

**Program: BBA - Semester- V**

**Subject code: 529**

**Subject: Agri. Business Management**

**Assignment No.1**

Describe essential features of Agri. –Products with the help of examples.

**Assignment No.2**

Discuss the role agriculture in Indian Economy.

**Assignment No.3**

What is agriculture extension? Explain the structure of agriculture extension department in our country.

**Assignment No.4**

Discuss in detail the role of multinational Indian agribusiness sector.

**Assignment No.5**

Write short note on the following

- a) Defects in co-operative credit societies
- b) Price support Policies

**Assignment No.6**

Write short note on the following

- a) Warehousing
- b) NABARD

**Assignment No.7**

Agribusiness is considered complicated in nature as compared to other business Discuss.

**Assignment No.8**

Discuss the marketing and distribution of fertilizer as an input in agricultural **sector**.

**Assignment No.9**

Define Agro based Industries. Explain in details types, importance and scope of agro-based industries.

**Assignment No.10**

Write short notes on the following.

- a) Functionaries in Agricultural Marketing
- b) Defects in Agricultural Marketing

**Subject code: 530**  
**Subject: Entrepreneurship Development**

**Assignment No.1**

Write short notes on the following.

- a) Peter Drucker's view on entrepreneurship
- b) David McClelland's Theory of Achievement Motivation

**Assignment No.2**

Write short notes on the following.

- c) Schumpeter's view on entrepreneurship
- d) Walker's view on entrepreneurship

**Assignment No.3**

Explain the various sources of funds for a new venture.

**Assignment No.4**

Write short notes on the following.

- a) Software as a service model
- b) Characteristics of an entrepreneur

**Assignment No.5**

Explain the evolution of entrepreneurship in India.

**Assignment No.6**

"Environment Analysis" is an important factor influencing the new business. Explain with the suitable example.

**Assignment No.7**

What are the support agencies available to support a new enterprise?

**Assignment No.8**

Name various financial institutions in India which provide finance assistance to budding entrepreneurs. How you will approach them for finance needed for a new project?

**Assignment No.9**

What are the opportunities available in manufacturing services sector for an entrepreneur. Explain with suitable example.

**Assignment No.10**

Define an entrepreneur and Manager. What are the distinguishing characteristics of a successful entrepreneur and manager?

**Subject code: 531**  
**Subject: Research Methodology**

**Assignment No.1**

Explain the meaning and sources of primary data and secondary data. Discuss the significance of each type giving advantage and disadvantages.

**Assignment No.2**

Define “sampling”. Discuss its process.

**Assignment No.3**

Write a note on:

- a) Editing, coding, classification and tabulation of data
- b) Research report

**Assignment No.4**

Discuss the role of research in social science and business. Illustrate your explanation with the help of examples.

**Assignment No.5**

Discuss the various statistics tools used for data analysis.

**Assignment No.6**

What is interpretation? Explain the need and importance of interpretation. Discuss the techniques and precautions used in the process of interpretation.

**Assignment No.7**

What do you mean by research report? Why research report is prepared? What are the various formats of research report? Discuss the steps for writing a research report.

**Assignment No.8**

Discuss the specific pattern of written reports and oral reports. Describe the principles of writing these reports. Also discuss their advantages and disadvantages.

**Assignment No.9**

Write a note on

- a) Schedule
- b) Case study
- c) Survey
- d) Types of interview

**Assignment No.10**

Write a note on

- a) Census and Sample Survey
- b) Questionnaire

**Subject code: 532**  
**Subject: Legal Aspects of Business**

**Assignment No.1**

Explain the various modes by which a contract may be terminated under the Indian Contract Act, 1872.

**Assignment No.2**

Explain the various negotiable instruments provided under the Negotiable Instruments Act, 1881.

**Assignment No.3**

Explain the various rights guaranteed to the unpaid seller, under the Sale of Goods Act, 1930.

**Assignment No.4**

Define “Law” and classify various Business Laws.

**Assignment No.5**

What is an “offer”? Explain the rules of a valid offer under the Indian Contract Act, 1872.

**Assignment No.6**

Write a short note on the following

- a) Coercion
- b) Parties to Negotiable Instrument

**Assignment No.7**

Comment the parties to a contract, in a sense, make the law for themselves.

**Assignment No.8**

What is “bill of exchange”? Distinguish it from a “Cheque” under the Negotiable Instrument Act, 1881

**Assignment No.9**

Compare a “Partnership firm” with a “Company”

**Assignment No.10**

Highlight the essential of a “Contract of Sale” under the Sale of Goods Act, 1932.

**Subject code: 533**  
**Subject: Business Communication**

**Assignment No.1**

Explain the term Barriers in Communication. Explain the types of Physical Barriers and Psychological Barriers in detail.

**Assignment No.2**

Elaborate on the principles of Effective Communication

**Assignment No.3**

Write short notes on any Two

- a. Audience analysis
- b. Leadership

**Assignment No.4**

What are the essentials of effective communication?

**Assignment No.5**

Explain the types of non-verbal communication in detail.

**Assignment No.6**

Explain the meaning and importance of improving listening skills

**Assignment No.7**

Write a short note on the following

- a) Strategies of good conversion
- b) Steps to good writing skills

**Assignment No.8**

Write a short note on the following

- a) body language
- b) Tone and language

**Assignment No.9**

Explain presentation skills and importance of visual aids in a presentation.

**Assignment No.10**

Write a short note on the following

- a. Feed back
- b. Meetings

**Subject code: 534**

**Subject: Consumer Behaviour (MM) E-I**

**Assignment No.1**

Write in detail various stages of the industrial buying process with diagram.

**Assignment No.2**

Write characteristics of a business buyer in detail.

**Assignment No.3**

Explain the term Global Consumer. What are the factors influencing behavior of a global consumer while buying each of the following from the Indian Market?

- i) Ayurvedic Medicine
- ii) Readymade garments

**Assignment No.4**

Explain in details on any two of the following

- a) Family life cycle
- b) Consumer delight
- c) Buying Motives
- d) Global Branding

**Assignment No.5**

Write in detail on the consumer protection act, 1986 and right of consumers.

**Assignment No.6**

Write difference between business and consumer markets.

**Assignment No.7**

Discuss the term 'Consumerism' in detail with its benefits.

**Assignment No.8**

What are the different roles played by individuals while buying consumer durables in a family? Explain with examples.

**Assignment No.9**

The buyer is motivated by economic and psychological factors. What are the other factors that influence the customers in their buying decisions?

**Assignment No.10**

What are the salient features of the Buyer Behaviour Model as developed by Nicoria Model?

**Subject code: 535**

**Subject: Sales & Distribution Management (MM) E-II**

**Assignment No.1**

What are sales Quotas? State and explain its importance and the methods used for setting Sales Quotas.

**Assignment No.2**

What is retailing? State and explain the role of retailer in distribution and promotion of brands.

**Assignment No.3**

Write short notes on the following

- a) Personal Selling
- b) Stages in PLC

**Assignment No.4**

Sales promotion and distribution are two sides of a coin. Comment.

**Assignment No.5**

Write short notes on the following

- a) Ware housing
- b) Importance of cost Vs efficiency in distribution operations

**Assignment No.6**

Write short notes on the following

- a) Methods of Sales Training
- b) Sales territory allocations

**Assignment No.7**

Write short notes on the following

- a) Brand shops- its role and effectiveness
- b) Emergence of organized retailing in India

**Assignment No.8**

Explain the role played by the sales manager and his duties and responsibilities in an organization.

**Assignment No.9**

Discuss the changing role of wholesalers and retailers in India with reference to the recent trends.

**Assignment No.10**

Write short notes on the following

- a) Physical Distribution
- b) Compensation to sales force

**Subject code: 534**  
**Subject: Employee Relationship Management (HR) E-I**

**Assignment No.1**

What are the statutory provisions concerning employee health at work place?

**Assignment No.2**

What is Arbitration? Explain in detail various methods of arbitration.

**Assignment No.3**

Explain the machinery available for the settlement of Industrial dispute under the Industrial dispute Act 1947.

**Assignment No.4**

Discuss the role of Multinational corporations in labour relations.

**Assignment No.5**

What do you mean by Industrial relation? What are the causes of poor industrial relation? Suggest measures.

**Assignment No.6**

Write short notes on the following:

- a) Industrial relation System
- b) Safety training

**Assignment No.7**

Write short notes on the following:

- a) Functions of labour unions
- b) Historical review of Industrial relation in India

**Assignment No.8**

Explain in detail about the approaches of Industrial relations.

**Assignment No.9**

What are legal provisions to solve industrial dispute.

**Assignment No.10**

Define trade union. Explain the objectives of trade union.

**Subject code: 535**  
**Subject: Labour Legislation (HR) E-II**

**Assignment No.1**

What are the deductions from wages that are authorized by the Payment of Wages Act, 1936?

**Assignment No.2**

With respect to the Industrial Disputes Act, 1947 discuss:

- a) Award
- b) Public Utility Service

**Assignment No.3**

Under the Industrial Employment (Standing Orders) Act, 1946 state the working Hours of

- a) Shops
- b) Restaurant

**Assignment No.4**

Discuss in brief the history of Trade Union Movement in India

**Assignment No.5**

Write notes on the following

- a) Manufacturing Process
- b) Weakness of Trade Unions

**Assignment No.6**

Write notes on the following

- a) Role of Conciliation Officer in Industrial Disputes Act 1947
- b) The power and functions of Certifying Officer under the Industrial Employment (Standing Orders) Act 1946

**Assignment No.7**

Explain the procedure for retrenchment under Industrial Dispute Act 1947.

**Assignment No.8**

Explain the important features of Minimum Wages Act 1948.

**Assignment No.9**

Write a letter to the authority under Industrial Dispute Act 1947, asking permission for retrenchment.

**Assignment No.10**

Discuss the provision relating to safety of the workers under the Factories Act, 1948.

**Subject code: 534**  
**Subject: Elements of Financial Services (Fin) E-I**

**Assignment No.1**

What do you mean by financial statement analysis?

What are the uses and advantages of financial statement analysis?

**Assignment No.2**

Write a short note on following

- a) Source of long term and short term funds
- b) Bill discounting
- c) Under writing

**Assignment No.3**

What is the role and objective of following financial institutions?

- a) LIC
- b) IDBI
- c) EXIM Bank

**Assignment No.4**

Distinguish between profit and loss account and balance sheet.

**Assignment No.5**

State five items, which are covered in chairman's report of the company.

**Assignment No.6**

What is the role of IDBI

**Assignment No.7**

Explain the functions of IRDA

**Assignment No.8**

Brief short notes on the following:

- a) Share capital
- b) Underwriting

**Assignment No.9**

Brief short notes on the following:

- a) Bill Discounting
- b) Public Deposits

**Assignment No.10**

Brief short notes on the following:

- a) Debentures
- b) Insurance

**Subject code: 535**  
**Subject: -Elements to Management Control System (Fin)-II**

**Assignment No.1**

Explain, what do you understand by Management Control?

**Assignment No.2**

Explain the different aspects of management control process.

**Assignment No.3**

Brief short notes on any two of following:

1. Flexible Budget
2. Functional Budget
3. Internal Audit under Management Control System.

**Assignment No.4**

Brief short notes on following:

- a) Need for management audit
- b) Basic Principles to be followed in the conduct of Management Audit.

**Assignment No.5**

Write in details of Budgetary Control with its advantages and limitations and essentials of effective budgeting.

**Assignment No.6**

Write in details on classification or types of budgets

**Assignment No.7**

Brief short notes on following:

- a) Performance Budgeting
- b) Fixed budget and flexible budget

**Assignment No.8**

Explain the 'key factor' in any budgeting system. Describe the necessity for and advantages of co-ordination between sales and production budgets.

**Assignment No.9**

Brief short notes on following:

- a) Motivation
- b) Job Enrichment

**Assignment No.10**

Brief short notes on following:

- a) Human Resource Accounting
- b) Participative management

**Subject code: 534**  
**Subject: International Marketing (IB)-I**

**Assignment No.1**

Discuss the scope, challenges and opportunities of International Marketing.

**Assignment No.2**

“Study of the buying behavior of a customer plays an important role in deciding the strategy for a global market.” Discuss.

**Assignment No.3**

Write short notes the following

- a) Pricing for international markets
- b) Need of good MIS

**Assignment No.4**

How does Philip Kotler define marketing?

**Assignment No.5**

What are marketing strategies and tactics?

**Assignment No.6**

What are the various factors that could affect the global marketing opportunities of a company?

**Assignment No.7**

Write short notes the following

- a) Challenges of going global
- b) Technology gap

**Assignment No.8**

Give any two situations when dumping is considered a good marketing strategy.

**Assignment No.9**

Why is branding of a product is necessary?

**Assignment No.10**

Describe the rules for standards development

**Subject code: 535**  
**Subject: Global Business Environment (IB)-II**

**Assignment No.1**

What is Globalization? What are the arguments for and against the globalization?

**Assignment No.2**

Explain in detail the mechanism for resolution of disputes in Global Trade.

**Assignment No.3**

Write short notes on any two:

- a) Functions of WTO
- b) UNCTAD
- c) Regionalization

**Assignment No.4**

Discuss elements of Macro Environment of Global Business

**Assignment No.5**

What are the factors influencing the Micro Environment?

**Assignment No.6**

Define concepts of Globalization and Regionalization.

**Assignment No.7**

Write short notes on Capitalism and Socialism

**Assignment No.8**

Define nature and importance of International Business

**Assignment No.9**

Impact of Globalization on National Economy

**Assignment No.10**

Write in details on Economic Environment with factors affecting?