



**ARKA JAIN**  
**University**  
Jharkhand



[19-11-2025]  
**END SEM EXAMINATION**  
School of Law

Program	BBA-LLB (Hons.)	
Subject Name	Contract- II: Special Contracts, Partnership Act - 1932 & Sale Of Goods Act.	Session Odd, 2025-26
Semester	III	Year Nov, 2025
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> <li>Start writing from 2nd page onwards; don't Write on the 1st Page Backside</li> <li>Answer all Questions of Section A (Compulsory)</li> <li>Answer Any Four out of Six of Section B</li> <li>Answer Any Two out of Four of Section C</li> <li>Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result</u> in the <u>Cancellation of the Papers.</u></li> </ul>	
Knowledge Level (KL)	K1 : Remembering	K3 : Applying
	K2 : Understanding	K4 : Analysing
		K5 : Evaluating
		K6 : Creating

Section A (Each question Carry 01 Mark from Q1-i to xii) – 12 Marks			
Q. N	QUESTIONS	Marks	COs
1			KL
i	Name one law in India that governs electronic contracts.	01	CO1
ii	What is meant by breach of contract of sale?	01	CO1
iii	Who is the indemnifier?	01	CO2
iv	What is meant by risk in goods?	01	CO4
v	Name one mode of termination of agency.	01	CO4
vi	Who is a bailor?	01	CO1
vii	Can a bailee sue for loss caused by a third party?	01	CO2
viii	Who is a principal under Indian Contract Act 1872?	01	CO1
ix	What is meant by a "buyer"?	01	CO1
			K1

x	Is indemnity enforceable by law?	01	CO4	K2
xi	Give one example of express warranty.	01	CO1	K1
xii	Can a minor enter into an E-contract?	01	CO1	K2

**Section B (Answer any FOUR out of SIX) – 28 Marks**  
(Each question Carry 07 Marks)

Q. No.	QUESTIONS	Marks	COs	KL
2	Explain the emergence of E-contracts in the modern digital era. Discuss how technological advancements and globalization have influenced the evolution of electronic contracts in India.	07	CO1	K4
3	Define and explain the nature and scope of a contract of indemnity under the Indian Contract Act, 1872.	07	CO3	K2
4	Explain the different kinds of guarantees recognized under the Indian Contract Act. Distinguish between specific guarantee and continuing guarantee.	07	CO4	K2
5	Discuss the rights and duties of a bailor and bailee under the Indian Contract Act, 1872.	07	CO2	K5
6	Define pledge (or pawn). How does it differ from a general contract of bailment?	07	CO4	K2
7	Define agency and explain its essential characteristics under the Indian Contract Act, 1872.	07	CO1	K2

**Section C (Answer any TWO out of FOUR) – 30 Marks**  
(Each question Carry 15 Marks)

Q. No.	QUESTIONS	Marks	COs	KL
8	Define and explain the types of E-contracts and online contracts. Illustrate your answer with examples such as click-wrap, shrink-wrap, and browse-wrap agreements.	15	CO3	K4
9	Discuss the position of a Minor in a partnership firm under Section 30 of the Indian Partnership Act. Explain his rights and liabilities both during minority and after attaining majority.	15	CO3	K2
10	Discuss the right of an indemnity holder when sued. Illustrate your answer with reference to relevant sections and case laws.	15	CO2	K2
11	Define bailment. Explain the essential elements of a valid contract of bailment with suitable examples.	15	CO4	K4

CO- Course Outcomes, KL- Knowledge Level, PO – Program Outcome

CO1	Increase the Level of Understanding and explain the E-contracts.
CO2	Applying & differentiate between contracts of indemnity and guarantee.
CO3	To Analyse and examine the nature, types, and legal implications of contracts..
CO4	Interpret the provisions of the Sale of Goods Act.
CO5	Evaluate the essentials and dissolution of partnership firms under the Indian Partnership Act.

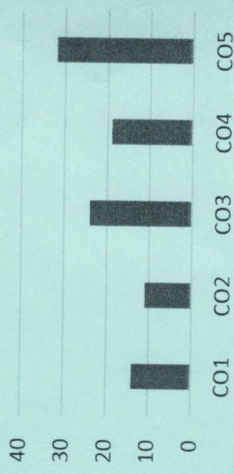
**GRAPHICAL REPRESENTATION**

**Bloom's Level wise Marks Distribution**



■ K1 ■ K2 ■ K3 ■ K4 ■ K5 ■ K6

**Course Outcome Wise Marks Distribution**



30- Course Outcomes, **KL-** Knowledge Level, **PO** – Program Outcome

CO1	Understand Jurisprudence, its Scope, and its Relevance.
CO2	Analyze various Schools of Jurisprudence and their contributions to Legal Theory.
CO3	Evaluate Sources of law like Usage, Customs, Legislation, and Judicial Precedent.
CO4	Apply the concept of Law and Justice in the present scenario.
CO5	Critically analyze the Legal Rights, Duties, Ownership, and Possession to practical legal scenarios.

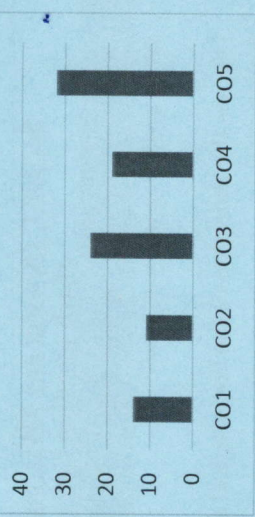
**GRAPHICAL REPRESENTATION**

**Bloom's Level wise Marks Distribution**



■ K1 ■ K2 ■ K3 ■ K4 ■ K5 ■ K6

**Course Outcome Wise Marks Distribution**



**ARKA JAIN University**  
Jharkhand



[21-11-2025]  
**END SEM EXAMINATION**  
School of Law

Program	BBA-LLB (Hons.)
Subject Name	Jurisprudence
Semester	III
Time: 3 Hour	
Max. Marks : 70	
Session	Odd, 2025-26
Year	Nov, 2025
Knowledge Level (KL)	K1 : Remembering K2 : Understanding K3 : Applying K4 : Analysing K5 : Evaluating K6 : Creating
Start writing from 2nd page onwards; don't write on the 1st Page Backside	
Answer all Questions of Section A (Compulsory)	
Answer Any Four out of Six of Section B	
Answer Any Two out of Four of Section C	
Possession of Mobile Phones or any kind of Written Material, Arguments with the Invigilator or Discussing with Co-Student will come under Unfair Means and will Result in the Cancellation of the Papers.	

Q.N	QUESTIONS	Marks	COs	KL
1				
i	What is John Bentham's major contribution or theory to Analytical Jurisprudence? a) The theory of sociological engineering b) The theory of Utilitarianism c) The Pure theory of law d) The idea of divine law	01	CO5	K4
ii	In the context of property law, what is the significance of the relationship between possession and ownership? a) Ownership is always more important than possession. b) Possession automatically confers ownership. c) It determines the rights and responsibilities of individuals with respect to property. d) The two concepts are entirely unrelated in property law.	01	CO3	K2
iii	What is the central concept in Analytical Positivism? a) Divine principles b) Historical development c) Commands of a sovereign d) Sociological engineering	01	CO4	K5

Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 07 Marks)					
Q. No.	QUESTIONS	Marks	COs	KL	
2	Provide any two theories of the Analytical School of Jurisprudence.	07	CO3	K2	
3	Explain the significance of the study of Jurisprudence.	07	CO6	K16	
4	Explain the Legal Realism School of Jurisprudence	07	CO4	K5	
5	Briefly explain the command theory given by the Jurist John Austin.	07	CO3	K2	
6	What is the difference between a legal right and a legal duty	07	CO2	K1	
7	What is the "Pure theory of Law", given by Kelson?	07	CO1	K3	
Section C (Answer any TWO out of FOUR) – 30 Marks (Each question Carry 15 Marks)					
Q. No.	QUESTIONS	Marks	COs	KL	
8	What are the sources of law?	15	CO1	K1	
9	Discuss the thoughts of the Sociological School of Jurisprudence.	15	CO3	K2	
10	What is the Natural Law School of Jurisprudence?	15	CO2	K1	
11	What idea is discussed by the jurists of the Historical School of Jurisprudence?	15	CO4	K5	

What is the core idea of the Natural Law School of Jurisprudence? a) Law is based on the will of the sovereign. b) Law should reflect a higher moral or divine order. c) Law is a result of historical development. d) Law is a set of rules and commands.	01	CO5	K4
As per Austin's theory what essentials are required for a law? a) Command b) Sovereign c) Sanction d) All of the above	01	CO2	K1
What is the primary difference between possession and ownership? a) Ownership involves physical control, while possession does not. b) Possession is a legal right, while ownership is a physical act. c) Ownership includes the right to use and enjoy, while possession does not. d) Possession is always permanent, while ownership can be temporary.	01	CO3	K2
Who is the father of the Analytical School? a) Hugo Grotius b) Austin c) Bentham d) HLA Hart	01	CO5	K4
The term Jurisprudence is derived from which language? a) Greek b) Latin c) French d) German	01	CO6	K6
Which of the following is not a theory of punishment? a) Retributive b) Reformative c) Preventive d) Administrative	01	CO2	K1
The literal meaning of Jurisprudence is: a) Philosophy of thoughts b) Study of Justice c) Knowledge of Law d) Practice of Law	01	CO2	K2
What a court refers to previous cases to make its decision, it is practicing? a) Legal positivism b) Stare decisis c) Legal realism d) Legal formalism	01	CO1	K3
What is the core idea of the Natural Law School of Jurisprudence? a) Law is based on the will of the sovereign. b) Law should reflect a higher moral or divine order. c) Law is a result of historical development. d) Law is a set of rules and commands.	01	CO5	K4

CO1	Recognize and describe the basic principles of Hindu law.
CO2	Examine the judicial rulings and legal provisions related to matrimonial remedy.
CO3	Explore the legislation related to adoption, guardianship and maintenance.
CO4	Interpret Hindu law regarding testamentary and intestate succession, and the legal status of children.
CO5	Consider critically the function of family courts and the effects of India's UCC.

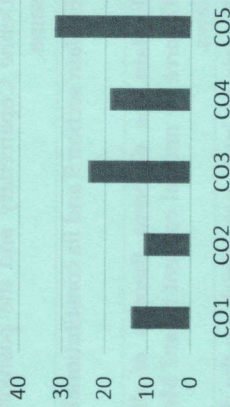
**GRAPHICAL REPRESENTATION**

**Bloom's Level wise Marks Distribution**



■ K1 ■ K2 ■ K3 ■ K4 ■ K5 ■ K6

**Course Outcome Wise Marks Distribution**



**ARKA JAIN University**  
Jharkhand



[24-11-2025]

**END SEM EXAMINATION**  
School of Law

<b>Program</b>	BBA LLB (Hons)	
<b>Subject Name</b>	Family Law- I (Hindu Law)	
<b>Semester</b>	III	Year
	Session	Odd, 2025-26
	Year	Nov, 2025
<b>Time: 3 Hour</b> <b>Max. Marks : 70</b>	<ul style="list-style-type: none"> <li>Start writing from 2nd page onwards; don't write on the 1st Page Backside</li> <li>Answer all Questions of Section A (Compulsory)</li> <li>Answer Any Four out of Six of Section B</li> <li>Answer Any Two out of Four of Section C</li> <li>Possession of Mobile Phones or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will result in the <u>Cancellation of the Papers.</u></li> </ul>	
<b>Knowledge Level (KL)</b>	K1 : Remembering K2 : Understanding	K3 : Applying K4 : Analysing K5 : Evaluating K6 : Creating

**Section A (Each question Carry 01 Mark from Q1-i to xii) – 12 Marks**

Q. N1	QUESTIONS	Marks	COs	KL
i	Under the Hindu Marriage Act, Hindu includes: a) Buddhist b) Sikh c) Jain d) All of the above	01	CO2	KL1
ii	Law relating to marriages amongst Hindus has been codified under a) Hindu Marriage Act, 1955 b) Hindu Adoptions & Maintenance Act, 1956 c) Child Marriage Restraint Act, 1929 d) all of the above	01	CO3	KL2
iii	A person can become Hindu: a) By conversion b) By re-conversion c) Both a) and b) d) Neither a) nor b)	01	CO2	KL1
iv	A marriage solemnized between any two Hindus, one of whom has a living spouse at the time of marriage, under Section 11 and 17 of the Act, shall be a) Valid b) Void c) Voidable	01	CO4	KL3

v	d) Invalid Maintenance <i>pendente lite</i> is mentioned under which section of Hindu Marriage Act a) 24 b) 25 c) 23A d) 22	01	CO5	KL3
vi	Who is not a class I heir? a) Widow of an annulled voidable marriage b) Divorced wife c) Unchaste widow d) Both a) and b)	01	CO2	KL1
vii	After the 2005 Amendment Act, the coparcenary shall be deemed to have been divided as if a partition had taken place and the daughter is allotted: a) Half the share allotted to a son b) The same share as is allotted to a son c) One-third the share allotted to a son d) Daughter does not get share	01	CO4	KL3
viii	The period of one year mentioned under section 14(1) is to be counted from: a) The date of marriage b) From the date of engagement c) 3 months after marriage d) 6 months after marriage	01	CO2	KL1
ix	Prohibited relationship has been provided under: a) Section 2(g) b) Section 2(e) c) Section 2(f) d) Section 2(d)	01	CO3	KL4
x	Who cannot claim for maintenance under Hindu Marriage Act, 1955 a) Husband b) Wife c) Dependents d) Mother and father	01	CO3	KL4
xi	'Heir' has been defined under _____ of Hindu Succession Act: a) Section 3(d) b) Section 3(e) c) Section 3(f) d) Section 3(g)	01	CO2	KL3

xii	Under Criminal Procedure Code, which section deals with Maintenance? a) Section 123 b) Section 125 c) Section 120 d) Section 127	01	CO4	KL4
<b>Section B (Answer any FOUR out of SIX) – 28 Marks</b> (Each question Carry 07 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
2	What are the essential conditions of a valid Hindu Marriage?	07	CO2	KL1
3	What is the difference between Judicial Separation and Divorce	07	CO3	KL3
4	Define Coparcenary and the position of women in the same.	07	CO4	KL2
5	Explain section 9 and its constitutional validity.	07	CO1	KL2
6	Explain the different theories of divorce. What does Divorce by mutual consent mean? Mention relevant case laws.	07	CO4	KL4
7	Explain Maintenance. Which are the different legislations under which maintenance and be claimed by the wife?	07	CO1	KL1
<b>Section C (Answer any TWO out of FOUR) – 30 Marks</b> (Each question Carry 15 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
8	Who is Karta? What are the circumstances under which a Karta can alienate joint Family property?	15	CO2	KL3
9	On what specific grounds under Hindu Marriage Act, 1955 a wife may file petition for divorce, but the husband cannot?	15	CO3	KL4
10	Discuss in detail ancient and modern sources of Hindu Law.	15	CO5	KL5
11	What are the general rules of succession under Hindu Succession Act, 1956? Briefly discuss the law of intestate succession to the property of a deceased Hindu? State the disqualifications in regards to the inheritance of the property?	15	CO4	KL5

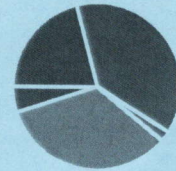
11	Calculate rank correlation coefficient for the following bivariate data:										CO2	K4
X	75	30	60	80	53	35	15	40	38	48		
Y	85	45	54	91	58	63	35	43	48	44		

CO- Course Outcomes, **KL**- Knowledge Level, **PO** – Program Outcome

CO1	The students will be able to compute several statistical measures and analyze any given bivariate data.
CO2	The students will be able to acquire knowledge of time series, factors or components responsible for fluctuations in a time series and methods of measuring important components of time series.
CO3	The students will be able to deal with the work of computing probability in different situations and they will also be familiar with important sampling methods and sampling distributions.
CO4	The students will be able to apply Statistical Inference Techniques in Decision making.
CO5	The students will be able to draw samples from some given population and apply suitable Statistical Tests of Significance.

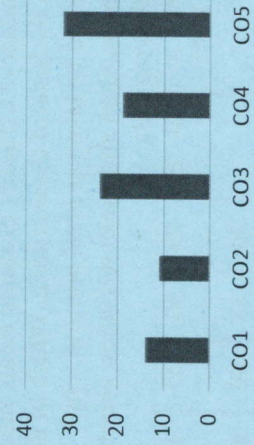
### GRAPHICAL REPRESENTATION

**Bloom's Level wise Marks Distribution**



■ K1 ■ K2 ■ K3 ■ K4 ■ K5 ■ K6

**Course Outcome Wise Marks Distribution**



				[26-11-2025] <b>END SEM EXAMINATION</b> School of Commerce & Management	
Program	BBA-LLB (Hons.)			Session	Odd, 2025-26
Subject Name	Statistics in Business Decisions			Year	Nov, 2025
Semester	III			Start writing from 2nd page onwards; don't write on the 1st Page <b>Backside</b>	
Time: 3 Hour	Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C			Possession of Mobile Phones or any kind of Written Material, Arguments with the Invigilator or Discussing with Co-Student will come under Unfair Means and will Result in the Cancellation of the Papers.	
Max. Marks : 70	K1 : Remembering K2 : Understanding K3 : Applying K4 : Analysing K5 : Evaluating K6 : Creating				
Knowledge Level (KL)					

### Section A (Each question Carry 01 Mark from Q1-i to xii) – 12 Marks

Q. N1	QUESTIONS	Marks	COs	KL
i	In a data, the values and their corresponding frequencies are given, then the type of data is : a. Individual observations b. Discrete series c. Continuous series d. None of the above	01	CO1	K1
ii	Mean of a given data is: a. Arithmetic average b. Middle-most value c. Most frequent value d. None of the above	01	CO3	K2
iii	The Range is a measure of dispersion based on only two observations, which are: a. Mean and Median b. Maximum and Minimum values c. Quartiles (Q1 and Q3) d. Mean and Standard Deviation	01	CO2	K2
iv	If the value of the Karl Pearson's Coefficient of Correlation (r) is close to +1, it indicates a: a. Weak negative correlation b. No correlation c. Weak positive correlation d. Strong positive correlation	01	CO3	K2
v	In the regression equation $Y=a+bX$ , the value 'a' represents the: a. Weak negative correlation	01	CO2	K3

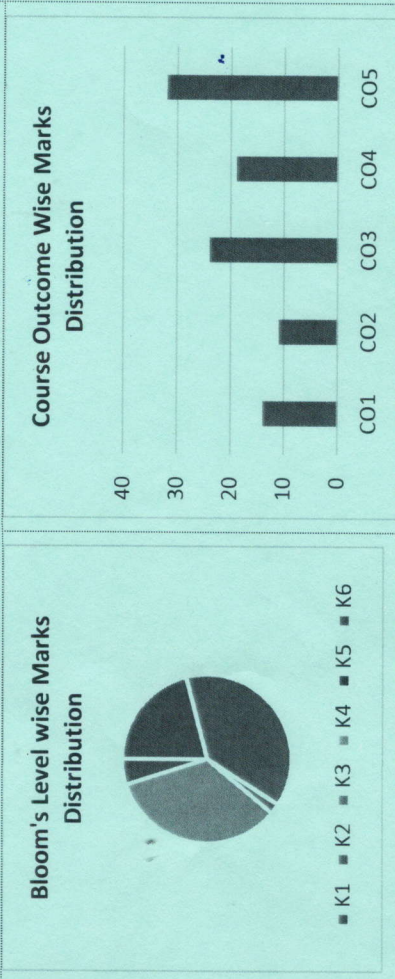
vi	<p>b. No correlation c. Weak positive correlation d. Strong positive correlation</p> <p>The long-term, underlying movement or tendency of a time series (either increasing, decreasing, or constant) is known as:</p> <p>a. Seasonal Variation      b. Cyclical Variation c. Irregular Variation      d. Secular Trend</p>	01	CO3	K3
vii	<p>The simplest method of constructing an Index Number, where prices of different commodities are totaled and divided by the base year total, is the:</p> <p>a. Laspeyres's Index b. Paasche's Index c. Simple Aggregative Method (Un-weighted) d. Fisher's Ideal Index</p>	01	CO2	K2
viii	<p>If A and B are independent events, the probability of both A and B occurring is given by:</p> <p>a. <math>P(A)+P(B)</math> b. <math>P(A B)</math> c. <math>P(A) \times P(B)</math> d. <math>P(A)-P(B)</math></p>	01	CO4	K3
ix	<p>The probability of an event that is impossible to occur is:</p> <p>a. 1 b. 0.5 c. 0 d. Cannot be determined.</p>	01	CO4	K2
x	<p>In hypothesis testing, the error made by rejecting a true Null Hypothesis is called:</p> <p>a. Type II Error b. Type I Error c. Sampling Error d. Standard Error</p>	01	CO3	K1
xi	<p>Which of the following is a Relative measure of dispersion?</p> <p>a. Range b. Mean Deviation c. Standard Deviation d. Coefficient of Variation</p>	01	CO1	K1
xii	<p>The value that divides the data set into two equal halves when arranged in ascending or descending order is the:</p> <p>a. Mean b. Mode c. Median d. Harmonic Mean</p>	01	CO3	K2
<b>Section B (Answer any FOUR out of SIX) - 28 Marks</b> (Each question Carry 07 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
2	What is meant by measure of central tendency? Explain any two such measures.	07	CO5	K3
3	Find mode for the following data:	07	CO2	K2

4	<p>Value</p> <p>frequency</p> <p>20 22 25 26 28 30 33 35 40</p> <p>3 7 12 20 28 22 15 9 4</p> <p>Find standard deviation for the following data:</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Value (x)</td> <td>2</td> <td>4</td> <td>5</td> <td>7</td> <td>10</td> <td>12</td> <td>13</td> </tr> <tr> <td>Frequency (f)</td> <td>3</td> <td>6</td> <td>15</td> <td>25</td> <td>18</td> <td>10</td> <td>3</td> </tr> </table>	Value (x)	2	4	5	7	10	12	13	Frequency (f)	3	6	15	25	18	10	3	07	CO1	K2					
Value (x)	2	4	5	7	10	12	13																		
Frequency (f)	3	6	15	25	18	10	3																		
5	Explain the meaning and significance of Correlation. Briefly differentiate between Positive and Negative Correlation.	07	CO5	K3																					
6	What is meant by regression analysis? Write down the equations of two regression lines.	07	CO5	K6																					
7	<p>Find Price Index Number using Simple Aggregative Method for the following data:</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Commodity</td> <td>Base year Price</td> <td>Current year Price</td> </tr> <tr> <td>A</td> <td>12</td> <td>14</td> </tr> <tr> <td>B</td> <td>25</td> <td>25</td> </tr> <tr> <td>C</td> <td>46</td> <td>50</td> </tr> <tr> <td>D</td> <td>23</td> <td>27</td> </tr> <tr> <td>E</td> <td>64</td> <td>70</td> </tr> <tr> <td>F</td> <td>15</td> <td>14</td> </tr> </table>	Commodity	Base year Price	Current year Price	A	12	14	B	25	25	C	46	50	D	23	27	E	64	70	F	15	14	07	CO3	K1
Commodity	Base year Price	Current year Price																							
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<b>Section C (Answer any TWO out of FOUR) - 30 Marks</b> (Each question Carry 15 Marks)																									
Q. No.	QUESTIONS	Marks	COs	KL																					
8	What requisites of a good measures of central tendency? Critically evaluate mean, median and mode on the basis of these criteria. Which of these three should be taken as ideal one and why?	15	CO3	K2																					
9	<p>Find median and mean deviation about median for the following data:</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Age (in years)</td> <td>20 - 25</td> <td>25 - 30</td> <td>30 - 35</td> <td>35 - 40</td> <td>40 - 45</td> <td>45 - 50</td> </tr> <tr> <td>Number of men</td> <td>4</td> <td>12</td> <td>25</td> <td>40</td> <td>31</td> <td>15</td> </tr> </table>	Age (in years)	20 - 25	25 - 30	30 - 35	35 - 40	40 - 45	45 - 50	Number of men	4	12	25	40	31	15	15	CO5	K6							
Age (in years)	20 - 25	25 - 30	30 - 35	35 - 40	40 - 45	45 - 50																			
Number of men	4	12	25	40	31	15																			
10	Define Probability Distribution. State and explain the four main characteristics of a Normal Distribution. Why the Normal Distribution is considered the most important distribution in statistics?	15	CO4	K3																					

CO- Course Outcomes, KL- Knowledge Level, PO - Program Outcome

CO1	Demonstrate proficiency in fundamental human resources concepts and how they apply to real world situations.
CO2	Formulate human resources policies and practices that help promote the organization's strategic goals.
CO3	Develop an understanding of the challenges of human resources management and successfully manage and resolve conflicts.
CO4	Understand various employment acts that will be useful in maintaining workplace harmony
CO5	Understand the importance of human resource and ways to retain themselves in organisation.

**GRAPHICAL REPRESENTATION**



**ARKA JAIN University**  
Jharkhand



[03-12-2025]  
**END SEM EXAMINATION**  
School of Law

Program	BBA-LLB (Hons.)	
Subject Name	Human Resource Management	
Semester	III	Year
Time: 3 Hour	Start writing from 2nd page onwards; don't Write on the 1st Page	Session
Max. Marks : 70	Backside	Odd, 2025-26
	<ul style="list-style-type: none"> <li>Answer all Questions of Section A (Compulsory)</li> <li>Answer Any Four out of Six of Section B</li> <li>Answer Any Two out of Four of Section C</li> </ul>	Nov, 2025
	<ul style="list-style-type: none"> <li>Possession of Mobile Phones or any kind of Written Material, Arguments with the Invigilator or Discussing with Co-Student will comes under Unfair Means and will Result in the Cancellation of the Papers.</li> </ul>	
Knowledge Level (KL)	K1 : Remembering K2 : Understanding	K5 : Evaluating K6 : Creating
	K3 : Applying	
	K4 : Analysing	

**Section A (Each question Carry 01 Mark from Q1-i to xii) – 12 Marks**

Q.N	QUESTIONS	Marks	COs	KL
1				
i	List the key functions of Human Resource Management.	01	CO1	KL1
ii	Describe the objectives of Human Resource Planning.	01	CO1	KL1
iii	Name the different types of employee training programs	01	CO1	KL1
iv	Define selection in Human Resource Management	01	CO1	KL1
v	Discuss the benefits of Training and Development for employees.	01	CO1	KL1
vi	List the purpose of performance appraisal.	01	CO1	KL1
vii	Name the major objectives of employee Training.	01	CO1	KL1
viii	Define job evaluation.	01	CO1	KL1
ix	Show the concept and importance of Job Analysis.	01	CO1	KL1
x	List the role of trade union.	01	CO1	KL1
xi	Show the worker's ethical role in any organisation.	01	CO1	KL1

xii	Describe the impact of industrial disputes on the growth of organisation.	01	CO1	KL1
<b>Section B (Answer any FOUR out of SIX) – 28 Marks</b> (Each question Carry 07 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
2	Explain the role of Job Specification in effective Human Resource Management.	07	CO2	KL2
3	Discuss the different categories of Compensation and Rewards provided to employees.	07	CO2	KL2
4	Illustrate how effective Communication can help in resolving workplace conflicts.	07	CO3	KL3
5	Examine the impact of Performance Evaluation systems on employee motivation.	07	CO3	KL3
6	Differentiate between Campus Recruitment and Online Recruitment methods.	07	CO4	KL4
7	Analyze the procedures used for handling Grievances and Disciplinary Issues in organizations.	07	CO5	KL5
<b>Section C (Answer any TWO out of FOUR) – 30 Marks</b> (Each question Carry 15 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
8	Examine the various selection methods used by organizations, such as interviews, assessments, background checks, and reference checks, and analyze how these methods differ in terms of reliability, validity, and effectiveness.	15	CO3	KL3
9	Evaluate the effectiveness of performance appraisal systems in remote or hybrid work environments, and explore the strategies organizations can adopt to ensure that these appraisals remain fair, consistent, and meaningful for remote employees.	15	CO4	KL4
10	Examine the development of labor legislation in India from the colonial era to the present day, and justify how early labor laws contributed to protecting workers' rights and evolved to address the changing industrial and economic landscape over time.	15	CO5	KL5
11	Evaluate the different types of Training and Development audits conducted by organizations, including skill gap analysis, effectiveness audits, and strategic training audits, and justify the techniques used in each audit along with the possible challenges faced during their implementation.	15	CO5	KL5



**ARKA JAIN University**  
Jharkhand



[28-11-2025]  
END SEM EXAMINATION  
School of Law

Program	BBA-LLB (Hons.)	
Subject Name	Marketing Management	
Semester	III	Year
	Session	Odd, 2025-26
Time: 3 Hour Max. Marks : 70	Start writing from 2nd page onwards; don't Write on the 1st Page Backside	
	<ul style="list-style-type: none"> <li>Answer all Questions of Section A (Compulsory)</li> <li>Answer Any Four out of Six of Section B</li> <li>Answer Any Two out of Four of Section C</li> <li>Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u></li> </ul>	
Knowledge Level (KL)	K1 : Remembering	K3 : Applying
	K2 : Understanding	K4 : Analysing
		K5 : Evaluating
		K6 : Creating

**Section A (Each question Carry 01 Mark from Q1-i to xii) - 12 Marks**

Q.N	QUESTIONS	Marks	COs	KL
1				
i	State one scope of marketing.	01	CO2	K1
ii	What is market research?	01	CO1	K2
iii	What is the difference between product and service? (one point) Mention one pricing objective.	01	CO1	K1
iv	What is demographic segmentation?	01	CO4	K3
v	State one objective of promotion.	01	CO1	K4
vi	State one need of distribution channels.	01	CO2	K6
vii	Define price skimming.	01	CO1	K4
viii	Write one importance of marketing.	01	CO4	K3
ix	Define advertising.	01	CO1	K2
x		01	CO3	K2

xi	State one feature of services.	01	CO2	K5
xii	Define sales promotion.	01	CO1	K6

**Section B (Answer any FOUR out of SIX) – 28 Marks**  
(Each question Carry 07 Marks)

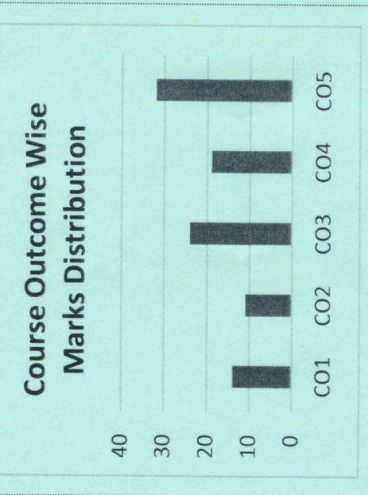
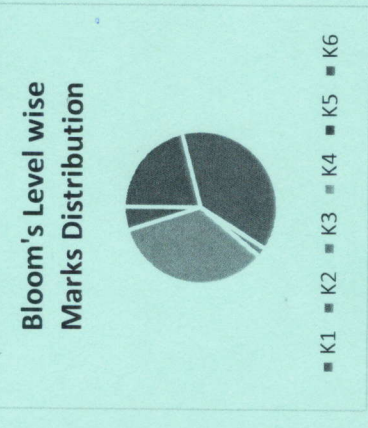
Q. No.	QUESTIONS	Marks	COs	KL
2	What is the marketing mix? Explain its elements (4Ps) in detail.	07	CO4	K2
3	How are segmentation, targeting, and positioning (STP) interrelated?	07	CO3	K2
4	How do product and service features influence consumer decision-making?	07	CO5	K3
5	Define psychological pricing with example.	07	CO5	K3
6	Explain the needs and importance of distribution channels in marketing.	07	CO4	K5
7	Discuss the concept of market segmentation with suitable examples.	07	CO5	K6

**Section C (Answer any TWO out of FOUR) – 30 Marks**  
(Each question Carry 15 Marks)

Q. No.	QUESTIONS	Marks	COs	KL
8	Define marketing. Explain its nature, scope, and importance with examples	15	CO1	K2
9	Define new product development. Discuss the stages in the new product development process.	15	CO4	K5
10	Discuss the essential steps in setting the price of a new product.	15	CO5	K6
11	Define promotion. Discuss its nature and importance in modern business.	15	CO3	K4

Course Outcomes	CO1	Comprehend and apply Marketing Concepts and foundational marketing principles.
	CO2	Assess Market Segmentation, Targeting, and positioning (STP).
	CO3	Investigate the Product Strategies and product Life Cycle and examine product classification and product mix.
	CO4	Explore Pricing Strategies and Consumer psychology.
	CO5	Determine the Distribution and Promotional Strategies.

**GRAPHICAL REPRESENTATION**

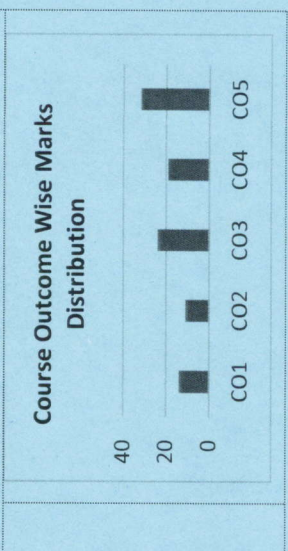
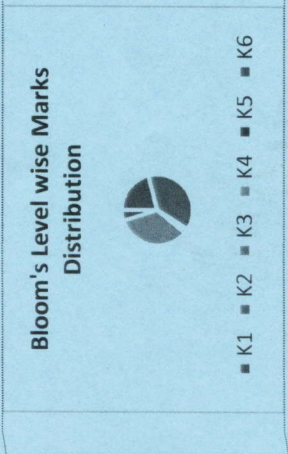


10	Explain Profitability Ratios and their role in measuring business efficiency. From the following details, calculate:	15	CO2	K4											
	<ul style="list-style-type: none"> <li>Gross Profit Ratio</li> <li>Net Profit Ratio</li> <li>Operating Ratio</li> <li>Return on Capital Employed (ROCE)</li> </ul>														
	<table border="1"> <thead> <tr> <th>Particulars</th> <th>Amount (₹)</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>20,00,000</td> </tr> <tr> <td>Cost of Goods Sold</td> <td>14,00,000</td> </tr> <tr> <td>Operating Expenses</td> <td>3,00,000</td> </tr> <tr> <td>Net Profit</td> <td>2,00,000</td> </tr> <tr> <td>Capital Employed</td> <td>10,00,000</td> </tr> </tbody> </table>	Particulars	Amount (₹)	Sales	20,00,000	Cost of Goods Sold	14,00,000	Operating Expenses	3,00,000	Net Profit	2,00,000	Capital Employed	10,00,000		
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Net Profit	2,00,000														
Capital Employed	10,00,000														
11	<p>A company produces a product that sells for ₹2000 per unit. The variable cost is ₹120 per unit, and fixed cost is ₹3,20,000.</p> <p>a) Calculate the Break-even Point in units and sales value.</p> <p>b) Calculate the Margin of Safety if sales are 6,000 units.</p> <p>c) If the company wants a profit of ₹1,00,000, how many units must it sell?</p>	15	CO5	K5											

CO- Course Outcomes, **KL- Knowledge Level, PO – Program Outcome**

CO1	Inspect profit & loss statements and balance sheets to inform effective, strategic business decisions.
CO2	Determine ratio analysis techniques to interpret accounting data and guide strategic business decisions.
CO3	Prepare fund flow statements from accounting data and interpret their implications for effective financial management.
CO4	Constructing the principles of standard costing and variance analysis by learning to establish standard costs.
CO5	Observing practical costing techniques essential for financial planning, decision-making, and performance evaluation in a business environment.

**GRAPHICAL REPRESENTATION**



	<b>ARKA JAIN University</b> Jharkhand	<b>NAAC GRADE A</b> ACCREDITED UNIVERSITY	[01-12-2025] <b>END SEM EXAMINATION</b> School of Law
Program	BBA-LLB (Hons.)		
Subject Name	Managerial Accounting		
Semester	III	Year	Nov, 2025
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> <li>Start writing from 2nd page onwards; <b>don't Write on the 1st Page Backside</b></li> <li>Answer all Questions of Section A (Compulsory)</li> <li>Answer Any Four out of Six of Section B</li> <li>Answer Any Two out of Four of Section C</li> <li>Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result</u> in the <u>Cancellation of the Papers.</u></li> </ul>		
Knowledge Level (KL)	K1 : Remembering K2 : Understanding	K3 : Applying K4 : Analysing	K5 : Evaluating K6 : Creating

**Section A (Each question Carry 01 Mark from Q1-i to xii) – 12 Marks**

Q. N	QUESTIONS	Marks	COs	KL
1				
i	<p>Managerial Accounting knowledge is required mainly to:</p> <ul style="list-style-type: none"> <li>a) Maintain statutory books</li> <li>b) Provide information for decision making</li> <li>c) Prepare tax returns</li> <li>d) Record daily transactions</li> </ul>	01	CO1	K1
ii	<p>Comparative financial statements are useful because they:</p> <ul style="list-style-type: none"> <li>a) Show figures for only one year</li> <li>b) Compare financial data over multiple years</li> <li>c) Present only ratios</li> <li>d) Eliminate need for analysis</li> </ul>	01	CO1	K2
iii	<p>Ratio Analysis is used to:</p> <ul style="list-style-type: none"> <li>a) Present only sales figures</li> <li>b) Interpret the financial performance of a business</li> <li>c) Replace cash flow statement</li> <li>d) Avoid accounting standards</li> </ul>	01	CO2	K1
iv	<p>Which ratio measures a firm's ability to meet long-term obligations?</p> <ul style="list-style-type: none"> <li>a) Debt-Equity Ratio</li> <li>b) Gross Profit Ratio</li> <li>c) Inventory Turnover Ratio</li> <li>d) Current Ratio</li> </ul>	01	CO2	K3

v	The need of Fund Flow Statement is to: a) Highlight movement of funds between two dates b) Record day-to-day transactions c) Replace income statement d) Record only cash inflows	01	CO3	K4
vi	Fund Flow Statement preparation involves: a) Cash Budget b) Schedule of Changes in Working Capital c) Trial Balance only d) Depreciation account	01	CO3	K4
vii	The difference between actual cost and standard cost is called: a) Contribution c) Margin b) Variance d) Profitability	01	CO4	K5
viii	When actual cost is less than standard cost, the variance is: a) Unfavourable c) Favourable b) Neutral d) Controllable	01	CO4	K5
ix	Break-even point is the level of sales where: a) Total revenue = Total cost b) Profit is maximum c) Loss is maximum d) Fixed cost = Contribution	01	CO5	K3
x	Marginal costing treats fixed costs as: a) Product cost c) Variable cost b) Period cost d) Controllable cost	01	CO5	K4
xi	When actual cost is more than standard cost, the variance is: a) Unfavourable c) Favourable b) Neutral d) Controllable	01	CO5	K3
xii	Standard costing is mainly used for: a) Tax compliance b) Cost control and performance evaluation c) Preparing comparative statements d) Inventory valuation only	01	CO4	K5
<b>Section B (Answer any FOUR out of SIX) – 28 Marks</b> (Each question Carry 07 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
2	Prepare a Common Size Statement of Profit & Loss from the following data and interpret the results: Sales: ₹10,00,000 Gross Profit: ₹4,00,000 Operating Expenses: ₹2,00,000	07	CO1	K3

3	Net Profit: ₹1,50,000 Discuss the role of ratio analysis in managerial decision-making with suitable examples.	07	CO2	K2
4	Explain the need for preparing a Fund Flow Statement and how it is different from a Cash Flow Statement.	07	CO3	K5
5	A company sells a product at ₹200 per unit. The variable cost per unit is ₹120, and fixed costs are ₹1,60,000. Calculate: (a) Break-even Point in units (b) Profit at sales of 3,000 units	07	CO5	K6
6	Differentiate between Budgetary Control and Standard Costing.	07	CO4	K4
7	Calculate the Debt-Equity Ratio and Proprietary Ratio from the following Balance Sheet data: Equity Share Capital = ₹6,00,000 Reserves & Surplus = ₹2,00,000 Long-term Debt = ₹4,00,000 Current Liabilities = ₹1,00,000 Fixed Assets = ₹9,00,000 Current Assets = ₹4,00,000	07	CO2	K6
<b>Section C (Answer any TWO out of FOUR) – 30 Marks</b> (Each question Carry 15 Marks)				
Q. No.	QUESTIONS	Marks	COs	KL
8	What is a Fund Flow Statement? From the following information, prepare a Fund Flow Statement: Net Profit = ₹1,00,000 Depreciation = ₹20,000 Increase in Working Capital = ₹30,000 Issue of Share Capital = ₹50,000 Redemption of Debentures = ₹40,000 Dividend Paid = ₹25,000	15	CO3	K3
9	Explain the concept of Contribution and its importance in Marginal Costing.	15	CO5	K2