**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-20**

Class: B.B.A Sem III Max. Marks: 30

Subject: Principles of HRM Time: 1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) What are the Importance, Principles of HRM?

b) Explain the Challenges of HRM, Role of HR Manager?

c) Write short note on Job Analysis Components-

1. Job Description,
2. Job Specification,
3. Job Evaluation

d) Explain the need of Career Planning, Employee Morale & Job Satisfaction?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-20**

Class: B.B.A Sem III Max. Marks: 30

Subject: SCM Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) Explain the Concept, Objectives and Functions of Supply Chain Management?

b) Write a note on Work- Flow Automation?

c) What do you mean by Logistics Planning and Strategy?

d) Explain the Role of IT in SCM, Current IT Trends in SCM?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-20**

Class: B.B.A Sem III Max. Marks: 30

Subject: Global Competencies and Personality Development Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) Explain the Determinants of personality development?

b) State the Social Cognition Theory by Albert Bandura?

c) Write the Development of leadership skills and introduction to Leadership styles?

d) Explain the Grooming basics and use of body language?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-20**

Class: B.B.A Sem III Max. Marks: 30

Subject: Fundamentals of Rural Development Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) State the Concept of Rural Development- Meaning and Definition?

b) Write the different approaches to Rural Development?

c) Explain the –District Rural Development Agency (DRDA)?

d) Write a note on Self Help Groups (SHG’s) formation?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-20**

Class: B.B.A Sem III Max. Marks: 30

Subject: Consumer Behaviour & Sales Management Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) Explain the Culture & Sub- Culture: Meaning, Characteristics & Relevance to Marketing Decisions?

b) State the Meaning of Personality and its Influence on Purchase Decisions?

c) Explain the Concept of Sales Research and Sales Forecasting methods?

d) Explain the Issues in Sales Management?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-2020**

Class: B.B.A Sem III Max. Marks: 30

Subject: Management Accounting Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

a) State the Definition, Objectives, Scope, Functions of Management Accounting?

b) Distinction between Financial Accounting and Management Accounting?

c) Explain the Importance of Fund flow Statement with example?

d) Explain the Steps in budgetary control, advantages and disadvantages of budgetary control?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-2020**

Class: B.B.A Sem III Max. Marks: 30

Subject: OB Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Meaning, Definition, Nature, Scope, Importance, Key Elements of OB?
2. What are the Disciplines that contribute to the OB field along with its models?
3. Write a note on:
   1. McGregor’s Theory X & Theory Y,
   2. Herzberg’s Two- Factor Theory
4. Explain the Formation & Sustaining Organizational Culture?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-2020**

Class: B.B.A Sem III Max. Marks: 30

Subject: Retail Management Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Explain the Structure of retail industry along with the types of retailers?
2. Write a note on retail life cycle?
3. What is the importance of Strategic positioning and execution in retailing strategy?
4. Give a detail Introduction to recent trends and Technological Advancements in retailing?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-2020**

Class: B.B.A Sem III Max. Marks: 30

Subject: Banking & Finance Time:1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. Give the detail Introduction to Origin, meaning and definition of bank?
2. Write a short note on structure of banking system in India?
3. Explain the Secondary functions- Public utility services and agency services?
4. Explain the Role and functions of RBI?

**Pragnya Education Trust’s**

**Pragnya college of management & computer studies,**

**Handewadi, Pune-411060, 2019-2020**

Class: B.B.A Sem III Max. Marks: 30

Subject: Legal Aspects in Human Resources Time: 1 Hours

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**Attempt Any Three Questions. (Each Question carries Equal Marks).**

1. State the difference between Employer and employee. Also explain the Rights of an employee at work place.
2. What are the Objectives of Wage & Salary Administration?
3. What are the main features of The Workmen's Compensation Act, 1923?
4. What are the Provisions under the act “The Payment of Gratuity Act, 1972”?