

REENA MEHTA COLLEGE OF COMMERCE AND MANAGEMENT

PERFORMANCE MANAGEMENT & CAREER PLANNING

TYBMS - SEM 5

Max. Marks : 20.

Internal Examination

Duration: 45 Min

Q.1 Fill in the Blanks:-

(2 ½ Marks)

- (1) _____ refers to initial training of employees. (Induction / Briefing)
- (2) Reward system in Performance management includes _____ (Incentives / Developmental roles)
- (3) Employees mainly focus on _____ for their development. (Career paths / working hours)
- (4) Performance _____ refers to evaluation of work. (Benchmarking/counting)
- (5) Rating includes _____ & Rewarding. (Gifting/Monitoring)

Q.1.B. True or false-

(2 ½ Marks)

- (1) Performance management is necessary concept in corporate.
- (2) Performance management includes performance appraisal.
- (3) There are various parameters on which performance is evaluated.
- (4) Providing training is not important before performance is measured.
- (5) Performance is measured on both qualitative & quantitative grounds.

Q.2. Answer in one-two sentences:-

(5 marks)

- (1) What is SMART goal?
- (2) What is meant by Pre-Requisites of performance management?
- (3) State a role of technology in performance management.
- (4) Name the components of performance management.
- (5) Explain Performance management.

Q.3. Answer the following in detail. (ANY 2/3)

(10 marks)

- (1) State & explain the importance of performance management.
- (2) Explain performance management & performance appraisal.
- (3) Explain the performance management cycle.

1

2

3

REENA MEHTA COLLEGE OF COMMERCE AND MANAGEMENT**WEALTH MANAGEMENT**

TYBMS - SEM 5

INTERNAL EXAMINATION

Max. Marks: 20

TIME:- 50 MIN

Q.1.A. Fill in the Blanks: -

(2 ½ Marks)

(1) An ----- rate is often expressed as an annual percentage of the principal

a. interest b. bond c. inflation d. dividend

(2) When developing your goals, S signifies ----- in SMART

a. Special b. Specific c. Soft d. Simple

(3) ----- is the ability to understand how money works in the world

a. Financial literacy b. Financial freedom c. Intelligence d. Numerical ability

(4) A wealth manager should act as an ----- and not as a salesman

a. Marketer b. Advisor c. Agent d. teacher

(5) Yield curve is ----- when yields of all maturities are close to one another

a. Upward sloping b. Downward sloping c. Flat d. Humped

Q.1.B. True or false :-

(2 ½ Marks)

(1) Gross domestic product is a lagging indicator

(2) Nominal rate of return is the rate of return on an investment after adjusting for inflation

(3) Product is introduced in the market during growth stage of product lifecycle

(4) Spending phase of investor lifecycle is usually from young adulthood to early middle age

(5) Medium term goals of investor refers to goals set for less than 1 year

Q.2. Answer in one-two sentences:-

(5 marks)

(1) What are the types of interest rates – mention any 3

(2) Name the stages in product lifecycle

(3) What do you mean by Yield to Maturity (YTM) for bonds

(4) Name leading indicators of the economy

(5) What is financial literacy

Q.3. Answer the following in detail. (ANY 2/3)

(10 marks)

(1) Discuss the concept of investor lifecycle

(2) Discuss different types of yield curves

(3) Explain wealth management and its components



REENA METHA COLLEGE OF COMMERCE & MANAGEMENT STUDIES

INTERNAL EXAMINATION 2017-2018

SEMESTER: V

SUBJECT: SOFTWARE TESTING

MARKS: 20

DATE: 17/08/2017

TIME: 60 MIN

Q1 Attempt any **four** questions.

1. Write short note on Testing Principles.
2. State phases of Fundamental Test Process. Explain any two.
3. Explain in brief V-model.
4. State and explain different types of Test Levels.
5. Write short note on Functional Testing.
6. Explain Agile Development.



REENA METHA COLLEGE OF COMMERCE & MANAGEMENT STUDIES

INTERNAL EXAMINATION 2017-2018

SEMESTER: V

SUBJECT: SOFTWARE TESTING

MARKS: 20

DATE: 17/08/2017

TIME: 60 MIN

Q1 Attempt any **four** questions.

1. Write short note on Testing Principles.
2. State phases of Fundamental Test Process. Explain any two.
3. Explain in brief V-model.
4. State and explain different types of Test Levels.
5. Write short note on Functional Testing.
6. Explain Agile Development.



REENA MEHTA COLLEGE OF COMMERCE AND MANAGEMENT

SALES & DISTRIBUTION MANAGEMENT

TYBMS - SEM 5

Max. Marks : 20.

Internal Examination

Duration: 50 Min

Q.1.A. Fill in the Blanks:-

(5 Marks)

- (1) _____ is the last but an important "P" in 4 P's of marketing. (Place,Promotion)
- (2) _____ is very much required in salesmanship. (Professionalism / Punctuality)
- (3) Sales also provides _____ facility to boost the turnover of company.(Credit/Home delivery)
- (4) Sales force should always be _____ (Reactive/Proactive)
- (5) _____ utility refers to distribution management. (Time/Place)

Q.1.B. True or false :-

(2 ½ Marks)

- (1) Sales management is just concerned with selling goods.
- (2) Distribution relates to reaching right goods at right time.
- (3) There are various policies involved in sales.
- (4) Training,Communication & motivation is a part of sales management.
- (5) A sales manager should also have a good personality.

Q.2.Answer in one-two sentences:-

(5 marks)

- (1) Define Sales management.
- (2) Explain promotion management.
- (3) Define distribution management.
- (4) Define customer service in sales.
- (5) What does interface of sales with other departments mean?

Q.3.Answer the following in detail. (ANY 2/3)

(10 marks)

- (1) Name & explain the qualities of a sales manager.
- (2) Explain the role of distribution in business.
- (3) Explain the structure of sales organisation.

1

2

3