

Course Code: B24BB2101					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II BBA I Semester MODEL QUESTION PAPER					
BUSINESS LAWS					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	State Breach of Contract.	1	1	2
	b).	Define Free Consent.	1	1	2
	c).	Define Promissory note.	2	1	2
	d).	Write about Bills of Exchange.	2	1	2
	e).	List the types of Companies.	3	1	2
	f).	State Doctrine of Ultra Vires.	3	1	2
	g).	Name the rights of unpaid seller.	4	1	2
	h).	Recall Auction sale.	4	1	2
	i).	State consumer councils.	5	1	2
	j).	Write about Redressal Agencies.	5	1	2
5 x 10 =50Marks					
		UNIT-1			
2.		Define Contract. Explain the essentials of valid contract.	1	2	10
		OR			
3.	a).	Discuss the different kinds of Contract.	1	2	5
	b).	Explain various remedies for Breach of Contract.	1	2	5
		UNIT-2			
4.		Discuss the characteristics of Negotiable instrument in detail.	2	2	10
		OR			
5.	a).	Describe the kinds of Negotiable instruments.	2	2	5
	b).	Define Partnership. Explain essentials of Partnership.	2	2	5
		UNIT-3			
6.	a).	Describe the important features of a Company.	3	2	5
	b).	Discuss the Memorandum of association.	3	2	5

		OR			
7.	a).	Discuss Articles of Association.	3	2	5
	b).	Explain the modes of winding up of a company.	3	2	5
		UNIT-4			
8.		Define Sale. Explain the essentials of Sale Contract.	4	2	10
		OR			
9.		Distinguish between Sale and Agreement to sell.	4	2	10
		UNIT-5			
10.	a).	Discuss the Consumer Protection Act,2019.	5	2	5
	b).	Illustrate the Consumer Redressal Agencies	5	2	5
		OR			
11.		Explain the overview of the Right to information Act.	5	2	10
		CO-COURSE OUTCOME	KL-KNOWLEDGE LEVEL	M-MARKS	

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks



Course Code: B24BB2102					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II B.B.A. I Semester MODEL QUESTION PAPER					
FUNDAMENTALS OF E-COMMERCE					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	Define E-Commerce	1	1	2
	b).	Describe the concept of EDI	1	2	2
	c).	Explain any two key success factors of e-retailing.	2	1	2
	d).	List two advantages of web-enabled services.	2	2	2
	e).	Explain how EDI reduces paperwork.	3	2	2
	f).	Differentiate between electronic cash and electronic cheques.	3	2	2
	g).	Explain how phishing is used in cybercrime with an example.	4	2	2
	h).	Write two differences between network and application firewalls.	4	2	2
	i).	Explain why it is important to organize ethical, social, and political issues.	5	2	2
	j).	Differentiate between copyright and trademark.	5	2	2
5 x 10 =50Marks					
		UNIT-1	CO	KL	M
2.	a).	Explain the scope of E-Commerce in business, government, and consumer applications.	1	2	5
	b).	Describe the concept of an electronic market and its advantages over traditional markets.	1	2	5
		OR			
3.	a).	Explain the major benefits and limitations of E-Commerce for businesses and consumers.	1	2	5
	b).	Explain Web-based E-Commerce Architecture	1	2	5
		UNIT-2			
4.	a).	Differentiate between traditional retailing and e-retailing with suitable examples.	2	2	5
	b).	Explain how online auctions work with examples.	2	2	5
		OR			

5.	a).	Discuss the key success factors that determine the growth of e-retailing.	2	2	5
	b).	What are matchmaking services? Explain with examples.	2	2	5
		UNIT-3			
6.	a).	Illustrate with an example how a Value-Added Network (VAN) facilitates secure EDI transactions.	3	3	5
	b).	Explain the need for Electronic Payment Systems in modern commerce.	3	2	5
		OR			
7.	a).	Explain the security challenges in EDI.	3	2	5
	b).	Discuss the role of credit cards as a payment method in E-Commerce.	3	2	5
		UNIT-4			
8.	a).	Describe the concept of encryption and differentiate between symmetric and asymmetric encryption.	4	2	5
	b).	Discuss how firewalls protect web servers from threats.	4	2	5
		OR			
9.	a).	Explain what a computer virus is and describe different types of viruses with examples.	4	2	5
	b).	Demonstrate with an example how proxy servers can be used to enhance privacy and restrict access in an organization.	4	2	5
		UNIT-5			
10.	a).	Discuss the importance of ethical concepts in the growth of E-Commerce.	5	2	5
	b).	Explain the concept of privacy in the context of E-Commerce.	5	2	5
		OR			
11.	a).	Explain the different types of intellectual property protection relevant to digital content.	5	2	5
	b).	Discuss the need for governance in protecting intellectual property on the Internet.	5	2	5

CO-COURSE OUTCOME

KL-KNOWLEDGE LEVEL

M-MARKS

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks

Course Code: B24BB2103					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II BBA. I Semester MODEL QUESTION PAPER					
BUSINESS ENVIRONMENT					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	Explain about Business Environment and its significance	1	2	2
	b).	Compare Internal and External Environment	1	2	2
	c).	Summarize the key elements of political environment of business	2	2	2
	d).	Interpret planning commission vs Niti Aayog	2	2	2
	e).	Explain MSME according to the MSME development Act 2006	3	2	2
	f).	Explain two major problems faced by the MSME sector	3	2	2
	g).	Describe the main components of Balance of Payments	4	2	2
	h).	Explain current account and capital account convertibility	4	2	2
	i).	Associate the role of IMF in international business	5	2	2
	j).	Explain the need for FDI in developing countries	5	2	2
5 x 10 =50Marks					
		UNIT-1			
2.		Explain the salient features of the Indian Economy	1	2	10
		OR			
3.		Explain the evolution of Indian economy in the recent years	1	2	10
		UNIT-2			
4.		Discuss the impact of industrial policy 1991 on Indian Economy	2	2	10
		OR			
5.	a).	Explain the role of Government in Business facilitation with examples	2	2	5
	b).	Explain in detail about the Elements of Economic Environment	2	2	5
		UNIT-3			
6.		Explain government policy initiatives for MSME development	3	2	10
		OR			
7.	a).	Interpret the role of clusters in promoting MSME	3	2	5

	b).	Summarize the problems faced by MSME sector	3	2	5
		UNIT-4			
8.	a).	Summarize measures to correct disequilibrium in BOP	4	2	5
	b).	Explain about the International trade	4	2	5
		OR			
9.	a).	Discuss the causes of disequilibrium in BOP	4	2	5
	b).	Explain about trade regulation and exchange control	4	2	5
		UNIT-5			
10.		Explain the objectives and evaluation of GATT and WTO	5	2	10
		OR			
11.		Discuss the role foreign direct investment in Indian Economy	5	2	10

CO-COURSE OUTCOME

KL-KNOWLEDGE LEVEL

M-MARKS

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks



SRKR
ENGINEERING COLLEGE
AUTONOMOUS

Course Code: B24BB2104					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II B.B.A. I Semester MODEL QUESTION PAPER					
OPERATIONS MANAGEMENT					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	Describe operations management.	1	2	2
	b).	Explain Just-in-Time (JIT) system.	1	2	2
	c).	Describe the meaning of value analysis.	2	2	2
	d).	Illustrate two factors influencing Facility Location.	2	2	2
	e).	Explain the purpose of MRP in operations.	3	2	2
	f).	Restate the objectives of Inventory Management.	3	2	2
	g).	Interpret the role of Job Design in improving productivity.	4	2	2
	h).	Explain any two advantages of Methods Study.	4	2	2
	i).	Describe quality circles.	5	2	2
	j).	Differentiate between Variable and Attribute in Quality Control.	5	2	2
5 x 10 =50Marks					
		UNIT-1			
2.	a).	Explain the Nature and Scope of Operations Management.	1	2	5
	b).	Describe different types of Production Systems.	1	2	5
		OR			
3.	a).	Summarize the recent trends in Operations Management.	1	2	5
	b).	Explain theory of Constraints with a simple example.	1	2	5
		UNIT-2			
4.	a).	Illustrate different stages involved in the product design process.	2	2	5
	b).	Summarize various types of Facility layout.	2	2	5
		OR			
5.	a).	Explain the steps involved in conducting value analysis.	2	2	5
	b).	Describe various techniques of work measurement.	2	2	5
		UNIT-3			

6.	a).	Explain different methods of Forecasting.	3	2	5
	b).	Summarize the concept of aggregate production planning.	3	2	5
		OR			
7.	a).	Describe the steps involved in capacity requirement planning.	3	2	5
	b).	Explain the meaning and importance of Supply Chain Management.	3	2	5
		UNIT-4			
8.	a).	Explain different factors affecting productivity.	4	2	5
	b).	Illustrate a simple process flow chart for a production activity.	4	2	5
		OR			
9.	a).	Describe any two techniques of work measurement and explain their importance in improving productivity.	4	2	5
	b).	Compare engineering and behavioral approaches to productivity.	4	2	5
		UNIT-5			
10.		Describe the importance of ISO 9000 and ISO 14000 standards in Quality Management.	5	2	10
		OR			
11.		Explain the principles and importance of Total Quality Management (TQM).	5	2	10

CO-COURSE OUTCOME

KL-KNOWLEDGE LEVEL

M-MARKS

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks

Course Code: B24BB2105					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II BBA I Semester MODEL QUESTION PAPER					
BUSINESS ETHICS					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	Define ethics.	1	1	2
	b).	List any two ethical principles relevant to business.	1	1	2
	c).	Mention two characteristics of ethical leadership.	2	1	2
	d).	State any two ethical issues in consumer protection.	2	1	2
	e).	Write one reason why social responsibility of business is important.	3	1	2
	f).	State two examples of ethical dilemmas faced by managers.	3	1	2
	g).	Identify the concept of a holistic approach to decision-making.	4	1	2
	h).	Mention one benefit of adopting code of ethics in organizations.	4	1	2
	i).	List any two psychological values important for managers.	5	1	2
	j).	Define aesthetic values in management.	5	1	2
5 x 10 = 50 Marks					
		UNIT-1			
2.	a).	Discuss the purpose and scope of ethics in organizational life.	1	2	5
	b).	Explain the impact of ethics on managerial decision-making.	1	2	5
		OR			
3.	a).	Differentiate between ethics and morals with examples.	1	2	5
	b).	Associate the role of values in shaping ethical behavior.	1	2	5
		UNIT-2			
4.		Discuss ethical challenges in markets, environment, trade, and consumer protection.	2	2	10
		OR			
5.	a).	Explain the relationship between science and human values in corporate decision-making.	2	2	5
	b).	Describe the significance of ethics in HR practices.	2	2	5
		UNIT-3			

6.	a).	Explain the need for Indian Ethos in today's corporate world.	3	2	5
	b).	Discuss the role of corporate governance in promoting ethical behavior.	3	2	5
		OR			
7.	a).	Illustrate the difference between intellectual rational brain and holistic-spiritual brain.	3	2	5
	b).	Describe the relevance of total quality mind in ethical management.	3	2	5
		UNIT-4			
8.		Discuss the role of ethics in marketing, finance, HR, and IT with real-life examples.	4	2	10
		OR			
9.		Explain the importance of professional ethos in managerial effectiveness and organizational success.	4	2	10
		UNIT-5			
10.	a).	Discuss the importance of environmental ethics in corporate decision-making.	5	2	5
	b).	Explain the concept of gender ethics and its role in creating a fair workplace.	5	2	5
		OR			
11.		Describe the significance of cross-cultural and trans-cultural values in modern management education.	5	2	10

CO-COURSE OUTCOME KL-KNOWLEDGE LEVEL M-MARKS

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks

Course Code: B24BB2106					
SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE (A)					R24
II BBA I Semester MODEL QUESTION PAPER					
MANAGEMENT INFORMATION SYSTEM					
(For BBA)					
Time: 3 Hrs.			Max. Marks: 70 M		
Answer Question No.1 compulsorily					
Answer ONE Question from EACH UNIT					
Assume suitable data if necessary					
10 x 2 = 20 Marks					
			CO	KL	M
1.	a).	Explain the meaning of MIS	1	2	2
	b).	Outline the main stages in the development of MIS.	1	2	2
	c).	Describe the steps involved in planning MIS.	2	2	2
	d).	Summarize how feedback helps in MIS control.	2	2	2
	e).	Recall the difference between data and information in processing.	3	2	2
	f).	Explain the meaning of system software.	3	2	2
	g).	Describe the types of decisions managers make at different levels.	4	2	2
	h).	Explain the role of the database in DSS.	4	2	2
	i).	Outline the meaning of system design.	5	2	2
	j).	Explain the importance of control in MIS design.	5	2	2
5 x 10 =50Marks					
		UNIT-1			
2.	a).	Describe how MIS is used in managerial decision-making.	1	2	5
	b).	Outline how the system view improves understanding of business functions.	1	2	5
		OR			
3.	a).	Explain the functions of management supported by MIS.	1	2	5
	b).	Classify information needs into strategic, tactical, and operational levels.	1	2	5
		UNIT-2			
4.	a).	Summarize how organizational objectives influence MIS planning.	2	2	5
	b).	Outline the role of system approach in MIS planning.	2	2	5
		OR			
5.	a).	Describe the factors that influence successful implementation of MIS.	2	2	5
	b).	Summarize the challenges faced during MIS implementation.	2	2	5

		UNIT-3			
6.	a).	Describe the stages involved in data processing.	3	2	5
	b).	Explain how computers improve manual information systems.	3	2	5
		OR			
7.	a).	Explain the role of hardware and software in a computer system.	3	2	5
	b).	Explain the process of converting manual systems into computer-based systems.	3	2	5
		UNIT-4			
8.	a).	Summarize the importance of information in managerial decision making.	4	2	5
	b).	Explain the main characteristics of DSS.	4	2	5
		OR			
9.	a).	Recall how DSS supports semi-structured and unstructured decisions.	4	2	5
	b).	Outline the steps involved in the decision-making process.	4	2	5
		UNIT-5			
10.	a).	Summarize why user requirements are important in design consideration.	5	2	5
	b).	Describe the principles of effective form design.	5	2	5
		OR			
11.	a).	Describe different methods of organizing files.	5	2	5
	b).	Summarize the role of algorithms and flowcharts in program design.	5	2	5

CO-COURSE OUTCOME

KL-KNOWLEDGE LEVEL

M-MARKS

NOTE: Questions can be given as A, B splits or as a single Question for 10 marks