

Total No. of Questions: 02 (A & B)

Seat No.:



DES SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE

B.B.A.LL.B. (Semester-II)

First Year of Five Year Law Course

English for Law [CE 0201]

(CBCS), 2023 Pattern) (Theory)

Time: 3 Hours]

[Max. Marks: 70

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate the full marks.

A] Attempt Any 2 questions from the following :

(15 *2)

- 1) Explain in detail the relationship between Language and Law.
- 2) What is Non-Verbal Communication? Mention and Explain the types of Non-Verbal Communication.
- 3) Explain the concept of Ambiguity and its Types.
- 4) What is the concept of 'meaning'? Differentiate between Denotative and Connotative Meaning.

Option

B| Attempt all of the following questions with internal choices:

(10*4)

1. Explain *any five* of the following Legal Terms and Foreign

Phrases:

(2 marks each)

- a. Amicus Curiae
- b. Modus Operandi
- c. Alibi
- d. Pendente lite
- e. Deponent
- f. Onus probandi
- g. Summons

2. Attempt *any one* of the following questions:

(10 marks)

- a. Write a notice regarding Republic Day to be held in your college.

OR

- a. Write a report on a 1-week Books Festival organized at university, which you attended as a University Representative.

3. Attempt *any one* of the following questions:

(10 marks)

- a. Write a Resume as a Candidate who is a Law Postgraduate, Gold Medalist and is seeking a job for the post of Legal Associate in a MNC.

OR

- b. Mr. Krishnan Murthy, resident of A, 2/16, Kasturkunj Society, Shivaji Nagar, Pune, writes a letter to the Chairman of society-Mr. Manohar Bhate, in order to seek permission to use the Hall of Society Club House for the Birthday Celebration of his daughter.

4. Explain *any two* Legal Maxims:

(5 marks each)

- a. Contra proferentem
- b. Expressio unius est exclusio alterius
- c. Ignorantia facti excusat
- d. Delegatus non potest delegare

Total No. of Questions: 03

Seat No.:

NOV 2024



DESHRI NAVALMAL FIRODIA LAW COLLEGE, PUNE

B.B.A.LL.B. (Semester-II)
First Year of Five Year Law Course
Organizational Behaviors [BB 0202]
(2023 Pattern) (CBCS)

Time: 3 Hours]

[Max. Marks: 70

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicates the full marks.

A] Attempt Any 2 questions from the following:

(15 x 2)

- 1) What is Stress Management? Which strategies can be used by individual to manage stress?
- 2) Explain the concept of leadership. What are the leadership qualities that you would look for in a manager?
- 3) Explain autocratic model and custodial model of OB.
- 4) Explain the concept of Team. How effective teams are important to present day organization.

B] Attempt Any 3 questions from the following:

(10 x 3)

- 5) Explain different preventive measures and curative measures for managing conflict.
- 6) "Management is a change agent". Discuss the importance of change in Organization.

- 7) Explain different types of groups and their characteristics.
- 8) What is meant by hierarchical nature of needs? Do you agree with this theory of motivation?
- 9) Define personality. What are the major factors which shape the personality of an individual?

C] Write Short Notes:

(05 x 2)

10) Write Any 2 Short Notes.

- a) Relevance of OB in legal profession
- b) Quality Circles
- c) Total Employee Involvement
- d) Managing cultural diversity

Total No. of Questions: 03

Seat No.: **DES SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE**

B.B.A.L.L.B. (Semester-II)
First Year of Five Year Law Course
Management Information System [BB 0203]
(CBCE), 2023 Pattern (Theory)

Time: 3 Hours]

[Max. Marks: 70

Instructions to the candidates:

- 1) All questions are compulsory.
 - 2) Figures to the right indicates the full marks.
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A] Attempt any 2 questions from the following:

(15 x 2)

- 1) What is MIS ? Explain nature , scope and need of MIS in today's competitive world.
- 2) Explain Relevant Provisions of Information Technology Act, 2000.
- 3) Why are information systems vulnerable to destruction, error and abuse?
- 4) What are the different types of networks? Define the Internet, describe how it works, and explain how it provides business value.

B] Attempt any 3 questions from the following:

(10 x 3)

- 5) Explain unique features of e-commerce and how has e-commerce transformed marketing activities?
- 6) Describe the roles of following software in promoting security
 1. Firewalls
 2. Intrusion detection systems
 3. Antivirus

7) Define big data. Explain features and challenges of big data.

8) List and describe the stages in decision making.

9) What is the role of the information systems function in a business?

C] Write Any 2 Short Notes:

(05 x 2)

10) Write Any 2 Short Notes.

a. ERP

b. Artificial Intelligence (AI)

c. Big data

d. Malicious software

Total No. of Questions: 03

Seat No.:

**DES SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE**

B.B.A.LL.B. (Semester-I)
First Year of Five Year Law Course
Principles of Marketing [BB 0204]
(2023 Pattern) (Theory)

Time: 3 Hours]**[Max. Marks: 70****Instructions to the candidates:**

- 1) All questions are compulsory.
 - 2) Figures to the right indicates the full marks.
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A] Attempt Any 2 questions from the following:**(15 x 2)**

- 1) What is marketing mix? What are the elements of marketing mix? Explain them briefly.
- 2) What are the bases of market segmentation?
- 3) What are the commonly used media in advertising? State their advantages and disadvantages?
- 4) Describe the stages of new product development.

B] Attempt Any 3 questions from the following:**(10 x 3)**

- 5) Discuss nature and scope of marketing.
- 6) What are the pros and cons of online marketing?
- 7) What are the difficulties in Rural marketing?

8) Define Tele marketing. What are its advantages and disadvantages. What are its application?

9) Explain role and functions of marketing manager.

C] Write Short Notes:

(05 x 2)

10) Write Any 3 Short Notes.

a) Services marketing

b) E-Marketing

c) Green Marketing

d) Promotion mix
