21-08-2025

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Enrollment No. | | | | | | | | | | | | | |

BBA

3RD YEAR / VITH SEMESTER EXAMINATION

TRAINING AND DEVELOPMENT

[Time : 03:00 Hours] **[Max. Marks : 75]**

I. Long Question : Answer any three **[10 X 3= 30]**

1. Discuss Training with its objectives and significance in detail.
2. Explain Executive development program with its steps in detail.
3. Differentiate between On-the-job training and Off-the-job training with their types in detail.
4. Explain the concept of training need assessment with its purpose and methods.

II. Short Question : Answer any Six **[5X6= 30]**

1. Differentiate between training and development.
2. Describe Organizational analysis.
3. Write a short note on Sensitivity training.
4. Describe learning theories in brief.
5. Define Management Development method.
6. Discuss system approach to training.
7. Explain Induction training in brief.

III. Objectives Question: Answer all Question **[15X1= 15]**

S.N.	Questions	Option A	Option B	Option C	Option D
1	The following are the factors which come under? Work planning? that is component systems of HRD	Contextual analysis	Role analysis	Performance appraisal	All of these
2	Training is most effective in resolving	Skill gaps	Attitudinal problems	Poor motivation	Attendance issues
3	The term which describes long-term training which includes a combination of both on-the job and off-the-job training is-	Mentorship	Computer based training	Vestibule training	Apprenticeship
4	Which item is NOT an example of an indirect training cost-	Overtime	Increased scrap	Room and food charges	Low productivity
5	The following is not a not the job training method	Understudy	Job rotation	Management by Objectives	Case Study Method
6	Demonstration type of training method is used to train-	Workers	Supervisors	Managers	All of these
7	The meaning of the acronym HRM is	Human Relations Management	Humanistic Resource Management	Human Resource Management	Human Resourceful Management
8	HR professional should apply risk management techniques to the different aspects of	HR Strategies	HR Competencies	Both (A) and (B)	None of the above
9	Who suggests Human Resource Strategy in itself may not be effective.	Peter Drucker	Tony Groundy	John Zimmerman	Anonymous
10	Finding ways to reduce ________ is a key responsibility of management.	Dissatisfaction	Uncertainty	Stress	None of the above
11	Which executives take a full part in the strategic planning process.	Training & Development	Human Resource	Quality Control	Production
12	What is defined as the record of outcomes produced on a specific job function or activity during a specific time period.	Performance	Work function	Evaluation	None of the above
13	The vertical extension of job is called as-	Job analysis	Job evaluation	Job enrichment	Job enlargement
14	Treating employees as precious human resources is the basis of the which approach	Hard HRM	Soft HRM	Medium-HRM	Utilitarian approach
15	HRM is	Employee oriented	Employer oriented	Legally oriented	None of the above

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20-08-2025

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ENROLLMENT NO | | | | | | | | | | | | | |

BBA
VI SEMESTER / III YEAR EXAMINATION
STRATEGIC MANAGEMENT

[Time : 3:00 Hours] **[Max. Marks : 75]**

Note:. 1. Attempt all the questions as per given instructions.

1. Multiple Choice Questions (MCQs) **[01×15=15]**

1. Who is considered the father of strategic management?
A. Henry Mintzberg B. Peter Drucker C. Michael Porter D. Igor Ansoff
2. Strategy at the top level of management is called:
A. Functional Strategy B. Business Strategy C. Corporate Strategy D. Departmental Strategy
3. Which of the following is NOT a level of strategy?
A. Business B. Functional C. Operational D. Tactical
4. 7-S Framework includes which of the following elements?
A. Style B. Skills C. Staff D. All of the above
5. Porter's Five Forces Model does NOT include:
A. Threat of new entrants B. Bargaining power of suppliers C. Market Share D. Industry rivalry
6. SWOT stands for:
A. Strength, Weakness, Options, Time B. Strategic Weakness Opportunity Threat
C. Strength, Weakness, Opportunity, Threat D. Systems, Work, Opportunity, Target
7. EFAS is used to analyze:
A. External factors B. Internal factors C. Both A & B D. Functional areas
8. Which is an internal factor in strategic analysis?
A. Political B. Economic C. Organizational Culture D. Technological
9. VIRO framework is used to assess:
A. External threats B. Market share C. Competitive advantage of resources D. Industry trends
10. Corporate Governance is most closely related to:
A. Internal operations B. Compliance and ethics C. Product pricing D. Advertising
11. Strategic implementation includes:
A. Structural changes B. Functional execution C. Behavioural aspects D. All of the above
12. Corporate Portfolio Analysis helps in:
A. Product marketing B. Business unit evaluation C. Financial auditing D. Sales planning
13. KSFs stands for:
A. Key Strategic Forces B. Key Success Factors C. Known Strategy Frameworks D. Key Synergy Formations
14. Which is a tool for external environment analysis?
A. VIRO B. ETOP C. IFAS D. SWOT
15. Strategic control is concerned with:
A. Monitoring performance B. Planning budgets C. Auditing accounts D. Recruitment

2. Answer in long (any three) **[10×3=30]**

I Define Strategic Management. Explain its conceptual framework with suitable examples. *(Understanding)*
II Discuss the Strategic Planning Process and its relevance to multinational corporations. *(Application)*
III Compare and contrast IFAS and EFAS matrices with practical illustrations. *(Analysis)*
IV What is the importance of innovation in strategy implementation? Explain with a case. *(Evaluation)*

3. Answer in short (any five) **[6x5=30]**

I Concept of Levels of Strategy
II Importance of Strategic Planningin Non-Profit Organizations
III 7-S Framework – Brief Explanation
IV Environmental Scanning Characteristics
V Porter's Five Forces Model
VI Role of Corporate Governance in Strategic Planning

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19-08-2025

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Enrollment No. | | | | | | | | | | | | | |

BBA

VI Sem , IIIrd YEAR EXAMINATION

International Trade (F010602TB)

[Time : 3:00 Hours] **[Max. Marks : 75]**

I	**Long Question : Answer Any Three** [10×3=30]
1.	Explain the importance of International Trade with reference to India ?
2.	Explain Free trade agreement and its importance ?
3.	Explain the Absolute Advantage theory and Comparative advantage theory of International trade?
4.	Explain the recent trends of India's Foreign Trade Policy ?
II.	**Short Question: Answer any Five** [6×5=30]
1.	Discuss how International trade helps to grow the economy of the country?
2.	Discuss the purpose of SAARC formation?
3.	Discuss the importance of formation of World Bank?
4.	Explain how an International Trade can help to boost the economy of the country?
5.	Explain the pure theory of trade?
6.	Explain the Balance of Payment ?
7.	Discuss the objectives of the WTO?
III.	**Objectives Question: Answer All Question** [15×1=15]
1.	The process of removing barriers to trade and investment between countries is known as: a) Import substitution b) Protectionism c) Trade liberalization d) Bilateral trade agreement
2.	Which theory of international trade emphasizes differences in labor productivity between countries? a) Absolute advantage theory b) Comparative advantage theory c) Factor endowment theory d) New trade theory
3.	Which organization sets the rules for international trade and helps resolve disputes among its member countries? a) International Monetary Fund (IMF) b) World Bank c) World Trade Organization (WTO) d) United Nations (UN)
4.	What is the primary goal of import substitution industrialization (ISI)? a) To increase imports and decrease exports b) To promote domestic production and reduce reliance on imports c) To encourage free trade agreements d) To maximize trade deficits
5.	Which of the following is an example of a non-tariff barrier to trade? a) Import quotas b) Export subsidies c) Voluntary export restraints d) Value-added tax(VAT)
6.	The concept of "dumping" in international trade refers to: a) Selling goods in foreign markets at a lower price than in the domestic market b) Importing goods without paying tariffs c) Exporting goods without quality control standards d) Subsidizing domestic production to reduce costs

[P.T.O.]

7.	What trade theory suggests that trade patterns are determined by differences in factor endowments between countries? a) Absolute advantage theory b) Comparative advantage theory c) Heckscher-Ohlin theory d) New trade theory
8.	What does SAARC stand for? a) South African Association for Regional Cooperation b) South Asian Association for Regional Cooperation c) Southeast Asian Association for Regional Cooperation d) South American Association for Regional Cooperation
9.	What is the primary function of the International Monetary Fund (IMF)? a) Promoting international trade agreements b) Providing financial assistance to countries facing balance of payments problems c) Regulating global stock markets d) Facilitating regional security cooperation
10.	What is the last stage in PLC. a) Introduction b) Decline c) Inclination d) Maturity
11.	How many types of Balance of Payments a) One b) Two c) Three d) Four
12.	How many member countries in SAARC? a) 8 b) 7 c) 6 d) 9
13.	What is the main source of funding for the IMF? a) Membership fees paid by member countries b) Donations from private corporations c) Interest earned on loans d) Contributions from the United Nations
14.	What is the primary goal of NAFTA? a) To promote economic cooperation among North American countries b) To establish a common currency for member countries c) To encourage political integration among member states d) To facilitate military alliances against external threats
15.	Who gave the comparative advantage theory? a) Adam Smith b) David Ricardo c) Herzberg d) None of these

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18-08-2025

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ENROLLMENT NO. | | | | | | | | | | | | | |

BBA
6^{th} Sem. / 3^{rd} Year Examination
Subject Code- F010601TB
Subject Name-Goods and Services Tax

[Time- : 3.00 Hours] **[Max. Marks:75]**

Note: Attempt all the Questions as per given instructions.

1. Multiple Choice Question [MCQ]- Attempt All **[15X1=15]**

1.Tax which is not merged with GST is_____
a) Service Tax b) Excise Duty c) Basic Customs Duty d) Purchase Tax

2.Vote of Central Government shall have _____ weightage.
a) 1/2 b) 1/3 c) 2/3 d) 3/4

3. As per Article 366 (12A), GST covers all goods except _________
a) Motor Spirit b) Natural Gas c) Alcoholic Liquor d) Tobacco

4. Under GST, tax will be paid to the state where goods are ______
a) Manufactured b) Sold c) Consumed d) Purchased

5. Reverse charge mechanism under GST means:
a) The recipient of goods or services is liable to pay GST instead of the supplier
b) The supplier is exempted from paying GST
c) The supplier and recipient both pay GST
d) None of the above

6. Which of the following is an example of a nil-rated supply?
a) Selling a laptop within the same state b) Exporting goods to a foreign country
c) Importing goods from a foreign country d) Providing education services

7. Which of the following is an example of an exempted supply?
a) Selling a laptop within the same state b) Exporting goods to a foreign country
c) Importing goods from a foreign country d) Providing healthcare services

8. What is the threshold limit for compulsory registration under GST for regular taxpayers?
a) INR 10 lakhs b) INR 20 lakhs c) INR 40 lakhs d) INR 1 crore

9. What is the validity period of a GST registration certificate?
a) 1 year b) 2 years c) 5 years d) Lifetime validity

10. How many types of GST Returns are there?
a) 12 b) 13 c) 14 d) 15

11. What is the turnover limit for businesses to be eligible for the composition scheme?
a) INR 10 lakhs b) INR 20 lakhs c) INR 50 lakhs d) INR 1.5 crore

12. Which document is issued by a registered supplier for recording the decrease in tax liability?
a) Debit Note b) Credit Note c) Receipt Voucher d) Payment Voucher

13. Can Input Tax Credit be claimed on goods or services used for personal purposes?
a) Yes, ITC can be claimed on goods or services used for personal purposes
b) No, ITC cannot be claimed on goods or services used for personal purposes
c) ITC can be partially claimed on goods or services used for personal purposes
d) ITC can be claimed only on certain types of goods or services used for personal purposes

14. What happens if an E-Way Bill is not generated when required?
a) The goods cannot be transported
b) The supplier will be subject to penalties and fines
c) The tax authority will generate the E-Way Bill on behalf of the supplier
d) It depends on the specific rules and regulations of the tax authority

15. What is the order of utilization of input tax credit for payment of tax liabilities?
a) IGST first, then CGST, and finally SGST b) SGST first, then CGST, and finally IGST
c) CGST first, then SGST, and finally IGST d) It depends on the taxpayer's preference

II . Short Question-Answer any six questions. **[6X5=30]**

1. What do you mean by Taxes ? Explain its Types.
2. Explain the structure of GST.
3. Explain Import and Export under GST.
4. Explain Composition Scheme under GST.
5. Explain Reverse Charge Mechanism under GST.
6. What do you mean by the GST Council ? Explain Composition of GST Council.
7. Give Five Defects in the Structure of Indirect Taxes Prior to GST.
8. Explain various Variants of VAT.

III. Long Question. Attempt any three questions. **[3x10=30]**

1. What do you mean by VAT ? Explain various methods used for Computation of VAT.
2. What do you mean by Registration ? Explain various persons liable to registration under GST.
3. What do you mean by GST ? Explain Its Advantages and Disadvantages.
4. What do you mean by Returns ? Explain various types of return under GST.
5. What do you mean by Input Tax Credit ? . Explain the process of claiming input tax credit for input goods.

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(B) SVSU 2024-25/R

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B.B.A

III Year VI Semester Examination,

Project Management

[Time : 3:00 Hours]

[Max. Marks : 75]

I. Objectives Question: Answer All Question

[15×1=15]

S.No.	Questions	Option A	Option B	Option C	Option D
1	Which of the following is a method of investment appraisal	IRR	SWOT	CPM	Gantt chart
2	An example of secondary data is:	Focus group results	Census reports	Customer interview	Market trial
3	The first step in project identification is:	SWOT analysis	Preliminary screening	Idea generation	Feasibility study
4	Cost of capital refers to:	Cash flow from operations	Total cost of investment	Minimum required return	Government subsidy
5	The main aim of SCBA is to assess:	Private benefits	Profitability	Social desirability	Cash inflows
6	Which tool is best for tracking project activities and timelines?	Gantt chart	Cash flow chart	Income statement	Marketing plan
7	Which of the following is used to handle project delays?	Project charter	WBS	Fast tracking	Balance sheet
8	Which of the following is a project control technique?	SWOT analysis	CPM	Regression	Ratio analysis
9	Which item does not belong in projected income statement?	Sales revenue	Interest income	Asset value	Depreciation
10	The portion of total capital not raised through debt is called:	Fixed capital	Equity	Loan capital	Subsidy
11	Which organizational structure provides full authority to the project manager?	Functional	Matrix	Projectized	Line
12	Which of the following is not a phase in the project life cycle?	Initiation	Execution	Celebration	Closure
13	Which process involves monitoring the status of the project to update project progress?	Executing	Monitoring and controlling	Planning	Initiating
14	The portion of total capital not raised through debt is called:	Fixed capital	Equity	Loan capital	Subsidy
15	Selection of technology depends on:	Labor law	Tax incentives	Efficiency, cost & availability	Market structure

II Short Answer Questions (Any five) (6x5=30)

1. How does a Work Breakdown Structure (WBS) assist in managing a project?
2. What is project identification?
3. What are the different investment decision rules (NPV, IRR, Payback)?
4. Why is SCBA important in public sector projects?
5. Explain the significance of each phase in the project life cycle.
6. What is project management? Why is it important?
7. What are project charts and layouts? Why are they necessary?

III. Long answer questions (Any three) (10x3=30)

1. How does SWOT analysis assist in project planning?
2. Name and explain common tools used in project management (e.g., Gantt chart, PERT, CPM).
3. What are the key steps in a project implementation schedule?
4. What are the key components of market analysis?

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