

**Bachelor of Business Administration
BBA (CBCS) SEM – III**

SEMESTER III

BBA- Semester – III

Sr. No.	Course Type	Course/Subject Name	Course Code	Teaching Scheme	Examination Scheme				Total Marks	Credits
					Total Periods per Week	Max. Marks (TH)	Max. Marks (IM)	Total Marks		
1	CC 6	Organizational Behaviour	3T1	5	80	20	100	40	100	4
2	CC 7	Managerial Economics	3T2	5	80	20	100	40	100	4
3	SEC 3	Aptitude Development - 2	3T3-A	5	80	20	100	40	100	4
4	SEC 4	Advance Excel	3T4-A	5	80	20	100	40	100	4
5	GE 2	Content Writing	3TS-A	5	80	20	100	40	100	4
		Total		25	400	100	500	200	500	20

Note : 1. Duration of each theory class should be a minimum 48 minutes.

2. TH = Theory, IM = Internal Marks.

3. Minimum marks for passing the subject will be 40.

4. There would be combined passing for theory and internal assessment taken together.

5. One credit is equivalent to one hour of Teaching, that is to say,

For each subject, 48 Minutes* S = 240 Minutes= 4 Hours i.e. 4 Credits.

6. Each semester will consist of 15 to 18 weeks of Academic Work equivalent to

**Bachelor of Business Administration
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90 actual teaching days.

**Course Type: Compulsory Course CC6
Course Name: Organizational Behaviour
Course Code: 3T1**

Course Outcomes

CO1	The student will be able to understand the basics of Organizational behaviour and various challenges for organisational behaviour.
CO2	The student will be able to analyse the foundations of individual behaviour and various factors influencing individual behaviour.
CO3	The student will be able to understand various dimensions of attitude and personality.
CO4	The student will be able to examine the dynamics of group development and group properties.
CO5	The student will be able to develop an understanding about motivation and apply its theories as a manager.

Unit 1: Introduction to Organisational Behaviour (OB)

Introduction: Meaning of organizational behaviour and its relevance in today's business Environment. Challenges and opportunities for OB. Foundations of individual behaviour, Factors influencing individual behaviour. Learning: Meaning, characteristics and theories: Classical conditioning theory, operant conditioning theory, social learning theory.

Unit 2: Personality, Attitude and Perception

Personality: Meaning, determinants of personality, personality traits. Attitude: Meaning, importance, components and types of work-related attitude. Perception: Nature, importance, perceptual process, factors influencing perception, perceptual errors.

Unit 3: Motivation and Leadership

Motivation: Meaning, types of motivation, theories of work motivation given by Maslow, Herzberg, Vroom and Porter – Lawler. Leadership: Nature, Theories, Leadership styles.

Unit 4: Group Dynamics and Organisational Conflicts

Group behaviour in organization: Group dynamics, Types of groups, Group development, theories of group development, Group norms and roles, Group cohesiveness. Introduction of organisational conflicts, types of conflicts and conflict management styles.

Reference Books:

1. Organization Behaviour, Robbins, Pearson Education.
2. Organization Behaviour, Luthans, Tata McGraw Hill.
3. Organizational Behaviour: Human Behaviour at Work, Newstrom, Tata McGraw Hill.
4. Organisation Behaviour, L.M. Prasad, S. Chand.
5. Organization Behaviour, Aswathappa, Himalaya Publishing House.

Bachelor of Business Administration
BBA (CBCS) SEM – III
Course Type: Core Course CC7
Course Name: Managerial Economics
Course Code: 3T2

Course Outcomes

CO1	The student will be able to understand the various concepts of economics.
CO2	The student will be able to use the various techniques of demand forecasting.
CO3	The student will be able to understand the theory of production and cost function.
CO4	The student will be able to analyze the price determination under different types of competition.
CO5	The student will be able to analyze the various techniques used in managerial economics.

Unit 1: Introduction to Managerial Economics

Introduction to Economics, concept of managerial economics. Nature and Scope, Types of Economies – Capitalist, socialist, and mixed economies. Concept of Utility, Types, Law of Diminishing Marginal Utility, Its application. Indifference Curve analysis, Consumer Choice Theories.

Unit 2: Demand Analysis

Demand theory – Law of Demand, Exceptions and assumptions. Elasticity of Demand, Types, and its role in Managerial decision making, Demand forecasting, Techniques of Demand forecasting.

Unit 3: Theory of Production and Analysis of Cost

Laws of variable proportions and Return to scale. Isoquants and Isocost. Elasticity of substitutions; Cost concepts: Kind of costs, Short run and long run cost functions, Economies and Diseconomies of scale.

Unit 4: Determination of Price and Output

Concept of Market equilibrium and Revenue curves, Characteristics of different market structures, Price determination and firms equilibrium under perfect competition, monopolistic competition, oligopoly and monopoly, Price discrimination, pricing methods.

Reference Books:

1. Managerial Economics, D. N. Dwivedi, Vikas Publications.
2. Managerial Economics: Analysis, Problems and Cases, P. L. Mehta, S. Chand.
3. Managerial Economics, Damodaran Suma, Oxford University Press.

**Question Paper Pattern for Core Courses CC6-Organisational Behaviour and CC7-
Managerial Economics is as follows-**

Q1. Very Short Answer type questions (4-5 lines/ up to 30 words). 8 Questions of 2 marks each. 2 questions from each unit

- A – 2 Marks
- B – 2 Marks
- C – 2 Marks
- D – 2 Marks
- E – 2 Marks
- F – 2 Marks
- G – 2 Marks
- H – 2 Marks

Q2. Short Answer type questions (6-8 lines/ up to 50 words). 8 Questions of 3 marks each. 2 questions from each unit

- A – 3 Marks
- B – 3 Marks
- C – 3 Marks
- D – 3 Marks
- E – 3 Marks
- F – 3 Marks
- G – 3 Marks
- H – 3 Marks

Q3. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 1 with internal Choice

- A – 5 Marks
- B – 5 Marks

OR

- C – 10 Marks

Q4. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

- A – 5 Marks
- B – 5 Marks

OR

- C – 10 Marks

Q5. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

- A – 5 Marks
- B – 5 Marks

OR

- C – 10 Marks

Q6. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 4 with internal Choice

- A – 5 Marks
- B – 5 Marks

OR

- C – 10 Marks

Bachelor of Business Administration
BBA (CBCS) SEM – III
Course Type: Skill Enhancement Courses SEC3
Course Name: Aptitude Development 2
Course Code: 3T3-A

Course Outcomes

CO1	The Students will be able to illustrate quantitative and mathematical computational ability.
CO2	The student will be able to interpret various coding based on conditions, word patterns, direction, distance etc.
CO3	The student will be able to inspect situations logically and draw conclusions
CO4	The student will be able to illustrate the ability of verbal comprehension.
CO5	The student will be able to develop critical thinking ability.

Unit 1: Quantitative Aptitude II

Percentage: Basic concept of percentage & its shortcut rules & their applications, Ratio: Basic concept of Ratio & Proportion, Partnership – concept, rules & Applications, Percentage Advanced problems & shortcuts, HCF, LCM, Profit & Loss- Basic concept, formulae, shortcut tricks & their application.

Unit 2: Logical Mental Ability

Direction Sense: Conditional Coding, Word-Pattern Coding, Chinese Coding, Direction Sense Test, Direction Distance Test, and Shadow based Questions.

Unit 3: Logical Reasoning

Problems on Cube and Dice, Problems on data sufficiency, Cause & Effect.

Unit 4: Verbal Reasoning

Logical Sequence of Words, Antonyms and Synonyms, Venn diagram, Verification of truth. Character Puzzles

Reference Books:

1. A Modern Approach to Verbal and Non-Verbal Reasoning, Dr. R. S. Aggarwal, S. Chand.
2. A Modern Approach to Logical Reasoning, Dr. R. S. Aggarwal, S. Chand.
3. Quantitative Aptitude for Quantitative Examinations, Dr. R. S. Aggarwal, S. Chand.

Question Paper Pattern

The end semester examination of SEC-3 Aptitude Development-2 course shall have the following question pattern.

MCQ Test: 50 Multiple Choice Questions of 2 mark each. 50 questions would be prepared covering all four units of the course with equal weightage. The MCQ based test can be taken either offline mode or online mode as per the available resources with the colleges. Duration of the examination will be of 2 Hour

Bachelor of Business Administration
BBA (CBCS) SEM – III
Course Type: Skill Enhancement Course SEC4
Course Name: Advance Excel
Course Code: 3P4-A

Course Outcomes

CO1	The student will be able to apply functions of MS -Excel for various mathematical and conditional analysis.
CO2	The student will be able to perform formatting operations and create a password protected worksheet
CO3	The student will be able to extract information from data using logical functions in MS Excel.
CO4	The student will be able to use advanced functions for statistical calculation and analysis using ToolPak of MS Excel.
CO5	The student will be able to use and apply various advanced functions of MS Excel in their professions.

Unit 1: Functions of Excel

Using functions: Sum, Average, Max., Min., Count, Counta. SumIf, SumIfs, CountIf, CountIfs, AverageIf, AverageIfs.

Unit 2: Text Functions and Protecting Excel

Upper, Lower, Proper, Left, Mid, Right, Trim, Len, Exact, Concatenate, Find, Substitute. File level protection, Worksheet protection.

Unit 3: Logical and Lookup Functions

If Function, How to fix error: iferror, Nested If, Complex if and or functions, Vlookup/Hlookup, Index and Match, Creating smooth User Interface using Lookup, Nested Vlookup, Reverse Lookup using Choose Function, Vlookup with Helper Column.

Unit 4: Advanced statistical functions.

Use of Analysis ToolPak for complex statistical analysis (Correlation, Covariance, Regression, Histogram etc)

Reference Books:

1. Excel 2019: All in One, Lokesh Lalwani, BPB Publications.
2. Microsoft Official Academic Course Microsoft Excel 2013,2014, John Wiley & Sons.
1. Microsoft Excel 2016 Step by Step, Curtis Frye, Microsoft Press.

Question Paper Pattern

The end semester examination of SEC-4 Advance Excel course shall have the following question pattern.

Part I – MCQ Test: 50 Multiple Choice Questions of 1 mark each. 50 questions would be prepared covering all four units of the course. The MCQ based test can be taken in offline mode or online mode as per the available resources with the colleges. Duration for solving 50 questions would be 2 Hours.

Part II – Workbook Submission: A workbook will have to be submitted by the students. This workbook will carry 50 marks. There will be 8-10 practical questions to be performed using MS Excel and the output will be printed and attached in the workbook.

Bachelor of Business Administration
BBA (CBCS) SEM – III
Course Type: Generic Elective GE2
Course Name: Content Writing
Course Code: 3T5-A

Course Outcomes

CO1	The student will be able to understand basic concepts of content writing.
CO2	The student will be able to gain knowledge regarding types of content writing and editing.
CO3	The student will be able to acquire knowledge on various writing styles.
CO4	The student will be able to create plagiarism-free content.
CO5	The student will be able to understand and write effective content without plagiarism.

Unit 1: Basics of Content Writing

Concept of Content Writing and its relevance, Role and functions of Content Writers, Print and Web Content Writing, Scope and Types of Content Writing, Principles and processes of Content Writing.

Unit 2: Types of Content Writing

Process of Content Writing: getting the brief, ideating, researching, structuring, formatting; editing and Proof-Reading: following company style sheet, grammar, copy flow, restructuring, market research,

Unit 3: Writing Styles

Writing Styles: Non-fiction (Essays, Reports), Advertising, Newspapers, Writing blogs, Case Studies, White Papers; Corporate Communications: writing for business to business (B2B), business to consumer (B2C), press releases; Newsletters: focus on language, jargon, writing style, and target audience, formal and informal language.

Unit 4: Plagiarism and Content Writing

Introduction to plagiarism, rules of plagiarism, techniques of writing plagiarism-free content.

Reference Books:

1. Turk, Christopher and John Kirkman. Effective Writing. London and New York: Chapman & Hall. Indian Reprint 2003
2. Pinker, Steven. The Sense of Style: The Thinking Person's Guide to Writing in the 21st Century . Penguin Books, Reprint edition ,2015
3. Seely, John. Oxford Guide to Effective Writing and Speaking. OUP 2nd edition, 2005
4. Goins, Jeff. You Are a Writer (So Start Acting Like One). Tribe Press
5. Brohaugh, William. Write Tight: Say Exactly What You Mean with Precision and Power.
6. Janzer. Anne. The Writer's Process: Getting Your Brain in Gear. Cuesta Park Consulting, 2016
7. King, Stephen. On Writing: A Memoir of the Craft. Scribner, 2010

Question Paper Pattern

The end semester examination of GE-2 Content Writing course shall have the following question pattern.

MCQ Test: 50 Multiple Choice Questions of 2 mark each. 50 questions would be prepared covering all four units of the course with equal weightage. The MCQ based test can be taken either offline

mode or online mode as per the available resources with the colleges. Duration of the examination will be of 2 Hours

SEMESTER IV

BBA - Semester – IV

Sr. No.	Course Type	Course/Subject Name	Course Code	Teaching Scheme	Examination Scheme				Total Marks	Credits
				Total Periods per Week	Max. Marks (TH)	Max. Marks (IM)	Total Marks	Min. Passing Marks		
1	CC 8	Fundamentals of Marketing Management	4T1	5	80	20	100	40	100	4
2	CC 9	Fundamentals of Human Resource Management	4T2	5	80	20	100	40	100	4
3	CC 10	Fundamentals of Financial Management	4T3	5	80	20	100	40	100	4
4	GE3	Financial Wellbeing	4T4-A	5	80	20	100	40	100	4
5	GE4	Indian Social Values and Business Ethics (Any One)	4T5-A	5	80	20	100	40	100	4
		Total		25	400	100	500	200	500	20

Note: 1. Duration of each theory class should be a minimum 48 minutes.

2. TH= Theory, IM= Internal Marks.

3. Minimum marks for passing the subject will be 40.

4. There would be combined passing for theory and internal assessment taken together.

5. One credit is equivalent to one hour of Teaching, that is to say,

For each subject, 48 Minutes * 5 = 240 Minutes= 4 Hours i.e. 4 Credits.

6. Each semester will consist of 15 to 18 weeks of Academic Work equivalent to 90 actual teaching days.

Bachelor of Business Administration
BBA (CBCS) SEM – IV
Course Type: Core Course CC8
Course Name: Fundamentals of Marketing Management
Course Code: 4T1

Course Outcomes

CO1	The student will be able to examine the marketing environment and explain various terms such as need and value.
CO2	The student will be able to understand market segmentation and positioning for a product or service.
CO3	The student will be able to classify the products into various categories and recommend a suitable pricing strategy as per the product's life cycle stage.
CO4	Given a situation, the student will be able to recommend specific media for advertising and evaluate the distribution channels suitable for the situation.
CO5	The student will be able to understand the various marketing concepts in day to day life.

Unit 1: Introduction to Basic Marketing Concepts

Evolution of Marketing concept, Concept of Need, Want and Demand, Value and Satisfaction, Marketing environment, Introduction to Marketing mix.

Unit 2: Market Segmentation, Targeting & Positioning

Market segmentation- importance and Bases for segmentation; Market Targeting- various targeting strategies; Positioning, De-positioning and Repositioning.

Unit 3: Setting Product and Price Strategies

Product classifications, Product mix, Product line strategies; Product life cycle; Packaging and Labeling, Pricing methods and strategies

Unit 4: Developing distribution and promotional strategies

Distribution channels: types, importance. Channel intermediaries: wholesalers and retailers, Promotion mix: Introduction to Personal selling, Advertising, Sales Promotion, Public Relations and Publicity

Reference Books:

1. Marketing Management A South Asian Perspective, by Philip Kotler, Kevin Lane Keller, Pearson Education.
2. Marketing Management, Rajan Saxena, McGraw Hill Education.
3. Marketing Management- Indian Context with Global Perspective, V S Ramaswamy & S Namakumari, McGraw Hill India.

Bachelor of Business Administration
BBA (CBCS) SEM – IV
Course Type: Core Course CC9
Course Name: Fundamentals of Human Resource Management
Course Code: 4T2

Course Outcomes

CO1	The student will be able to differentiate between Personnel Management and Human Resource Management.
CO2	The student will be able to appraise the various sources of recruitment and methods of selection in an organization.
CO3	The student will be able to analyze the need for training and evaluate the applicability of various training techniques.
CO4	The student will be able to assess the performance appraisal process and justify the utility of various modern and traditional methods of performance appraisal.
CO5	The student will be able to apply various techniques of human resource management in an organization.

Unit 1: Human Resource Management Concepts

Introduction, Nature, scope, objectives, importance and functions of HRM, Human resource as an asset in organization, Difference between Personnel Management and Human Resource Management, Roles and Qualities of HR Manager, Concept of Strategic HRM.

Unit 2: Recruitment & Selection

Factors Affecting Recruitment, Sources of Recruitment, Selection Process, Methods of selection: Interviews, Tests; Induction Program.

Unit 3: Training and Development

Introduction of Training; Objectives and Importance of Training; Training Process, Training Needs Identification. Types and Techniques of Training and Development, Evaluation of Training, Management/Executive Development Programs: Need and Importance & Objectives.

Unit 4: Performance Appraisal

Basic Concepts, Objectives, process and methods of Performance Appraisal, Performance Vs Potential Appraisal, Types of employee appraisal systems, Errors during Appraisal.

Reference Books:

1. Human Resource and Personnel Management –Text and cases, K. Aswathappa, McGraw-Hill Publishing.
2. Human Resource Management, Dr. S S Khanka, S. Chand Publication.
3. Human Resource Management, L: R. Wayne Mondy, Robert M., Noe, Pearson Education.

Bachelor of Business Administration

BBA (CBCS) SEM – IV

Course Type: Core Course CC10

Course Name: Fundamentals of Financial Management

Course Code: 4T3

Course Outcomes

CO1	The student will understand the concept of financial management and classify the various sources of finance available for financing.
CO2	The student will be able to compute the time value of money to know the future/present value of money.
CO3	The student will be able to estimate the cost of capital of business and understand its impact on business.
CO4	The student will be able to estimate the need of working capital in the business.
CO5	The student will be able to use various concepts of financial management in day to day life.

Unit 1: Introduction to Business Finance & Financial Management

Meaning and significance of business finance, relationship of finance with other disciplines. Meaning of financial management, objectives of financial management, scope of financial management, organization of financial management function, emerging role of finance manager; Financial needs.

Unit 2: Sources of Finance and Cost of Capital:

Type of sources of finance: long term and short term. Cost of capital: Cost of equity, cost of preference, cost of debt, cost of retained earnings, calculation of weighted average cost of capital.

Unit 3: Financial Planning:

Financial Planning – Introduction, Financial Forecasting, Profit Planning, Projected Financial Statements, (Projected Balance Sheet and Projected Income Statements).

Unit 4: Dividend Decisions

Dividend: meaning and importance, types of dividends, factors affecting dividend decisions, dividend and value of firms, dividend policy evaluation, Calculation of value of shares using Walters Model, Gordon's Model, & MM Approach

Reference Books:

1. Financial Management, Ravi M. Kishore, Taxmann.
2. Financial Management, M. Y. Khan & P. K. Jain, Tata McGraw Hill.
3. Financial Management, I. M. Pandey, Vikas Publication.

Question Paper Pattern for Core Courses CC8, CC9 and CC10-Fundamentals of Marketing Management, Fundamentals of Human Resource Management and Fundamentals of Financial Management is as follows-

Q1. Very Short Answer type questions (4-5 lines/ up to 30 words). 8 Questions of 2 marks each. 2 questions from each unit

A – 2 Marks

B – 2 Marks

C – 2 Marks

D – 2 Marks

E – 2 Marks

F – 2 Marks

G – 2 Marks

H – 2 Marks

Q2. Short Answer type questions (6-8 lines/ up to 50 words). 8 Questions of 3 marks each. 2 questions from each unit

A – 3 Marks

B – 3 Marks

C – 3 Marks

D – 3 Marks

E- – 3 Marks

F- – 3 Marks

G- – 3 Marks

H- – 3 Marks

Q3. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 1 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q4. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q5. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q6. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 4 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Bachelor of Business Administration
BBA (CBCS) SEM – IV
Course Type: Generic Elective GE3
Course Name: Financial Wellbeing
Course Code: 4T4-A

Course Outcomes

CO1	The student will be identify financial goals for individuals and prepare budget to achieve financial goals
CO2	The student will be able to classify the various personal investment instrument
CO3	The student will be able to prepare plans for specific financial objectives
CO4	The student will be able to assess the indebtedness and understand the management of debts.
CO5	The student will be able to assess overall financial wellbeing of an individual

Unit 1: Introduction to Goal Setting and Budgeting

Understanding short-term and long-term goals, Evaluate and track expenditure, The rule of 70-20-10, Rule of 72, Introduction to budgeting, budgeting process: Goal, Income and Expenses, Create a budget.

Unit 2: Personal Investments and Insurance

Differentiate between savings and investments, Investment Instruments: Long Term and Short term, Risk and Return, Investment Strategies for individuals. Insurance for individuals.

Unit 3: Planning for Specific Objectives

Retirement Planning, Tax Planning, Financial Planning for Children's Education, Pension Plans

Unit 4: Management of Debts

CIBIL Score, Credit Cards, Types of Loans for individuals, Financial Ratios Assess Your Financial Strength (Basic Liquidity Ratio, Asset-to-Debt Ratio, Debt Service-to-income Ratio, Debt Payments-to-Disposable income Ratio, Investment Assets-to-Total Assets Ratio), Security tips for preventing fraud

Reference Books:

1. Personal Finance, E. Thomas Garman, Raymond E. Fogue, Cengage Learning.
2. Financial Planning: A Ready Reckoner, Madhu Sinha, Tata McGraw Hill.
3. Ultimate Financial Planning Guide, Nikhil Kale, www.UltimateFinPlan.com.

Bachelor of Business Administration BBA (CBCS) SEM – IV
Course Type: Generic Elective GE4
Course Name: Indian Social Values and Business Ethics
Course Code:4T5-B

Course Outcomes

CO1	The student will be to understand the concept of values and relate it with loyalty , behavior and culture.
CO2	The student will be able to implement the concept of values in Indian culture in developing attitudes and beliefs
CO3	The student will be able to understand and apply ethical principles in business
CO4	The student will be able to compare various corporate governance standards for effective business conduct.
CO5	The student will be able to develop and implement values and ethics in business.

Unit 1: Values

Meaning and importance of values, Sources of value system, Types, Values, Loyalty and Ethical Behavior, Values across Cultures.

Unit 2: Indian Values

Respect for Elders, Hierarchy and Status, Need for Security, Non - Violence, Cooperation, Simple Living high Thinking, Rights and Duties, Relevance of Values in Management, Attitudes and Beliefs.

Unit 3: Introduction to Business Ethics

Business Ethics: Definition, Importance, Arguments For And Against Business Ethics, Types of ethical issues, Gandhian Approach in Management and Trusteeship, Business Ethics and Moral Obligations, Ethics in Work life.

Unit 4: Corporate Governance

Introduction, mechanisms and systems of corporate governance, Indian model of Corporate Governance, OECD principles, World Bank on Corporate Governance, McKinsey Survey on corporate governance.

Reference Books:

1. Values and Ethics for Organisations, Chakraborty, S. K., OUP
2. Business Ethics and Values, D. Senthil Kumar & A. Senthil Rajan, Himalaya Publishing House.
3. Business Ethics - An Indian Perspective, Fernando, A.C, Pearson Education.

Question Paper Pattern for Generic Elective Courses (GE3: Financial Wellbeing/ Business Startup Skills and GE4: Business Psychology/ Indian Social Values and Business Ethics) is as follows-

Q1. Very Short Answer type questions (4-5 lines/ up to 30 words). 8 Questions of 2 marks each. 2 questions from each unit

A – 2 Marks

B – 2 Marks

C – 2 Marks

D – 2 Marks

E – 2 Marks

F – 2 Marks

G – 2 Marks

H – 2 Marks

Q2. Short Answer type questions (6-8 lines/ up to 50 words). 8 Questions of 3 marks each. 2 questions from each unit

A – 3 Marks

B – 3 Marks

C – 3 Marks

D – 3 Marks

E- – 3 Marks

F- – 3 Marks

G- – 3 Marks

H- – 3 Marks

Q3. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 1 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q4. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q5. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 3 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 Marks

Q6. Long Answer type question (up to 300 words for 5 marks question and up to 500 words for 10 marks question) from Unit 4 with internal Choice

A – 5 Marks

B – 5 Marks

OR

C – 10 MarkS

