

BACHELOR OF BUSINESS ADMINISTRATION

Organizational Behaviour MODEL PAPER-1

PART-A(5*5=25)

Answer any Five of the questions

1. What is organizational behavior?
2. What is motivation?
3. What is personality?
4. What is job satisfaction?
5. What is perception?
6. What is group size?
7. What do you mean by oral communication?
8. What is organizational change?

PART-B(5*10=50)

Answer all questions

9. a) Explain the importance and scope of organizational behavior?
OR
b) Discuss the nature of organizational behavior?
10. a) Discuss the maslow's need hierarchy?
OR
b) Discuss the theories of personalities?
11. a) Explain different source of attitude?
OR
b) Discuss the principles of learning?
OR
12. a) Explain the impact of external factors on group behavior?
OR
b) What are the theories of leadership?
13. a) Write short notes on sources of power for individual? OR
b) What are the causes of conflicts?

BACHELOR OF BUSINESS ADMINISTRATION
Organizational Behaviour MODEL PAPER-II

PART-A(5*5=25)

Answer any Five of the questions

- 1 Define organizational behavior?
- 2 What is intrinsic motivation?
3. What do you mean by values?
4. Define job involvement?
5. What is learning?
6. What do you mean by group norms?
- 7 What is written communication?
- 8 Define organizational culture?

PART-B(5*10=50)

Answer all questions

9. a) Explain the characteristics of Organizational behavior?

OR

- b) Discuss the Herzberg's opposites of organizational behavior?

- 10 a) Discuss McGregor "X" and "Y" theory?

OR

- b) Explain different types of values in organizational behavior?

- 11 a) Explain formation of attitude?

OR

- b) Discuss the factors which effects learning?

- 12 a) What are the advantages and disadvantages of external communication?

OR

- b) Explain the essential qualities of a good leader?

- 13 a) Write short notes on power and politics?

OR

- b) What are the sources of resistance to change?

FINANCIAL MANAGEMENT

PART-A (5*5=25)

Answer any five of the following questions:

1. What is financial management?
2. What is dividend decision?
3. What is payback period?
4. What is fixed capital?
5. What is inventory management?
6. What is capital structure?
7. What do you mean by stock dividend?
8. What is stable dividend policy?

PART-B (5*10=50)

Answer all the questions below

9. a) Explain scope of financial management?
OR
b) What are the advantages and disadvantages of wealth maximization?
10. a) Discuss the techniques of capital budgeting?
OR

b) The following two projects A and B requires an investment of 2,00,000 each. The income returns after tax for these projects are as follows:

Year	Project A	Project B
1	80,000	20,000
2	80,000	40,000
3	40,000	40,000
4	20,000	40,000
5	-	60,000
6	-	60,000

Using the following criteria, determine which of the projects is preferable:

- I. Payback period
- II. ARR Method
- III. Present value approach, if the company's cost of capital is 10%

Year	1	2	3	4	5	6
Disc. factor	0.909	0.826	0.751	0.683	0.621	0.564

11. a) Explain the principles of working capital.

OR

b) Archita Ltd, sells its products at gross profit to 20% on sales. The following information extracted from Company's annual accounts for the year ended 31-03-2021.

Sales at 3 months credit: 40,00,000

Raw material: 12,00,000

Wages paid (15 days in arrears) : 9,60,000

Manufacturing expenses (paid one month in arrears):12,00,000

Administrative expenses (paid one month in arrears):4,80,000

Sales promotion expenses payable half year in advance : 2,00,000

The company enjoys one month credit from the suppliers of raw materials and maintains two months stock of raw materials and half month finished goods stock. Cash balance is 1,00,000. Find out net working capital requirements from the company.

12. a) What are the factors influencing of capital structure?

OR

b) A company has on its books the following amounts and specific costs of each type of capital.

Type of capital	Book Value	Market Value	Specific Costs (%)
Debt	4,00,000	3,80,000	5
Preference	1,00,000	1,10,000	8
Equity	6,00,000	12,00,000	15
Retained Earnings	2,00,000		13
	13,00,000	16,90,000	

Determine the weighted cost of capital using:

- i. Book Value Weights and
- ii. Market Value Weights

How are they differing? Can you think of a situation where the weighted average cost of capital would be the same using either of the weights?

13. a) Explain different forms of dividend.

OR

b) From the following information supplied to you determine the theoretical market value of equity shares as per Walter's model.

Earnings of the company: 5,00,000

Dividend paid: 3,00,000

Number of shares outstanding: 1,00,000

Rate of return on investments: 15%

Cost of equity: 12.5%

Are you satisfied with current dividend policy? If not, what should be the optimal dividend payout ratio in this case?

FINANCIAL MANAGEMENT

PART-A (5*5=25)

Answer any five of the following questions:

1. Define financial management?
2. What is financial decision?
3. What is NPV?
4. Define working capital?
5. What is EOQ?
6. What is capital structure?
7. What do you mean by optimal capital structure?
8. What is regular dividend policy?

PART-B (5*10=50)

Answer all the questions below

9. a) Explain the various steps of financial planning?

OR

- b) What are the advantages and disadvantages of profit maximization?

10. a) Discuss the modern techniques of capital budgeting?

OR

b) An enterprise can make either of two investments at the beginning of 2020. Assuming that the required rate of return is 10% p.a. Evaluate the investment proposals as under.

Particulars	Project A	Project B
Cost of investment	40,000	56,000
Life	4 years	5 years
Scrap value	Nil	Nil
Net income(after depreciation and tax)		
End of 2015	1,000	-
End of 2016	4,000	6,800
End of 2017	7,000	6,800
End of 2018	5,000	6,800
End of 2019	.	6,800

Using the following criteria, determine which of the projects is preferable:

- I. Payback period
- II. ARR Method
- III. Profitability index

It is estimated that each of the alternative projects will require an additional working capital of 4,000 which will be in full after the expiry of the project life. Depreciation is charged under straight line method.

The present value of re.1 to be received at the end of each year at 10% p.a is given below.

Year	1	2	3	4	5
Present value	0.909	0.826	0.751	0.683	0.621

11. a) Explain the factors determining of working capital.

OR

b) Foods Ltd. is presently operating at 60% level producing 36,000 packets of snack foods and proposes to increase the capacity utilization in the coming year by 33 1/3% over the existing level of production.

The following data has been supplied.

i. Unit of cost structure of the product at current level:

Raw material: Rs. 40

Wages: 20

Variable overheads: 10

Fixes overheads: 10

Profit: 30

Selling Price: 120

- ii. Raw material will remain in store for one month before being issued for production. Material will remain in process for further one month. Suppliers grant 3 months credit to the company.
- iii. Finished goods remain in go down for 2 months.
- iv. Debtors are allowed credit for 2 months.
- v. Lag in wages and overhead payments is one month.

Prepare a projected profitability statement and the working capital requirement at the new level, assuming that a minimum cash balance of Rs. 19,500 has to be maintained.

12. a) Discuss various capital structure theories?

OR

b) MN Ltd. has the following capital structure:

Equity capital (20,000) shares:	Rs. 40, 00,000
10% Preference share capital:	Rs. 10, 00,000
14% Debentures:	Rs. 30, 00,000
	Rs. 80, 00,000

- I. Compute the weighted Average cost of capital based on the existing structure.
- II. Compute the new weighted average cost of capital if the company raises an additional 20, 00,000 debt by issuing 15% debentures. This would increase the expected dividend to Rs. 3 and leave the growth rate unchanged but the price of share will fall to Rs. 15 per share.

13. a) What are the objectives of stock dividend?

OR

b) Given the following information about ABC limited, show the effect of the dividend policy on the market price of its shares, using the Walter's model:

Equity capitalization rate (K_e) = 12%

Earnings capitalization (E): Rs. 8

Assumed returns on investment (r) are as follows 1) $R = 15\%$ 2) $R = 10\%$

Show the effect of the different dividend policies on the share value of the firm, when dividends pay-out ratio is a) 0% b) 25% c) 75% d) 75% and e) 100%.

RETAILING

SECTION-A

(4 X 5=20)

Answer any four questions. Each question carries 5 Marks

- 1) Explain the roles of retailing?
- 2) Explain the types of retailing?
- 3) Discuss about the factors influencing the selection of location?
- 4) Explain about the store design and operations?
- 5) Explain about merchandise planning
- 6) Discuss about the services to customers?
- 7) Explain about visual merchandising?
- 8) Discuss about the enhancing customer loyalty?

SECTION B

(3 X 10 = 30)

Answer any three questions. Each question carries 10 Marks

- 1) Explain about the types of retailing?
- 2) Explain about the types of retail outlet?
- 3) Explain about the administration mechanism?
- 4) Discuss about the customer care & communication with customers?
- 5) Explain enhancing customer loyalty & sales promotion?

**BACHELOR OF BUSINESS ADMINISTRATION
HUMAN RESOURCE MANAGEMENT MODEL PAPER:1**

PART -A(5*5=25)

Answer any five of the following questions

1. What is human resource management.?
2. What is job analysis.?
3. What do you mean by reliability.?
4. What is group interview.?
5. What is placement.?
6. What is career planning.?
7. What do you mean by job evaluations.?
8. What is IHRM.?

PART-B (5x10=50 Marks)

Answer all the questions.

9. A) Explain the scope of human resource management.?
(OR)
b) Discuss the functions of human resource management
10. A) Explain the process of human resource planning ?
(OR)
b) Explain the various steps of process of recruitment.?
11. a) Explain the reasons and problems of transfer.?
(OR)
b) Explain the different methods of training .?
12. a) Discuss the various steps in career planning development.?
(OR)
b) Explain the process of performance appraisal .?
13. a) What are the functions of international human resource management.?
(OR)
b) Discusses the components of compensation system.?

BACHELOR OF BUSINESS ADMINISTRATION
HUMAN RESOURCE MANAGEMENT MODEL PAPER:II

PART -A(5*5=25)

Answer any five of the following questions

1. Define human resource management.?
2. What is job description.?
3. What do you mean by validity.?
4. Give the meaning of selection interview.?
5. What is induction ?
6. What do you mean by career development.?
7. What is performance appraisal.?
8. Expand PCNs HCNs and TCNs.?

PART-B (5x10=50 Marks)

Answer all the questions.

9. a) Explain the significance of human resource management.?
(OR)
b) Discuss the factor influence of human resource management.?
10. b) what are the advantages and disadvantages of human resource planning.?
(OR)
b) Explain various methods of recruitment.?
11. a) Explain different methods of promotion. ?
(OR)
B) Discuss various technique of training.?
12. a) Explain the objectives and principles of effective career planning.?
(OR)
b) Explain forced choice methods of performance appraisal.?
13. a) Explain the importance of quality of work life. ?
(OR)
b) Discuss the external and internal factors of compensation system.?

BACHELOR OF BUSINESS ADMINISTRATION
PERSONALITY ENHANCEMENT AND LEADERSHIP

MODEL PAPER-I SECTION-A

Answer any of the following 4 questions each question carries 4 marks(4*5=20)

1. Self-efficacy.?
2. Personality?
3. Personality inventories?
4. Self-respect techniques?
5. Autocratic or authoritarian style?
6. Transactional leadership?
7. Single traits tests?
8. Personality development?

SECTION-B

Answer the following questions Each question carries 10 marks (3*10=30)

9. What is personality? Discuss its nature.

(OR)

10. Write about Freud Psychodynamic theory of personality?

(OR)

11. Write about building self-confidence skills?

(OR)

12. How to enhance the personality skills?

(OR)

13. Explain about different leadership skills?

(OR)

14. Explain about the leadership qualities of J.R.D. Tata ?

BACHELOR OF BUSINESS ADMINISTRATION
HEALTH AND HYGIENE
MODEL PAPER-1

PART-A

Answer any 4 questions :4x5=20m

- 1.What are Micro&Macro Nutrients?
- 2.Define Food Pyramid?
- 3.Hypertension
- 4.Nutrition
- 5.What are the dietary sources of Carbohydrates?
- 6.Write about the principles of Public & Environment?
- 7.Define National Health Mission?
- 8.What is Hygiene?

PART-B

Answer any 3 questions :3x10=30m

- 1.what is balance diet ?Describe briefly about Nutrients ?
- 2.Explain about Diseases caused by Malnutrition?
- 3 differentiate between fat soluble vitamins & water soluble vitamins ?
- 4.Explain about the Role of Government & Public to prevent Epidemic &Pandemic situation ?
- 5.Write about the concept of Public Awareness through Digital media?

BACHELOR OF BUSINESS ADMINISTRATION

ENGLISH MODEL PAPER-1

Time: three hours.

Maximum: 75marks

1. **Answer any THREE of the following questions. (3×5=15)**

- a) what according to Paudit Nehru, the trust with destiny that Indian made?
- b) What do you greet people in formal , informal and semi-formal ways?
- c)who , according to the author, is "The greatest man of our generation". What is his ambition?
- d) Imagine that you are working at S.V Degree College as a lecturer.How do you introduce your friend to the Principal
- e) How do you introduce yourself to your Lecture on the first day of your College?

2. **Answer any THREE of the following questions.(3×5=15)**

- a) summarize Obama's speech "Yes We can".
- b)What did A.P.J Abdul Kalam say about success?
- c) Write a critical analysis of Obama's Victory Speech.
- d) How did A.P.J Abdul Kalam handle future?
- e) Imagine that you have to pay the college tuition fee?

3. **Answer any THREE of the following questions (3×5=15)**

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- a) Summarize Nelson Mandela's Interview with Larry King.
- b) Imagine that you are leaving for Mumbai. You seek information on the arrival of the train.
- c) Write a note on Nelson Mandela.
- d) How do you give information when a stranger approaches you to help him for the admission in your college?
- e) Give two phrases for agreeing and two phrases for disagreeing.

4. Answer any THREE of the following questions (3×3=15)

- a) Is Mr Ratan Tata an angry person? What has been the greatest frustration of him?
- b) Construct a dialogue between two friends about their career?
- c) What is the opinion of Mr Ratan Tata on Reliance Industries?
- d) Write instructions to prepare coffee.
- e) How do you direct when your junior requests you to show the way to Tulumala bus stand?

5. Answer any THREE of the following questions. (3×5=15)

- a) What was the message of 'you've got to find what you love'?
- b) What is a "How does it help students"?
- c) What did Steve Jobs love to do?
- d) Describe your native place.
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