



68423

IV Semester B.B.A. (Aviation Management) Examination, September/October 2022  
(CBCS Scheme)

**PRINCIPLES OF AIRLINES AND AIRPORT MANAGEMENT**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answers should be written in **English** only.

SECTION – A

1. Answer **any five** of the following sub-questions. **Each** sub-question carries **two** marks. **(5×2=10)**

- a) Who invented the first successful airplane ? When was the first manned successful flight made ?
- b) Mention two international organisations that play a vital role in aviation industry.
- c) What is AAI ?
- d) Define airport terminal.
- e) What is Annexure 7 of ICAO ?
- f) What is PICAO ?
- g) Define "tarmac" in the airport.

SECTION – B

Answer **any three** of the following questions. **Each** question carries **six** marks. **(3×6=18)**

2. What are the functions of IATA ?
3. Explain the functions of security in the airport.
4. Write a note on public private partnership in aviation industry.
5. Explain the services available for passengers before boarding the aeroplane.
6. Why are low cost airlines a boon to the passengers ? Give an examples.

P.T.O.

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SECTION – C

Answer **any three** of the following questions. **Each** question carries **fourteen** marks.

(3×14=42)

7. Explain the history of aviation.
  8. What are the scope, objectives of ICAO ?
  9. How are stretcher passengers handled in airport ? How are human remains transported through air ?
  10. Discuss the meteorological services for aviation.
  11. State the role of the “Air traffic control” in controlling the air traffic.
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UG – 384

IV Semester B.B.A. (Aviation) Examination, September/October 2022  
(CBCS) (2019-20 and Onwards) (Fresh)  
**BUSINESS ADMINISTRATION**  
Paper – 4.2 : Financial Management

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answer should be written **completely** in **English**.

SECTION – A

1. Answer **any five** sub-questions. **Each** sub-question carries **2** marks. **(5×2=10)**
- What is profit maximisation ?
  - State any two functions of Financial Management.
  - What is financial leverage ?
  - State the difference between gross and net working capital.
  - What is Script Dividend ?
  - State the discounted cash flow techniques of capital budgeting.
  - What is NPV ?

SECTION – B

Answer **any three** of the following. **Each** answer carries **6** marks. **(3×6=18)**

2. Explain in brief the various sources of finance.

3. The following details are provided by the GSLV Limited :

Equity Share Capital	65,00,000
12% Preference Share Capital	12,00,000
15% Redeemable Debentures	20,00,000
10% Convertible Debentures	8,00,000

The cost of equity capital for the company is 16.30% and Income Tax rate for the company is 30%. You are required to determine the Weighted Average Cost of Capital (WACC) of the company.

P.T.O.



4. The following information is available in respect of a product.

Units sold : 18,000

Units sale price ₹ 5

Fixed cost ₹ 24,000

Variable cost per unit : ₹ 1

Tax rate 50%

10% Debt capital of ₹ 60,000

Calculate Operating leverage, financial leverage and combined leverage.

5. Discuss the motives of holding cash.

6. An industry is considering investing in a project which cost ₹ 10,00,000. The cash flows are ₹ 2,00,000, ₹ 2,40,000, ₹ 3,00,000, ₹ 4,00,000 and ₹ 4,00,000. Calculate Pay back period.

### SECTION – C

Answer **any three** questions. **Each** answer carries **14** marks. **(3×14=42)**

7. What are the factors influencing the dividend decision of a company ?

8. Explain the various determinants of working capital.

9. A company is considering an investment proposal to install a new machine. The cost of machine is ₹ 50,000 with life of 5 years and no salvage value. The Company's tax rate is 30%. The firm uses straight line method of depreciation. The estimated net income before depreciation and tax are as follows.

**Year**

**Net income before depreciation and Tax**

₹

1

10,000

2

11,000

3

14,000

4

15,000

5

25,000



**Compute :**

- a) Average Rate of Return.
- b) Net present value @ 10% discount rate. P V factors @ 10% 0.909, 0.826, 0.751, 0.683, 0.621.

10. Define Capital Structure. Explain the various factors influencing capital structure of a company.

11. Amar Co. Ltd., has share capital of ₹ 20,00,000 divided into ₹ 100 each. The Co. wishes to raise further 20,00,000 to expansion programme with following three alternative plans.

- a) All equity shares
- b) All debt capital at 10% rate of interest
- c) All preference share capital at 12% dividend.

Tax rate is 50%. Calculate EPS of each plan; if EBIT is ₹ 4,00,000.

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IV Semester B.B.A. (AM) Degree Examination, September/October 2022  
(CBCS) (Repeaters)

AVIATION MANAGEMENT

Paper – 4.1 : Human Resource Management

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answers should be written in **English** only.

SECTION – A

Answer **any five** sub-questions of the following. **Each** sub-question carries **2** marks.

(5×2=10)

1. a) What is job specification ?
- b) Define promotion.
- c) What is performance appraisal ?
- d) What do you mean by salary ?
- e) Give the meaning of grievance.
- f) What is collective bargaining ?
- g) Give the meaning of Trade Union.

SECTION – B

Answer **any three** of the following questions. **Each** question carries **six** marks.

(3×6=18)

2. Explain the importance of recruitment.
3. Explain the process of performance appraisal.
4. What are the objectives of personnel management ?
5. What are the features of Human Resource Management ?
6. What are the principles of personnel polities ?

P.T.O.

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SECTION – C

Answer **any three** of the following. **Each** question carries **14** marks. **(3×14=42)**

7. Explain the methods of training employees.
8. What are the functions of personnel manager ?
9. Explain the methods of performance appraisal.
10. Explain the essentials of a good incentive plan.
11. Explain the participation of workers in management.

SECTION – B



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IV Semester B.B.A. (AM) Degree Examination, Sept./Oct. 2022  
(CBCS)  
PC SOFTWARE

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answers should be **completely** written in **English** only.

SECTION – A

1. Answer **any five** of the following questions. **Each** question carries **two** marks. (5×2=10)
- Write keyboard shortcuts for CUT and COPY.
  - Define Excel.
  - What is a word processing ?
  - Mention any two uses of wordpad.
  - State any two features of powerpoint.
  - What is templates ?
  - What is graph ?

SECTION – B

- Answer **any three** from the following questions. **Each** question carries **six** marks. (3×6=18)
- How to create table in MS Word ? Explain with example.
  - Explain different data types available in MS-Access.
  - Explain the features of MS-Excel.
  - Describe any five functions supported by MS-Excel.
  - Explain any five formulas using in MS-Excel.

P.T.O.





## SECTION – C

Answer **any three** of the following questions. **Each** question carries **14** marks. (3×14=42)

7. Explain how to format Microsoft Word tables using table styles.
8. Explain the features of powerpoint.
9. What are the options available under the “Insert” menu in Microsoft Word and explain any 10 options.
10. How to create presentation by using animation options step by step ?
11. Create an “Inventory Table” in MS Access as shown below, calculate total amount to be paid and describe the steps to create, insert, select and delete records in the below mentioned table.

Inventory Table			
Product ID	Product Name	Product Quantity	Product Price



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IV Semester B.B.A. (AM) Degree Examination, Sept./Oct. 2022  
(CBCS Scheme)  
**AVIATION MANAGEMENT**  
**Business Law**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answers should be **completely** written in **English**.

SECTION – A

Answer **any five** sub-questions of the following. **Each** sub-question carries **2 marks** : **(5×2=10)**

1. a) What is an agreement ?
- b) What do you mean by breach of contract ?
- c) What do you mean by the term 'Caveat Emptor' ?
- d) Who is an agent ?
- e) What is endorsement ?
- f) What is hire purchase agreement ?
- g) What is coercion ?

SECTION – B

Answer **any three** of the following. **Each** question carries **6 marks** : **(3×6=18)**

2. State the legal rules as to consideration.
3. Write a note on unlawful and illegal agreements.
4. Distinguish between condition and warranty.
5. Explain different types of agents.
6. Write a note on bill of exchange and demand draft.

P.T.O.



## SECTION – C

Answer **any three** of the following. **Each** question carries **14** marks : **(3×14=42)**

7. Explain the different types of contracts in detail.
8. Define unpaid vendor and also highlight the rights of unpaid vendor.
9. What is breach of contract ? Explain the remedies for breach of contract.
10. Explain in detail about creation and termination of agency.
11. Explain the characteristics relating to negotiable instruments.



UG – 384

IV Semester B.B.A. (Aviation) Examination, September/October 2022  
(CBCS) (2019-20 and Onwards) (Fresh)  
**BUSINESS ADMINISTRATION**  
Paper – 4.2 : Financial Management

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answer should be written **completely** in **English**.

SECTION – A

1. Answer **any five** sub-questions. **Each** sub-question carries **2** marks. **(5×2=10)**
- What is profit maximisation ?
  - State any two functions of Financial Management.
  - What is financial leverage ?
  - State the difference between gross and net working capital.
  - What is Script Dividend ?
  - State the discounted cash flow techniques of capital budgeting.
  - What is NPV ?

SECTION – B

Answer **any three** of the following. **Each** answer carries **6** marks. **(3×6=18)**

2. Explain in brief the various sources of finance.

3. The following details are provided by the GSLV Limited :

Equity Share Capital	65,00,000
12% Preference Share Capital	12,00,000
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The cost of equity capital for the company is 16.30% and Income Tax rate for the company is 30%. You are required to determine the Weighted Average Cost of Capital (WACC) of the company.

P.T.O.



4. The following information is available in respect of a product.

Units sold : 18,000

Units sale price ₹ 5

Fixed cost ₹ 24,000

Variable cost per unit : ₹ 1

Tax rate 50%

10% Debt capital of ₹ 60,000

Calculate Operating leverage, financial leverage and combined leverage.

5. Discuss the motives of holding cash.

6. An industry is considering investing in a project which cost ₹ 10,00,000. The cash flows are ₹ 2,00,000, ₹ 2,40,000, ₹ 3,00,000, ₹ 4,00,000 and ₹ 4,00,000. Calculate Pay back period.

### SECTION – C

Answer **any three** questions. **Each** answer carries **14** marks. **(3×14=42)**

7. What are the factors influencing the dividend decision of a company ?

8. Explain the various determinants of working capital.

9. A company is considering an investment proposal to install a new machine. The cost of machine is ₹ 50,000 with life of 5 years and no salvage value. The Company's tax rate is 30%. The firm uses straight line method of depreciation. The estimated net income before depreciation and tax are as follows.

Year	Net income before depreciation and Tax
	₹
1	10,000
2	11,000
3	14,000
4	15,000
5	25,000



**Compute :**

- a) Average Rate of Return.
  - b) Net present value @ 10% discount rate. P V factors @ 10% 0.909, 0.826, 0.751, 0.683, 0.621.
10. Define Capital Structure. Explain the various factors influencing capital structure of a company.
11. Amar Co. Ltd., has share capital of ₹ 20,00,000 divided into ₹ 100 each. The Co. wishes to rise further 20,00,000 to expansion programme with following three alternative plans.
- a) All equity shares
  - b) All debt capital at 10% rate of interest
  - c) All preference share capital at 12% dividend.
- Tax rate is 50%. Calculate EPS of each plan; if EBIT is ₹ 4,00,000.
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68425

**IV Semester B.B.A. (Aviation Management)  
Examination, September/October 2022  
(CBCS Scheme)  
LOGISTIC AND AIR CARGO MANAGEMENT**

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answer should be written in **English**.

**SECTION – A**

1. Answer **any five** sub-questions of the following. **Each** sub-question carries **two** marks. **(5×2=10)**
- a) What is inbound Logistics ?
  - b) What is warehousing ?
  - c) Explain Logistics Service Providers (LSPs).
  - d) Explain cost reductions solutions.
  - e) What is pull system process ?
  - f) What is packaging ?
  - g) What is bill of lading ?

**SECTION – B**

Answer **any three** questions. **Each** question carries **six** marks. **(3×6=18)**

- 2. Explain the objectives of Logistics management.
- 3. What are the objectives of inventory management ?
- 4. What are the 3 levels of packaging ? Explain functions of packaging.
- 5. Explain special cargo and valuable cargo.
- 6. Write a note on product packaging and pricing in marketing.

**P.T.O.**



## SECTION - C

Answer **any three** questions. **Each** question carries **fourteen** marks. (3×14=42)

7. Explain the 5 major components of Logistics management.
8. Explain the inventory management process.
9. What are the principles of material handling ?
10. Explain the factors influencing freight rates.
11. Explain the types of cargo handling of perishable, valuable and fragile items.

(31+5=36)

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IV Semester B.B.A.M. Examination, September/October 2022  
(CBCS)

Paper – 4.7 : CONSUMER BEHAVIOUR

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answer should be written in **English** only.

SECTION – A

1. Answer **any five** of the following questions. **Each** question carries **2** marks. **(5×2=10)**

- a) What is consumer behaviour ?
- b) Who is an initiator ?
- c) What is motivation research ?
- d) Give the meaning of consumer learning.
- e) What is a social class ?
- f) What is consumer decision ?
- g) Mention any two models of consumer behaviour.

SECTION – B

Answer **any three** of the following questions. **Each** question carries **6** marks. **(3×6=18)**

2. Briefly explain the need for the studying of consumer behaviour.
3. Explain the different components of learning.
4. Discuss the social class life style profiles.
5. What is an attitude ? Explain the sources of attitude development.
6. Briefly explain different levels of consumer decision making.

P.T.O.



## SECTION – C

Answer **any three** of the following questions. **Each** question carries **14** marks. **(3×14=42)**

7. Explain the different measurements of social class.
8. What are human needs ? Explain the classification of needs.
9. Explain the characteristics of an attitude.
10. Define learning. Explain the behavioural learning theories.
11. Explain the stages of the consumer decision making.

## SECTION – B



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IV Semester B.B.A. Examination, September/October 2022  
(CBCS) (F+R) (2015-16 Onwards)  
**BUSINESS ADMINISTRATION**  
**Paper – 4.2 : Business Research Methods**

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answers should be written in **English** only.

SECTION – A

1. Answer **any five** sub-questions. **Each** question carries **two** marks. (5×2=10)
- What is sample size ?
  - Give the meaning of report.
  - Write the meaning of tabulation of data.
  - Write the meaning of business research.
  - Mention any two methods of collecting primary data.
  - Give the meaning of population in research.
  - Write the alternate hypothesis for the null hypothesis. HO : There is no relationship between income and education.

SECTION – B

- Answer **any three** questions. **Each** question carries **six** marks. (3×6=18)
- Briefly explain the types of research report.
  - Give the meaning of the hypothesis and briefly explain its types.
  - Distinguish between primary data and secondary data.
  - Elucidate the objectives of research.
  - Briefly explain :
    - Nominal scale
    - Ordinal scale
    - Interval scale
    - Ratio scale.

P.T.O.



## SECTION – C

Answer **any three** questions. **Each** question carries **14** marks.

**(3×14=42)**

7. Describe the contents of a research report.
8. Explain the types of probability sampling techniques and non-probability sampling techniques.
9. Explain the types of research.
10. Explain the qualities of a standard research questionnaire.
11. Briefly explain :
  - a) ANOVA
  - b) Factor analysis
  - c) Multidimensional analysis
  - d) Cluster analysis
  - e) Conjoint analysis.

## SECTION – B

(3×6=18)



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IV Semester B.B.A. (Aviation Management) Examination, September/October 2022  
(CBCS Scheme)  
Paper – 4.2 : FINANCIAL MANAGEMENT

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answer should be written in **English** only.

SECTION – A

Answer **any five** sub-questions of the following. **Each** sub-question carries **2** marks. **(5×2=10)**

1. a) State any two scope of finance function.
- b) What is combined leverage ?
- c) What do you mean by 'Trading on equity' ?
- d) What is meant by scrip dividend ?
- e) Mention any two benefits of receivable management.
- f) State any two importance of working capital.
- g) The investment of the project is ₹ 2,00,000. Salvage value is 15% and its additional working capital is ₹ 20,000. Calculate Average investment.

SECTION – B

Answer **any three** questions. **Each** question carries **6** marks. **(3×6=18)**

2. Briefly explain the sources of finance.
3. A firm has sales ₹ 10,00,000, variable cost of ₹ 5,00,000, fixed cost of ₹ 2,00,000 and debt of ₹ 5,00,000 at 10% interest. Calculate operating, financial and combined leverage.
4. Briefly explain the various forms of dividend.
5. Briefly explain the determinants of amount of working capital.

P.T.O.



6. A company is requiring a machine requires an investment to ₹ 80,000. The net income before tax and depreciation is estimated as follows :

Year	₹
1	28,000
2	24,000
3	15,000
4	32,000
5	40,000

Depreciation is to be charged on straight line basis. The tax rate is 40%. Calculate ARR.

### SECTION – C

Answer **any three** of the following questions. **Each** question carries **14** marks.

(3×14=42)

7. Explain in detail the objectives of financial management.
8. Explain the factor influencing the dividend policy of an organisation.
9. RK Ltd. is capitalised with ₹ 5,00,000 dividend into 50,000 equity share of ₹ 10 each. The management desires to raise another ₹ 5,00,000 to finance some expansion programme.

There are four possible financing plans :

- a) All equity shares.
- b) ₹ 2,50,000 in equity and the balance in debentures carrying 10% interest.
- c) ₹ 2,50,000 in equity and ₹ 2,50,000 in preference shares carrying 10% dividend.
- d) All debentures carrying 8% interest.

The existing EBIT amounts to ₹ 60,000 p.a.

Calculate EPS in all the above four plans.

10. What is cash management ? Explain the principles of motives for holding cash.



11. Suchith Ltd. is considering to purchase a machine. Two machines are available X and Y costing ₹ 50,000 each. Earnings after taxation are expected to be as follows :

Year	Machine X (₹)	Machine Y (₹)
1	15,000	5,000
2	20,000	15,000
3	25,000	20,000
4	15,000	30,000
5	10,000	20,000

Evaluate the two alternatives according to

- a) Pay back period method.
- b) Net present value method.

Assume cost of capital at 10%. Depreciation is allowed under straight line method. The discount factor is as under.

Year	1	2	3	4	5
Discount factor	0.909	0.826	0.751	0.683	0.621



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**IV Semester B.B.A. (AM) Degree Examination, Sept./Oct. 2022**  
**(CBCS Scheme)**  
**AVIATION MANAGEMENT**  
**Business Law**

Time : 3 Hours

Max. Marks : 70

**Instruction :** Answers should be **completely** written in **English**.

**SECTION – A**

Answer **any five** sub-questions of the following. **Each** sub-question carries **2 marks** :

**(5×2=10)**

1. a) What is an agreement ?
- b) What do you mean by breach of contract ?
- c) What do you mean by the term 'Caveat Emptor' ?
- d) Who is an agent ?
- e) What is endorsement ?
- f) What is hire purchase agreement ?
- g) What is coercion ?

**SECTION – B**

Answer **any three** of the following. **Each** question carries **6 marks** :

**(3×6=18)**

2. State the legal rules as to consideration.
3. Write a note on unlawful and illegal agreements.
4. Distinguish between condition and warranty.
5. Explain different types of agents.
6. Write a note on bill of exchange and demand draft.

**P.T.O.**





## SECTION - C

Answer **any three** of the following. **Each** question carries **14** marks : **(3x14=42)**

7. Explain the different types of contracts in detail.
8. Define unpaid vendor and also highlight the rights of unpaid vendor.
9. What is breach of contract ? Explain the remedies for breach of contract.
10. Explain in detail about creation and termination of agency.
11. Explain the characteristics relating to negotiable instruments.

## SECTION - B