B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

TRAINING AND DEVELOPMENT

Time : Three hours   Maximum : 70 marks

SECTION A – (5 × 4 = 20 marks)

Answer any FIVE of the following.

1.   Need for Training

2.   Training policy

3.   Conference method of training

4.   Purpose of development

5.   Management games

6.   On the job training

7.   Training manager

8.   Need for coaching

SECTION B – (5 × 10 = 50 marks)

Answer the following questions.

9.   (a)   Do you support the concept of training for newly recruited employees? Give reasons.

Or

    (b)   Outline the various objectives of training.

10. (a)   Discuss the need and importance of support material in the process of training.

Or

(b) What is meant by learning? What are the principles of learning?

11. (a) What are the advantages of training by supervisors?

Or

(b) "Audio-visual aids play a vital role in the success of training programme". Discuss.

12. (a) What are the objectives of conducting management development programmes?

Or

(b) Outline the factors which are inhibiting development.

13. (a) Define 'counselling'. Explain about various methods of counselling.

Or

(b) What are the objectives of sensitivity counselling?

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B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

BUSINESS LAW

Time : Three hours   Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following.

1.   Valid Contract

2.   Articles of Association

3.   Meaning of Factory

4.   Rules of Transfer of property

5.   Consumer Councils

6.   Conditions and warranties

7.   Capacity of parties of contract

8.   Company prospectus

SECTION B — (5 × 10 = 50 marks)

Answer ALL the questions.

9.   (a)   Explain with examples about Offer and Acceptance.

Or

     (b)   What are the remedies available for Breach of Contract?

10. (a)   What are the contents of Memorandum of Association?

Or

     (b)   Briefly explain the provisions of the Companies Act, 2013.

11. (a) What are the Health and Safety measures provided to the workers as per the Factories Act?

Or

(b) What are the Non statutory welfare measures mentioned in the Factories Act, 1948?

12. (a) What are the essentials of sale of contract?

Or

(b) Who is an unpaid seller? What are his Rights?

13. (a) Outline the objectives of the Consumer Protection Act.

Or

(b) What are the objectives of the Essential Commodities Act?

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B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

MICRO, SMALL AND MEDIUM ENTERPRISE MANAGEMENT

Time : Three hours   Maximum : 70 marks

SECTION A – (5 × 4 = 20 marks)

Answer any FIVE of the following.

1.   Concept of MSMES.

2.   Registration with DIC.

3.   Capital Estimation.

4.   Need for venture capital.

5.   BIFR.

6.   Concept of Rural Industry.

7.   SISI.

8.   Feasibility study.

SECTION B – (5 × 10 = 50 marks)

Answer the following questions.

9.   (a)   Discuss the need and importance of small and Medium Enterprises in Indian Economy.

Or

(b)   What are the incentives provided by the Government for backward area development?

10.   (a)   Evaluate the process involved in project Identification.

Or

(b) Outline the factors which are influencing the location of MSMES.

11. (a) Briefly write about finance functions reformed in MSMES.

Or

(b) Do you support the concept of subsidies and incentives for small and medium enterprises? Give reasons.

12. (a) What factors are responsible for sickness in small and medium enterprises?

Or

(b) Suggest some remedial measures to overcome sickness in small and medium enterprises.

13. (a) Define 'Ancillary Industry.' What are the objectives of Ancillary Industries?

Or

(b) Examine the problems of Artisans in AP.

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B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

INTERNATIONAL BUSINESS

Time : Three hours   Maximum : 70 marks

SECTION A – (5 × 4 = 20 marks)

Answer any FIVE of the following.

1.   Need for international business

2.   Euro market

3.   Disequilibrium in BOP

4.   ASEAN

5.   Mate receipt

6.   NAFTA

7.   Letter of credit

8.   Options market

SECTION B – (5 × 10 = 50 marks)

Answer the following questions.

9.   (a)   Distinguish between domestic trade and international trade.

Or

      (b)   What are the various issues involved in international business?

10.   (a)   What are the various operations of foreign market?

Or

      (b)   Outline the factors which are influencing exchange rate fluctuations.

11. (a) What measures are required to bring back equilibrium in BOP?

Or

(b) Discuss about the methods available for exchange control.

12. (a) What factors are responsible for the formulation of WTO?

Or

(b) Explain about different types of trade blocks.

13. (a) What are the principal documents required in the process of exports?

Or

(b) Outline the provisions of the recent EXIM policy in India.

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B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

COST AND MANAGEMENT ACCOUNTING

Time : Three hours   Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1.   Scope of management accounting

2.   Incremental revenue

3.   Economic order quantity

4.   Piece Rate system

5.   Trend analysis

6.   Importance of Ratio Analysis

7.   Types of Financial Statements Analysis

8.   Margin of Safety

SECTION B — (5 × 10 = 50 marks)

Answer ALL the following questions.

9.   (a)   Explain briefly the tools and techniques used in management accounting.

Or

      (b)   Distinguish between cost accounting and management accounting.

10. (a) What do you mean by ABC Analysis? What are its advantages?

Or

(b) The following information is extracted from the stores ledger

Material X

Opening stock   Nil

Purchases :

Jan-1   100 @ Re 2 per unit

Jan-20th   100 @ Re 3 per unit

Issues :

Jan-22   60 for Job w 16

Jan-23   60 for Job w 17

Complete the receipts and issues valuation by adopting the FIFO and LIFO. Tabulate the values allocated to Job W 16 Job W 17 and the closing stock under the above said methods.

11. (a) Explain the different types of financial statement analysis that can be made in a business concern.

Or

(b) Following are given balance sheets as on 31st March 2020 and 2021 of Delhi metal work's company. You are required to prepare a comparative balance sheet showing increase/decrease in amounts of each item and the percentage change there of

Balance Sheets

Liabilities	31st March 2020	31st March 2021	Assets	31st March 2020	31st March 2021
Equity share capital	1,800	2,400	Current assets		
Capital reserve	240	440	Debtors	1,000	760
General reserve	888	850	Cash	450	40
Sinking fund	160	220	Stock	640	520
Debentures	1,000	1,500	Others	128	152
Current liabilities :			Investment	1,200	800
Sundry creditor	1,200	500	Furniture	136	72
Others	28	40	Building	1,240	3,144
			Land	280	386
			Others assets	242	076
	5,316	5,950		5,316	5,950

12. (a) What is meant by Ratio? Explain the classification of ratios.

Or

(b) The following figures are available of XYZ company for the year ended 31st March 2021.

Net profit before interest and tax Rs. 2,75,000, net profit after tax Rs. 2,20,000, net profit after interest and tax Rs. 1,10,000 preference dividend Rs. 35,000; capital employed Rs. 11,00,000; total assets Rs. 12,65,000 ; net worth (or) equity shareholders fund 7,50,000.

Calculate :

(i)   Return on capital employed

(ii)   Return on total assets

(iii) Return on shareholders funds

13. (a) What is costing? Explain different techniques of costing.

Or

(b) Asian company produces a single article. Following cost data is given about its products.

Selling price/unit   Rs. 40

Marginal cost/unit   Rs. 24

Fixed cost p.a.   Rs. 16,000

Calculate :

(i)   P/V Ratio

(ii)   BE (sales)

(iii) Sales to earn a profit of Rs. 2000

(iv)   New Break even sales if price in reduced by 10%

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(405BBA21)

B.B.A. DEGREE EXAMINATION, OCTOBER/NOVEMBER 2024.

Fourth Semester

FINANCIAL SERVICES

Time : Three hours   Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following.

1. Credit Rating Agencies

2. Lease equation

3. Concept of Venture Capital

4. Concept of Equity Support

5. Meaning of Mortgage

6. Consumer Durables

7. Determination of NAV

8. Import Leasing

SECTION B — (5 × 10 = 50 marks)

Answer the following questions.

9. (a) What do you understand by Financial Services? Explain about the need for the study of Financial Services.

Or

(b) Define 'Mutual Fund'. Give a classification of Mutual Funds.

10. (a) What is meant by Factoring? Examine in detail about Factoring services in India.

Or

(b) "Factoring and forfeiting play a vital role in Financial Services". Discuss.

11. (a) What are the contents of Hire Purchase Assessments?

Or

(b) What is Leasing? Describe about various types of Lease.

12. (a) Outline the advantages and disadvantages of Credit Cards.

Or

(b) Discuss the need and importance of Consumer Finance in India.

13. (a) What are the guidelines available for extending Refinance support to Housing Finance?

Or

(b) What are the functions of National Housing Bank?

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