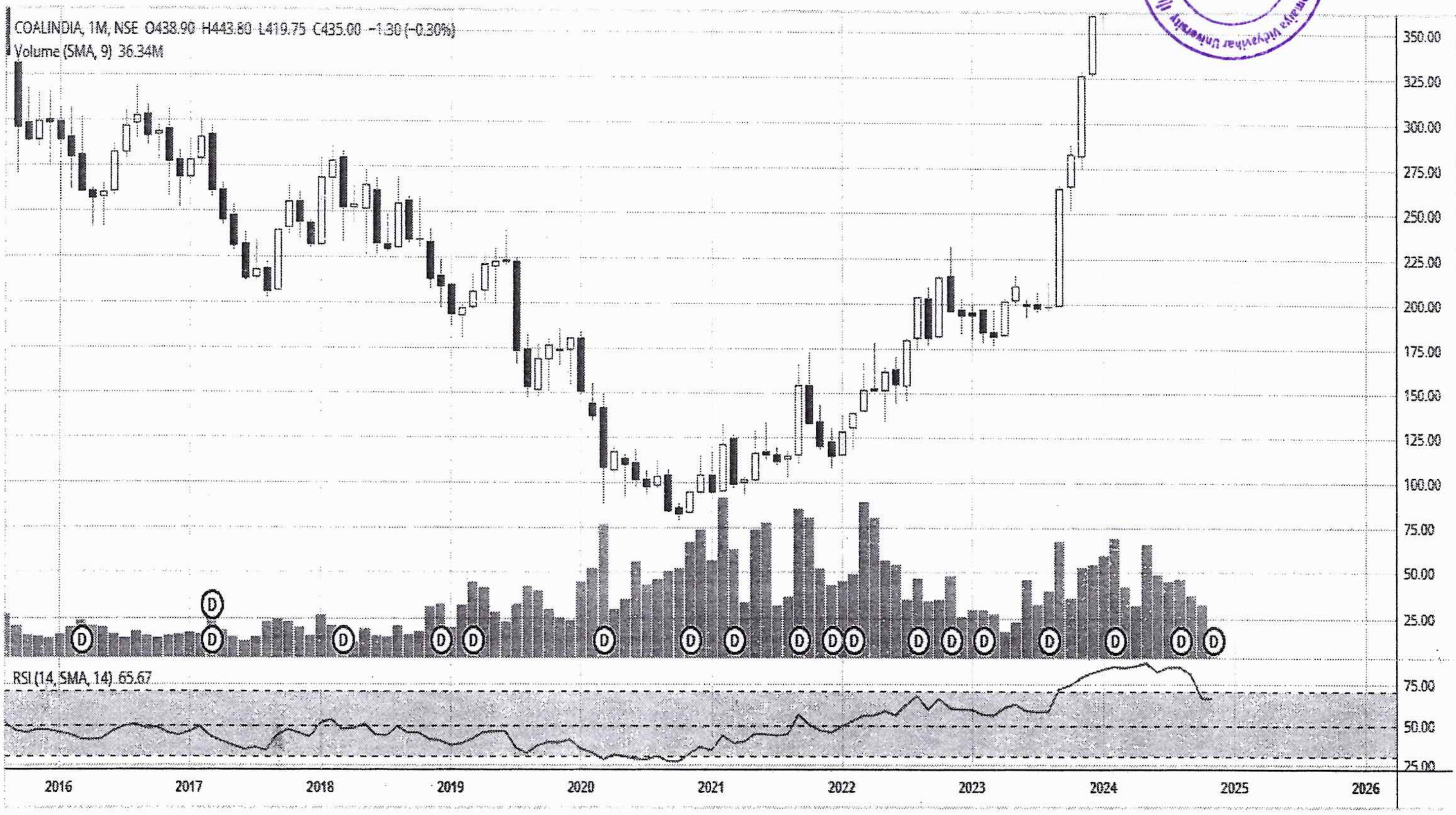
SOMAIYA VIDYAVIHAR UNIVERSITY

Semester (November 2025 to May 2026) Examination: End Semester Examination April 2026 (UG Programmes)			
Programme code: 07 Programme:		Class: FYBBA	Semester: II
Name of the Constituent College: Dr. Shantilal k Somaiya School of Commerce and business Studies		Name of the Department: Business Studies	
Course Code:	Name of the Course: Technical Analysis of Fin Markets		
Duration : 2 Hrs.	Maximum Marks : 60		
Instructions: 1)Draw neat diagrams and markings on charts 2)Assume suitable data if necessary 3) Attach the chart with thread or staple it along with answersheets.			

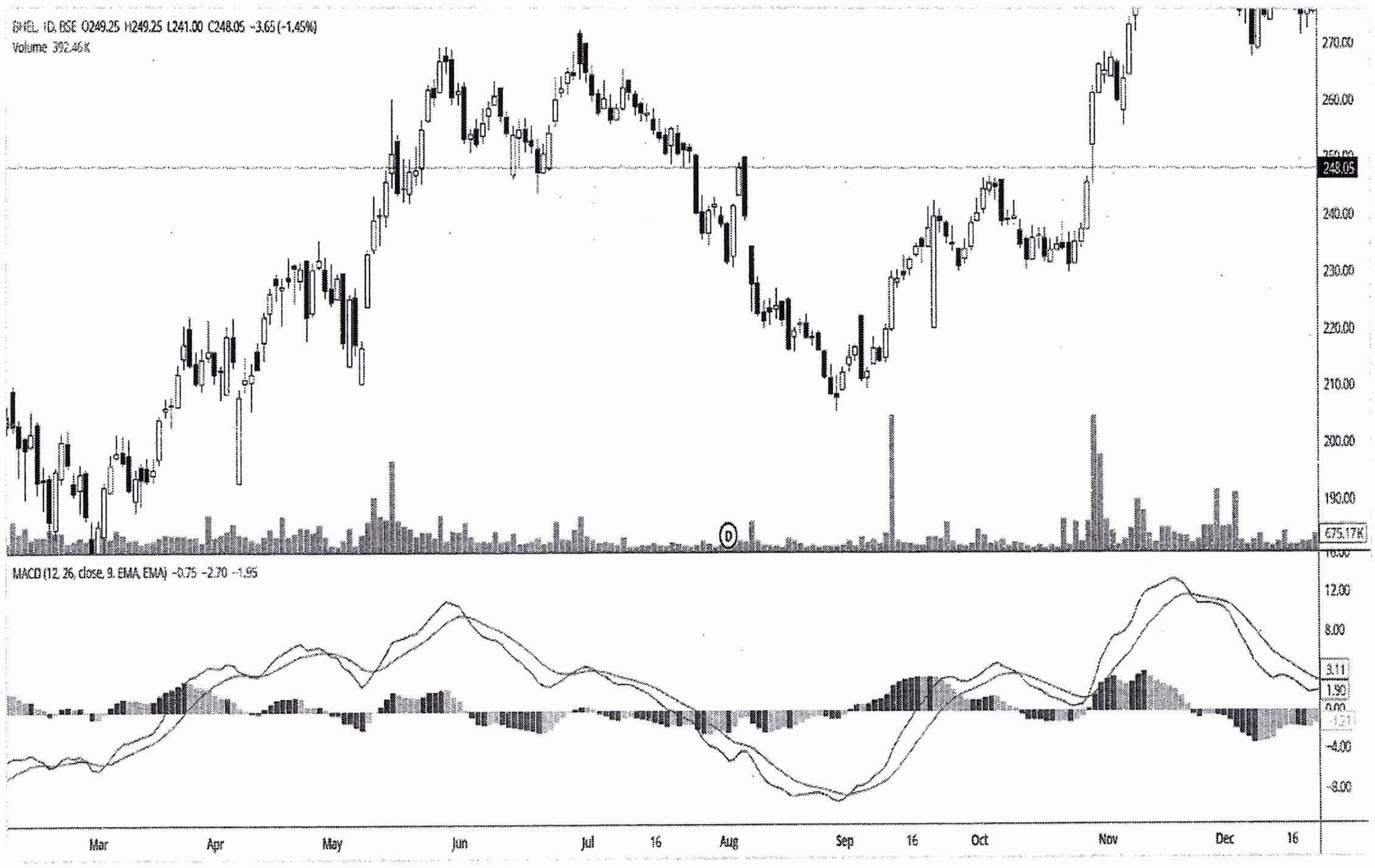
Question No.		Max. Mark	CO
Q.1. A	Being a risk manager enumerate rules to stop losing money	8	4
Q.1. B	As an Investor explain trading system and 5 step plan	7	4
	OR		
Q.1. C	A friend of yours wants to start trading, as a finance graduate elaborate to him golden rules of trading.	8	4
Q.1. D	As a professor at college, explain Derivatives and elaborate on different participants of Derivative markets.	7	4
Q.2. A	Following is the Weekly chart of Coal India ltd. using pattern trading mark pattern and entry point on the graph and also explain your strategy. Include Entry, Exit and risk to reward ratio in your analysis.	8	3
Q.2. B	Following is the Weekly chart of Bhel ltd. using MACD trading mark pattern and entry point on the graph and also explain your strategy. Include Entry, Exit and risk to reward ratio in your analysis.	7	3
	OR		
Q.2. C	Explain Relative Strength Index and Discuss its Applications.	8	3

Q.2. D	As an experienced investor Describe in detail the Pattern trading strategy of Flag and pole and Triangles.	7	3
Q.3. A	As an Investor, Discuss in detail about Elliot Wave theory and characteristics of Dominant trend.	8	2
Q.3. B	Analyze the Weekly chart of Martek Ltd using Moving Average strategy and state your buying, Stop loss and target. Also explain your strategy in detail (Also mark it on chart) Lines passing through the candle Indicate 20 (Thinnest line), 50 (Middle line) and 100 (Thickest line) SMA	7	1
	OR		
Q.3. C	Mark the support, Resistance on the weekly chart of Trent ltd. Explain your strategy for investing and also state your entry, exit, Stoploss and target.	8	2
Q.3. D	Explain candlestick and discuss types of bearish candlestick patterns.	7	1
Q.4. A.	Explain the following concepts (5 marks - 3 questions)	15	
	a) Option Greeks		4
	b) Technical Analysis		1
	c) Dow Theory		2

Q.2 A

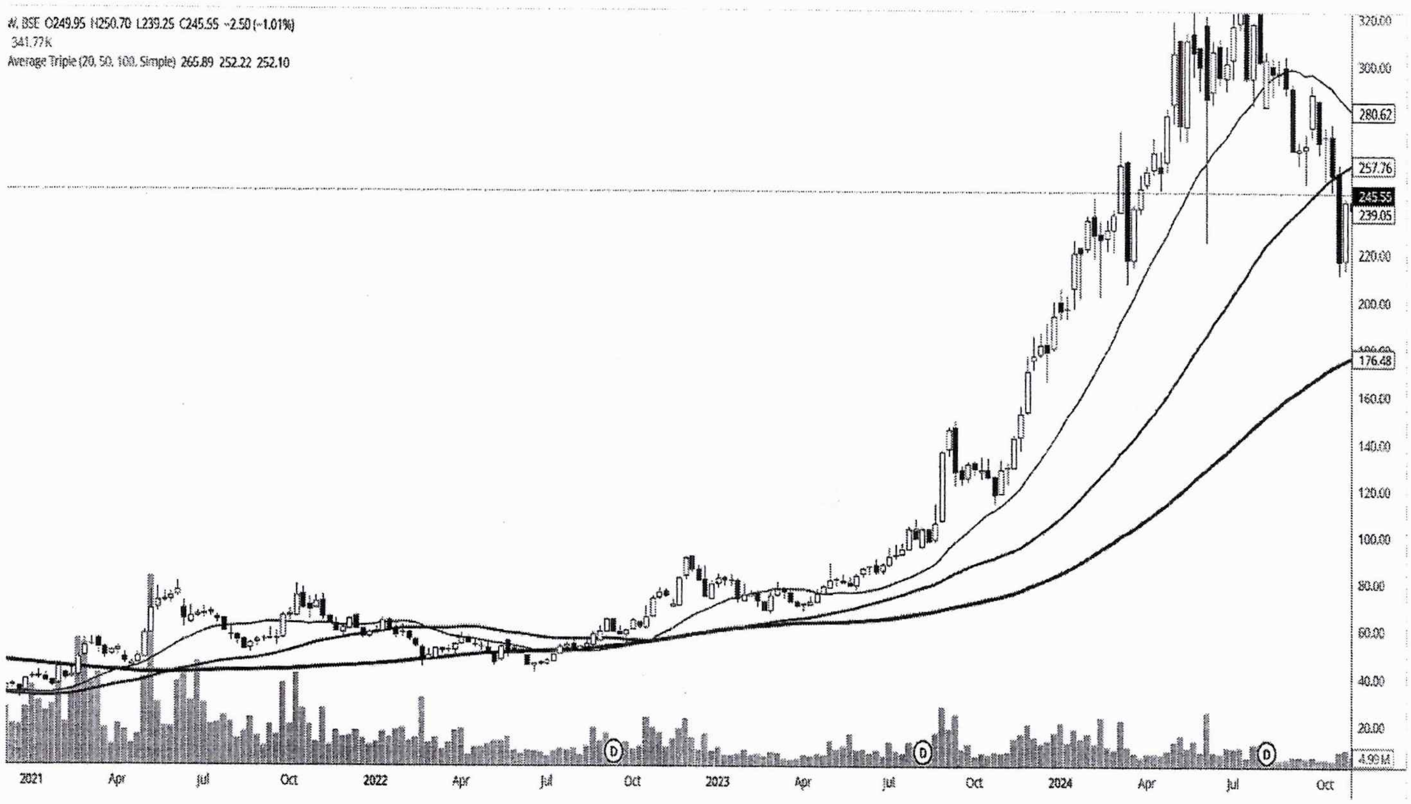


Q.2.B



TradingView

Q.3.B


W, BSE O249.95 H250.70 L239.25 C245.55 −2.50 (−1.01%)
341.77K
Average Triple (20, 50, 100, Simple) 265.89 252.22 252.10
320.00
300.00
280.62
257.76
245.55
239.05
220.00
200.00
176.48
160.00
140.00
120.00
100.00
80.00
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4.99M
2021
Apr
Jul
Oct
2022
Apr
Jul
Oct
2023
Apr
Jul
Oct
2024
Apr
Jul
Oct

Q.3 C


D, BSE O105.95 H107.20 L102.85 C106.95 −0.60 (−0.56%)
125.00
122.50
120.00
117.50
115.00
112.50
110.00
106.95
105.00
102.50
100.00
97.50
95.00
92.50
90.00
87.50
404.44K
4.00
2.22
0.48
−1.74
16
Jul
15
Aug
Sep
15
Oct
16
Nov
Dec
15
2026
16
Feb
13
Mar