

K19U 2292

Reg. No. :

Name :

V Semester BBA/BBA (TTM/BBA(RTM) Degree (CBCSS-Reg./Sup./Imp.)
Examination, November-2019
(2014 Admn. Onwards)

CORE COURSE

5B12 BBA/BBA(TTM)/BBA(RTM) : HUMAN RESOURCE MANAGEMENT

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer the **Four** questions. Each question carries $\frac{1}{2}$ mark. (4 $\times\frac{1}{2}$ =2)

1. What is E Recruitment?
2. What is Induction?
3. What is the meaning of KAIZEN?
4. What is JIT?

SECTION - B

Answer any **Four** questions. Each question carries 1 mark. (4 \times 1=4)

5. Distinguish Training & Development?
6. What is Discipline?
7. What is Job Analysis?
8. What is Performance Evaluation?
9. Define HRM.
10. What is Compensation planning?

P.T.O.

**SECTION - C**

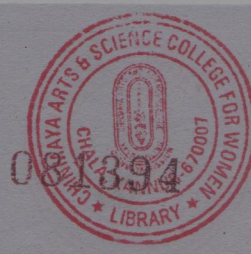
Answer any **Six** questions. Each question carries **3** marks. **(6×3=18)**

11. What are the objectives of Training?
12. Distinguish between Personal management & HRM?
13. State the need of Job evaluation?
14. What is the importance of Performance Appraisal?
15. Explain the Evolution of HRM.
16. Differentiate between Job Specification & Job Description.
17. What are the challenges of successful HR Planning?
18. What are the factors affecting Recruitment?

SECTION - D

Answer any **Two** questions. Each question carries **8** marks. **(2×8=16)**

19. What is Selection & explain the process of Selection?
 20. What are the different techniques of Performance Appraisal?
 21. Explain the process and techniques of Job analysis.
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(CBCSS-Reg./Sup./Imp.) Examination, November-2019
(2014 Admission Onwards) Core Course

5B14 B.B.A/B.B.A(TTM)/B.B.A(RTM) : ORGANISATIONAL BEHAVIOUR

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer any 4 questions. Each question carries $\frac{1}{2}$ mark. (4 \times $\frac{1}{2}$ =2)

1. Define Organisational Behaviour.
2. What do you mean by the term personality.
3. Mention the theories of motivation.
4. What is conflict?

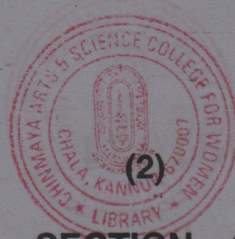
SECTION - B

Answer any **Four** questions. Each question carries **One** mark.(4 \times 1=4)

5. What do you mean by the term organizational change.
6. What is group norms?
7. What are the factors affecting group cohesiveness?
8. Explain trait theory.
9. What is social learning?
10. What is stress?

P.T.O.

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SECTION - C

Answer any **Six** questions. Each question carries **Three** marks.(6×3=18)

11. State the causes of stress.
12. Explain the types of leadership.
13. What is the concept of organizational conflict? Are organizational conflicts always dysfunctional? Explain.
14. State the reasons of group formation.
15. Explain the theories of learning.
16. What is perception? What are the factors affecting perception?
17. Explain financial and non financial motivation.
18. Explain the various leadership styles.

SECTION - D

Answer any **Two** questions. Each question carries **Eight** marks.(2×8=16)

19. What do you mean by conflict? Explain the conflict resolution techniques in detail.
 20. What is motivation. Explain the theories of motivation.
 21. Define organizational behaviour and also explain its features, nature and scope.
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V Semester BBA./BBA (TTM) Degree (CBCSS-Reg./Sup./Imp.)
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CORE COURSE

5B13 BBA/ BBA (TTM) : BANKING THEORY, LAW AND PRACTICE

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer any **Four** questions. Each question carries ½ mark.

1. What is a cheque?
2. Mention the various types of banks.
3. What is primary deposit.
4. Explain any two advantages of credit card to card holders.

SECTION - B

Answer any **Four** questions. Each question carries 1 mark.

5. What is RTGS?
6. What is demand deposit?
7. What is cheque Truncation system?
8. What is NPA?
9. What do you mean by MICR cheque?
10. What is derivative deposit?

P.T.O.

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SECTION - C

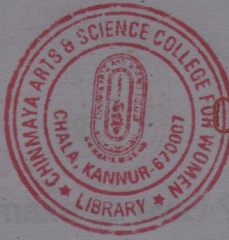
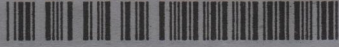
Answer any **Six** questions. Each question carries **3** marks.

11. Write a short note on account payee crossing.
12. What do you mean by tele banking?
13. What are the limiting factors to the process of credit creation by commercial banks?
14. Explain the agency functions of commercial banks.
15. Differentiate between cheque and bill of exchange.
16. What are the legal consequences of Endorsement.
17. Explain the general relationship between a banker and customer.
18. What are the circumstances under which a banker cannot exercise the right of general lien.

SECTION - D

Answer any **Two** questions. Each question carries **8** marks.

19. Explain the procedure for opening a bank account.
 20. "Every loan creates deposit and every deposit creates a loan" Explain.
 21. Explain the different kinds of endorsement with suitable examples.
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Examination, November- 2019

(2014 Admn. Onwards)

Core Course

5B11 BBA/BBA(RTM) : COST ACCOUNTING

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer the 4 questions. Each question carries $\frac{1}{2}$ mark. (4 $\times\frac{1}{2}$ =2)

1. What is ABC analysis?
2. What is Responsibility Centre?
3. What is idle Time?
4. Who is Contractor?

SECTION - B

Answer any 4 questions each carries 1 mark. (4 \times 1=4)

5. What is JIT?
6. Write note on Work in progress and its calculation.
7. What is Scarp?
8. What is Retention Money?
9. Name 4 industries where Job Costing is applicable.
10. Define a Construction Contract.

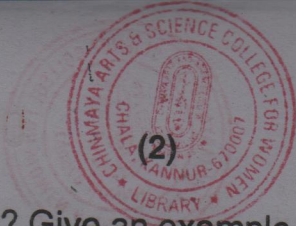
SECTION - C

Answer any 6 questions. Each question carries 3 marks. (6 \times 3=18)

11. What are features of Job Costing?
12. What is By products, Co products and Joint Products?
13. Mention the objectives of Process Costing.

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14. What is Over Absorption? Give an example.
15. From the following calculate the amount of profit if any to be credited to profit & loss account. Prepare work in progress account and also show the items in the Balance sheet.
Work certified Rs. 4,00,000
Work uncertified Rs. 30,000
Cash received from Contractee Rs. 3,00,000
Contract price Rs. 18,00,000
Notional profit of the year Rs. 40,000
16. Write short note on Hasley Premium Bonus Plan and Rowan System.
17. Distinguish Cost Accounting and Financial Accounting.
18. Explain the different Stock Levels.

SECTION - D

Answer any 2 questions. Each carries 8 marks.

(2×8=16)

19. Explain the procedure of Overhead treatment.
20. Explain the methods of Time Keeping.
21. Prepare Cost sheet and Profit and loss account from the following information and reconcile the profits.

Material consumed 2,00,000

Wages 1,60,000

Work overheads 46,000

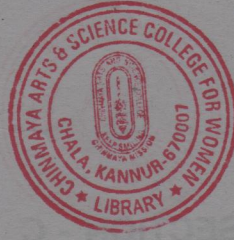
Office overheads 71,000

Selling expenses 44,000

Sales 6,00,000

In the cost books work overhead are charged at 25% of wages and office overheads charges are recovered at 20% of work cost. Selling expenses are charges at 10% of sales. In financial books denture interest paid Rs. 15,000 preliminary expenses Rs. 7,000 and loss of assets Rs. 8,000 are charged against the profit.

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K19U 2600

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Suppl./Imp.) Examination, November - 2019

(2014 Admission Onwards)

CORE COURSE

5B14 BBA/BBA(TTM)/BBA(RTM) : ORGANIZATIONAL BEHAVIOUR

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer **ALL** questions. Each question carries ½ mark.

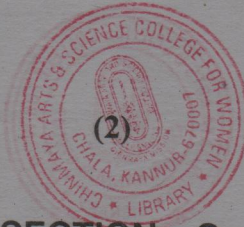
1. Define OB.
2. What is Id?
3. Define motivation.
4. List the major leadership styles.

SECTION - B

Answer any **FOUR** questions. Each question carries 1 mark.

5. What is MBO?
6. Explain job stress.
7. What is job enrichment?
8. What do you mean by sensitivity training?
9. What is conflict management?
10. What is reinforcement theory?

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SECTION - C

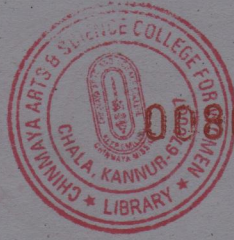
Answer any **SIX** questions. Each question carries **3** marks.

11. Explain the nature and scope of OB.
12. What is organizational resistance to change? Explain its reason.
13. Describe the process of perception.
14. What are the characteristics of motivation?
15. Explain the techniques of organizational development.
16. Explain the types of counseling.
17. What are the factors affecting group cohesiveness?
18. What are the qualities of a successful leader?

SECTION - D

Answer any **TWO** questions. Each question carries **8** marks.

19. What is personality? Explain the theories of personality.
 20. Organizational change is inevitable in a dynamic world. Explain in detail.
 21. Describe in detail the need of stress management in an organization.
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CORE COURSE

5B15 BBA/ BBA (RTM) RETAIL MANAGEMENT

Time : 3 Hours

Max. Marks : 40

SECTION - A

Answer the **Four** questions. Each question carries $\frac{1}{2}$ mark. (4 \times $\frac{1}{2}$ =2)

1. What is direct selling?
2. Mention any three roles of physical components in retail business.
3. What is interior atmospheric?
4. What are the factor determining working capital management?

SECTION - B

Answer any **Four** questions. Each question carries 1 mark. (4 \times 1=4)

5. Define retailing.
6. What is working capital?
7. What do you mean by credit management?
8. What is telephone retailing?
9. What do you mean by convenience store.
10. What do you mean by CRM?

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SECTION - C

Answer any **Six** questions. Each question carries 3 marks. **(6×3=18)**

11. Explain retail life cycle.
12. Explain the process of merchandise planning.
13. Write a short note on internal and external atmospherics.
14. Explain merchandise forecasting.
15. Discuss in detail about retail store management.
16. Explain the challenges in retailing.
17. What are the benefits of visual merchandising?
18. Explain the role of technology in retail environment.

SECTION - D

Answer any **Two** questions. Each question carries 8 marks. **(2×8=16)**

19. Define CRM and explain the steps involved in CRM process.
20. Explain retail store layout and its types.
21. Write a note on retail pricing and explain its objectives.