

1stYear (Sem-II) BBA University Examination, 2019
 (1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: BUSINESS STATISTICS
PAPER: Theory (BBA 201)

TIME: 2hrs

FULL MARKS: 50

Answer any five questions; each question carries equal marks.

1.

Draw histogram, frequency polygon and ogives for the following.

Wages	50-59	60-69	70-79	80-89	90-99	100-109	110-119
No. of Employees	8	10	16	14	10	5	2

(4+2+4= 10)

2.

Calculate the arithmetic mean, mean & mode for the given frequency distribution of marks.

Marks Obtained	5-10	10-15	15-20	20-25	25-30	30-35	35-40	40-45
No of students	5	6	15	10	5	4	2	2

(4+3+3=10)

3.

Calculate the standard deviation & quartile deviation from the following distribution:

Class Interval	Frequency
0-2	5
2-4	13
4-6	12
6-8	11
8-10	8
10-12	4
12-14	1
14-16	3
16-18	1
18-20	1
20-22	2

(5+5=10)

4.

From the following data find the coefficient of linear correlation between variables X & Y. Also determine the regression equation Y on X & estimate the value of y given that X=12

X	1	3	4	6	8	9	11	14
Y	1	2	4	4	5	7	8	9

(4+4+2=10)

[P.T.O]

5.

- a) Write a note on properties of 'r'.
 b) In a contest two judges ranked eight candidates in their order of preference as indicated in the following table:

Candidates	A	B	C	D	E	F	G	H
Rank by Judge 1	3	2	5	6	7	4	1	8
Rank by Judge 2	4	6	3	1	2	7	5	8

Calculate the rank correlation coefficient.

(4+6=10)

6.

- a) Three boxes of the same appearance have the following proportions of white and black balls-Box 1: 1 white and 2 black; Box 2: 2 white and 1 black; Box 3: 2 white and 2 black. One of the boxes is selected at random and one ball is drawn randomly from it. It turns out to be white. What is the probability that the third box is chosen?
 b) If a sample of 5 items is drawn randomly from a lot containing 10% defective items, what is the probability of getting not more than one defective item?

(5+5=10)

7.

- a) The mean IQ for a group of children is 90 with a standard deviation of 20. Assuming that IQ is normally distributed find the percentage of children with IQ over 100. (Given $\Phi(0.5)=0.6915$, where $\Phi(x)$ is the cumulative distribution function of standard normal distribution).
 b) The average number of defects per yard on a piece of cloth is 0.9. What is the probability that a one-yard piece chosen at random contains less than 2 defects? (Given $e^{0.9}=2.46$)

(5+5=10)

8.

- a) Construct Fisher's ideal index number for the following data:

Commodity	1960 (Base Year)		1968 (Current Year)	
	Price	Quantity	Price	Quantity
A	8	6	12	5
B	10	5	11	6
C	7	8	8	5

- b) Find the trend for the following series using a three year moving averages:

Year	1	2	3	4	5	6	7
Values	2	4	5	7	8	10	13

(6+4=10)

1stYear (Sem-II) BBA University Examination, 2019
 (1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: BUSINESS COSTING
PAPER: Theory (BBA 202)

TIME: 2hrs

FULL MARKS: 50

Answer any five questions; each question carries equal marks.

1.

The following cost figures have been extracted from the books of Glazing Limited relating to the production of 4000 castings during the year 2017:

Raw Materials on 1 st January 2015	Rs 36000
Finished goods on 1 st January 2015	Nil
Raw Material on 31 st December 2015	Rs 5000
Finished Goods on 31 st December 2015	Rs 35000
Purchase of raw materials	Rs 52500
Direct Wages	Rs 95000
Factory Expenses	Rs 17500
Office and administration expenses	Rs 10000
Sales	Rs 190000

The company wants to quote for a contract, for the supply of 1000 castings during the year 2018. The casting to be quoted are of uniform quality and make and similar to those manufactured in the previous year, but the cost of materials has increased by 10% and cost of wages has increased by 15%.

Prepare:

- Cost Sheet for the year 2017.
- Statement showing price to be quoted for the supply of 1000 castings to give the same percentage of profit on turnover as was realized in the year 2017.

(4+6=10)

2.

Draw a stores ledger account recording the following transaction that took place in January 2019 under the Simple Average method:

1 st Jan	Opening stock	100 kg @Rs 5
5 th Jan	Received	50 Kg @Rs 5.20
7 th Jan	Issued	120 kg
10 th Jan	Issued	10 kg
12 th Jan	Received	80 kg@Rs5.40
18 th Jan	Issued	50kg
20 th Jan	Received	100kg@Rs5.60
25 th Jan	Issued	40kg
28 th Jan	Issued	60 kg

(10)
[P.T.O]

- 3.
- a) Two materials X and Y are used as follows:
 Minimum Usage: 60 units per week each
 Maximum Usage: 160 units per week each
 Normal Usage : 100 units per week each
 Reorder quantity: X =600 units and Y = 1000 units
 Delivery period: X = 4 to 6 weeks
 Y = 2 to 4 weeks
- Calculate for each material (i) Minimum Level (ii) Maximum Level (iii) Reorder Level iv) Average Stock level
- b) Explain the difference between Fixed Cost, Variable Cost and Semi Variable cost with examples. (6+4=10)

- 4.
- a) From the following details calculate the total earnings of a worker and the effective hourly rate of labour wages where the bonus is paid under (i) The Halsey Plan (ii) The Rowan plan:
 Basic rate of wages per hour = Rs 4.60
 Time allowed for the job =17 hours
 Time actually taken = 13 hours
- b) Particulars of 3 machines used in a factory are as under (six week period: 160 hours working):

	Machine 1	Machine 2	Machine 3
Cost of Machine (Rs)	10000	15000	20000
Number of Workers	3	6	10
Direct Wages(Rs)	400	800	1200
Power (Rs)	45	80	150
Light Points	2	4	6
Area Occupied (sq mts)	100	250	400

The expenses incurred (in Rs) during the period were as follows:

Power	300
Lighting	50
Rent and Rates	500
Repairs	1900
Canteen Expenses	460
Depreciation	1400

Compute the machine hour for each machine.

(5+5=10)

5.
a) Given the following information, calculate the value of the WIP at the end of the period.

Process cost: Rs.556,875; units started & completed during the cost period: 8100; WIP at the end of the period (50% complete): 4500; units at the beginning of period (30% complete): 2700.

- b) Data regarding incomplete contract as on 31.03.18 is listed below:

Contract price	1,350,000
Work certified	900,000
Estimated cost of contract completion	1,080,000
Cash received	720,000
Uncertified work	63,000
Contract cost (till 31.03.18)	855,000

Calculate the profit to be credited to the P&L for the year ended 31.03.18.

(5+5=10)

6.
a) As per a factory's job cost ledger, a Job incurred the following prime costs:

Direct material: 75 kg at Rs.120 per kg
Direct wages: dept A: 23 hrs at Rs.190 / hr
dept B: 32 hrs at Rs.170 / hr
Budgeted OH for the month (i.e., standard)
dept A: Rs.42000 for 1000 direct labour hrs
dept B: Rs.54000 for 1000 direct labour hrs
Total budgeted direct labour hrs for factory 3000
Total budgeted fixed expenses for factory Rs.45000

Calculate the cost of the Job.

- b) A standard product is manufactured through 3 successive processes, P₁ P₂ and P₃. September-2018 data in Rupees is given below.

Prepare a process cost sheet if 20 units are produced in September-2018.

	P ₁	P ₂	P ₃
Materials consumed	50,000	20,000	7,500
Wages recorded	40,000	70,000	45,000
Other direct costs	10,000	25,000	12,500

Overheads for September-2018 amounting to Rs.38,750 is recoverable on wages basis.

(5+5=10)

7.
a)
i. A product's budgeted and actual sales are as follows. Calculate the various sales variances.

Budgeted sales		Actual sales	
Qty	Price	Qty	Price
710000	152	725000	147

- ii. A product's standard and actual inputs are as follows. Calculate the various material variances.

Standard input of material: 760 kg @ Rs.142 per kg

Actual input of material: 765 kg @ 139 per kg

- b) A firm sells its product for Rs.155 per unit and the annual sales are budgeted at 27,000 units. Fixed costs are Rs.1,000,000 annually, and variable cost is Rs.85 per unit.

- i. What is the profit or loss of the firm and the P/V ratio?
ii. Find the break-even point (in units and Rupees) and margin of safety

(5+5=10)

8.
From the following information, prepare a cash budget for the period from 1st April 2019 to 31st July 2019.

	Credit Sales	Credit Purchase	Expenses
February	32000	17000	10000
March	37000	18400	11600
April	42000	20000	13100
May	49000	24000	15200
June	36000	18000	10980
July	36400	19600	11200

Additional information:

- Expected cash balance as on 1st April Rs.2100
- Expected cash sales per month Rs.30000
- Expected cash purchases per month Rs.12000
- Credit period allowed to debtors / by creditors - 2 months
- Lag in payment of expenses - 1 month
- Lag in payment of selling commission (at 10% on credit sales only) – 1/2 (half) month
- Machinery costing Rs.100,000 is due for delivery in July, payable 35% on delivery and the balance after six months
- Advance tax of Rs.50,000 each is payable in March and June

(10)

1stYear (Sem-II) BBA University Examination, 2019
(1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)

SUBJECT: ORGANIZATIONAL BEHAVIOUR

PAPER: Theory (BBA 203)

TIME: 2hrs

FULL MARKS: 50

Answer any five questions; each question carries equal marks.

1.

Identify and critically analyse the personality of the given protagonist:

Aisha is very aggressive but also known as most dynamic persona in advertising world. She is mostly chasing her target and never satisfied with the client's appreciation. None of the colleagues has ever seen her to enjoy leisure time. Many a times she is multitasking and inevitably, out of stress, found to shouting at people. At the age of 24, she won Young Achievers Award and Best AdGuru Accolade, twice. She seems to be unstoppable and always thriving for success. Though these have taken a toll on her health, as her cholesterol level is shooting very high. Also her liaison with colleagues is quite gushy and brings uncalled for situations and confrontations.

(10)

2.

As per **OCEAN Model of The Big Five Personality test**, critically explain the implications of following scores:

- A) A very low scorer of E.
- B) A very high scorer of A.
- C) A very high scorer C.
- D) A moderately good scorer of N.
- E) A high scorer of O.

(5×2=10)

3.

Critically justify following incidents under positive reinforcements, negative reinforcements, punishment and extinction:

- A) Parking the car in right parking lot to avoid reprimand from higher authority.
- B) Giving private tuition to students to enhance knowledge and personal attention.
- C) System of debarring students from yearly promotion in higher classes, if the attendance is lower than 80%.
- D) Training of employees
- E) 10% excess sales than the given target giving employees a chance to win incentives.

(5×2=10)

4.

Critically analyse the case and comment on the given question:

In terms of re-inforcement theory, explain what is happening here and what the Vice Chancellor needs to do to get the meeting started on time.

MR. VICE CHANCELLOR NEEDS LEARNING THROUGH DOINGS

Often changes surface the organizations with the new Heads of the Organizations. So is true in case of an infant Central University in the North-Eastern Region of India. As the Vice Chancellors in the University system are migratory birds for a certain period of 3 or 5 years to stay in the University, the previous Vice Chancellor left and the New Vice Chancellor joined the University with his own type of mission and vision for the University. He, from his first day in the University, started thinking and working to achieve his mission and vision. In order to monitor the things/ happening in the University in right direction, he formed an informal

[P.T.O]

advisory committee consisting of some 20 Professors of the University. He also evolved a modus operandi for this advisory committee. Fortnightly, he started holding meetings with the group of advisory committee in order to keep them informed and teach them the specifics of any new change in the Government and the University Grants Commission policies and procedures that might affect their work. He also used to discuss priorities and assignments for them. This meeting was also a time and place when the members can share some of the problems and concerns of their respective departments. The meeting is scheduled to begin at 3 P.M. sharp every second and fourth Saturday of the month. Initially, when it was non-teaching duration, the members came on time. Lately, when classes in the Semester System gained momentum, the members have been filtering in every five minutes or until almost 4 P.M. This made the Vice Chancellor delay the start of the meeting until all the members arrive. During the last few weeks when classes are running in full swing, the meetings have not started until 4 P.M. In fact, at 3 P.M., nobody has shown up. The Vice Chancellor could not understand what has happened. The facts unknown to him were mainly missing a single class in the semester system costs as lot, most of the Professors-Members were two-in-one i.e, the Deans of the Schools and the Heads of the Departments, and non-availability of transport after 5 PM from the University Campus to the city with a distance of 20 kms. Though the Vice Chancellor was seeing the crowd of the students, teachers and non-teaching employees standing by the road-side waiting for highly irregular public transport, everyday while passing through the bus stop in his black glass official vehicle, but was oblivious to think over how they will come back to the city which is 20 kms away from the Campus. The Vice Chancellor was only concerned how to conduct the Advisory Committee meetings on time. For a moment, he thought to start meeting at 3 P.M. so that meeting is over by 5 P.M. before all, the advisory committee is informal and, thereby, the members are volunteers by nature, and, therefore, he cannot push them or make them get to the meetings on time. On the other hand, the Professor- members, who are in no way less qualified than the Vice Chancellor, didn't care for these advisory committee meetings which are not under the purview of their official duties or jobs.

(10)

5.

- a) The behavior of employees is considered to be highly predictable and stable. Do you agree with this statement? Why?
- b) Organizational behavior is an applied behavior science. Justify.

(4+6=10)

6.

- a) Managers need to understand a wide range of behavior to address any form of employee dissatisfaction. Why?
- b) As a manager, would you prefer intrinsic or extrinsic motivation?

(5+5=10)

7.

- a) Critically examine Maslow's need-hierarchy theory.
- b) Motivation is just one of the several factors that influence productivity. Do you agree?

(8+2=10)

8.

- a) Leaders can make a difference in end results such as performance, goal attainment and individual development. Do you agree?
- b) Feidler suggests that when leaders can recognize situations in which they are more successful, they can begin to modify their own situations. Do you agree with Fiedler?

(5+5=10)

1stYear (Sem-II) BBA University Examination, 2019
(1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: BUSINESS LAW
PAPER: Theory (BBA 204)

TIME: 2hrs**FULL MARKS: 50****Answer any five questions; each question carries equal marks.**

1.

As per the Indian contract Act 1872, a contract is valid when all the essential elements of contract are present. Explain these elements of contract with suitable example.

“All agreements are not contract but all contracts are agreements”. Critically examine this statement with example.

(6+4=10)

2.

A contract to be effective must be communicated to the offeror. But an exception exists with respect to Unilateral contracts. Explain this exception with a suitable case law.

Consideration is an act of abstaining from doing something. Explain this statement with appropriate example.

“No consideration no contract” and “consideration need not be adequate” justify these statements with appropriate examples.

[4+3+3=10]

3.

As per the Indian Contract Act 1872, all the parties to a contract are not competent to enter into contract. In the light of the above statement state the law relating to competence of the parties to enter into a contract.

Discharge of a contract happens when the obligations to the contract come to an end.

Explain different modes of discharge of a contract with suitable examples.

[4+6=10]

4.

An agreement to be effective must not be expressly declared to be void. Discuss the void agreements under the Indian contract Act 1872.

Explain the differences between Wagering agreements and Insurance contracts with example.

“Suit for injunction is a consequence of breach of contract”. Examine this statement critically with suitable example.

[5+2+3=10]

5.

In sale ownership is transferred to the buyer immediately but in agreement to sale ownership is transferred on a later date. Explain the differences between sale and agreement to sale.

Caveat Emptor means Buyer be aware. Critically explain the statement with examples.

Condition and warranty are two different aspects of Contract of Sale. State the differences between these two aspects.

[5+3+2=10]

6.

Sale is complete when the ownership in the property passes from the seller to the buyer. Describe the primary rules of passing of ownership of goods from the seller to the buyer as per Sale of Goods Act 1930.

Performance of the contract of sale depends on the delivery of goods to the buyer.

Explain various rules regarding the delivery of goods.

[5+5=10]

[P.T.O]

7.

Explain with example the rights of Bailor.

Explain with suitable example the duties of Bailee.

Critically examine how Bailment is different from Pledge.

[4+4+2=10]

8.

A gives B's car to C for use without B's knowledge or permission. B sues C and receives compensation. Is C entitled to recover his losses from A. Explain.

Explain the features of contract of guarantee.

[5+5=10]

1stYear (Sem-II) BBA University Examination, 2019
 (1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: MANAGERIAL ECONOMICS (MACRO)
PAPER: Theory (BBA 205)

TIME: 2hrs

FULL MARKS: 50

Answer any five questions; each question carries equal marks.

1.

Critically differentiate between government purchases and transfer payments. Give one example of each. Explain the different problems of National Income accounting.

(5+5=10)

2.

Within the IS-LM model show how income and the interest rate are affected by each of the following.

- a) An increase in government spending.
- b) An autonomous decline in investment spending.
- c) An increase in taxes.
- d) An increase in money supply.

(2.5x4=10)

3.

What are the implications of Milton Friedman theory of the natural rate of unemployment for the effectiveness of economic stabilization policies? Is there is any difference between Milton Friedman's and Keynesian view of short run Phillips curve?

(6+4=10)

4.

Critically discuss different programs of alleviation of poverty. Explain the tools to measure relative poverty with suitable example.

(5+5=10)

5.

"Economic growth is a necessary condition for Development. However, it is not sufficient condition". Elucidate. Discuss in this context the evolution of the concept of economic Development. UNDP's Human Development Index is a widely accepted quantitative measure for economic development. Discuss the parameters considered for the construction of HDI for developing economies.

(2+4+4=10)

6.

Discuss the characteristics of underdevelopment for poor developing economies. Do you think that rapid population growth is a retarding influence on the development of many poor underdeveloped countries? Explain with the help of an appropriate model. Is critical minimum effort a solution to the crisis? If yes, how?

(3+5+2=10)

7.

Critically discuss Rostow's stages of growth theory.

(10)

8.

What in your opinion is the role of Agriculture in economic development of developing economies of the world? What is meant by the term "Dual Economy"? Discuss the crucial role of capitalist surplus in the development process of developing economies in light with the models of economic development with unlimited supplies of labour.

(3+1+6=10)

1stYear (Sem-II) BBA University Examination, 2019
(1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: FUNDAMENTALS OF HUMAN RESOURCE MANAGEMENT
PAPER: Theory (BBA 206)

TIME: 2hrs

FULL MARKS: 50

Answer any five questions; each question carries equal marks.

1.
"Many top level managers and professionals believe that the best way to develop the future effective professionals needed in HRT is to take employees with a business point of view and train them".

- a) Discuss what is meant by 'future effective professionals' and their effectiveness that helps business gain competitive advantage.
- b) In this context, enumerate the competitive challenges that influence HRM.

[4+6=10]

2.
"Traditionally, HRM practices were developed and administered by the company's HR department. Line managers are now playing a major role in developing and implementing HRM practices".

- a) In the light of the above statement, discuss some of the traditional HRM practices.
- b) Explain why you think non-HR managers are becoming more involved in developing and implementing HR practices.

[6+4=10]

3.
It is said when recruiting for your startup company; you should choose the right people who can make the difference in how successful your new company is. After all, at the end of the day, you bet on people not on strategies.

Steve Wynn has rightly said "Human resource isn't a thing we do. It's the thing that runs our business."

- a) Based on the above, highlight the strategic importance of recruitment in a start-up.
- b) Also, explain the constraints and challenges in recruiting the right candidate for a start-up.

[5+5=10]

4.
"Induction program is a process used within many businesses to welcome new employees to the company and prepare them for their new role".

- a) Explain how induction programs help in the effective integration of the employee into the organization.
- b) Discuss how these programs can also play a critical role under the socialization to the organization in terms of organizational commitment.

[5+5=10]

[P.T.O]

5.

“The fact that organizations differ in their business and HR strategies suggests that the most effective compensation strategy may differ from one organization to another”.

- a) In the light of the above statement, highlight some of the effective compensation strategies commonly used by organizations?
- b) Do you agree that an effective pay strategy can substantially promote an organization’s success? Explain.

[5+5=10]

6.

- a) Azim Premji says the important thing about outsourcing or global sourcing is that it becomes a very powerful tool to leverage talent, improve productivity and reduce work cycles. Give the relevance of outsourcing housekeeping services in a residential b-school.
- b) Elaborate on the external factors that govern recruitment of a woman as a technical staff for an electronics company that is dominated by male employees.

[5+5=10]

7.

Warren Buffet believes in looking for people to hire, one should look for three qualities, integrity, intelligence, and energy. He believes if anyone doesn’t have the first; the other two will kill him/her.

- a) With Warren Buffet’s belief in the backdrop throw light on integrity issues and ethical dilemma faced by the HR manager of a medical diagnostic centre.
- b) Elaborate on the external factors that govern recruitment of a woman as a technical staff for an electronics company that is dominated by male employees.

[5+5=10]

8.

Critically analyze how changes to benefits can have a tremendous impact on employees and retirees. In this context, also explain why employers carry a significant social responsibility in making benefits decisions.

[6+4=10]

1stYear (Sem-II) BBA University Examination, 2019
(1st/2nd Semester/Repeat/Supplementary/ Spl Supplementary/Old /Annual/Bi-Annual)
SUBJECT: COMPUTER PROGRAMMING LAB
PAPER: Practical (BBA 207P)

TIME: 3hrs

FULL MARKS: 50

[Group A]

All Questions are Compulsory.

1.
Write a program in C to sort n number of elements in descending order using Selection Sort technique. (15)

2.
a) Write a program in C to check whether the entered year is a Leap year or not.
b) Write a program to enter total rows through keyboard and print the pattern according. For example if total rows=4 then the pattern will be as follows:

```
      1
     1 2 3
    1 2 3 4 5
   1 2 3 4 5 6 7
```

(5+10=15)

3.
Viva Voce (10)

4.
File Record (10)

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SUBJECT: COMPUTER PROGRAMMING LAB
PAPER: Practical (BBA 207P)

TIME: 3hrs

FULL MARKS: 50

[Group B]

All Questions are Compulsory.

1.

Write a program in C to enter a string through keyboard and then print the string in reverse order. Don't use string library function to reverse the string.

(15)

2.

- a) Write a program in C to check whether the entered character is a capital case, small case, digit or a symbol.
- b) Write a program to check whether the entered number is a prime number or not.

(5+10=15)

3.

Viva Voce

(10)

4.

File Record

(10)

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SUBJECT: COMPUTER PROGRAMMING LAB
PAPER: Practical (BBA 207P)

TIME: 3hrs

FULL MARKS: 50

[Group C]

All Questions are Compulsory.

1.
Write a program in C to check whether the entered string is Palindrome or not. Don't use string library function to perform the operation. (15)

2.
 - a) If a 4 digit number is entered through the keyboard, write a program in C to add first and last digit of the number.
 - b) Write a program to enter total rows through the keyboard and print the pattern according. For example if total rows=4 then the pattern will be as follows:

```
      1
     2 3 4
    5 6 7 8 9
   10 11 12 13 14 15 16
```

(5+10=15)

3.
Viva Voce (10)

4.
File Record (10)

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SUBJECT: COMPUTER PROGRAMMING LAB
PAPER: Practical (BBA 207P)

TIME: 3hrs

FULL MARKS: 50

[Group D]

All Questions are Compulsory.

1.
Write a program in C to sort n number of elements in ascending order using Bubble Sort technique. (15)

2.
a) Write a program in C to check whether the entered number is Palindrome or not

b) Write a program in C to enter three sides of a triangle and print the area.
Use the following formula to calculate area of the triangle.

Area= $\sqrt{s(s-a) * (s-b) * (s-c)}$ where $s=\frac{a+b+c}{2}$ and a, b, and c are three sides of the triangle.

(10+5=15)

3.
Viva Voce (10)

4.
File Record (10)