PERIYAR UNIVERSITY
SALEM – 636 011

PERIYAR INSTITUTE OF DISTANCE EDUCATION (PRIDE)

DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION – NETWORKING

(NON-SEMESTER SYSTEM)

REGULATIONS AND SYLLABUS

(Effective from the Academic Year 2007 – 2008)
1. **ELIGIBILITY FOR ADMISSION**
Candidates seeking admission to the first year degree of Bachelor of Business Administration – Networking shall be required to have passed the Higher Secondary Examination (Academic or Vocational Stream) conducted by the Government of Tamilnadu or an examination accepted as equivalent thereto by the syndicate, subject to such conditions as may be prescribed from time to time.

2. **ELIGIBILITY FOR AWARD OF DEGREE**
A candidate shall be eligible for the award of the degree only if he/she has undergone the prescribed course of study in Periyar Institute of Distance Education (PRIDE) for a period of not less than three academic years and passed the examinations prescribed and fulfilled such conditions as have been prescribed therefor.

3. **COURSE OF STUDY**
   a) **Objectives of the course:**
   
   I. To provide the basic and essential knowledge regarding various activities undertaken and necessary to run socially responsible business organization;
   
   II. To impart certain basic skills and aptitude which will be useful in taking up any particular activity in a business;
   
   III. To provide a global view of the several industrial and other organizations and their functions which support the business system;
   
   IV. To develop the personality so as to become a responsible citizen with greater awareness about the Indian society and its culture.

   b) The Course of study shall consist of languages and core subjects
## PRIDE
### BACHELOR OF BUSINESS ADMINISTRATION – NET WORKING
#### SCHEME OF EXAMINATIONS

<table>
<thead>
<tr>
<th>Paper</th>
<th>Subject</th>
<th>Duration</th>
<th>Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Language I</td>
<td><strong>FIRST YEAR</strong> Tamil (or) any one of the Modern(Indian or Foreign) or classical languages</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Language II</td>
<td>English</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper III Principles of Management</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper IV Business Mathematics and Statistics</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper V Computer Peripherals and Maintenance</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td><strong>SECOND YEAR</strong></td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper VI Business Communication</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper VII Financial and management Accounting</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper VIII Computer Networks</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper IX Client / server programming</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper X Internet programming</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td><strong>THIRD YEAR</strong></td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper XI Human Resource management</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper XII Marketing Management</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper XIII Network administration and Security</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper XIV Mobile Technology</td>
<td>3 hours</td>
<td>100</td>
</tr>
<tr>
<td>Core</td>
<td>Paper XV WAP ( Wireless Application Protocol ) Technology</td>
<td>3 hours</td>
<td>100</td>
</tr>
</tbody>
</table>

**Note:**
(i) Indian – Telugu, Kannada, Malayalam, Urdu and Hindi
(ii) Foreign – French
(iii) Classical – Sanskrit and Arabic
4. PASSING MINIMUM

A candidate shall be declared to have passed in each paper if he/she secures not less than 40% of the marks prescribed for the examination. He/She shall be declared to have passed the whole examination if he/she passes in all the papers as per the scheme of examinations.

5. CLASSIFICATION OF SUCCESSFUL CANDIDATES

Successful candidates passing all the examinations securing the marks (i) 60% and above and (ii) 50% and above but below 60% in the aggregate of the marks prescribed for Core subjects shall be declared to have passed the examination in First class and Second class respectively. All other successful candidates shall be declared to have passed in the examination in the Third class.

Candidates who obtained 75% of marks and above in any subject shall be deemed to have passed that subject with Distinction provided they passed the examination at the first appearance.

6. RANKING

Candidates who pass all the examinations prescribed for the course in the first appearance only are eligible for ranking
PAPER- III
PRINCIPLES OF MANAGEMENT
(Core Subject)

UNIT – I
Management – Meaning and Definition – Management and Administration –
Evolution of Management - Contributions of Henry Fayol, F.W. Taylor and
Elton Mayo – Levels of Management – Is management a science or an Art or
Profession? – Functions of Management.

UNIT – II
Planning : Objectives, Importance, Types, Advantages and Limitations.
Methods of Planning: Objectives, Policies, Procedures, Strategies,
Programmes, Budgets – Decision Making – Forecasting.

UNIT – III
Organising : Meaning, Objectives and principles of organization – Types of
organization – Authority and Responsibility – Delegation – Departmentation –

UNIT – IV
Directing – Meaning – Communication – Methods of Communication –
Communication Barriers – Leadership – Types of Leaders – Qualities of a
good leader – Motivation – Importance of motivation – Maslow’s Need
Hierarchy and Herzberg’s two Factor Theory.
UNIT – V
Co-ordination: Concept – Principles - Need

Controlling – Need for control – steps in control process – Features of a Good control system – Types of control – Control techniques – Traditional control techniques – Modern control techniques.

BOOKS RECOMMENDED

- Dinkar Pagare, Business Management, Sultan chand & Sons
- Prasad L.M, Principles and Practice of Management, Sultan chand & Sons
- Koontz and O’Donnel, Essentials of Management, Mc Graw Hill
- Tripathi P.C. Reddy P.N, Principles of Management, TMH
UNIT - I
Series: Sequence – Series – Arithmetic Progression – Geometric Progression – Harmonic progression (simple problems only)

Matrices: Fundamental ideas and their operational rules – matrix addition and multiplication – Inverse of square matrices of not more than order third-solving simultaneous equations.

UNIT - II

UNIT - III
Descriptive statistics: Meaning and definition of statistics –Scope and Limitations-Diagrams and graphs-Measures of central tendency – Arithmetic Mean, Geometric Mean and Harmonic Mean – Median - Mode – Combined Mean.

UNIT - IV
Measures of variation-Absolute and relative measures –Range-Mean deviation – Quartile deviation –standard deviation.

Correlation: Scatter diagram-Karl Pearson’s Co-efficient of correlation – Rank correlation co-efficient - Regression lines.
UNIT - V

Index numbers: Definition –construction of index numbers-Weighted and un-weighted methods-fixed and chain index numbers-Test for index numbers – cost of living index number-Construction.

Note: Questions in theory and problems carry 30% and 70% of marks respectively.

BOOKS RECOMMENDED

❖ Dr. S.P. Gupta & Dr.M.P.Gupta, Business Statistics, Sultain &Chand Sons.
❖ RSN Pillai & V.Bagavathi, Statistics, S.Chand.
PAPER - V
COMPUTER PERIPHERALS AND MAINTENANCE
(Core Subject)

UNIT – I
Introduction – PC – PC History – Fundamentals of computer architecture
Hardware devices, memory – types of memory – processor – Mother board &
Bus form factors.

UNIT - II
types of monitor – joystick – OMR – OCR – Barcode reader – Game controller
– Touch screen – scanner – digital camera – web camera and usage – Memory
devices.

UNIT – III
Printer – types of printers – Plotter – Multimedia devices – Sound card – Audio
output devices – Optical Devices – CD/DVD drive and writer – Floppy and
Floppy drive – device driver files.

UNIT – IV
System Maintenance – Maintenance tools – Hand tool – soldering and de-
soldering tools – meters – logic pulser – Memory maintenance – formatting –
partition – Fragmentation.

UNIT – V
System power maintenance – SMPS – power protector’s power back up – UPS
– inverter – Active and Preventive Maintenance systems – system tools –
Checking and repairing.
BOOKS RECOMMENDED

- Scott Mueller, Upgrading and repairing PC’s, Pearson Education, 14th Editions.
UNIT – I
Communication - meaning - objectives - Types - Principles of communication - Layout of Business Letters.

UNIT – II
Business Enquiries and replies - Offer - Quotations - Orders - Complaints and Adjustments - Collection letters - Circular letters - Status enquiries.

UNIT – III
Bank - correspondence - Insurance correspondence - Agency correspondence - Letters to the Editor - Application for appointment.

UNIT – IV
Company correspondence - Secretary and his duties – Correspondence with Directors, Shareholders, Government Departments and others.

UNIT – V
UNIT – I

UNIT – II

UNIT – III

UNIT – IV
Budget and Budgetary control: Meaning - Types - Materials and Production budget - flexible budget - cash budget - sales budget.

UNIT – V

Note: Questions in Theory & Problems carry 30% and 70% of marks respectively.
BOOKS RECOMMENDED

- P. Periyasamy, Financial, Cost and Management Accounting, Himalaya Publications.
- Man Mohan and Goyal, S.N, Principles of Management Accounting, Sathya Bhavan.
- Ramachandran, Srinivasan, Management Accounting, Sriram Publications.
- R.S.N.Pillai & Bagavathi, Management Accounting. S.Chand.
- Maheswari, S.N., Principles of Management Accounting, Sultan Chand & Sons.
UNIT I

UNIT II

UNIT III
Switching – Circuit switching – Packet switching – Message switching – Connection oriented and connectionless service – Integrated Service Digital Network – Applications of ISDN.

UNIT IV

UNIT V
BOOK RECOMMENDED

- Data communication and networking 2nd Edition : Behrouz A. Forouzan
  Tata Mcgraw Hill.
UNIT - I

UNIT - II

UNIT - III

UNIT - IV

UNIT - V

BOOKS RECOMMENDED

- Patrick Smith: Client/server Computing.
- Alex Berson: Client/server Architecture.
UNIT - I

Internet Technologies: Modern - Internet Addressing - Physical Connections Telephone Lines.

UNIT - II
Internet Browsers: Internet Explorer - Netscape Navigator.


UNIT - III
Head and Body Sections: Header Section - Title - Prologue - Links - Colorful Web Page - Comment Lines - Some Sample HTML Documents.


UNIT - IV
Table Handling: Tables - Table Creation in HTML - Width of the Table and Cells - Cells Spanning Multiple Rows / Columns - Coloring Cells - Column Specification - Some Sample Tables.

UNIT - V
Frames: Frameset Definition - Frame Definition - Nested Framesets


BOOKS RECOMMENDED

- World Wide Web Design with HTML,
- Dr. C. Xavier,
- Internet and Web Design
- Based on DOEACC III Revised syllabus '0' level. Macmillan Pub Pvt Ltd.,
- HTML and XML an introduction,
- NIIT
- Prentice hall of India.
UNIT - I
Introduction – Meaning and Definition, Nature, Scope, Objectives and Importance of HRM – Functions of HRM.

UNIT - II

UNIT - III

UNIT - IV

UNIT – V
Promotion, Transfer and Termination – Career planning, promotion policy – Internal promotional system – Seniority vs Merit – Benefits of effective promotion policy – Criteria for a sound promotion policy – Transfer objectives and types of transfer – employees termination – Diemissal.
BOOKS RECOMMENDED

- S.S.Khanka, Human Resources management, S.Chand co. Ltd.,
- Keith Davis, Human Relations at work – TMH.
- R.S.N.Pillai & Bagavathi, Management Accounting. S.Chand.
- J.Jayasanker, Human Resources management, Margham Publications.
UNIT - I

UNIT - II

UNIT - III

UNIT - IV

UNIT – V
BOOKS RECOMMENDED

- Rajan Nair N, Marketing Management, Sultand Chand & Sons.
- Philip Kotler, Marketing Management Millennium Edition, PHI.
- Rajagopal, Marketing Management, Vikas Publishing House Pvt. Ltd..
- Rajan Saxena, Marketing Management, TMH.
- Sherlakar S.A, Marketing Management, HPH.
- R S N Pillai Marketing Management, S Chand.
- Jha S M, Services Marketing, HPH.
UNIT - I

UNIT - II

UNIT - III

UNIT - IV

UNIT - V

BOOKS RECOMMENDED

❖ P.SRIDHAR, Network and Administration, N.V.Publications.
❖ O’REILLY, TCP/IP Network Administration, First Edition.
❖ CRAIG HUNT, Network Administration Security.
UNIT - I

UNIT - II

UNIT - III

UNIT - IV
UNIT - V


BOOKS RECOMMENDED

UNIT - I

UNIT - II
Mobile internet standard – Overview of wireless application protocol WAP architecture design principles.

UNIT - III

UNIT - IV

UNIT - V

BOOKS RECOMMENDED

❖ The wireless application protocol Sandeep singhal and Thomas bridgeman, Pearson Education.
PART – A (10 x 2 = 20 marks)

Answer all questions

Answer to each question shall not exceed six lines

1. What is Management?
2. State the three levels of management.
3. What is planning?
4. What is policy?
5. What do you mean by an organization?
6. What is an organization chart?
7. Who is a leader?
8. Define communication.
9. What is control?
10. Mention the types of control.
PART – B (5 x 4 = 20 marks)

Answer all questions

Answer to each question shall not exceed two pages

11. (a) Differentiate between management and administration.

(or)

(b) What are the steps in the process of management?

12. (a) What are the different kinds of policies?

(or)

(b) What are the characteristics of planning?

13. (a) What is departmentation?

(or)

(b) What are the sources of authority?

14. (a) What are the qualities of a good leader?

(or)

(b) Explain grapevine communication.

15. (a) Explain the elements of control.

(or)

(b) Explain PERT.
PART – C (5 x 12 = 60 marks)

Answer all questions

Answer to each question shall not exceed five pages

16. (a) Explain the principles of management

(or)

(b) Explain the contribution of F.W.Taylor on management thought.

17. (a) Explain the process of decision making.

(or)

(b) Explain the process of management by objectives.

18. (a) Explain the principles of a good organization.

(or)

(b) Explain the factors that determine span of management.

19. (a) what are the barriers to communication? Explain.

(or)

(b) Explain Maslow’s need theory of motivation

20. (a) Define control. Discuss the steps involved in control process.

(or)

(b) Explain the traditional control techniques.
PART A (10 X 2 = 20 Marks)

Answer all Questions.

Answer to each question shall not exceed six lines

1. Where do we apply arithmetic progression?
2. Define Scalar and identity matrix.
3. Distinguish between simple interest and compound interest.
4. A certain sum deposited in a bank at 15% p.a compounded monthly accounts to Rs.42143.63 at the end of 5 years. Find the principal.
5. Define statistics.
6. State the uses of geometric mean.
7. Define range, mean deviation.
8. What do you mean by scatter diagram?
9. What are the methods to estimate seasonal variations?
10. What are the components of time series?
PART B (5 X 4 = 20 Marks)

Answer to each question shall not exceed two pages

11. (a) In a G.P, the sum is 224, the last term is 128 and the common ratio is 2. Find the first term and the number of terms.

(b) If \( A = \begin{pmatrix} 1 & 2 \\ 3 & 4 \end{pmatrix} \), \( B = \begin{pmatrix} 1 & 0 \\ 2 & -3 \end{pmatrix} \), and \( C = \begin{pmatrix} 1 & -1 \\ 0 & 1 \end{pmatrix} \). Show that \( A(B+C) = AB + AC \)

12. (a) What are the different types of annuities?

(b) Find the sum of money that yields a compounded interest of Rs.432 at 8% per annum during the second year?

13. (a) Calculate the mean number of persons per house gives.

<table>
<thead>
<tr>
<th>No. of persons per house</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Houses</td>
<td>10</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>10</td>
<td>100</td>
</tr>
</tbody>
</table>

(b) Find the Harmonic Mean for the following individual data: 6,15,35,40,900,520,300,400,1800,2000.

14. (a) Calculate range and its co-efficient from the following distribution:

<table>
<thead>
<tr>
<th>Size</th>
<th>60-62</th>
<th>63-65</th>
<th>66-68</th>
<th>69-71</th>
<th>72-74</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>5</td>
<td>18</td>
<td>42</td>
<td>27</td>
<td>8</td>
</tr>
</tbody>
</table>

(b) Calculate mean deviation about mean for the numbers; 1, 2, 3, 4, 5

15. (a) Below are given the annual consumption in thousands tonnes of a town:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumption</td>
<td>70</td>
<td>75</td>
<td>90</td>
<td>91</td>
<td>95</td>
<td>98</td>
<td>100</td>
</tr>
</tbody>
</table>

Fit a trend line using semi average method.

(b) Explain the problems faced while constructing index numbers.
PART C (5 X 12 = 60 Marks)

Answer all Questions.

Answer to each question shall not exceed five pages

16. (a)  
  i. Find 3 numbers in A.P whose sum is 24 and product is 440.  
  ii If 4th & 8th terms of a G.P are 24 & 384 respectively. Find a and r.

(or)

(b)   Solve the using system of equations by matrix method.  
  \[3X +4Y + 5Z = 18\]  
  \[2 -Y + 8 = 13\]  
  \[5 -2Y + 7Z = 20\]

17. (a)   A person has two daughters A &N aged 13 & 16 years. He has Rs.40,000 with him now but wants that both of them should get an equal amount when they are 20 years old. How he should divide the money if it were to be deposited in a bank giving 9% compound interest per annum?

(or)

(b)   i. The Banker’s discount is 51 times the banker’s gain. Find the term of the bill, if interest is 8% per annum.  
  ii. True discount on a bill due after 7 months at 12% per annum is Rs.175. Find its face value.

18. (a)   i. Explain the types of diagrams.  
  ii. What are the advantages & disadvantages of diagrams & graphs.

(or)
(b) Calculate mean, Median, & mode for the following

<table>
<thead>
<tr>
<th>Income (above)</th>
<th>100</th>
<th>200</th>
<th>300</th>
<th>400</th>
<th>500</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of persons</td>
<td>20</td>
<td>24</td>
<td>32</td>
<td>39</td>
<td>45</td>
</tr>
</tbody>
</table>

19. (a) Calculate mean deviations about mean for the following. Also find its co-efficient.

<table>
<thead>
<tr>
<th>X</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>7</td>
<td>9</td>
<td>5</td>
<td>4</td>
<td>11</td>
</tr>
</tbody>
</table>

(or)

(b) Calculate correlation

<table>
<thead>
<tr>
<th>X</th>
<th>10</th>
<th>15</th>
<th>20</th>
<th>25</th>
<th>30</th>
<th>35</th>
<th>40</th>
<th>45</th>
<th>50</th>
<th>55</th>
</tr>
</thead>
<tbody>
<tr>
<td>y</td>
<td>12</td>
<td>11</td>
<td>16</td>
<td>19</td>
<td>25</td>
<td>24</td>
<td>12</td>
<td>10</td>
<td>9</td>
<td>32</td>
</tr>
</tbody>
</table>

20 (a) Fit a trend in using 3 yearly moving averages.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>14</td>
<td>17</td>
<td>22</td>
<td>28</td>
<td>26</td>
<td>18</td>
<td>20</td>
<td>24</td>
<td>25</td>
<td>29</td>
<td>30</td>
<td>23</td>
</tr>
</tbody>
</table>

(or)

(b) Compute Fisher’s Index number and test time reversal & factor reversal test for the following.

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Base Year</th>
<th>Current year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>P</td>
<td>V</td>
</tr>
<tr>
<td>A</td>
<td>10</td>
<td>200</td>
</tr>
<tr>
<td>B</td>
<td>8</td>
<td>108</td>
</tr>
<tr>
<td>C</td>
<td>20</td>
<td>160</td>
</tr>
<tr>
<td>D</td>
<td>18</td>
<td>144</td>
</tr>
<tr>
<td>E</td>
<td>25</td>
<td>280</td>
</tr>
</tbody>
</table>
Part A (10 x 2 = 20 marks)
Answer all questions
Answer to each question shall not exceed six lines

1. What is computer?
2. What is called address bus?
3. What is the use of the joystick?
4. What is the use of the bar code reader?
5. What is the capacity of the CD/DVD?
6. What are the advantages of a floppy?
7. What is soldering?
8. List out some system hand tools
9. Expand SMPS
10. Give normal power consumption of a system
Part B (5 x 4 = 20 marks)

Answer all questions

Answer to each question shall not exceed two pages

11. (a) Explain block diagram of computer.
    (or)
    (b) Explain system bus

12. (a) Explain the functions of mouse.
    (or)
    (b) Explain digital memory devices.

13. (a) Explain functions of plotters.
    (or)
    (b) Explain about functions of sound card.

14. (a) Explain system hand tools.
    (or)
    (b) Explain about soldering and de – soldering.

15. (a) Explain wire connections of a system.
    (or)
    (b) Explain functions of SMPS.
Part C (5 x 12 = 60 marks)

Answer all questions

Answer to each question shall not exceed five pages

16. (a) Explain system memory with its types.
    
    (or)
    
    (b) Explain about processor and mother board.

17. (a) Explain monitor and its types.
    
    (or)
    
    (b) Write monitor and its types.

18. (a) Explain different types of printers.
    
    (or)
    
    (b) Explain multimedia devices

19. (a) Explain memory maintenance
    
    (or)
    
    b) Explain about hard disk formatting

20. (a) Explain system power maintenance
    
    (or)
    
    (b) Explain system power protector
PART A (10 x 2 = 20 Marks)

Answer all Questions.

Answer to each question shall not exceed six lines.

1. What is communication?
2. Mention the process of communication.
3. What is enquiry?
4. Define Bank correspondence
5. What is insurance correspondence?
6. Write the needs of the circular letter.
7. Write any two duties of a company secretary.
8. Mention the types of company correspondence.
10. What is precise writing?
PART - B (5 x 4 = 20 Marks)

Answer all Questions.
Answer to each question shall not exceed two pages

11. (a) Write the principles of communication.
    
    (or)

    (b) Write the objectives of communication.

12. (a) Write an enquiry letter about the product of your choice.
    
    (or)

    (b) Write a letter to the bank for opening a SB account.

13. (a) Write a letter of asking the status of the customer.
    
    (or)

    (b) What are the various forms of insurance letters?

14. (a) What do you mean by minutes? Tell its components.
    
    (or)

    (b) What is Agenda? Give the format.

15. (a) Give the various steps in precise writing.
    
    (or)

    (b) Give the specimen individual report.
PART C (5 X 12 = 60 Marks)

Answer all Questions.

Answer to Each Question shall not Exceed Five Pages

16.  (a) Discuss the layout of business letters.
     (or)
     (b) Write the types of business communication.

17.  (a) Write a series of collection letters.
     (or)
     (b) Place a purchase order for your company.

18.  (a) Write a letter to a banker for overdraft facility and its favourable reply.
     (or)
     (b) Write an application along with CV for the post of Personnel officer in a leading automobile unit.

19.  (a) Write the pivotal roles of a company secretary.
     (or)
     (b) Give the specimen director’s speech & its scope.

20.  (a) Write the various kinds of reports.
     (or)
     (b) Bring out the layout of a report.
PART A (10 x 2 = 20 Marks)

(Answer all Questions.
Answer to each question shall not exceed six lines)

1. What is meant by trial balance?
2. What is meant by subsidiary books?
3. Define management Accounting.
4. List out the limitations of management accounting.
5. Define funds flow statement.
6. What is cash flow statement?
7. What do you mean by budgetary control?
9. Define material variance.
10. Define the term ‘standard costing’.
11. (a) Enter the following transactions into journal.

<table>
<thead>
<tr>
<th>Jan 2000</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Harsha commenced business with</td>
<td>200000</td>
</tr>
<tr>
<td>2. Purchase furniture</td>
<td>20000</td>
</tr>
<tr>
<td>3. Purchase goods for cash</td>
<td>10000</td>
</tr>
<tr>
<td>4. Bought goods on credit from Ranjit</td>
<td>30000</td>
</tr>
<tr>
<td>8. Sold goods for cash</td>
<td>30000</td>
</tr>
<tr>
<td>10. Sold goods on credit to Ram</td>
<td>45000</td>
</tr>
<tr>
<td>12. Cash paid to Ranjit</td>
<td>25000</td>
</tr>
<tr>
<td>14. Ram returned damaged goods</td>
<td>1000</td>
</tr>
<tr>
<td>25. Salaries paid</td>
<td>3000</td>
</tr>
<tr>
<td>30. Rent paid</td>
<td>2000</td>
</tr>
</tbody>
</table>

(or)
(b) From the following trial balance of Mani & Co., prepare trading and profit and loss account for the year ending 30th June, 1992 and a balance sheet as at that date:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Dr. Rs.</th>
<th>Cr. Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening Stock</td>
<td>750</td>
<td>-</td>
</tr>
<tr>
<td>Purchases</td>
<td>1490</td>
<td>-</td>
</tr>
<tr>
<td>Return inwards</td>
<td>40</td>
<td>-</td>
</tr>
<tr>
<td>Duty on imported goods</td>
<td>260</td>
<td>-</td>
</tr>
<tr>
<td>Carriage on purchases</td>
<td>140</td>
<td>-</td>
</tr>
<tr>
<td>Carriage on sales</td>
<td>200</td>
<td>-</td>
</tr>
<tr>
<td>Office salaries</td>
<td>240</td>
<td>-</td>
</tr>
<tr>
<td>Drawings</td>
<td>400</td>
<td>-</td>
</tr>
<tr>
<td>Rent paid</td>
<td>180</td>
<td>-</td>
</tr>
<tr>
<td>General Expenses</td>
<td>150</td>
<td>-</td>
</tr>
<tr>
<td>Bank Balance</td>
<td>300</td>
<td>-</td>
</tr>
<tr>
<td>Cash</td>
<td>100</td>
<td>-</td>
</tr>
<tr>
<td>Sundry Debtors</td>
<td>1000</td>
<td>-</td>
</tr>
<tr>
<td>Building</td>
<td>2000</td>
<td>-</td>
</tr>
<tr>
<td>Machinery</td>
<td>1000</td>
<td>-</td>
</tr>
<tr>
<td>B/R</td>
<td>250</td>
<td>-</td>
</tr>
<tr>
<td>Depreciation</td>
<td>200</td>
<td>-</td>
</tr>
<tr>
<td>Horses &amp; Carts</td>
<td>150</td>
<td>-</td>
</tr>
<tr>
<td>Interest</td>
<td>90</td>
<td>-</td>
</tr>
<tr>
<td>Discount allowed</td>
<td>10</td>
<td>-</td>
</tr>
<tr>
<td>Capital</td>
<td>-</td>
<td>2625</td>
</tr>
<tr>
<td>Return outward</td>
<td>-</td>
<td>45</td>
</tr>
<tr>
<td>Sales</td>
<td>-</td>
<td>3810</td>
</tr>
<tr>
<td>Commission earned</td>
<td>-</td>
<td>200</td>
</tr>
<tr>
<td>B/P</td>
<td>-</td>
<td>1500</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>-</td>
<td>770</td>
</tr>
</tbody>
</table>

Stock in hand 30th June, 1992 Rs.985. Rent due but not paid Rs.30.
12. (a) What are the objectives of management accounting?

(or)

(b) Following are the ratios to the trading activities of a company:

- Debtor’s velocity : 3 months
- Stock velocity : 8 months
- Creditor's velocity : 2 months
- Gross profit ratio : 25%

Gross profit for the year ended 31.12.98 Rs.400000. Closing stock of the year is Rs. 10,000 above the opening stock. Bills receivable Rs.25,000. Bills Payable Rs. 10,000/- Find out Sales and sundry debtors.

13. (a) From the following balances, you are required to calculate cash from operations:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Debtors</td>
<td>50000</td>
<td>47000</td>
</tr>
<tr>
<td>Bills Receivables</td>
<td>10000</td>
<td>12500</td>
</tr>
<tr>
<td>Creditors</td>
<td>20000</td>
<td>25000</td>
</tr>
<tr>
<td>Bills Payable</td>
<td>8000</td>
<td>6000</td>
</tr>
<tr>
<td>Expenses outstanding</td>
<td>1000</td>
<td>1200</td>
</tr>
<tr>
<td>Expenses Prepaid</td>
<td>800</td>
<td>700</td>
</tr>
<tr>
<td>Accrued income</td>
<td>600</td>
<td>750</td>
</tr>
<tr>
<td>Income received in advance</td>
<td>300</td>
<td>250</td>
</tr>
</tbody>
</table>

Net profit for the year is Rs 1, 30,000.

(or)
(b) The financial position of M/s. Tall and short on 1st January, 1999 and December 31, 1999 was as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sundry creditors</td>
<td>12000</td>
<td>8100</td>
<td>Cash</td>
<td>9900</td>
<td>22800</td>
</tr>
<tr>
<td>Provision for taxation</td>
<td>24000</td>
<td>27000</td>
<td>Debtors</td>
<td>30000</td>
<td>33300</td>
</tr>
<tr>
<td>Provision for doubtful debts</td>
<td>600</td>
<td>900</td>
<td>Stock</td>
<td>45000</td>
<td>35100</td>
</tr>
<tr>
<td>Loan</td>
<td>1800</td>
<td>1200</td>
<td>Investments</td>
<td>15000</td>
<td>16500</td>
</tr>
<tr>
<td>Equity share capital</td>
<td>150000</td>
<td>150000</td>
<td>Land</td>
<td>60000</td>
<td>54000</td>
</tr>
<tr>
<td>General reserve</td>
<td>26000</td>
<td>27000</td>
<td>Building</td>
<td>55500</td>
<td>54000</td>
</tr>
<tr>
<td>Profit and loss a/c</td>
<td></td>
<td></td>
<td>Goodwill</td>
<td>18000</td>
<td>18000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>233400</strong></td>
<td><strong>233700</strong></td>
<td></td>
<td><strong>233400</strong></td>
<td><strong>233700</strong></td>
</tr>
</tbody>
</table>

Calculate the changes in working capital.

14. (a) The following figures relating to product 'duper' for the quarter ending 31.3.99 are available:

- **Budgeted Sales:**
  - January - 3,00,000 units
  - February – 2,40,000 units
  - March - 3,60,000 units

- **Stock Position:**
  - 1.1.99 - 50% of January's budgeted sales
  - 31.3.99 - 80000 units
  - 31.1.99 - 40% of February's budgeted sales
  - 28.2.99 - 60% of March's budgeted sales

You are required to prepare a production budget for the quarter ending 31.3.99

(or)
(b) A company produces and sells three items: (a) Snow cream, (b) Talcum Powder and (c) Cold Cream. The actual figures for the previous year sales were as under:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Units</th>
<th>Unit Price (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snow Cream</td>
<td>4,00,000</td>
<td>12</td>
</tr>
<tr>
<td>Talcum Powder</td>
<td>2,50,000</td>
<td>15</td>
</tr>
<tr>
<td>Cold Cream</td>
<td>3,00,000</td>
<td>16</td>
</tr>
</tbody>
</table>

For the current year i.e. 2004, it is estimated that sale of snow cream will go up by 10%, talcum powder are to be increased by 20%. You are required to prepare sales budget for sales in the current year.

15. (a) The standard cost of a chemical mixture is as under:
   8 tons of material A at Rs.40 per ton
   12 tons of material B at Rs.60 per ton
   Standard yield is 90% of input.

   The actual cost for a period is as under:
   10 tons of material A at Rs.30 per ton
   20 tons of material B at Rs.68 per ton
   Actual yield is 26.5 tons.

   Compute material variances.

   (or)

   (b) From the following information, calculate / PV ratio and break – even point.

   Total sales : Rs. 3,60,000
   Selling price per unit : Rs. 100
   Variable cost per unit : Rs. 50
   Fixed cost : Rs. 1,00,000
16. (a) From the following Trial Balance of Mr. Kavi, prepare Final Accounts for the year ended 31.12.2005.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Dr. Rs.</th>
<th>Cr. Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land &amp; Building</td>
<td>50000</td>
<td>-</td>
</tr>
<tr>
<td>Purchases</td>
<td>110000</td>
<td>-</td>
</tr>
<tr>
<td>Stock</td>
<td>40000</td>
<td>-</td>
</tr>
<tr>
<td>Returns</td>
<td>1500</td>
<td>2500</td>
</tr>
<tr>
<td>Wages</td>
<td>10000</td>
<td>-</td>
</tr>
<tr>
<td>Salaries</td>
<td>9000</td>
<td>-</td>
</tr>
<tr>
<td>Office Expenses</td>
<td>2400</td>
<td>-</td>
</tr>
<tr>
<td>Carriage</td>
<td>3200</td>
<td>-</td>
</tr>
<tr>
<td>Discounts</td>
<td>750</td>
<td>1200</td>
</tr>
<tr>
<td>Bad debts</td>
<td>1200</td>
<td>-</td>
</tr>
<tr>
<td>Insurance</td>
<td>1500</td>
<td>-</td>
</tr>
<tr>
<td>Machinery</td>
<td>50000</td>
<td>-</td>
</tr>
<tr>
<td>Furniture</td>
<td>10000</td>
<td>-</td>
</tr>
<tr>
<td>Debtors</td>
<td>40000</td>
<td>-</td>
</tr>
<tr>
<td>Cash</td>
<td>26000</td>
<td>-</td>
</tr>
<tr>
<td>Office Equipment</td>
<td>12000</td>
<td>-</td>
</tr>
<tr>
<td>Sales</td>
<td>-</td>
<td>205000</td>
</tr>
<tr>
<td>Capital</td>
<td>-</td>
<td>115000</td>
</tr>
<tr>
<td>Loan</td>
<td>-</td>
<td>1500</td>
</tr>
<tr>
<td>Commission</td>
<td>-</td>
<td>1500</td>
</tr>
<tr>
<td>Creditors</td>
<td>-</td>
<td>25000</td>
</tr>
<tr>
<td>Bills Payable</td>
<td>-</td>
<td>2350</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>367550</strong></td>
<td><strong>367550</strong></td>
</tr>
</tbody>
</table>
Adjustments
a. Closing Stock - Rs.60,000.
b. Outstanding Wages - Rs.2,000 and Rent Rs.3,000.
c. Depreciate Land & Building at 5%, Machinery at 10%, office equipment and furniture of 10%.
d. Provide reserve at 2.5% on debtors.
e. Insurance prepaid Rs.200.
f. Calculate interest on capital at 5%.

(or)

(b) Explain the accounting concepts.

17. (a) What are the advantages and limitation of management accounting?

(or)

(b) Perfect limited gives the following balance sheet. You are required to compute the following ratios

i. Liquid ratio
ii. Debt equity ratio
iii. Solvency ratio
iv. Stock-working capital ratio

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Rs.</th>
<th>Assets</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share Capital</td>
<td>150000</td>
<td>Fixed Assets</td>
<td>140000</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>100000</td>
<td>Stock</td>
<td>500000</td>
</tr>
<tr>
<td>6% Debentures</td>
<td>300000</td>
<td>Debtors</td>
<td>200000</td>
</tr>
<tr>
<td>Overdraft</td>
<td>100000</td>
<td>Cash</td>
<td>100000</td>
</tr>
<tr>
<td>Creditors</td>
<td>200000</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>200000</td>
<td></td>
<td>200000</td>
</tr>
</tbody>
</table>
18. (a) The financial position of M/s. Tall and Short on 1st January, 1999 and December 31, 1999 was as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td></td>
<td></td>
<td>Cash</td>
<td>4000</td>
<td>3600</td>
</tr>
<tr>
<td>Mrs. Tall’s Loan</td>
<td>36000</td>
<td>41000</td>
<td>Debtors</td>
<td>35000</td>
<td>38400</td>
</tr>
<tr>
<td>Loan from Bank</td>
<td>30000</td>
<td>25000</td>
<td>Stock</td>
<td>25000</td>
<td>22000</td>
</tr>
<tr>
<td>Capital</td>
<td>148000</td>
<td>149000</td>
<td>Land</td>
<td>20000</td>
<td>30000</td>
</tr>
</tbody>
</table>

|               |        |          | Building     | 50000  | 55000    |
|               |        |          | Machinery    | 80000  | 86000    |

| Total         | 14000  | 35000    | 14000        | 35000  |

During the year the partners withdrew Rs.26,000 for domestic expenses. The provision for depreciation against machinery as on 1.1.99 was Rs.27,000 and on 31.12.99 Rs.36,000. Prepare the cash flow statement for the year ended 31.12.1999.

(or)

(b) The following is the comparative balance sheets of Prathima & Co limited as on 30th June 1997 and 30th June 1998.

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>30.06.1997</th>
<th>30.06.1998</th>
<th>Assets</th>
<th>30.06.1997</th>
<th>30.06.1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share Capital Reserve</td>
<td>180000</td>
<td>200000</td>
<td>Goodwill</td>
<td>24000</td>
<td>20000</td>
</tr>
<tr>
<td>Fund</td>
<td>28000</td>
<td>24000</td>
<td>Buildings</td>
<td>80000</td>
<td>72000</td>
</tr>
<tr>
<td>P&amp; L account</td>
<td>39000</td>
<td>26000</td>
<td>Machinery</td>
<td>74000</td>
<td>72000</td>
</tr>
<tr>
<td>Trade</td>
<td></td>
<td>34000</td>
<td>Investments</td>
<td>20000</td>
<td>22000</td>
</tr>
<tr>
<td>Creditors</td>
<td>16000</td>
<td>-</td>
<td>Inventories</td>
<td>60000</td>
<td>50800</td>
</tr>
<tr>
<td>Bank OD</td>
<td>12400</td>
<td>-</td>
<td>Debtors</td>
<td>40000</td>
<td>44400</td>
</tr>
<tr>
<td>Provision for Taxation</td>
<td>32000</td>
<td>4200</td>
<td>Cash</td>
<td>13200</td>
<td>30400</td>
</tr>
<tr>
<td>Provision for Doubtful Debts</td>
<td>3800</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

|               | 311200    | 311600    | 311200       | 311600    |
Additional Information

- Depreciation on Machinery Rs. 10000 and on Buildings Rs. 8,000.
- Investments sold during the year Rs.,3000
- Rs. 15000 interim dividend paid during January 1998.
- Taxes paid during the year 30000.

Prepare

a. Statement of changes in working capital

b. Funds flow Statements.

19. (a) The following information has been made available from the accounting records of Precision Tools Limited for the last six months of 1995 (and only the sales for Jan.1996) in respect of fishplate x is produced by it

(i) The units to be sold in different months are: July-2200; August - 2200; September- 400; October-3800; November-5000; December-4600; January-4000.

(ii) There will be no work-in-progress at the end of any month.

(iii) Finished units equal to half the sales for the next month will be in stock at the end of every month (including June '95)

(iv) Budgeted production and production costs for the year ending December 1995 are as thus: Production in units-44000; direct materials per unit Rs.10/-; direct wages per unit Rs.4/-; total factory overheads apportioned to product Rs.88000.

It is required to prepare: production budget for the last six months of 1995 and production cost budget for the same period.

(or)

(b) A company wishes to arrange overdraft facilities with its bankers during the period April to June when it will be manufacturing most for stock. Prepare cash budget for the above period from the following data, indicating the extent of bank facilities the company will require at the end of the each month:
<table>
<thead>
<tr>
<th>Month</th>
<th>Sales Rs.</th>
<th>Purchases Rs.</th>
<th>Wages</th>
</tr>
</thead>
<tbody>
<tr>
<td>February</td>
<td>180000</td>
<td>124800</td>
<td>12000</td>
</tr>
<tr>
<td>March</td>
<td>192000</td>
<td>144000</td>
<td>14000</td>
</tr>
<tr>
<td>April</td>
<td>108000</td>
<td>243000</td>
<td>11000</td>
</tr>
<tr>
<td>May</td>
<td>174000</td>
<td>246000</td>
<td>10000</td>
</tr>
<tr>
<td>June</td>
<td>126000</td>
<td>268000</td>
<td>15000</td>
</tr>
</tbody>
</table>

50% of credit sales are realised in the month following sales and the remaining 50% in the second month following. Creditors are paid in the month following the month of purchase. Wages are paid on the first of very next month. Cash at bank on 1st April Rs. 25000.

20. (a) Distinguish between standard costing and budgetary control.

(or)

(b) The Reliance limited furnishes you the following information:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>I Half</th>
<th>II Half</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>8,10,000</td>
<td>10,28,000</td>
</tr>
<tr>
<td>Profit</td>
<td>21,800</td>
<td>64,800</td>
</tr>
</tbody>
</table>

From the above you are required to compute the following assuming that the fixed cost remains the same in both the periods.

1. PV ratio
2. Fixed cost
3. The amount of profit or loss where sales are Rs. 6,48,000
4. The amount of sales required to earn a profit of Rs. 1,08,000.
PART A (10 x 2 = 20 Marks)

Answer all Questions
Answer to each question shall not exceed six lines

1. Define the term protocols.
2. What are the examples of unguided media?
3. Define modem.
4. What are the three major multiplexing techniques?
5. What is blocking?
6. List out ISDN layer.
7. What is the function of a repeater?
8. How internet differs from intranet?
9. What is the purpose of SMPS?
10. List out major web browsers?
PART - B (5 x 4 = 20 Marks)

Answer all Questions

Answer to each question shall not exceed two pages

11. (a) What is topology? explain different types of topology.

(or)

(b) Define signal. Describe different types of signals.

12. (a) Explain connection oriented service with example?

(or)

(b) What are all the advantages of message switching?

13. (a) How internet differs from other networks? Explain

(or)

(b) What are all the functions of repeaters?

14. (a) What is the use of SMPS?

(or)

(c) What are all the advantages of TELNET?

15. (a) Explain the importance of internet protocols.

(or)

(b) Explain the TELENET mechanism.
PART C (5 x 12 = 60 Marks)

Answer all Questions

Answer to each question shall not exceed five pages

16. (a) Discuss different transmission modes in networking.

(or)

(b) What is called media in network? Explain guided media.

17. (a) Explain any two multiplexing techniques with examples.

(or)

(b) What are the basic functions of Modem? Discuss different types of modems and their functions.

18. (a) What is switching? Explain any two switching techniques.

(or)

(b) What is ISDN? Explain the advantages of ISDN.

19. (a) What are all the advantages of World Wide Web? Explain.

(or)

(b) Explain TCP/IP protocols and its content.

20. (a) Explain internet working devices.

(or)

(b) What do you mean by common gateway interface? Explain its significance.
PART A (10 x 2 = 20 Marks)

1. What are application takes?
2. What is relational data base?
3. Why do we need co-operative processing?
4. What are the mixed platforms?
5. What is meant by internet/working?
6. What is GUI?
7. List out the different types of servers.
8. What are the layers of software computing?
9. What is DME?
10. What are power windows?
PART - B (5 x 4 = 20 Marks)

**Answer all Questions**

**Answer to each question shall not exceed two pages.**

11. (a) Explain the standard area of client/server computing.
    
    (or)

    (b) How do you increase productivity by using client/server tools?

12. (a) Write a short note on host – based processing.
    
    (or)

    (b) What are SQL access groups? Explain.

13. (a) Explain the event driven with diagram.
    
    (or)

    (b) Write a note on database access tools.

14. (a) Explain the need for testing interface.
    
    (or)

    (d) What do you understand by multi-threading?

15. (a) Explain the function of EASEL workbench.
    
    (or)

    (b) What are the Network management software’s available?

    Explain them.
PART C (5 x 12 = 60 Marks)
Answer all Questions.
Answer to each question shall not exceed five pages.

16. (a) Describe the benefits of client/server computing.
    (or)
    (b) Discuss in detail about software trends.

17. (a) Explain the categories of client/server applications.
    (or)
    (b) Discuss the obstacles in client/server application.

18. (a) Discuss the various components of client.
    (or)
    (b) Describe the different development aids.

19. (a) Discuss the categories of server.
    (or)
    (b) Draw eight layers of software system for the server.

20. (a) Discuss the application development environments.
    (or)
    (b) Discuss the concept of Network management for client/server computing.
BBA - NETWORKING
MODEL QUESTION PAPER
INTERNET PROGRAMMING
(CORE SUBJECT)

PAPER - X

Time: 3 Hours
Maximum: 100 marks

PART A (10 x 2 = 20 Marks)

Answer all questions
Each answer not to exceed six lines

1. What is internet explorer?
2. What is ERNET?
3. What is bookmark?
4. Write any two uses of refresh button?
5. Write any four tags in html?
6. What is banner?
7. Write the tags for ordered list and unordered list.
8. Write the tags for table.
10. Define frameset.
PART - B (5 x 4 = 20 Marks)

**Answer all Questions.**

**Answer to each question shall not exceed two pages**

11.  (a) Write a short note on search engines
    
    (or)

    (b). Explain the speciality of hotmail web server.

12.  (a). Describe the history of HTML.
    
    (or)

    (b). Write a short note on hyperlink.

13.  (a). What are the uses of `<meta>` tags in the head section?
    
    (or)

    (b). Explain various attributes of the `<body>` tag.

14.  (a). Differentiate between the characteristics of ordered list and unordered list.
    
    (or)

    (b). Write a HTML program for your exam time table.

15.  (a). Illustrate the nested frameset.
    
    (or)

    (b). Enumerate about submit and reset buttons.
PART C (5 X 12 = 60 Marks)

Answer all Questions.

Answer to each question shall not exceed five pages

16. (a). Explain the various protocols used in internet.
   (or)
   (b). Compare the features of FTP, gopher and WWW.

17. (a). Write a detailed note on the file menu of Netscape navigator.
   (or)
   (b). Explain the document layout of an HTML page.

18. (a). Explain the prologue and its uses in HTML documents.
   (or)
   (b). Design a web page of your home town in appropriate colors.

19. (a). Develop an HTML document for the syllabi of BBA course.
   (or)
   (b). Write a HTML program to print your bio-data.

20. (a). Design a web page to give all the definitions and units in physics using frames and framesets.
    (or)
    (b). Develop a complete set of web pages to describe your skills in various areas.
BBA - HARDWARE  
MODEL QUESTION PAPER  
HUMAN RESOURCE MANAGEMENT  
(CORE SUBJECT)  
PAPER - XI  

Time: 3 Hours  
Maximum: 100 marks  

PART A (10 x 2 = 20 Marks)  

Answer all Questions.  
Answer to each question shall not exceed six lines.  

1. Define human resources management.  
2. What are the objectives of HRM?  
3. Explain man power planning.  
4. What are the uses of HRM?  
5. Explain the term ‘Recruitment’.  
6. Define the concept ‘selection’.  
7. What do you mean by training?  
8. What is promotion?  
9. What are the different types of training?  
10. Explain the term ‘transfer’.
PART - B (5 x 4 = 20 Marks)

Answer all Questions.

Answer to each question shall not exceed two pages

11. (a) Differentiate personnel management from human resource management.
    (or)
    (b) Explain the importance of HRM.

12. (a) Explain the importance of man power planning.
    (or)
    (b) Explain the nature of man power planning.

13. (a) Differentiate between recruitment and selection.
    (or)
    (b) Explain the sources of recruitment.

14. (a) Explain the importance of training to employees?
    (or)
    (e) What are the different types of training?

15. (a) Explain the reasons for promotion.
    (or)
    (b) What should be a good policy of promotion?
PART C (5 X 12 = 60 Marks)

Answer all Questions.
Answer to Each Question shall not Exceed Five Pages

16. (a) Explain the nature and scope of human resource management.
    (or)
    (b) Explain the functions of HRM.

17. (a) Explain the process of manpower planning.
    (or)
    (b) What are the uses and benefits of manpower planning?

18. (a) Explain the process of selection.
    (or)
    (b) Explain the process of conduction of an interview.

19. (a) What are the different methods of training?
    (or)
    (b) What are the different methods of management development.

20. (a) Explain the reasons for dismissal.
    (or)
    (b) What are internal promotional systems? Which one would you recommend for promotion, seniority or merit? Why?
BBA - HARDWARE
MODEL QUESTION PAPER
MARKETING MANAGEMENT
(CORE SUBJECT)

PAPER - XII

Time: 3 Hours

Maximum: 100 marks

PART A (10 x 2 = 20 Marks)

Answer all Questions.

Answer to each question shall not exceed six lines.

1. Define ‘Marketing’.
2. Explain the term ‘Marketing Environment’.
3. Explain the term ‘Market Segmentation’.
4. What do you mean by buying motive?
5. What are the elements of marketing mix?
6. What is pricing?
7. Explain ‘personal selling’.
8. What do you mean publicity?
9. Define marketing research.
10. What do you mean by telemarketing?
PART - B (5 x 4 = 20 Marks)

Answer all Questions.
Answer to each question shall not exceed two pages

11.  (a) Explain the scope of marketing.
    
    (or)
    
(b) ‘Marketing is a process’ - Justify.

12.  (a) Explain the importance of market segmentation.
    
    (or)
    
(b) Explain the stages in buying decision process.

13.  (a) How products are classified?
    
    (or)
    
(b) Explain the different stages in the development of new product.

14.  (a) Explain the meaning and scope of marketing research.
    
    (or)
    
(f) Differentiate market research from marketing research.

15.  (a) Explain the importance of personal selling.
    
    (or)
    
(b) Explain the importance of publicity.
PART C (5 X 12 = 60 Marks)

Answer all Questions.

Answer to Each Question shall not Exceed Five Pages

16. (a) Explain the core concept of marketing and associate it with other concepts.

(or)

(b) Explain the factors of marketing environment.

17. (a) Explain the bases for segmenting the market.

(or)

(b) Explain the factors influencing consumer behaviour.

18. (a) Explain product life cycle. What are the different strategies used by the marketer in different stages of PLC?

(or)

(b) What are the pricing strategies used by the marketer?

19. (a) Explain the methods of sales promotion.

(or)

(b) Explain the selling process.

20. (a) Explain the recent trends in the Indian market.

(or)

(b) Discuss the significance of telemarketing in the Indian context.
PART – A (10 x 2 = 20 marks)

Answer all questions
Answer to each question shall not exceed six lines

1. Define Data Communication System.

2. Define LAN.

3. What is Protocol?

4. What is Internet addressing?

5. List out the layers in TCP/IP Protocol.

6. Explain the Various types of Threat.

7. How do you burn a CD using Windows XP?

8. Explain about final setup wizard.

9. What is Hub?

10. How do you recover a password?
PART – B (5 x 4 = 20 marks)

Answer all questions

Answer to each question shall not exceed two pages

11. (a) What are the basics components of Data Communication System?

(or)

(b) List the advantages and disadvantages of Bus Topology.

12. (a) What are the different types of Servers? Explain their uses.

(or)

(b) Write a note on URL.

13. (a) Explain Firewall?

(or)

(b) Write the difference between TCP and IP.

14. (a) Write short notes on “Remote assistance”.

(or)

(b) What is meant by partition?

15. (a) Explain User Account Security.

(or)

(b) Explain Backup and their types.
PART – C \( (5 \times 12 = 60\) marks)

Answer all questions

Answer to each question shall not exceed five pages

16. (a) Explain simplex, Half Duplex and full Duplex Communication in detail

(or)

(b) Explain and sketch neatly the various types of network.

17. (a) Explain the functions of data link and network layers.

(or)

(b) Explain the Networking Operation System and its features.

18. (a) Describes any five levels of Networking security.

(or)

(b) Explain the active and passive threats in detail.

19. (a) Describe any five items that are new in XP.

(or)

(b) Describe the burning process of CD.

20. (a) Explain how is the user account managed?

(or)

(b) Explain the security options in the Internet Explorer.
BBA – NETWORKING

MODEL QUESTION PAPER

MOBILE TECHNOLOGY

(CORE SUBJECT)

PAPER - XIV

Time: 3 Hours Maximum: 100 marks

PART – A (10 x 2 = 20 marks)

Answer all questions

Answer to each question shall not exceed six lines

1. Define Mobile Technology.

2. Give a brief note on Laptop.

3. Write Short note on Mobile Market.

4. Define FDMA

5. What do you mean by Bluetooth Technology?

6. What is CDMA?

7. Write Short notes on SIM.

8. Explain Equalization.

9. Compare 2G with 3G.

10. Write Short notes on WLL.
PART – B ( 5 x 4 = 20 marks)

Answer all questions

Answer to each question shall not exceed two pages

11. (a) Describe briefly about evolution of Mobile Technology.

(or)

(b) What are the Trends in Cellular Radio Technology?

12. (a) What are the key characteristics in Mobile Technology?

(or)

(b) Compare CDMA with SDMA technology.

13. (a) What are the salient features of Wireless Technology in business?

(or)

(b) Explain AMPS and GSM Technology.

14. (a) Explain the features of SIM card.

(or)

(b) What are the characteristics of equalization?

15. (a) Write down the Salient Features of 3G Technology.

(or)

(b) Explain the parts of Mobile Phone Handset and their functions.
PART – C (5 x 12 = 60 marks)

Answer all questions

Answer to each question shall not exceed five pages

16. (a) Explain mobile concept and system design process.

(or)

(b) Explain mobile devices and their unique features.

17. (a) Compare and contrast FDMA and TDMA technologies.

(or)

(b) Write the uses of Radio Spectrum.

18. (a) Explain in role of Database in Wireless Technology.

(or)

(b) How risks are manager in wireless technology?

19. (a) Explain Linear and Non-Linear Equalization.

(or)

(b) Explain Modulation in detail.

20. (a) Give brief account on Bluetooth Technology.

(or)

(b) Give a brief account on computer security.
1. What are all the advantages of internet?

2. What is protocol?

3. Give some mobile internet standards?

4. What is WAP?

5. What is called mark up language?

6. Give some techniques in message security?

7. What is the purpose of Browser?

8. List out some scripting languages?

9. What is the use of content structure?

10. List out some applications for mobile internet?
PART – B (5 x 4 = 20 marks)
Answer all questions
Answer to each question shall not exceed two pages

11. (a) What are the characteristics of mobile internet?

(or)

(b) Write short notes on mobile data?

12. (a) Briefly explain standards with some example.

(or)

(b) What are the different types of protocol?

13. (a) What are the services provided by WAP?

(or)

(b) How information are secured in wireless communication?

14. (a) Write short notes on browser and its limitations in WAP?

(or)

(b) Write short notes on document structure in WML?

15. (a) What are all the contents of a WAP site?

(or)

(b) Explain different methods of structured usability.
PART – C (5 x 12 = 60 marks)

Answer all questions

Answer to each question shall not exceed five pages

16. (a) What is mobile networking? What are all the applications of mobile networking?

(or)

(b) How mobile internet is useful for business? Explain.

17. (a) Explain applications of WAP?

(or)

(b) What are all the design principles of WAP architecture? Explain.

18. (a) Discuss different special features of WML with examples.

(or)

(b) Explain the Concept of controls and the procedure for message sending in WML?

19. (a) What are the contents of WBEM? Explain.

(or)

(b) Explain the document structure of WML Script?

20. (a) How user interface design functions in WAP? Explain.

(or)

(b) What is the future enhancement of mobile internet? Explain.