

# UNIVERSITY OF THE PUNJAB



Third Year 2<sup>nd</sup> A/2015  
Examination: B.B.A. (Hons.)

Roll No. ....

Subject: Business Research Methods  
PAPER: 2

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

*NOTE: Attempt any FIVE questions. Question # 7 is compulsory. All questions carry equal marks.*

Q1: What is research? Write a note on research process? [20]

Q2: What is an exploratory data analysis? Also discuss Frequency, Histograms, Bar charts and Pie Charts? [20]

Q3: What do you understand by reliability and validity? Also discuss its various types? [20]

Q4: Define variable and discuss its various types in detail? [20]

Q5: what do you understand by probability and non-probability sampling? Discuss the various types of non-probability sampling with suitable examples? [20]

Q6: What is measuring scale? Discuss its various types? [20]

Q7: Define the following? [4\*5]

- a) Directional and non-directional hypothesis
- b) Ordinary and Nominal Scale
- c) Focus Group
- d) Primary and secondary research



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Roll No. ....

Subject: Mercantile Law  
PAPER: 3

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

**NOTE: Attempt any FIVE questions. Question # 1 is compulsory.**

## OBJECTIVE TYPE

- Q. 1:** Define any 15 of the following terms: 30
- |                     |                         |
|---------------------|-------------------------|
| i) Contract         | ii) Acceptance          |
| iii) Offer          | iv) Contingent Contract |
| v) Quasi Contract   | vi) Coercion            |
| vii) Air Charter    | viii) Pledge            |
| ix) Special damages | x) Agreement to sell    |
| xi) Private career  | xii) Minor              |
| xiii) Agent         | xiv) Consideration      |
| xv) Mistake         | xvi) Fraud              |
| xvii) Bailor        | xviii) Unpaid seller    |
| xix) Arbitrator     | xx) Illegal Lock out    |

## SUBJECTIVE TYPE

Attempt any FOUR questions, each question carry equal marks.

- Q. 2:** Define and explain contract? Discuss in detail the lawful essential elements? 17.5
- Q. 3:** What is Consideration? Discuss its importance? Also explain exceptions? 17.5
- Q. 4:** What is Void agreement? Explain briefly such agreements which are expressly declared as void? 17.5
- Q. 5:** Explain in detail 'Quasi Contract'? Also explain its different kinds. 17.5
- Q. 6:** What is bailment? Explain the various rights and duties of Bailor and Bailee? 17.5
- Q. 7:** Define Partnership? What are rights and duties of a partner in a firm? 17.5
- Q. 8:** Define the following items under Workman's Compensation Act: 17.5
- |                        |             |
|------------------------|-------------|
| a) Dependent           | b) Workman  |
| c) Partial Disablement | d) Employer |