

(401BBA21)

B.B.A. DEGREE EXAMINATION, JUNE/JULY 2025.

Fourth Semester

TRAINING AND DEVELOPMENT

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1. Why is training necessary for employees?
2. Who is responsible for conducting training programs in an organization?
3. Explain the importance of a training policy in an organization?
4. What is vestibule training? Explain its benefits?
5. What is the importance of employee development?
6. Define management development and explain its objectives.
7. How do management games help in employee training?
8. Explain the concept of in-basket training.

SECTION B — (5 × 10 = 50 marks)

Answer ONE from each unit the following questions.

9. (a) Discuss the need for training in modern organizations in detail.
Or
(b) How does training contribute to organizational success?
10. (a) Describe the process of developing an effective training program in detail.
Or
(b) Discuss the different types of training provided for different categories of employees

11. (a) Explain the various on-the-job training methods with examples in detail.
Or
(b) How do case studies and team discussions enhance learning in training programs.
12. (a) Explain the purpose and components of management development programs in detail.
Or
(b) How do organizations design and execute employee development initiatives?
13. (a) Discuss different coaching and counselling methods used in organizations in detail.
Or
(b) What is the role of special projects in enhancing managerial skills in detail?
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B.B.A. DEGREE EXAMINATION, JUNE/JULY 2025.

Fourth Semester

BUSINESS LAW

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1. Define a contract and list its essential elements?
2. Differentiate between void, voidable, and valid contracts.
3. Define a company and explain its characteristics.
4. Differentiate between a public company and a private company.
5. Define a factory as per the Factories Act, 1948.
6. Define a contract of sale and its essential elements.
7. Differentiate between a sale and an agreement to sell.
8. What is the purpose of the Essential Commodities Act?

SECTION B — (5 × 10 = 50 marks)

Answer ONE from each unit the following questions.

9. (a) Discuss the rules regarding offer and acceptance in a contract. (10)
Or
(b) What are the different types of contracts? Explain with examples. (10)
10. (a) Discuss the differences between the Memorandum of Association and Articles of Association. (10)
Or
(b) Describe the different types of resolutions passed in company meetings. (10)

11. (a) Discuss the importance of welfare provisions under the Factories Act.
(10)

Or

(b) How does the Factories Act ensure the safety of workers? Explain with examples.

(10)

12. (a) Discuss the differences between conditions and warranties with examples.
(10)

Or

(b) Describe the essentials of a valid sale contract under the Sale of Goods Act.
(10)

13. (a) Explain the functions and powers of the District Forum, State Commission, and National Commission. (10)

Or

(b) What are the rights of consumers under the Consumer Protection Act?
(10)

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Fourth Semester

MICRO, SMALL AND MEDIUM ENTERPRISES MANAGEMENT

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1. How does the government support SMEs in backward area development?
2. What incentives are provided by the government to promote SMEs?
3. Why is registration with the District Industries Centre (DIC) necessary?
4. How do subsidies and incentives help SMEs?
5. What is venture capital and how does it support SMEs?
6. What is the role of the Board for Industrial & Financial Reconstruction(BIFR)?
7. What is the role of SIDO in promoting small-scale industries?
8. What are the functions of SSIDC in supporting small industries?

SECTION B — (5 × 10 = 50 marks)

Answer ONE from each unit the following questions.

9. (a) Discuss the role of SMEs in India's economic growth in detail.
Or
(b) How do government policies and incentives help in the development of SMEs?
10. (a) How do KIADB and TEKSOC contribute to industrial development?
Or
(b) Describe the importance and steps in preparing a project report.

11. (a) Discuss the financial management functions in SMEs, including sources of finance?

Or

- (b) Explain the role of human resource management in SMEs in detail.
12. (a) Explain the reasons for sickness in small and medium enterprises in detail.

Or

- (b) What remedial actions can be taken to revive sick SMEs in detail?
13. (a) Discuss the role of ancillary industries in industrial development.

Or

- (b) What are the prospects for small-scale industries in India in detail?
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B.B.A. DEGREE EXAMINATION, JUNE/JULY 2025.

Fourth Semester

INTERNATIONAL BUSINESS

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1. What is international trade, and how does it differ from domestic trade?
2. Explain the need for international business?
3. What are the key factors influencing foreign exchange rate fluctuations?
4. Explain the concept of LIBOR and MIBOR in the Euro market?
5. What are the key components of the Balance of Payment (BOP)?
6. Differentiate between SAFTA and NAFTA?
7. What are the advantages of WTO membership for developing countries?
8. What is a Letter of Credit, and how does it facilitate trade?

SECTION B — (5 × 10 = 50 marks)

Answer ONE from Each unit the following questions.

9. (a) Explain the impact of globalization on international trade.

Or

(b) How does international trade benefit a country's economy in detail?
10. (a) How do foreign exchange markets operate? Discuss the role of different participants?

Or

(b) Explain the differences between spot, future, forward, and option markets with examples.

11. (a) Discuss the reasons for disequilibrium in the BOP and the measures to restore equilibrium.

Or

- (b) Describe the various methods of exchange control used by government in detail.
12. (a) What are trade blocks? Explain different types of trade blocks with examples?

Or

- (b) Compare the economic conditions and trade commodities of LAFTA, SAFTA, NAFTA, ASEAN, CARICOM. and the EU?
13. (a) Discuss the principal and auxiliary documents required for international trade.

Or

- (b) What are the different types of export incentives provided by the government?
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Fourth Semester

COST AND MANAGEMENT ACCOUNTING

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer FIVE of the following questions.

1. Define Management Accounting and explain its nature.
2. Differentiate between Financial Accounting and Management Accounting.
3. What is Material Control? Explain its objectives?
4. Define ABC Analysis and explain its significance in inventory management.
5. Differentiate between Comparative Statements and Common Size Statements.
6. Define Accounting Ratios and explain their importance in financial analysis.
7. What are the limitations of Ratio Analysis?
8. Differentiate between Marginal Costing and Absorption Costing.

SECTION B — (5 × 10 = 50 marks)

Answer ONE from each Unit the following questions.

9. (a) Compare and contrast Financial Accounting, Cost Accounting, and Management Accounting with suitable examples?
Or
(b) Define Cost Classification and explain different types of cost classifications used in accounting.
10. (a) Explain the FIFO, LIFO, and Weighted Average methods of material pricing with suitable examples?
Or
(b) The following details relate to a worker in a factory :
 - Time allowed for a job = 10 hours
 - Time taken = 8 hours
 - Rate per hour = Rs. 50
 - Bonus Scheme: Halsey Plan (50% of time saved) and Rowan PlanRequired : Calculate the total earnings of the worker under both Halsey and Rowan plans.

11. (a) Discuss the different methods of Financial Statement Analysis with examples.

Or

- (b) Given the following data for a company, prepare a Comparative Income Statement and analyse the financial performance :

Particulars	2023 (Rs.)	2024 (Rs.)
Sales Revenue	5,00,000	6,50,000
Cost of Good Sold	3,00,000	3,80,000
Gross profit	2,00,000	2,70,000
Operating expenses	80,000	1,00,000
Net profit	1,20,000	1,70,000

12. (a) Explain Profitability Ratios and Solvency Ratios with formulas and interpretations.

Or

- (b) From the given information, calculate the following ratios: Current Ratio, Quick Ratio, and Debt-Equity Ratio.

Particulars	Amount (Rs.)
Current Assets	5,00,000
Inventory	1,50,000
Current Liabilities	2,50,000
Total Liabilities	7,00,000
Shareholders Equity	5,00,000

Required: Compute the ratios and interpret the company's liquidity and solvency position.

13. (a) Explain Break-even Analysis (BEP Analysis) and its importance in cost control and pricing decisions?

Or

- (b) A company provides the following details:

- Selling Price per unit = Rs.50
- Variable Cost per unit = Rs.30
- Fixed Costs = Rs. 2,00,000

Required :

- (i) Calculate Contribution per unit, P/V Ratio, and BEP (in units and sales Rs.)
- (ii) Find the Margin of Safety, if actual sales are Rs. 6,00,000.

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Fourth Semester

FINANCIAL SERVICES

Time : Three hours

Maximum : 70 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE of the following questions.

1. Define credit rating agencies and their role in financial markets.
2. How is the Net Asset Value (NAV) of mutual funds determined?
3. Discuss the theoretical framework of factoring.
4. What is the difference between import leasing and cross-border leasing?
5. Define hire purchase and explain its advantages.
6. What are the different instruments used in consumer finance?
7. What is refinance support in housing finance?
8. Discuss the theoretical framework of factoring.

SECTION B — (5 × 10 = 50 marks)

Answer ONE from each Unit the following questions.

9. (a) Explain the role and functions of merchant bankers in financial services.

Or

- (b) What are the SEBI guidelines for new issues? Explain in detail.

10. (a) Explain the concept, advantages and disadvantages of factoring.

Or

- (b) Compare and contrast factoring and forfaiting with examples in detail.

11. (a) Explain the process of lease structuring and funding in detail.

Or

(b) Discuss the evaluation of hire purchase agreements in detail.

12. (a) Discuss the process of financing schemes for consumer durables in detail?

Or

(b) What is venture capital financing? Explain its significance for startups.

13. (a) Explain the role of NHB in housing finance and its key functions.

Or

(b) How does mortgage financing work? Explain with examples in detail.
