

INTERNAL ASSIGNMENT QUESTIONS
B.B.A. II YEAR
ANNUAL EXAMINATIONS - 2026



PROF. G. RAM REDDY CENTRE FOR DISTANCE EDUCATION
(RECOGNISED BY THE DISTANCE EDUCATION BUREAU, UGC, NEW DELHI)

OSMANIA UNIVERSITY

(A University Accredited by NAAC with "A" + Grade Category – I Graded Autonomy by UGC)
Hyderabad – 7, Telangana State

DIRECTOR
Prof. N.Ch. Bhattacharyulu

Hyderabad – 7, Telangana State

**PROF.G.RAM REDDY CENTRE FOR DISTANCE EDUCATION
OSMANIA UNIVERSITY, HYDERABAD – 500 007**

Dear Students,

Each student has to write the answers to the Assignment questions with neat own handwriting using **BLUE PEN** (Black Ink not allowed) for each paper. Assignments have to submit after the payment of Rs.500/- by showing the receipt of the same. If the Assignment is not submitted within stipulated time i.e. before the theory exams / last date is treated as absent.

Methodology for writing the Assignments (Instructions) :

1. First read the subject matter in the course material that is supplied to you.
2. If possible read the subject matter in the books suggested for further reading.
3. You are welcome to use the PGRRCDL Library on all working days for collecting information on the topic of your assignments. (10.30 am to 5.00 pm).
4. Give a final reading to the answer you have written and see whether you can delete unimportant or repetitive words.
5. The cover page of the each theory assignments must have information as given in FORMAT below.

FORMAT

1. NAME OF THE STUDENT :
2. ENROLLMENT NUMBER :
3. NAME OF THE COURSE :
4. YEAR WISE (I, II & III YEAR) :
5. TITLE OF THE PAPER :
6. DATE OF SUBMISSION :
6. Write the above said details clearly on every subject assignments paper, otherwise your paper will not be valued.
7. Tag all the assignments paper wise and submit them in the concerned counter.
8. Submit the assignments on or before **20-02-2026** at the concerned counter at PGRRCDL, OU on any working day and obtain receipt.

DIRECTOR

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Paper – I Human Resource Management

Section – A

Answer the following all Questions. Each Question carries 5 Marks

$3 \times 5 = 15$

1. Define HRM ? List out the Objectives of HRM ?
2. Define Job Evaluation, Job list out the advantages of Job Evaluation.
3. Define Industrial disputes and Industrial relation, trade union, collective bargaining, PA, standing orders, Global placement, conciliation.

Section - B

Answer the following all Questions. Each Question carries 5 Marks

$3 \times 5 = 15$

1. Explain in detail about Human Resource Planning process with a Diagrammatic representation.
2. Define career planning. Explain in detail about impact of career planning on productivity.
3. Explain in detail about industrial dispute settlement machinery.

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Paper – II Management Science

Section – A

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Explain process technologies in detail.
2. Describe the elements of PPC.
3. Discuss the functions of stores management.

Section – B

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Classify various inventory control techniques.
2. Explain the procedure for determining IBFS using VAM method.
3. Discuss the criteria for decision making under risk.

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Paper – III Basics of Marketing

Section – A

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Define Marketing ? Discuss briefly the difference between selling and marketing.
2. Define Segmentation. Discuss briefly on product positioning.
3. Define PLC. Discuss on new product development.

Section – B

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Describe in detail about basis for segmentation with examples.
2. Explain in detail about the strategies adopted for product life cycle at maturity stage.
3. Define IMC, Explain in detail about sales promotion strategies with examples.

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Paper IV : Elements of Financial Management

Section – A

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Explain the Goals at Financial Management.
2. Discuss about the emerging role of Finance Manager in India.
3. Distinguish between present value and future value.

Section – B

Answer the following all Questions. Each Question carries 5 Marks **3x5=15**

1. Discuss the different Long term Sources of Finance.
2. Explain the different components of Cash flow.
3. Define Bond discuss its Features.
