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## BBABMC 212/BBMBMC 212

Credit Based III Semester B.B.A./B.B.M. Examination, Oct./Nov. 2017  
(2012 Scheme)

### CORPORATE ACCOUNTING – I

16, 15, 2, P.

Time : 3 Hours

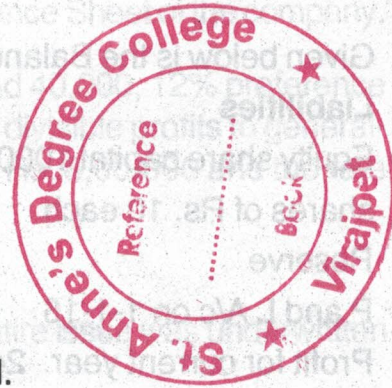
Max. Marks : 120

#### SECTION – A (2 marks each)

Answer any ten questions :

(2×10=20)

1. a) What do you mean by issued capital ?
- b) Who is an underwriter ?
- c) What is pro-rata allotment of shares ?
- d) What do you mean by firm underwriting ?
- e) What are marked applications ?
- f) Mention any two methods of valuation of goodwill.
- g) A company offers to its existing shareholders the right to buy one share of Rs. 10 each at Rs. 15 for every three shares held. The market value of share is Rs. 20. Calculate the value of right.
- h) How fair value of share is calculated ?
  - i) What do you mean by preliminary expenses ?
  - j) State any two features of preference shares.
  - k) What do you mean by redemption of debentures ?
  - l) What do you mean by unclaimed dividend ?



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## SECTION – B (8 marks each)

Answer any five questions :

(8×5=40)

2. Following is the Balance Sheet of A Ltd. as on 31-3-2016.

Liabilities	Rs.	Assets	Rs.
Share capital		Fixed assets	60,000
Shares of Re. 1 each	1,00,000	Investment	60,000
Profit and Loss A/c	24,500	Current asset	32,000
Debentures	20,000		
Creditors	7,500		
	<b>1,52,000</b>		<b>1,52,000</b>

Fixed assets are valued at Rs. 71,000. Find the intrinsic value of a share.

3. Given below is the Balance Sheet of Apsara Ltd. as on 31-12-2016.

Liabilities	Rs.	Assets	Rs.
Equity share capital 10000 shares of Rs. 10 each	1,00,000	Goodwill	15,000
Reserve	45,000	Land	40,000
P and L A/c on 1-1-16	6,000	Plant	50,000
Profit for current year	24,000	Investments	60,000
	30,000	Stock	50,000
8% Debentures	50,000	Debtors	60,000
Creditors	30,000	Cash	20,000
Provision for tax	20,000	Preliminary expenses	5,000
Depreciation Fund (plant)	25,000		
	<b>3,00,000</b>		<b>3,00,000</b>

Profit for the year includes Rs. 3,000 income from investment. Land and plant are valued at Rs. 1,00,000 and Rs. 20,000 respectively. Investments are all in government securities.

Compute the value of goodwill on the basis of 3 years purchase of super profit. Normal return in this type of business is 10%.





4. The Balance Sheet of Anjali Ltd. discloses the following position as on 31-3-2016.

Liabilities	Rs.	Assets	Rs.
Share capital		Land and Building	3,00,000
50000 shares of Rs. 10 each	5,00,000	Plant and Machinery	5,00,000
General reserve	2,10,000	Stock	5,00,000
Profit and Loss A/c	40,000	Debtors	3,00,000
5% debentures	5,00,000	Bank	1,00,000
Creditors	4,50,000		
	<b>17,00,000</b>		<b>17,00,000</b>

On the above data the company decided to issue 2 fully paid bonus shares of Rs. 10 each for every 5 shares held in the company.

For the above purpose the company decided to utilise general reserve.

Pass the necessary journal entries and prepare the Balance Sheet of the company.

5. Amith Ltd. has 50,000 equity shares of Rs. 10 each and 40,000, 12% preference shares of Rs. 10 each. The company transfers 10% of divisible profits to general-reserve every year. The expected profit before tax is Rs. 8,00,000 and the rate of tax is 50%. Normal rate of return is 16%.

Find out the market value of each equity share.

6. Arun Ltd. issued 200000 shares of Rs. 10 each. The entire issue was underwritten as follows:

Varun – 100000 shares (Firm underwriting 20000 shares)

Bharath – 60000 shares (Firm underwriting 10000 shares)

Uday – 40000 shares (Firm underwriting 10000 shares)

Shares applied for were 180000, the following being the marked forms including firm underwriting.

Varun 70000 shares

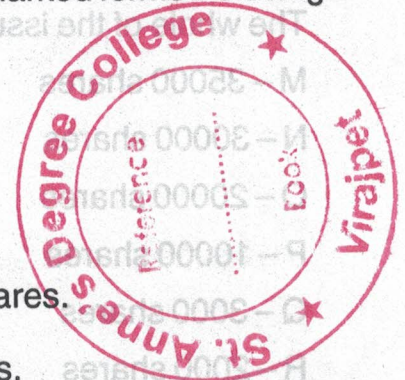
Bharath 28000 shares

Uday 32000 shares

Calculate the liability of each underwriter.

7. State the provisions for the redemption of preference shares.

8. Explain the various methods of redemption of debentures.







## SECTION – C (20 marks each)

Answer any three questions :

(20×3=60)

9. Following is the Balance Sheet of Sunlight Ltd. as on 31-12-2016.

Liabilities	Rs.	Assets	Rs.
Share capital 450000 equity		Plant	25,00,000
shares of Rs. 10 each	45,00,000	Furniture	9,20,000
65000, 8% redeemable		Stock	15,00,000
pref. shares of Rs. 20	13,00,000	Debtors	20,00,000
Profit and Loss A/c	9,20,000	Investments	3,50,000
Creditors	11,50,000	Cash at Bank	6,00,000
	<b>78,70,000</b>		<b>78,70,000</b>

On the above data, the company decided to redeem its pref. shares at a premium of 5%. For this purpose the company decided

- To sell the investments for Rs. 3,00,000.
- To issue 63000 equity shares of Rs. 10 each at a premium of Rs. 2.50 per share and the balance is met out of company's funds.

The shares were fully subscribed and the preference shares were redeemed.

Pass journal entries to record the above transactions and prepare the Balance Sheet after redemption.

10. Perfect Ltd. issued 100000 equity shares of Rs. 10 each at Rs. 12 per share.

The whole of the issue was underwritten as follows :

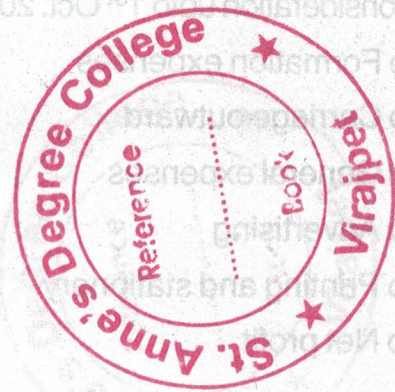
- M – 35000 shares
- N – 30000 shares
- O – 20000 shares
- P – 10000 shares
- Q – 3000 shares
- R – 2000 shares





Application were received for 85000 shares out of which marked applications were as follows :

- M – 10000 shares
- N – 22500 shares
- O – 20000 shares
- P – 7500 shares
- Q – 5000 shares
- R – Nil



The underwriters agreed for a commission of 5% on the issue price of shares. Draw up a statement showing the liability of each underwriter and also pass journal entries.

11. B Ltd. was incorporated on 1-5-2016 to take over a business from 1-1-2016. The profit and Loss A/c as on 31-12-2016 was as follows :

	Dr.		Cr.
	Rs.		Rs.
To Salaries	12,000	By Gross profit b/d	84,000
To Rent and rates	4,800		
To Directors fees	3,000		
To Travellers commission	2,400		
To Office expenses	12,000		
To Bad debts	500		
To Discount	3,600		
To Audit fee	600		
To Depreciation	1,800		
To Debenture interest	1,000		





To interest on purchase		
Consideration upto 1 <sup>st</sup> Oct. 2016	4,500	
To Formation expenses	5,000	
To Carriage outward	1,200	
To General expenses	2,100	
To Advertising	1,800	
To Printing and stationery	3,000	
To Net profit	24,700	
	<b>84,000</b>	<b>84,000</b>

**Additional information :**

- 1) The total sales for the year was Rs. 2,40,000.
  - 2) It is ascertained that sales for January were one and half times of the average sales, which for April, August and December were only half the average and those for March twice the average.
  - 3) Out of bad debts Rs. 200 relate to debts created prior to incorporation.
- Apportion the year's profit between pre and post incorporation periods.

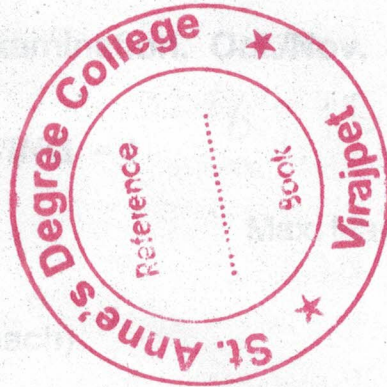
12. From the following Trial Balance of Guru Ltd. as on 31-3-2015, prepare Final Accounts in vertical form with relevant notes.

	Dr		Cr.
	Rs.		Rs.
Calls in arrears	6,400	Share capital	1,00,000
Land	10,000	R.B.D.	1,400
Building	25,000	Sales	80,000
Machinery	15,000	Purchase returns	3,400
Furniture	3,200	Creditors	13,200
Carriage	2,300	Share premium	6,000
Wages	11,400	General Reserve	26,000





Salaries	14,600	
Sales returns	1,700	
Bank charges	100	
Coal, gas and water	700	
Rent and rates	800	
Purchases	50,000	
Bills receivable	1,200	
General expenses	1,900	
Debtors	42,800	
Stock on 1-4-2014	25,000	
Insurance	400	
Cash at Bank	13,000	
Cash in hand	4,500	
	<b>2,30,000</b>	<b>2,30,000</b>



**Additional information :**

- 1) Charge depreciation on building at 2%, machinery at 10% and furniture at 10%.
- 2) Make new RBD of 5% on debtors.
- 3) Carry forward unexpired insurance Rs. 100
- 4) Provide for
  - Outstanding wages Rs. 500
  - Outstanding salaries Rs. 2,000
  - Outstanding rent Rs. 400
- 5) Stock as on 31-3-2015 was Rs. 30,000.



2 P 000 70  
579 marks

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## BBABMC 211/BBMBMC 211

**Credit Based Third Semester B.B.A./B.B.M. Degree Examination,  
October/November 2017**

**(2012 Scheme)  
INCOME TAX**

Time : 3 Hours

Max. Marks : 120

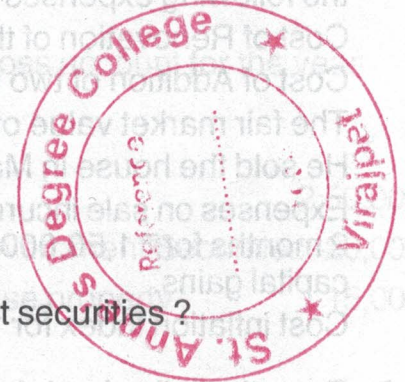
**Instruction : Support your answer with working notes wherever necessary.**

### SECTION – A (2 marks each)

Answer any ten in one or two sentences each :

(2×10=20)

1. a) Define Assessment Year.
- b) Give the meaning of deemed to be letout property.
- c) What is standard rent ?
- d) When an individual is said to be an 'ordinarily resident in India in the PY ?
- e) What is meant by tax-free income ?
- f) What is gratuity ?
- g) Give an example for partly agricultural income.
- h) Give the meaning of long term capital asset.
- i) Who is a specified employee ?
- j) Give the meaning of tax-free commercial security.
- k) How to treat tax free interest received on government securities ?
- l) Give the meaning of vocation.



### SECTION – B (8 marks each)

Answer any five.

(8×5=40)

2. Explain the provisions of 'Free meals' and 'Gift' while calculating taxable salary.
3. Define the term income. Bring out its characteristics.
4. Saleem, an Indian citizen, went to Australia for higher studies on 1<sup>st</sup> June, 2013. He returned to India on 25<sup>th</sup> November, 2015 and joined an US concern. He worked in this company till 10<sup>th</sup> September, 2016 when he got appointment in Indonesia and therefore left India. Find out his residential status for the PY 2016 – 2017.

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5. Bhargav Arora retired from service on 31<sup>st</sup> July, 2016, after serving for 28 years and 6 months and 20 days. His basic was ₹ 15,500 on 01-01-2016 and the annual increment of ₹ 500 fall due on 1<sup>st</sup> May, every year. He got DA 40% of his basic. He received a gratuity of ₹ 3,65,000. Earlier he had received ₹ 75,000 as gratuity which was then exempt. Compute taxable gratuity if he is covered under payment Gratuity Act.
6. From the following particulars in respect of Mr. Adarsh, find out the deduction allowable to him U/S 80C for AY 2017 – 18 :
- Deposited in Post Office Savings Bank Account ₹ 4,000
  - Premium paid on his minor son's life policy ₹ 8,000
  - Contribution to ULIP of UTI ₹ 34,000
  - Investment in infrastructure Bonds issued by a public financial institution ₹ 45,000
  - Subscribed to Home Loan Account of N.H. Bank ₹ 38,000
  - Interest accrued on Home Loan Account of N.H. Bank ₹ 8,000
  - Contribution to Recognised Provident Fund ₹ 25,000
  - LIC premium on mother's life policy ₹ 12,000.
7. Mr. Prabhakar purchased a house in Udupi in 1979, for ₹ 1,00,000. He incurred the following expenses for the improvement of the house.
- Cost of Renovation of the house in 1980 ₹ 25,000  
Cost of Addition of two rooms in January, 1995 ₹ 50,000  
The fair market value of the house on 1<sup>st</sup> April, 1981, was ₹ 1,60,000  
He sold the house in May, 2016 for ₹ 25,50,000  
Expenses on sale incurred ₹ 10,000. He purchased another house property within 2 months for ₹ 1,50,000 and invested in CGAS, ₹ 1,25,000. Calculate the taxable capital gains.  
Cost inflation index for 1994 – 95 : 259 and 2016 – 17 : 1,125.
8. From the following information, compute the income from other source for the AY 2017 – 18 of Mr. Suresh Kumar :
- Investments on 1<sup>st</sup> April were as follows :
- ₹ 80,000 – 9 % Government paper
  - ₹ 70,000 – 10 % Tax Free Debentures of a company
  - ₹ 40,000 – 10 % Tax Free Tamil Nadu Government Bonds
  - ₹ 60,000 – 12 % Debentures of a Public Ltd. Company
- He received during the year :
- From horse race ₹ 42,000 (net)
  - Dividend received from a co-op. society ₹ 6,000
  - Interest received on Kerala Government Bonds ₹ 5,000
  - Dividend on shares of Indian Company ₹ 4,000.





SECTION – C (20 marks each)

Answer any three :

(20×3=60)

- 9. Explain the provisions of Income Tax Act relating to different types of Provident Fund.
- 10. Compute income from house property of Mr. Raja from the following particulars :

Particulars	I (₹)	II (₹)	III (₹)	IV (₹)
Municipal value	30,000	15,000	12,000	12,000
Fair Rental value	28,000	21,000	18,000	20,000
Rent received	27,000	16,000	15,400	17,000
Standard rent	32,000	18,000	21,000	18,000
Repairs	10,000	12,000	6,000	14,000
Municipal taxes : Paid	3,000	1,500	—	3,000
Municipal taxes : Due	—	—	1,200	1,600

The assessee had borrowed on 01-11-2013 ₹ 2,50,000 at 12% p.a. for the construction of the 3<sup>rd</sup> house which was completed on 31-10-2015. As on 01-04-2016 ₹ 2,00,000 was outstanding.

- 11. Sri Nehru is the proprietor of a business. His profit and loss account for the year ended 31-03-2017 is as follows :

Particulars	₹	Particulars	₹
Rent, Rates and Taxes	12,000	Gross profit	2,50,000
General charges	8,000	Interest on Government Securities	20,000
Household expenses	8,000	Rent from house property	15,000
Provision for bad debts	12,000		
Commission	2,000		
Discount and allowances	4,000		
Repairs (not for business)	6,000		
Postage and telegrams	2,000		
Law charges	6,000		
Advertising	15,000		
Gifts and presents to employees	1,000		
Fire Insurance Premium (Goods)	1,500		
Sales tax paid	3,500		
Life insurance premium	2,500		





Interest on capital	6,500	
Audit fee	5,000	
Interest on bank loan	16,000	
Provision for depreciation	4,500	
Provision for income tax	14,500	
Net profit	1,55,000	
	<b>2,85,000</b>	<b>2,85,000</b>

From the following, compute his income from business for the AY 2017 – 18

- i) Actual bad debts written-off during the year amount to ₹ 1,500.
  - ii) Depreciation allowable is ₹ 2,500 as per income tax rules.
  - iii) Advertising expenses includes the cost of show case ₹ 3,500.
  - iv) Bank loan is taken for business purposes.
  - v) General charges include donation given to a charitable trust ₹ 1,000.
12. Mr. Santhosh furnishes following details of his salary for the PY 2016 – 17 :
- i) Basic Pay ₹ 20,000 p.m.
  - ii) Dearness allowance ₹ 8,000 p.m. (50 % enters into retirement benefits).
  - iii) Entertainment allowance ₹ 500 p.m.
  - iv) Helper allowance ₹ 500 p.m. (Salary paid to helper ₹ 400 p.m.)
  - v) Employer's contribution to RPF ₹ 3,000 p.m.
  - vi) Employee's contribution to RPF ₹ 3,000 p.m.
  - vii) Interest credited to PF A/c during the year at 13.5 % amounted to ₹ 13,500.
  - viii) City compensatory allowances ₹ 500 p.m.
  - ix) Medical allowances ₹ 400 p.m.
  - x) He received education allowance of ₹ 800 p.m.
  - xi) He is also provided with furnished accommodation owned by the company. Cost of furniture provided amounting to ₹ 1,00,000.
  - xii) His club bills and telephone bills of his residence amounting to ₹ 1,000 and ₹ 8,000 respectively are paid by the company.
  - xiii) He made the following payments :
    - a) Professional tax ₹ 2,600
    - b) PPF contribution ₹ 10,000
    - c) NSC VIII issue ₹ 10,000
    - d) Home Loan Account Scheme ₹ 20,000 (State bank).
- Compute the taxable salary and deduction U/S 80C (City Population 30 lakh).



**BBABMC 207/BBMBMC 207****Credit Based III Semester B.B.A./B.B.M. Degree Examination, Oct./Nov. 2017  
(2012 Scheme)****BUSINESS MATHEMATICS**

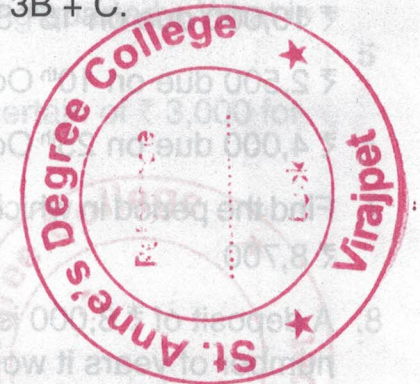
Time : 3 Hours

Max. Marks : 80

- Instructions :** 1) **Use of scientific calculator is not permitted.**  
2) **Logarithm tables will be provided on request.**

**SECTION – A  
(1 mark each)**

1. Answer **any ten** of the following : (1×10=10)
- a) Solve  $2x^2 - 7x + 3 = 0$  using factorization.
- b) If  $A = \begin{bmatrix} 2 & -1 \\ 3 & 0 \end{bmatrix}$ ,  $B = \begin{bmatrix} 1 & 5 \\ 2 & 3 \end{bmatrix}$  and  $C = \begin{bmatrix} 6 & 8 \\ 9 & 11 \end{bmatrix}$  find  $2A + 3B + C$ .
- c) Find the determinant  $\begin{vmatrix} 1 & 2 & 3 \\ 2 & 3 & 1 \\ 1 & 2 & 2 \end{vmatrix}$ .
- d) Which term of AP 7, 10, 13..... is 97 ?
- e) Find the 10<sup>th</sup> term of G.P. 3, 12, 48...
- f) Divide 1880 in the ratio 3 : 5.
- g) If 5 worker can bind 800 books in one hour, how many books can 12 workers bind in one hour ?
- h) Calculate bankers discount on a bill of face value ₹ 10,000 which is due 3 months at 8% per annum.
- i) Find simple interest on ₹ 8,000 for 3 years at 4.5% per annum.
- j) Calculate the compound interest on ₹ 8,540 at 12% per annum for 2 years.
- k) Find x if  $\log_a x = 0$ .
- l) Find the present value of perpetuity immediate of ₹ 4,000 at 12% per annum compound interest.







## SECTION - B

(5 marks each)

Answer any five of the following :

(5×5=25)

2. If  $A = \begin{bmatrix} 3 & -1 & 1 \\ 2 & 3 & 4 \end{bmatrix}$ , find  $AA'$  and  $A'A$ . Are they equal ?

3. The sum and product of three numbers which are in G.P. are 42 and 1728 respectively. Find the numbers.

4. Two numbers which are in the ratio 5 : 12 have their sum 119. Find the numbers.

5. The cash price of an article sold is ₹ 11,400. The trade discount and cash discounts are 20% and 5% respectively. Find the marked price.

6. Find the equated due date of payment of the following bills

₹ 5,000 due on 10<sup>th</sup> August

₹ 10,000 due on 15<sup>th</sup> September

₹ 2,500 due on 10<sup>th</sup> October

₹ 4,000 due on 25<sup>th</sup> October

7. Find the period in which ₹ 6,000 at 15% simple interest per annum would become ₹ 8,700.

8. A deposit of ₹ 8,000 is made at a compound interest of 7% p.a. Determine the number of years it would take the deposit to become ₹ 11,220.

## SECTION - C

(15 marks each)

Answer any three of the following :

9. a) Solve the following equations by Cramer's rule

$$2x + 5y + z = -1$$

$$x + 7y = -6$$

$$3y + 6z = 9$$

b) Solve the equation  $\frac{x}{5} + \frac{10}{x} = 3$ .

10

5





10. a) Solve the equations by matrix method

$$3x + 2y + 2z = 10$$

$$x + y + z = 9$$

$$x + 2y + 3z = 14.$$

10

b) Sum the series  $-7, -4, -1, \dots, 56$ .

5

11. a) If 5 men earn ₹ 4,200 in 15 days working 8 hours a day, how much will 16 men earn in 8 days working 6 hours a day. 5

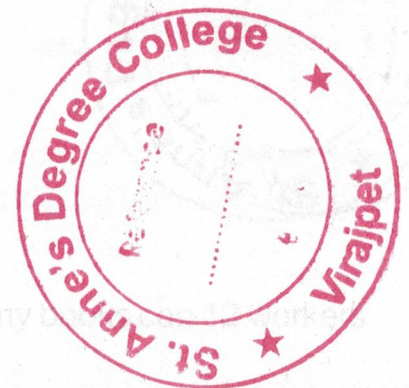
b) A bill for ₹ 10,000 was drawn on February 16, 2005 for 4 months and discounted on March 13, 2005 at the rate of 15% p.a. For what sum was the bill discounted? And how much did the banker gain on this? 5

c) At what rate of simple interest does a principal double itself in 5 years? 5

12. a) Show that  $\log \frac{81}{16} - \log \frac{8}{9} + \log \frac{128}{243} = \log 3$ . 5

b) Money doubles in 6 years when interest is compounding quarterly. What is the rate of interest? 5

c) Find the amount and the present value of an annuity certain of ₹ 3,000 for 12 years at 3.5% per annum. 5



d) Which term of AP 7, 10, 13, ... is 97?

e) Find the 10<sup>th</sup> term of G.P. 3, 12, 48, ...

f) Divide 1880 in the ratio 5 : 5.

g) If 5 workers can bind 500 books in one hour, how many books can 10 workers bind in one hour?

h) Calculate bankers discount on a bill of face value ₹ 10,000 which is due 3 months at 8% per annum.

i) Find simple interest on ₹ 8,000 for 3 years at 4.5% per annum.

j) Calculate the compound interest on ₹ 5,540 at 12% per annum for 2 years.

k) Find x if  $\log x = 0$ .

l) Find the present value of perpetuity immediate of ₹ 4,000 at 12% per annum compound interest.



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**BBABMC 210/BBMBMC 210**

**Credit Based Third Semester B.B.A./B.B.M. Degree  
Examination, Oct./Nov. 2017  
(2012 Scheme)  
MARKETING MANAGEMENT**

Time : 3 Hours

Max. Marks : 120

**SECTION – A  
(2 marks each)**

**(2×10=20)**

1. Answer **any ten** questions from the following :

- a) What is Promotion Mix ?
- b) What is Labelling ?
- c) State any two differences between selling and marketing.
- d) Define Service.
- e) What is Rural Marketing ?
- f) What do you mean by umbrella Brand ?
- g) What is trading down ?
- h) What is Meta Marketing ?
- i) Define personal selling.
- j) What is meant by psychological pricing ?
- k) What are convenience goods ?
- l) What do you mean by marketing mix ?

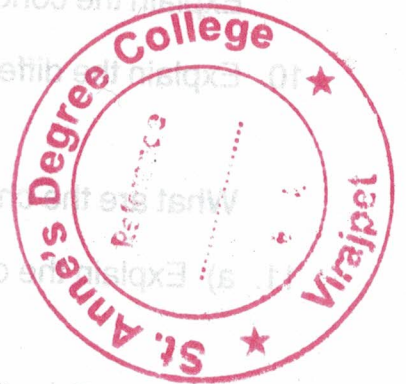
**SECTION – B  
(8 marks each)**

**(8×5=40)**

Answer **any five** question in **not more than two pages each** :

2. Explain the merits of packaging.
3. Explain the difference between urban marketing and rural marketing.
4. Explain the different tools of sales promotion.

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5. Explain the benefits of branding.
6. Explain the nature of marketing.
7. Explain the objectives of sales promotion.
8. Explain the factors influencing pricing of a product.

**SECTION – C**  
**(20 marks each)**

**(20x3=60)**

Answer the following :

9. What do you mean by Service Marketing ? Explain the various types of services.

OR

Explain the concepts of Marketing.

10. Explain the different stages of product life cycle with suitable strategies.

OR

What are the characteristics of Indian Rural Market ? What are its significance ?

11. a) Explain the different types of pricing.

OR

- b) Excel Power Ltd. is concerned with production and marketing of batteries of vehicles and now facing a problem of designing an appropriate distribution system for its new product "Turbo Power".

- i) Suggest a attractive distribution system available. 10
- ii) If you are appointed as a consultant which one would you recommend after careful study of pros and cons on economics and effectiveness of each. 10



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**BBABMC 208/BBMBMC 208**

**Credit Based Third Semester B.B.A./B.B.M. Degree Examination,  
October/November 2017  
(2012 Scheme)  
BUSINESS ECONOMICS**

Time : 3 Hours

Max. Marks : 80

- Instructions:**
- 1) Section – A : Answer **any ten in one or two sentences each.**
  - 2) Section – B : Answer **any five in not more than two pages each.**
  - 3) Section – C : Answer the following in **not more than 6 pages each.**

**SECTION – A**

**(one mark each)**

1. Answer **any ten in one or two sentences each :**

**(1×10=10)**

- a) Define fiscal policy.
- b) What do you mean by regressive tax ?
- c) What is disinvestment ?
- d) Expand G.S.T.
- e) What is profit induced inflation ?
- f) Define macro dynamics.
- g) What is capital expenditure ?
- h) What is meant by specific tax ?
- i) Define galloping inflation.
- j) What do you mean by cost of living index ?
- k) Distinguish between autonomous investment and induced investment.
- l) What is private debt ?

**P.T.O.**





## SECTION – B

(five marks each)

Answer **any five** in **not more than two** pages **each**: (5×5=25)

2. Write a note on deflation.
3. Point out the merits and demerits of direct taxes.
4. Explain the different sources of public revenue.
5. Describe the different phases of trade cycle.
6. Explain the determinants of savings.
7. Explain the role of deficit financing in economic development.
8. Explain the circular flow of money.

## SECTION – C

(15×3=45)

(15 marks each)

Answer the following in **not more than six** pages **each**:

9. Explain Keynes's theory of effective demand.

OR

What are index numbers? Explain the steps in construction of index numbers. Point out its limitations.

10. Explain the causes and effects of inflation. Suggest remedies.

OR

Describe the various canons of taxation.

11. Explain the arguments for and against globalisation.

OR

Explain the origin, objectives and functions of WTO.



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**BBABMC 209/BBMBMC 209**

**Credit Based Third Semester B.B.A./B.B.M. Degree  
Examination, October/November 2017  
(2012 Scheme)  
COMMERCIAL LAW**

Time : 3 Hours

Max. Marks : 120

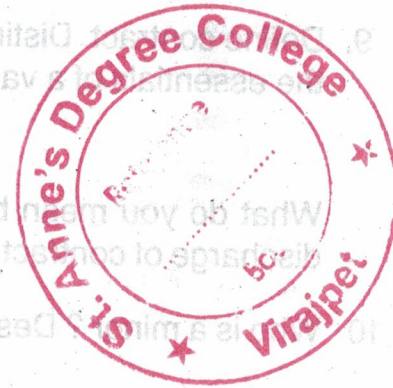
- Instructions :** 1) *Support your answer with relevant case laws.*  
2) **Section – A :** Answer in **one or two sentences each.**  
3) **Section – B :** Answer in **not more than two pages each.**  
4) **Section – C :** Answer in **not more than six pages each.**

**SECTION – A (2 marks each)**

**(2×10=20)**

1. Answer any ten questions :

- What is unilateral contract ?
- Give the meaning of 'Lex Mercatoria'.
- What do you mean by privity of contract ?
- What is waiver ?
- What do you mean by 'Contingent Contract' ?
- What do you mean by crossing of a cheque ?
- What is Trade Mark ?
- Give the meaning of digital signature.
  - What is the main aim of RTI Act, 2005 ?
  - Give the meaning of intellectual property.
- What is quantum meruit ?
- What is breach of contract ?



P.T.O.



**SECTION – B (8 marks each)****(8×5=40)**Answer **any five** questions :

2. Explain the case Ranganayakamma v/s. Alwar Chetty.
3. Distinguish between void argument and voidable contract.
4. Define negotiable instrument. What are its characteristics ?
5. What are the objectives of IT law ?
6. Explain the procedures for seeking information under RTI Act.
7. Who is a stranger to a contract ? Explain the rule “stranger to a contract cannot sue”.
8. Write a note on quasi contract.

**SECTION – C (20 marks each)****(20×3=60)**

9. Define contract. Distinguish between agreement and contract and also explain the essentials of a valid contract.

OR

What do you mean by discharge of contract ? Explain the various modes of discharge of contract.

10. Who is a minor ? Describe the legal effects of a minor's agreement.

OR

“Acceptance is to an offer what a lighted match is to a train of gunpowder”. Substantiate this statement bringing out the essentials of a valid acceptance.

11. Describe the various remedies available for breach of contract.

OR

Define consideration. Explain the essentials of valid consideration and also explain the exceptions to the rule “no consideration, no contract”