R24

MBA I SEM

REGULAR EXAMINATIONS

JAN./FEB. 2025

END EXAMINATION QUESTION PAPERS

I MBA I Semester Regular Examinations, January-2025

R24

Sub Code: R24MBA101   **MANAGEMENT & ORGANIZATIONAL BEHAVIOUR**

Time: 3 hours   (MBA)   Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. CASE STUDY

Salesforce, a global leader in customer relationship management (CRM) software, is not just known for its innovative technology but also for its deeply ingrained values-driven workplace culture. Salesforce's culture is centered around its four core values: trust, customer success, innovation, and equality. These values are not merely words on paper but guiding principles that influence every aspect of the company's operations. Trust, for instance, extends not only to customers but also to employees who are encouraged to take ownership of their work and are trusted to make decisions that align with Salesforce's values. Salesforce's commitment to equality and inclusion is particularly noteworthy. The company actively champions diversity, equality, and philanthropy. Salesforce has dedicated resources to close the gender pay gap, has taken a strong stance against discrimination, and has even pledged significant philanthropic contributions. These initiatives are not just about compliance but reflect a genuine commitment to creating a more equitable and inclusive workplace.

Salesforce's culture is not static; it evolves to meet the changing needs and expectations of its workforce and society at large. Human resource plays a critical role in ensuring that the company's values remain embedded in its DNA as it grows and diversifies. This includes recruiting individuals who align with these values, providing ongoing education and training, and fostering a culture where employees feel empowered to uphold these principles.

Questions:

a) Critically analyse Salesforce's values-driven approach to workplace culture.

b) Justify with your answer to ensure that human resource practices can align with and reinforce the core values that define a strong workplace culture.

PART-B
Answer either 'a' or 'b' from each question of **PART-B** (5 x12M=60M)

Q.No		Questions	KL	CO	M
2		Unit-I			
	a	i) Describe the stages of the evolution of management thought	2	1	6M
		ii) Classify managerial functions. Describe the relationship between planning and decision making.	4	1	6M
		OR			
	b	i) Write about management by objectives (MBO) and its process.	3	1	6M
		ii) Define management. List the requisite managerial skills for various levels of management.	1	1	6M
3		Unit-II			
	a	i) Explain types of organization structures, Give examples of ach.	3	2	6M
		ii) Describe emerging trends in corporate structure.		2	6M
		OR			
	b	i) Distinguish between line and staff functions.	4	2	6M
		ii) Define span of control. Explain different traditional and modern controlling techniques.	2	2	6M

		Unit-III			
4	a	i) Describe the nature and scope of organizational behavior.	3	3	6M
		ii) Justify the interdisciplinary nature of organizational behavior with apt examples.	6	3	6M
		OR			
	b	i) Define perception. Explain perception process.	2	3	6M
		ii) List the determinants of personality. Examine the relevance of big five big five model of personality n today's era.	1	3	6M
5		**Unit-IV**			
	a	i) Explain any two theories of motivation that are contemporarily relevant in 21st century.	3	4	6M
		ii) Define leadership. Discuss the importance of transformational leadership in 21st century.	3	4	6M
		OR			
	b	i) Define group dynamics. Write about collaborative process in work groups.	2	4	6M
		ii) Define group. Describe the stags of group formation.	2	4	6M
6		**Unit-V**			
	a	i) Write about nature and scope of organizational conflict. List the causes and effects of conflict in organisation.	3	5	6M
		ii) Define team building in organization. Elaborate on the process of team building in organizations.	4	5	6M
		OR			
	b	i) Identify the causes of organisational change. Explain the process of organisational change?	3	5	6M
		ii) Suggest effective strategies to overcome resistance to change.	6	5	6M

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I MBA I Semester Regular Examinations, January-2025

Sub Code: R24MBA102

MANAGERIAL ECONOMICS

Time: 3 hours (MBA) Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. **CASE STUDY**

   Rajesh's income increases from $30,000 to $40,000, and during this time, he increases his consumption of a particular brand of yogurt from 20 to 30 units. (a) Calculate the percentage change in quantity demanded, (b) Calculate the percentage change in income, and (c). Find the income elasticity of demand and interpret the results.

PART-B
Answer either 'a' or 'b' from each question of **PART-B** (5 x12M=60M)

Q.No		Questions	KL	CO	M
		Unit-I			
2	a	i) Define theory of firm. Write about the social responsibility of business.	3	1	6M
		ii) Discuss the relevance of opportunity cost principle in 21st century. Give examples of opportunity cost.	2	1	6M
		OR			
	b	i) Explain the concept of time perspective with a suitable example	2	1	6M
		ii) Write about equi-marginal principle. Give example of the law of equi marginal utility.	3	1	6M
		Unit-II			
3	a	i) Define demand and supply. List the determinants of demand and supply.	1	2	6M
		ii) Write about equilibrium of demand and supply with a relevant example.	3	2	6M
		OR			
	b	i) Define demand forecasting. Explain methods demand forecasting for new products.	3	2	6M
		ii) Describe the steps followed in implementing a demand forecasting strategy.	2	2	6M
		Unit-III			
4	a	i) Explain different cost concepts. Determine cost-output relationships.	3	3	6M
		ii) Explain the concepts of economies of scale and diseconomies of scale with suitable examples.	3	3	6M
		OR			
	b	i) State the assumptions of law of variable proportions. Explain law of variable proportions or returns to a factor with the help of a neat diagram.	3	3	6M
		ii) Define isoquant curve. Write the properties and limitations of isoquant.	3	3	6M
5		Unit-IV			
	a	i) Explain different types of market structures.	3	4	6M
		ii) Illustrate price-output determination in monopolistic competition.	4	4	6M

		OR			
	b	i) Explain price theory with the help of a suitable example. Justify the reasons for price discrimination	3	4	6M
		ii) Discuss methods of pricing in different market structure.	3	4	6M
6		Unit-V			
	a	i) Define national income. Explain methods of calculating national income.	2	5	6M
		ii) Write about fiscal and monetary policies and their applications in economics.	3	5	6M
		OR			
	b	i) Discuss polices to counter various business cycles.	3	5	6M
		ii) State the Philips curve. Test its implications and fallout out in emerging economies.	4	5	6M

I MBA I Semester Regular Examinations, January-2025

R24

Sub Code: R24MBA103   ACCOUNTING FOR MANAGERS

Time: 3 hours   (MBA)   Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. **CASE STUDY**

   The following is the Profit and Loss Account of the GE Co. Limited for the year ended 31st December, 2023

Dr.   **Cr.**

	Rs.		Rs.
To Opening Stock	2,00,000	By Sales	5,60,000
To Purchases	2,54,000	By Closing Stock	1,00,000
To Wages	5,000		
To Gross Profit c/d	2,01,000		
	6,60,000		**6,60,000**
To Administrative Expenses	30,000	By Gross Profit	2,01,000
To Selling and Distribution Expenses	69,000	By Interest on Investment (Outside Business)	13,000
To Non – Operating Expenses	30,000		
To Net Profit	85,000		
	2,14,000		**2,14,000**

You are required to calculate
   a) Gross Profit Ratio
   b) Net Profit Ratio
   c) Operating Ratio,
   d) Operating Profit Ratio
   e) Administrative Expenses Ratio

PART-B
Answer either 'a' or 'b' from each question of **PART-B** (5 x 12M=60M)

Q.No		Questions	KL	CO	M
		Unit-I			
2	a	i) Differentiate between Financial Accounting and Management Accounting.	K3	1	6M
		ii) Identify the historical developments of Accounting in India.	K1	1	6M
		OR			
	b	i) Explain about the various types of Subsidiary Books.	K3	1	6M
		ii) Debate the need of adjustment entries in Final Accounts.	K5	1	6M
3		**Unit-II**			
	a	i) Examine the various techniques of Financial Analysis.	K3	2	6M
		ii) Distinguish between Funds Flow Statement and Cash Flow Statement.	K3	2	6M
		OR			
	b	i) Outline the need and importance of Financial Analysis.	K1	2	6M
		ii) Illustrate and discuss the various Current Assets and Current Liabilities.	K4	2	6M

		Unit-III			
4	a	i) Discuss the need and importance of Cost Accounting in managerial decision making.	K2	3	6M
		ii) From the following information prepare a stores ledger account under FIFO method	K3	3	6M

01-10-2022	Opening stock, 1,000 units at Rs. 5 each
05-01-2022	Purchased, 900 units at Rs.6 each
10-01-2022	Issued, 1,200 units
12-01-2022	Purchased, 800 units at Rs 6.20 each
15-01-2022	Purchased, 300 units at Rs 6.40 each
19-01-2022	Issued, 400 units
22-01-2022	Issued, 600 units
27-01-2022	Purchased, 200 units at Rs.6-50 each
31-01-2022	Issued, 600 units

		OR			
	b	i) Present the various Cost Accounting techniques.	K3	3	6M
		ii) Prepare Cost Sheet from the following provided by M/s. R.S. Ltd. for the year ending 31st March, 2017.	K3	3	6M

Particulars	Rs.	Particulars	Units
Raw Materials	15,000	Production	17,100
Direct Labour	9,000	Sales	16,000
Machine Hours	900	Selling price per unit	
Machine hour rate	Rs.5/-`	Selling overheads per unit	Rs.4/- 50 paise

Office overheads are 20% of Works Cost. While Closing Stock is valued at ~ 2,500 in financial books.

		Unit-IV			
5	a	i) Express the merits and demerits of Management Accounting.	K4	4	6M
		ii) Discuss about the Cash Budget and Flexible Budget.	K2	4	6M
		OR			
	b	i) Examine the key elements in ideal system of Budgetary Control.	K3	4	6M
		ii) Explain about the steps in Budgetary Control.	K4	4	6M
		Unit-V			
6	a	i) Write about the components of Standard Costs.	K3	5	6M
		ii) Distinguish between Budgetary Control and Standard Costing.	K3	5	6M
		OR			
	b	i) Write short notes on Variance Analysi as tool of management control	K3	5	6M
		ii) Following details are available: Calculate Variable Cost, Fixed Cost, Contribution for each period.	K4	5	6M

Period	Sales	Total Cost
Period I	Rs.39,000	Rs.,34,800
Period II	Rs.43,000	Rs.37,600

NARASARAOPETA ENGINEERING COLLEGE
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I MBA I Semester Regular Examinations, January-2025

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Sub Code: R24MBA104   QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS

Time: 3 hours   (MBA)   Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. Discuss the Steps involved in decision making and also as per your understanding what are the different environments in which decisions are made?

PART-B
Answer either 'a' or 'b' from each question of **PART-B** (5 x 12M=60M)

Q.No		Questions	KL	CO	M
2		**Unit-I**			
	a	Explain the Classifications of Quantitative Techniques?	3	1	12M
		OR			
	b	Discuss the Applications and limitations of Quantitative techniques in Business	3	1	12M
3		**Unit-II**			
	a	Calculate the Karl Pearson's correlation coefficient from the following: <table><tr><td>X</td><td>12</td><td>10</td><td>20</td><td>13</td><td>15</td></tr><tr><td>Y</td><td>7</td><td>14</td><td>6</td><td>12</td><td>11</td></tr></table>	3	2	12M
		OR			
	b	The joint probability mass function of (X, Y) is given by P(x, y) = k(2x + 3y), x = 0, 1, 2, y = 1, 2, 3. Find the marginal and conditional distributions for (i) $P(X = 2, Y \leq 2)$, (ii) $P(X \leq 1, Y = 3)$; (iii) $P(X = 2)$; (iv) $P(X \leq 2)$, (v) $P(X \leq 1/Y \leq 2)$; and (vi) $P(X = 0 / Y = 3)$.	3	2	12M
4		**Unit-III**			
	a	A baker produces a certain type of special pastry at a total average cost of Rs. 3 and sells it at a price of Rs. 5. This pastry is produced over the weekend and is sold during the following week; such pastry being produced but not sold during a week's time is totally spoiled and has to be thrown away. According to past experience the weekly demand for these pastries is never less than 78 or greater than 80. Formulate action space, payoff table and opportunity loss table.	3	3	12M
		OR			
	b	M/s J. Bloggs & Co. is currently working with a process, which, after paying for materials, labour etc. brings a profit of Rs. 10,000. The following alternatives are made available to the company. (i) The company can conduct research(R_1) which is expected to cost Rs. 10,000 and having 90% probability of success, the company gets a gross income of Rs. 25,000. (ii) The company can conduct research (R_2) expected to cost Rs. 5,000 and having a probability of 60% success. If successful, the gross income will be Rs. 25,000. (iii) The company can pay Rs. 6,000 as royalty of a new process which will bring a gross income of 20,000. (iv) The company continues the current process. Because of limited resources, it is assumed, that only one of the two types of research can be carried out at a time. Which alternative should be accepted by the company?	3	3	12M

		Unit-IV			
5	a	i) The heights of ten males of a given locality are found to be 175, 168, 155, 170, 152, 170, 175, 160, 160 and 165 cms. Based on this sample, find the 95% confidence limits for the height of males in that locality. Population Mean is 180 cms.	3	4	6M
		ii) In a random sample of size 500, the mean is found to be 20. In another independent sample of size 400, the mean is 15. Could the samples have been drawn from the same population with S.D 4?	3	4	6M
		OR			
	b	i) Samples of two types of electric bulbs were tested for length of life and the following data were obtained	3	4	6M

	Size	Mean	S.D
Sample I	8	1234 hours	36 hours
Sample II	7	1036 hours	40 hours

Is the difference in the means sufficient to warrant that type I bulbs are superior to type II bulbs?

		ii) 15.5 percent of a random sample of 1600 undergraduates were smokers, whereas 20% random sample of 900 postgraduates were smokers in a state. Can we conclude that less number of undergraduates are smokers than the postgraduates?	3	4	6M
6		Unit-V			
	a	Four experiments determine the moisture content of samples of a powder, each man taking a sample from each of six consignments	3	5	12M

Observers	Consignments					
	1	2	3	4	5	6
1	9	10	9	10	11	11
2	12	11	9	11	10	10
3	11	10	10	12	11	10
4	12	13	11	14	12	10

Perform analysis of variance on these data and discuss whether there is any significant difference between consignments or between observers.

OR

b	A survey of 320 families with 5 children each revealed the following distribution:	3 5 12M

No. of Boys	No. of Girls	No. of Families
5	0	14
4	1	56
3	2	110
2	3	88
1	4	40
0	5	12

Is this result consistent that the males and females births are equally probable? (chi-square at 5% level for 5 d.f = 11.05)

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Sub Code: R24MBA105   **ENTREPRENEURSHIP DEVELOPMENT**

Time: 3 hours   (MBA)   Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A: Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. CASE STUDY

MOBIGARAGE

Vaibhav Kapoor had over seven years of experience in the consulting industry before he started MobiGarage. He worked for a healthcare consulting company and then moved to Accenture. While at Accenture, he was posted in the US. He was an avid coin collector and saw great opportunities to pursue his hobby there. Buying rare and old coins does cost a lot of money and to fund his habit, he decided to start a side hustle. He started by selling tempered glass online. The margins were good; he was buying in wholesale for Rs.7 and selling for about Rs.150. Also, this allowed him to dip his toe into the world of e-commerce and understand the nuances of the business.

Soon he moved from tempered glass to mobile screens, a higher value item. Though the margin percentages were lower, he ended up making more money per transaction. Soon his customers started asking for mobile repair services and this eventually led to the establishing of MobiGarage; what started as a side business was now a full-time venture. Vaibhav quit his job and convinced his brother, Pulkit, who was working for Reliance at that time, to quit his job too and join him full time.

India is the world's second largest smartphone market with 158 million shipments in 2019, according to the latest research from Counterpoint's Market Monitor report. Growth in the future seems robust as India is relatively underpenetrated compared to other markets. The number of smartphone users in India was estimated to increase to about 442 million in 2022.

Mobile repair services have been similarly growing at a rapid rate. There is probably at least one mobile repair shop in every kilometer in urban and semi-urban India. Mostly these stores are in the unorganized sector. They lack professionalism and fail to inspire trust in the mind of the customer. This has led to the mindset among many that it is probably better to buy a new phone than repair an old one.

MobiGarage is a supply chain company which caters to both B2B and B2C verticals. In B2B, the company caters to all big companies such as Flipkart and Yaantra (formerly Gadgetwood), which are into refurbishing. MobiGarage's core strength is its supply chain and now it has over 200 suppliers over China, Hong Kong, and India. It is moving mobile repair shops on to its online platform and is holding its inventory and the shops in turn are servicing customers. Vaibhav started MobiGarage with `5000 in 2017. Early on he took some informal loans and advances but then was able to pay them back in 4 months' time.

25 strong and this number is likely to go up quite soon. This is not a tech heavy company. It hired some freelancers to look after tech and digital marketing but then decided to have a full-time resource to make sure that the work gets done properly. It is creating its own tech platform to on-board all on the same platform and finalize an order online itself. It does not spend much on marketing, approximately 3 to 4 per cent of its budget goes into marketing. It depends on its channel and on satisfied customers to spread the word.

Flipkart and Yaantra are not just MobiGarage's customers but also strong competitors. Already it can see that other competitors such as Phixman, iRepair, and Gadgetzippy are trying out its business in different parts of India. The founder knows that going forward, mobile repairs is a good business opportunity but by no means, an easy one.

Questions for Discussion

1. What prompted Vaibhav to quit his high paying job and start a mobile repair business?
2. What will be the challenges for the business going forward?

PART-B: Answer either 'a' or 'b' from each question of PART-B (5 x 12M=60M)

Q.No		Questions	KL	CO	M
		Unit-I			
2	a	i) Summarize the various theories of Entrepreneurship	K2	1	6M
		ii) Comment on the present scenario of Entrepreneurship Development in India.	K2	1	6M
		OR			
	b	i) Write about the various barriers to Entrepreneurship.	K3	1	6M
		ii) Examine the various types of Entrepreneurship with example.	K3	1	6M
		Unit-II			
3	a	i) Illustrate the institutional support available for new ventures in India.	K4	2	6M
		ii) Outline the various policies relating to the Small Scale Industries in India.	K3	2	6M
		OR			
	b	i) Examine the various types of Uncertainties faced by the Entrepreneurs.	K3	2	6M
		ii) Discuss the various services offered by Incubation Centers.	K2	2	6M
		Unit-III			
4	a	i) Identify the key differences between Family Entrepreneurs and Non-Family Entrepreneurs.	K3	3	6M
		ii) Examine the various reasons for Industrial Sickness and also suggest the various measures to control the Industrial Sickness.	K3	3	6M
		OR			
	b	i) Illustrate the salient features of Bank Syndication.	K4	3	6M
		ii) Outline the functions of Board of Industrial and Financial Reconstruction (BIFR).	K3	3	6M
		Unit-IV			
5	a	i) Classify the various types of Projects.	K4	4	6M
		ii) Examine the various precautions taken by the Entrepreneurs while examine the feasibility of the project.	K3	4	6M
		OR			
	b	i) Present the various stages in Entrepreneurial Project.	K4	4	6M
		ii) Discuss the (a) Project Family Tree (b) Project Report.	K2	4	6M
		Unit-V			
6	a	i) Examine the key decisions taken by the Entrepreneur during the Startup Stage.	K3	5	6M
		ii) Discuss the various steps in starting an Enterprise.	K2	5	6M
		OR			
	b	i)Illustrate the common mistakes done by the Entrepreneurs while preparing the Project Report.	K4	5	6M
		ii) Evaluate the key areas in assessing the market by the Entrepreneurs.	K4	5	6M

KL: Blooms Taxonomy Knowledge Level   CO: Course Outcome   M: Mark

I MBA I Semester Regular Examinations, January-2025

Sub Code: R24MBA106 **BUSINESS ENVIRONMENT**

Time: 3 hours (MBA) Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the question from Part-A is compulsory (1 x 10M = 10M)

1. **CASE STUDY**

Nova Soft Ltd, a software services company primarily providing data management services to corporate clients located in London, Australia and New Zealand, is having plans for expanding its business by moving into different markets located in East European Countries. The primary goal is to tap the software services potential in countries such as Bulgaria, Yugoslavia. Mr. Krunal Kapoor, the Senior Vice president, Strategic Development is assigned the task of designing and developing offshore organization structure for these countries. Mr. Kapoor hired the services of Intelli Consulting services for implementing the necessary organizational development strategies for the off shore organization setup. Mr. Kapoor has been of the opinion that some existing employees need to be deputed to start the organizational processes initially and later on these employees would recruit local talent so that the organization can take advantage of the cultural merger of the local talent while transacting with the clients in these countries. The Intelli consulting services is required to develop a suitable OD plan so that the organizational transition can be smooth.

Questions

a) What are the cultural diversity issues to be addressed by Intelli Consulting?

b) What are the challenges for Intelli Consulting in designing a suitable organizational development strategy?

PART-B

Q.No		Questions	KL	CO	M
		Unit-I			
2	a	i)State the need to study Business Environment?	K2	1	6M
		ii) Discuss the External environment factors influencing business decisions?	K2	1	6M
		OR			
	b	i)What are the characteristics of Business Environment?	K2	1	6M
		ii) Explain the nature and significance of Business Environment?	K2	1	6M
		Unit-II			
3	a	i)Elaborately explain the social responsibilities of business?	K4	2	6M
		ii) Suggest few strategies using CSR to enhance the image of a company?	K4	2	6M
		OR			
	b	Explain the impact of Social and Cultural environment on Business?	K1	2	12M
4	a	Unit-III			
		Discuss the key features and objectives of Five year plans and NITI Aayog?	K1	3	12M
		OR			
	b	Write about the importance of Fiscal policy and Monetary policy	K6	3	12M

		Unit-IV			
5	a	Discuss the legal implication of Business? State the key features of RTI act?	K2	4	12M
		OR			
	b	Explain the impact of Political environment and Government in Business?	K6	4	12M
6		Unit-V			
	a	i)State the elements Natural Environment?	K1	5	6M
		ii) Discuss the short term and long term strategies to protect it?	K1	5	6M
		OR			
	b	What are the features of Technological Environment? Discuss its role on business ?	K2	5	12M

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I MBA I Semester Regular Examinations, January-2025

Sub Code: R24MBA109   INTELLECTUAL PROPERTY RIGHTS & PATENTS

Time: 3 hours   (MBA)   Max. Marks: 70

Note: Question Paper consists of Two parts (Part-A and Part-B)

PART-A
Note: Answering the Question from Part-A is compulsory (1x10M=10M)

Aravind Mills is a well-established fashion brand known for its high-end clothing line. Over the years, the brand has garnered a reputation for innovative designs, creative collections, and unique craftsmanship. Aravind Mills invests heavily in product design, research, and development. As a result, they hold several trademarks and design patents on their signature patterns, logos, and specific fashion styles.

However, the fashion industry is notorious for rapid imitation and counterfeiting. In recent years, Aravind Mills has observed an increase in knock-off products that closely mimic their original designs. Additionally, the brand has experienced challenges with counterfeit goods sold in international markets, which undermines the exclusivity and premium nature of their products.

Questions
1. What IPR tools need to be used by Aravind Mills to protect its fashion designs?
2. How to make Aravind Mills differentiate themselves with other competitors?

Answer either 'a'or'b' from each question of PART-B (5 x12M=60M):PART-B

Q.No		Questions	KL	CO	M
		Unit-I			
	a	What do you mean by Property? Write a detail note kinds of IPR?	K1	1	12M
2		OR			
	b	i)Explain the Need and origin of IPR?	K2	1	6M
		ii) Explain the nature and meaning of IPR?	K2	1	6M
		Unit-II			
	a	i)Define 'Patent'? What are the various types of Patents?	K2	3	6M
3		ii) Explain the meaning and registration procedure of Patents?	K2	3	6M
		OR			
	b	i)State the meaning of 'Copy Right', What are the types of copy right?	K3	2	6M
		ii) Discuss the remedies to Piracy and infringement?	K3	2	6M
		Unit-III			
	a	Briefly explain the origin, meaning and nature of Trademarks?	K2	3	12M
4		OR			
	b	How to register a Trademark? Write about infringement and offences relating to Trademarks?	K2	3	12M
		Unit-IV			
	a	Define the term 'Design'? What are the functions of Design? Explain its registration process?	K4	4	12M
5		OR			
	b	i)Explain the Meaning, Object and importance of Design?	K5	4	6M
		ii) State the key features of Semiconductor integrated circuits and Layout Design Act-2020?	K5	4	6M
		Unit-V			
	a	Briefly explain the Information Technology Act-2000	K4	4	12M
6		OR			
	b	i) Explain the importance of E-Commerce and E-Governance?	K5	5	6M
		ii) What do you mean by Cybercrime? How to prevent Cybercrimes?	K5	5	6M