

Total No. of Questions: 03 (A, B & C)

OG

APR 2025

Seat No.:



DES SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE

B.B.A.LL.B. (Semester-II)
First Year of Five Year Law Course
(CE 0201) English for Law
(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 marks each)

- 1) Explain in detail the concept and nature of Law and language interrelationship.
- 2) Write types of Meaning with examples.
- 3) Write a detailed note on Communication and its types.
- 4) Explain Semantic Competence and Ambiguity with examples.

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

(10x4)

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

Phrases:

(2 marks each)

- a. Conviction
- b. De jure
- c. Inter alia
- d. Modus Operandi
- e. Nudum pactum
- f. Suo moto
- g. Faux Pas

2. Attempt any one of the following questions:

(10 marks)

- a. Write a notice of the Annual Fest to be held in College.

OR

- b. Write a report on a Medical Checkup Camp held in college by NSS department

3. Attempt any one of the following questions:

(10 marks)

- a. Write a Resume as a Candidate applying for the post of Legal Advisor in an MNC.

OR

- b. Raman Awasthi, a student of last year, Law College, writes a letter to the Principal of College to thank for the opportunity to represent the college at the International Law Conference.

C. Attempt the following question:

4. Explain any two Legal Maxims:

(5 marks each)

- a. Ex nudo pacto non oritur actio
- b. Actus non facit reum
- c. Respondent superior
- d. Nemo dat quod non habet



D.E.S.'s SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE

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

A] Attempt any 2 questions from the following:

(15 x 2)

- 1) What is the concept of organizational conflict? What are the different types of conflict?
- 2) Define the Concept of OB. Explain the relevance of OB in the Legal Profession.
- 3) Define Personality. Explain the different Determinants of Personality.
- 4) What is Stress? Describe the different Effects of Stress.

B] Attempt any 3 questions from the following:

(10 x 3)

- 5) Explain Herzberg's Two Factor Theory of Motivation.
- 6) What is Leadership? Describe the Qualities of a Leader.
- 7) Explain Maslow's Need Hierarchy Theory.
- 8) What do you mean by quality circle? How it can be created in an organization
- 9) What is the concept of attitude? How do attitudes affect behavior?

C] Write Short Notes:

(05 x 2)

- 10) Write Any 3 Short Notes.
 - a) Locus of control
 - b) TQM
 - c) Nature and importance of motivation
 - d) Types of groups

Total No. of Questions: 10

Seat No.:

APR 2025



D.E.S.'s SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE

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

First Year of Five Year Law Course

**[BB 0203] Management Information System
(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.

A] Attempt any 3 questions from the following:

(15 x 2)

- 1) List and describe the different levels of decision making and decision making constituencies in organization. How do information system support the activities of managers and management decision making?
- 2) Explain how ethical, social and political issues are raised by information system. Justify your answer with suitable examples.
- 3) What are the different types of networks? Define the Internet, describe how it works, and explain how it provides business value.
- 4) Define information system prototyping. Describe its benefits and limitations. List and describe the steps in the prototyping process.

B] Attempt any 2 questions from the following:

(10 x 3)

- 5) List and describe the most common threats against contemporary information systems.
- 6) What are the most important tools and technologies for safeguarding information resources?
- 7) What are the unique features of e-commerce? How has e-commerce transformed marketing?
- 8) Explain meaning of traditional file environment and problems faced by traditional file environment
- 9) Explain Herbert Simon Model of decision making.

C] Write Short Notes:

(05 x 2)

10) Write Any 2 Short Notes..

- a) ERP
- b) Big data
- c) Malicious software
- d) Artificial Intelligence

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**D.E.S.'s SHRI NAVALMAL FIORDIA LAW COLLEGE, PUNE**

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

A] Attempt any 2 questions from the following: (15 x 2)

- 1) Define marketing mix? Discuss the elements of marketing mix?
- 2) Briefly describe stages of product life cycle?
- 3) Explain Meaning, feature and importance of rural marketing.
- 4) Discuss the various marketing environmental forces that affect the global markets.

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

- 5) Explain Meaning, Definition, and Tools of E-Marketing.
- 6) Describe different pricing strategies and its importance in marketing mix.
- 7) What are the functions of marketing manager?
- 8) What is Retail Marketing ? Explain the types and roles of retail marketing .
- 9) Define "Market Segmentation". Explain different types of Segmentation.

C] Write Short Notes: (05 x 2)

- 10) Write Any 2 Short Notes.
 - a) Types of Media
 - b) Channel of distribution
 - c) Digital Marketing
 - d) 7 Ps of Services Marketing.
