

23/04/2024 M 15



ARKA JAIN
University
Jharkhand



END SEM EXAMINATION
School of Law

Program	BBA LLB	Semester	VI
Subject Name	Company Law	Year	April 2024
Time: 3 Hour Max. Marks : 70	Start writing from 2nd page onwards; don't write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments</u> <u>with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair</u> <u>Means</u> and will <u>Result</u> in the <u>Cancellation</u> of the <u>Papers</u> .		

Section A (Each question Carry 01 Marks from Q1-i to xii – 12 Marks

Q. NO	QUESTIONS	Marks	COs
1			
i	Under Companies Act 2013, the Company may be wound up by _____ and Voluntary winding up. a) Debt Recovery Tribunal b) National Company Law Tribunal c) Court d) Corporate creditor	01	CO6
ii	Transfer of a share in case of a Private company : a) Prohibited b) Restricted c) Freely transferable d) None of the above	01	CO1
iii	Memorandum of Association is/ are : a) Internal Rule of the company b) Guidelines for Board of Directors c) Agreement between Company and Board of Directors d) Charter of the company	01	CO2
iv	Central Government's permission is required in case of _____ conversion a) Private to Public b) Public to Private c) Both a) or b) d) None of the above	01	CO1
v	A Company is named as Govt. Company if it holds _____ % of paid up share capital. a) More than 30 b) More than 40 c) More than 50 d) None	01	CO1

vi	Minimum number of members are required in case of a Public Company? a) 1 b) 2 c) 5 d) 7	01	CO1
vii	Which of the following section of company act 2013 define the definition of 'share'? a) Section 2(85) b) Section 2(84) c) Section 2(19) d) Section 2(17)	01	CO1
viii	Private company can start its business immediately after the issue of - a) Certificate of commencement of Business b) Certificate of Incorporation c) Both d) None of these	01	CO1
ix	The amount of minimum subscription may be learnt from the _____ a) Prospectus b) Memorandum of Association c) Article of Association d) Records of General Meetings.	01	CO6
x	Which of the following are kinds of Share Capital? a) Preference share capital and Equity Share Capital b) Equity share capital and Bonds c) Equity share capital and debenture d) Preference share capital and debenture	01	CO2
xi	Mark out the type of alteration that is permitted in the Article of Association a) That may not be in the company's interest. b) That is contrary to the provisions of the Companies Act. c) That increases a member's liability without his written consent d) That is consistent with the Memorandum of Association	01	CO2
xii	Minimum paid up share capital in case of a Public company? a) 1 Lac b) 3 Lac c) 5 Lac d) 7 Lac	01	CO1

Section B (Answer any FOUR out of SIX) – 28 Marks
(Each question Carry 7 Marks)

QUESTIONS

Q. No.	QUESTIONS	Marks	COs
2	Briefly state the term "Corporate Social Responsibility" of a Company as mentioned in section 135 of The Companies Act 2013? Explain in this context the functions of the Corporate Social Responsibility committee.	07	CO2
3	Explain in brief the doctrine of "Constructive Notice" in the light of famous case Kotla Venkataswamy Vs. Chinta Ramamurthy (AIR 1934 Mad)	07	CO3
4	How "Objective clause" of the Article of Association can be changed?	07	CO2
5	Who is the 'Director' of a company? Discuss the liabilities of a Director of a Company?	07	CO4
6	Define the term 'Promoter' as per section 2(69) of The Companies Act. 2013. Discuss in brief the duties and liabilities of a Promoter in connection with a company.	07	CO1
7	Do you think there may be any difference between Equity shares and Preference shares of a company? If yes, then mention their main differences.	07	CO2

Section C (Answer any TWO out of FOUR) – 30 Marks
(Each question Carry 15 Marks)

QUESTIONS

Q. No.	QUESTIONS	Marks	COs
8	Explain the Doctrine of 'Ultra Vires' as connected with Memorandum of Association with reference to the facts and principles laid down in famous case of : Ashbury Railway Carriage and Iron Co. Ltd vs. Riche (1857).	15	CO2
9	Define the term 'Prospectus' as per section 2(70) of The Companies Act 2013? What are the contents or matters to be stated in the Prospectus? What are the requirement for publishing any advertisement of a company's prospectus?	15	CO6
10	Define the term 'Certificate of Incorporation'? What are the distinctive features of a Private company from a Public Limited company?	15	CO1
11	Explain the procedure and requisites of a valid meeting? What is the importance of an Annual General Meeting of a Company?	15	CO4

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END SEM EXAMINATION
School of law

Program	BBA LLB	Semester	VI
Subject Name	Competition Law		
Time: 3 Hour Max. Marks : 70	Year April 2024		
Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will Result in the Cancellation of the Papers.			

Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks

Q. No1	QUESTIONS	Marks	COs
i	Which of the following is NOT a form of collusion? a) Price fixing b) Bid rigging c) Exclusive dealing d) Market allocation	01	CO1
ii	What is the primary goal of competition law? a) Protecting consumers b) Protecting businesses c) Regulating prices d) Promoting monopolies	01	CO3
iii	What is the primary goal of competition law about collusion in the market? a) Encourage collaboration among competitors b) Ensure fair and open competition c) Protect consumers from low-quality products d) Facilitate monopolistic practices	01	CO2
iv	Which of the following is a potential consequence of anti-competitive practices? a) Increased consumer choices b) Lower prices for goods and services c) Reduced innovation and market efficiency d) Enhanced market competition	01	CO5
V	Which regulatory body is typically responsible for enforcing competition law? a) Department of Commerce b) Federal Reserve c) Competition Commission d) Securities and Exchange Commission	01	CO4

Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Define competition law and explain its purpose in regulating market behaviour.	07	CO4
3	What are the key objectives of competition law? Discuss each objective in detail.	07	CO1
4	Describe the main types of anti-competitive agreements prohibited under competition law.	07	CO2
5	How does competition law address the abuse of dominant market position? Provide examples of abusive practices.	07	CO5
6	How does the MRTTP Act, 1969 aim to promote competition in the market?	07	CO3
7	Explain the concept of cartelization and its impact on market competition. How does competition law address cartels?	07	CO3
Section C (Answer any TWO out of FOUR) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Discuss the challenges in determining the market dominance of a company and explain how competition authorities assess market power in different jurisdictions.	15	CO3
9	Discuss the challenges faced in the enforcement of the MRTTP Act, 1969.	15	CO5
10	Compare and contrast the approaches of different competition authorities around the world in dealing with anti-competitive mergers and acquisitions. What factors do these authorities consider when assessing the potential harm to competition?	15	CO4
11	Discuss the challenges posed by the digital economy to competition law enforcement. How do issues such as data privacy, platform dominance, and network effects influence competition policy in the digital age?	15	CO2

vi	What does MRTTP Act stand for? a) Monopoly and Restrictive Trade Practices Act b) Monopoly and Regulatory Trade Policies Act c) Market Regulations and Trade Practices Act d) Management and Restrictive Trade Policies Act	01	CO2
vii	When was the MRTTP Act enacted in India? a) 1947 b) 1950 c) 1969 d) 1975	01	CO1
viii	Which amendment abolished the MRTTP Act and replaced it with the Competition Act? a) 1991 b) 1992 c) 2002 d) 2005	01	CO2
ix	Which of the following is NOT a goal of competition law in India after the MRTTP Act was replaced? a) Promoting fair competition b) Preventing anti-competitive agreements c) Regulating monopolies d) Encouraging cartelization	01	CO3
x	What is the goal of a business combination? a) To decrease market share b) To increase competition c) To achieve synergies and economies of scale d) To create a monopoly	01	CO4
xi	What was the MRTTP Act's key criticism regarding its ability to handle monopolistic practices? a) Lack of enforcement power b) Excessive government interference c) Inadequate penalties d) All of the above	01	CO5
xii	In what ways can a company abuse its dominant position? a) Predatory pricing b) Refusal to deal c) Tying and bundling d) All of the above	01	CO1

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Program BBA LLB		Semester VI	
Subject Name Brand Management		Year April 2024	
Time: 3 Hour Max. Marks : 70		<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u> 	
Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks			
Q.NO	QUESTIONS	Marks	COs
1			
i	<p>The use of two renowned brand names in a way that they can collectively after a distinct product/ service that could not be possible individually is called as _____.</p> <p>a) Ingredient branding b) Co-branding c) Brand extension d) Composites-branding</p>	01	CO3
ii	<p>_____ is critical to maintaining the strength and favourability of brand association</p> <p>a) Brand consistency b) Brand reinforcing c) Brand revitalization d) Brand repositioning</p>	01	CO2
iii	<p>Which of the following is NOT a potential benefit of using celebrity endorsement in brand management?</p> <p>a) Increased brand awareness b) Enhanced brand credibility c) Reduced marketing costs d) Access to new markets</p>	01	CO2

iv	Brand image refers to a) The physical appearance of the brand's logo b) The emotions ,associations, and perceptions linked to a brand c) The price of the brand's products or services d) All of these	01	CO1
v	Which of the following is NOT a factor considered in brand valuation? a) Brand awareness b) Brand loyalty c) Customers demographics d) None of these	01	CO5
vi	In brand hierarchy, which level typically represents the overarching brand that encompasses all others sub-brands and extensions a) Primary Brand b) Master Brand c) Core Brand d) Top Brand	01	CO4
vii	Brand consistency is about creating _____ a) Market b) Satisfaction c) Opportunities d) Trust	01	CO4
viii	An existing brand that gives birth to a brand extension is the _____ a) Sub-brand b) Vertical extension c) Parent brand d) Co-branding	01	CO5
ix	_____ branding is used in co-branding and celebrity endorsement a) Ingredient b) Product c) Service d) Personality	01	CO2
x	Co-branding also called as brand _____ or called as _____. a) bundling , alliances b) market , alliances c) bundling , market d) market , identity	01	CO3

xi	CBBE stands for _____ a) Customer based brand equity b) Customer based brand equally c) Customer broad band equity d) None of these	01	CO2
xii	Red bull tag line is _____ a) Red bull gives you wings b) Red bull let you fly c) Both a &b d) None of these	01	CO1
Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Discuss the role played by Brand .What is the importance of branding for consumers and firms.	07	CO1
3	What are the criteria for Brand Resonance?	07	CO1
4	How Aaker's model guides to build brand equity?	07	CO1
5	How to measure Brand Equity and performance?	07	CO2
6	What is Brand Hierarchy? Explain its importance in Brand Management	07	CO1
7	What is Brand Audit?	07	CO5
Section C (Answer any TWO out of FOUR) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Write a short note on- Brand Value chain and Brand Awareness.	15	CO3
9	What is Brand Positioning? Explain its steps to establish Brand Positioning	15	CO3
10	Explain Brand Extension Programs to be considered in Brand Management?	15	CO5
11	Explain any product Brand Development Process?	15	CO4



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END SEM EXAMINATION
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Program		BBA LLB	
Subject Name		Event Management	
		Semester	VI
		Year	April 2024
<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page <u>Backside</u> Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile/Phones</u> or any kind of <u>Written Material, Arguments</u> with the <u>Invigilator</u> or <u>Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u> 			
Time: 3 Hour			
Max. Marks : 70			
Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks			
Q. NO1	QUESTIONS	Marks	COs
i	An event can be described as _____ a) A public assembly for the purpose of celebration, education, marketing or reunion b) A Movie making c) A Video editing d) Attending a large	01	CO1
ii	What do you mean by 'Freight'? a) Venue b) Decoration c) Bulk transportation d) None of the above	01	CO3
iii	When booking a supplier, service, entertainer, etc. what should you determine? a) Venue department b) Hospitality department c) Program me department d) Equipment department	01	CO2
iv	Event marketing is a) A good b) Services c) Tangible d) A product	01	CO5

v	Which among the following is not an event planning tool? a) Maps b) Creative brief c) Models d) Run sheet	01	CO4
vi	You've found a venue online that you would think be suitable. What should you do? a) Book it immediately so you have a backup at all times b) Visit the venue to further determine its suitability c) Compare its location with others and select d) All of these	01	CO5
vii	What is the need for a liaison officer? a) Act as a communicator between the client and event organization b) Takes feedback from the event attendees c) Event plans and details d) List of activities	01	CO4
viii	Which of the following does not represents Breakeven point a) Total revenues equal the total expenses b) Revenue less than cost c) Revenue is more than cost d) Both b & c	01	CO5
ix	'Embracing Egalitarianism' means a) Equality b) Teamwork c) Employee engagement d) Motivation	01	CO1
x	Events can be classified on the basis of a) Size, Type and Context b) Location c) Budget d) All of these	01	CO2
xi	For performance of minor on stage did license is required? a) Yes b) No c) Depends upon situation d) Either yes or no	01	CO2
xii	Which of these is an event management company a) WOW events b) Wizcraft c) 360 degrees d) All of these	01	CO5

Section B (Answer any FOUR out of SIX) - 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	What are the functions of Event Management?	07	CO1
3	What is the need for Corporate Entertainment?	07	CO5
4	What are the steps in Media Planning?	07	CO4
5	How do you conduct an event?	07	CO4
6	What is Event Procedure? Explain its process.	07	CO3
7	What are the Job Responsibilities of a Corporate Event Organizer?	07	CO5
Section C (Answer any TWO out of FOUR) - 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	What are the Principles of Holding an Event? Explain any 10.	15	CO3
9	What is Public Relations? Explain its strategies to be opted in Event Management	15	CO4
10	What are Brain Storming Sessions? What are the steps involved in them?	15	CO5
11	What are the various Licensing streams required to organize an event? Explain in details	15	CO2



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END SEM EXAMINATION
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Program BBA LLB		Semester VI	
Subject Name Law of Evidence		Year April 2024	
Time: 3 Hour Max. Marks : 70		• Start writing from 2nd page onwards; don't Write on the 1st Page Backside • Answer all Questions of Section A (Compulsory) • Answer Any Four out of Six of Section B • Answer Any Two out of Four of Section C • Possession of Mobile Phones or any kind of Written Material, Arguments with the Invigilator or Discussing with Co-Student will come under Unfair Means and will Result in the Cancellation of the Papers.	
Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks			
Q. N1	QUESTIONS	Marks	COs
i	The principle on which a dying declaration is admitted in evidence is indicated in legal maxim: a) Nemo moriturus proesumitur mentiri b) Lex fori c) Res judica d) Res ipsa locuter	01	CO1
ii	Confession made by Co-accused is relevant under- a) Section 29 b) Section 28 c) Section 30 d) Section 31	01	CO3
iii	Generally dying declarations are admissible as evidence under- a) Section 20 b) Section 25 c) Section 32 d) Section 35	01	CO2
iv	To invoke the doctrine of estoppel which of the following condition must be satisfied? a) Representation by a person to another b) The other shall have acted upon the said representation c) Such person shall have been detrimental to the interest of the person to whom the representation has been made d) All of the above	01	CO5

V	Oral evidence under section 60 of Evidence Act may be: a) Direct only b) Hearsay c) Both (a) & (b) d) Either (a) or (b).	01	CO4
vi	Facts which need not be proved by the parties include: a) Facts of which judicial notice has to be taken b) Facts which have been admitted by the parties at or before the hearing c) Both (a) & (b). d) Neither (a) nor (b).	01	CO2
vii	Opinion of an expert under section 45 of Evidence Act: a) Is a conclusive proof b) Is not a conclusive proof c) Is supportive & corroborative in nature. d) Either (a) or (c).	01	CO1
viii	Definition of secondary evidence has been given under _____ of the Indian Evidence Act, 1872? a) Section 61 b) Section 62 c) Section 63 d) Section 64	01	CO2
ix	A party wants to set aside a judgement under section 44 of the Indian Evidence Act, 1872. In which of the following circumstances can he do so? a) In case the judgement was passed by a superior Court b) In case the person challenging is a stranger to the proceedings c) In case the judgement was a result of gross negligence d) All of these	01	CO3
x	The defence of alibi is best because: a) If the accused was not there, when the deceased was murdered, he could not have murdered her b) Once the pleas of alibi is raised no other defence is open to the prosecution c) It leaves room for no other defence for the accused d) None of them	01	CO4
xi	Identification Parade is provided under a) Section 5 b) Section 7 c) Section 9 d) Section 8	01	CO5

xii	Fact is provided under a) Section 3 b) Section 2 c) Section 1 d) Section 4	01	CO1
Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Define 'Confession'. Explain the law relating to relevancy and admissibility of confession	07	CO4
3	Explain the doctrine of 'Res gestae' with decided cases.	07	CO1
4	What are public documents? How they are proved?	07	CO2
5	Define burden of proof. On whom it lie? Explain	07	CO5
6	Explain the relevance of character evidence in civil and criminal cases.	07	CO3
7	Define the privileges available to communication between advocates and clients	07	CO3
Section C (Answer any TWO out of FOUR) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Write short notes on any two of the following: a) Cross Examination. b) Identification parade. c) Leading questions	15	CO3
9	Explain the conditions of relevancy of dying declarations? With relevant case laws.	15	CO5
10	What are presumptions? Explain the presumption in rape cases.	15	CO4
11	'A' is tried for the murder of 'B' by poisoning. Is the fact, that before the death of 'B', 'A' procured poison similar to that which was administered to 'B' relevant?	15	CO2



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END SEM EXAMINATION
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Program **BBA LLB**

Subject Name **Business Ethics**

Semester **VI**

Year **April 2024**

- Start writing from 2nd page onwards; don't Write on the 1st Page Backside
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- Answer Any Four out of Six of Section B
- Answer Any Two out of Four of Section C
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Time: 3 Hour
Max. Marks : 70

Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks

Q. N1	QUESTIONS	Marks	COs
i	Which of the following is NOT a stakeholder in a business? a) Shareholders b) Employees c) Suppliers d) Competitors	01	CO1
ii	What does the term "CSR" refer to? a) Corporate Social Responsibility b) Company social Responsibility c) Corporation Social Responsibility d) Cognitive Social Responsibility	01	CO3
iii	Which ethical theory suggests that the right course of action is the one that produces the greatest overall happiness? a) Deontology b) Utilitarianism c) Virtue ethics d) Ethical egoism	01	CO2
iv	What is the purpose of a whistle blower policy in an organization? a) To reward employees for good behaviour b) To encourage reporting of unethical behaviour c) To punish employees for misconduct d) To discourage transparency within the company	01	CO5

V	Which of the following is NOT a characteristic of ethical leadership? a) Transparency b) Integrity c) Authoritarianism d) Accountability	01	CO4
vi	What does the "triple bottom line" refer to in the context of sustainable business practices? a) Profit, people, and planet b) Profit, products, and promotion c) People, process, and performance d) Promotion, place, and price	01	CO2
vii	Which of the following is an example of a conflict of interest in business? a) Promoting diversity and inclusion initiatives b) Offering bribes to government officials for contracts c) Donating to charity events d) Providing fair wages to employees	01	CO1
viii	Which of the following is corporate social responsibility E? a) Maximizing profits at any cost b) Focusing solely on shareholders' interests c) Balancing economic, social, and environmental responsibilities d) Ignoring societal concerns for the sake of business growth	01	CO2
ix	What is the primary purpose of a Code of Ethics in a business organization? a) To maximize profits b) To regulate government policies c) To guide ethical behaviour and decision-making d) To avoid legal repercussions	01	CO3
x	Which ethical theory suggests that an action is morally right if it produces the greatest good for the greatest number of people? a) Utilitarianism b) Deontology c) Virtue ethics d) Ethical egoism	01	CO4
xi	In the context of business ethics, what does the term "whistleblowing" refer to? a) Ignoring unethical behaviour within the organization b) Reporting unethical behaviour to external authorities	01	CO5

xii	c) Encouraging unethical practices for personal gain d) Engaging in unethical behaviour covertly Which of the following is NOT considered a form of bribery? a) Offering gifts to a client to secure a contract b) Providing kickbacks to government officials for favourable treatment c) Donating to a charitable organization without expecting anything in return d) Paying off a competitor to withdraw from a bidding process	01	CO1
Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Discuss the role of ethical decision-making frameworks in guiding business conduct.	07	CO4
3	Explain the concept of "green washing" and its implications for corporate sustainability efforts.	07	CO1
4	Describe the importance of corporate citizenship in fostering positive relationships with communities and society at large.	07	CO2
5	Analyze the ethical challenges associated with advertising and marketing practices in the digital age.	07	CO5
6	Describe Consequentialism and Non Consequentialism in Business Ethics	07	CO3
7	Give an Example of Ethical Dilemma	07	CO3
Section C (Answer any TWO out of FOUR) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Evaluate the ethical considerations of companies using personal data for targeted advertising, considering both benefits and risks to individuals and society.	15	CO3
9	Discuss the ethical responsibilities of multinational corporations operating in countries with different cultural norms and legal frameworks, providing examples to illustrate your points.	15	CO5
10	Explain the three "C"s of Business Ethics	15	CO4
11	Describe the various CSR initiatives undertaken by ethical organizations.	15	CO2



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END SEM EXAMINATION
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Program	BBA LLB	
Subject Name	Training and Development	
	Semester	VI
	Year	April 2024
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C. Possession of Mobile Phones or any kind of Written Material, Arguments with the Invigilator or Discussing with Co-Student will come under <u>Unfair Means</u> and will <u>Result</u> in the <u>Cancellation of the Papers.</u> 	

Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks

Q. NO1	QUESTIONS	Marks	COs
i	Which of the following training methods involves pairing a less experienced employee with a more experienced one for guidance and instruction: a) Job rotation b) Coaching c) Simulation d) Apprenticeship	01	CO1
ii	Which training methods involves moving employees through different positions within the company to gain exposure to various roles and responsibilities: a) Coaching b) Mentoring c) Job rotation d) Shadowing	01	CO3
iii	The phrase "transfer of training" refers to: a) Moving training schedules around to accommodate production concerns b) Freely sharing written training material with colleagues c) Both a & b d) None of these	01	CO2
iv	In the kiosk model of training and development, employees typically access training material and resource through: a) Classroom session b) Online platform c) Mentorship program d) Job rotation	01	CO2

v	Social learning theory emphasizes the role of -----in shaping behaviour : a) Genetics b) Reinforcement c) Modeling d) Cognitive Development	01	CO5
vi	Which of the following is a potential benefit of training and development that can be evaluated in a cost-benefit analysis? a) Increased employee turnover b) Decreased employee productivity c) Improve employee morale d) Higher operational costs	01	CO2
vii	Which of the following is not a method of training : a) Induction or orientation b) Apprenticeship c) Both a & b d) None of these	01	CO2
viii	Which of the following is an on the job training method? a) Position rotation or job rotation b) Conference and seminars c) Lecture method d) All of the above	01	CO2
ix	Which of the following is a direct cost associated with training and Development? a) Increased customer satisfaction b) Opportunity cost of employees time spent in training c) Improved organisational reputation d) Better decision -making skills among employees	01	CO4
x	Who proposed social learning theory? a) Albert Bandura b) Jean Piaget c) Lev Vygotsky d) B.F. Skinner	01	CO5
xi	What does O stands for in CIRO model: a) Operations b) Opportunity c) Operate d) None of these	01	CO4

xii	Which phase of the CIRO model focuses on implementing controls and safeguards to protect assets? a) Prepare b) Protect c) Detect d) Respond	01	CO4
Section B (Answer any FOUR out of SIX) – 28 Marks (Each question Carry 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Define training? Explain objectives of training.	07	CO1
3	How to design a training module?	07	CO2
4	What is CIRO model?	07	CO3
5	What steps are required in training?	07	CO1
6	What is cost benefit analysis?	07	CO3
7	What are the criteria for identifying training needs?	07	CO4
Section C (Answer any TWO out of FOUR) – 30Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS *	Marks	COs
8	Explain the methods and process of needs assessment?	15	CO4
9	What are the principles of learning?	15	CO5
10	What is Kirkpatrick model of evaluation?	15	CO4
11	Explain these terms- a) Management Development Program b) ROI of training	15	CO2