

QUESTION 1

1.1 Indicate whether the following statements are TRUE or FALSE. Choose the answer and write only 'true' or 'false' next to the question number (1.1 –1.5) in the ANSWER BOOK.

- 1.1.1 Two –way communication takes place when learning is presented to children.
- 1.1.2 Industrial action as result of political processes often leads to low productivity
- 1.1.3 Analytical skills include being able to do the cost-benefit and statistical assessment of training activities.
- 1.1.4 When arranging a workshop, it is important that an agenda be drawn up and circulated in advance
- 1.1.5 Economic skills involve knowledge of enterprise structures and functions

(5×1)

(5)

1.2 Define the following word/terms:

- 1.2.1 Formal sector
- 1.2.2 Labour force
- 1.2.3 Unskilled labour
- 1.2.4 Knowledge
- 1.2.5 Attitude
- 1.2.6 Mentoring
- 1.2.7 Coaching
- 1.2.8 counselling
- 1.2.9 SAQA
- 1.2.10 ABET

(10×1) (10)

[15]

QUESTION 2

2.1 Differentiate between training and development.

(2×2) (4)

2.2 As a training practitioner, it is important that you identify learning problems experienced by your trainees and refer them to professionals that can help them. Explain the role of the following professionals when dealing with learning problems.

- 2.2.1 Psychologist
- 2.2.2 Remedial teachers
- 2.2.3 Occupational therapist
- 2.2.4 Speech therapist
- 2.2.5 Educational psychologists

(5×2) (10)

Personnel Training Nprevious Question Papers

A Gutmann



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Regional Economic Integration Levels of Regional Economic Integration Trade creation and diversion effects Regional Trade Agreements European Union EU ASEAN SAARC NAFTA International Economic institutions IMF World Bank UNCTAD World Trade Organisation WTO Functions and objectives of WTO Agriculture Agreement GATS TRIPS TRIMS Unit 2 Accounting and Auditing Basic accounting principles concepts and postulates Partnership Accounts Admission Retirement Death Dissolution and Insolvency of partnership firms Corporate Accounting Issue forfeiture and reissue of shares Liquidation of companies Acquisition merger amalgamation and reconstruction of companies Holding company accounts Cost and Management Accounting Marginal costing and Break even analysis Standard costing Budgetary control Process costing Activity Based Costing ABC Costing for decision making Life cycle costing Target costing Kaizen costing and JIT Financial Statements Analysis Ratio analysis Funds flow Analysis Cash flow analysis Human Resources Accounting Inflation Accounting Environmental Accounting Indian Accounting Standards and IFRS Auditing Independent financial audit Vouching Verification and valuation of assets and liabilities Audit of financial statements and audit report Cost audit Recent Trends in Auditing Management audit Energy audit Environment audit Systems audit Safety audit Unit 3 Business Economics Meaning and scope of business economics Objectives of business firms Demand analysis Law of demand Elasticity of demand and its measurement Relationship between AR and MR Consumer behavior Utility analysis Indifference curve analysis Law of Variable Proportions Law of Returns to Scale Theory of cost Short run and long run cost curves Price determination under different market forms Perfect competition Monopolistic competition Oligopoly Price leadership model Monopoly Price discrimination Pricing strategies Price skimming Price penetration Peak load pricing Unit 4 Business Finance Scope and sources of finance Lease financing Cost of capital and time value of money Capital structure Capital budgeting decisions Conventional and scientific techniques of capital budgeting analysis Working capital management Dividend decision Theories and policies Risk and return analysis Asset securitization International monetary system Foreign exchange market Exchange rate risk and hedging techniques International financial markets and instruments Euro currency GDRs ADRs International arbitrage Multinational capital budgeting Unit 5 Business Statistics and Research Methods Measures of central tendency Measures of dispersion Measures of skewness Correlation and regression of two variables Probability Approaches to probability Bayes theorem Probability distributions Binomial poisson and normal distributions Research Concept and types Research designs Data Collection and classification of data Sampling and estimation Concepts Methods of sampling probability and non probability methods Sampling distribution Central limit theorem Standard error Statistical estimation Hypothesis testing z test t test ANOVA Chi square test Mann Whitney test U test Kruskal Wallis test H test Rank correlation test Report writing Unit 6 Business Management and Human Resource Management Principles and functions of management Organization structure Formal and informal organizations Span of control Responsibility and authority Delegation of authority and decentralization Motivation and leadership Concept and theories Corporate governance and business ethics

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intervention in international trade Tariff and non tariff barriers India s foreign trade policy Foreign direct investment FDI and Foreign portfolio investment FPI Types of FDI Costs and benefits of FDI to home and host countries Trends in FDI India s FDI policy Balance of payments BOP Importance and components of BOP Regional Economic Integration Levels of Regional Economic Integration Trade creation and diversion effects Regional Trade Agreements European Union EU ASEAN SAARC NAFTA International Economic institutions IMF World Bank UNCTAD World Trade Organisation WTO Functions and objectives of WTO Agriculture Agreement GATS TRIPS TRIMS Unit 2 Accounting and Auditing Basic accounting principles concepts and postulates Partnership Accounts Admission Retirement Death Dissolution and Insolvency of partnership firms Corporate Accounting Issue forfeiture and reissue of shares Liquidation of companies Acquisition merger amalgamation and reconstruction of companies Holding company accounts Cost and Management Accounting Marginal costing and Break even analysis Standard costing Budgetary control Process costing Activity Based Costing ABC Costing for decision making Life cycle costing Target costing Kaizen costing and JIT Financial Statements Analysis Ratio analysis Funds flow Analysis Cash flow analysis Human Resources Accounting Inflation Accounting Environmental Accounting Indian Accounting Standards and IFRS Auditing Independent financial audit Vouching Verification ad valuation of assets and liabilities Audit of financial statements and audit report Cost audit Recent Trends in Auditing Management audit Energy audit Environment audit Systems audit Safety audit Unit 3 Business Economics Meaning and scope of business economics Objectives of business firms Demand analysis Law of demand Elasticity of demand and its measurement Relationship between AR and MR Consumer behavior Utility analysis Indifference curve analysis Law of Variable Proportions Law of Returns to Scale Theory of cost Short run and long run cost curves Price determination under different market forms Perfect competition Monopolistic competition Oligopoly Price leadership model Monopoly Price discrimination Pricing strategies Price skimming Price penetration Peak load pricing Unit 4 Business Finance Scope and sources of finance Lease financing Cost of capital and time value of money Capital structure Capital budgeting decisions Conventional and scientific techniques of capital budgeting analysis Working capital management Dividend decision Theories and policies Risk and return analysis Asset securitization International monetary system Foreign exchange market Exchange rate risk and hedging techniques International financial markets and instruments Euro currency GDRs ADRs International arbitrage Multinational capital budgeting Unit 5 Business Statistics and Research Methods Measures of central tendency Measures of dispersion Measures of skewness Correlation and regression of two variables Probability Approaches to probability Bayes theorem Probability distributions Binomial poisson and normal distributions Research Concept and types Research designs Data Collection and classification of data Sampling and estimation Concepts Methods of sampling probability and non probability methods Sampling distribution Central limit theorem Standard error Statistical estimation Hypothesis testing z test t test ANOVA Chi square test Mann Whitney test U test Kruskal Wallis test H test Rank correlation test Report writing Unit 6 Business Management and Human Resource

Management Principles and functions of management Organization structure Formal and informal organizations Span of control Responsibility and authority Delegation of authority and decentralization Motivation and leadership Concept and theories Corporate governance and business ethics Human resource management Concept role and functions of HRM Human resource planning Recruitment and selection Training and development Succession planning Compensation management Job evaluation Incentives and fringe benefits Performance appraisal including 360 degree performance appraisal Collective bargaining and workers participation in management Personality Perception Attitudes Emotions Group dynamics Power and politics Conflict and negotiation Stress management Organizational Culture Organizational development and organizational change Unit 7 Banking and Financial Institutions Overview of Indian financial system Types of banks Commercial banks Regional Rural Banks RRBs Foreign banks Cooperative banks Reserve Bank of India Functions Role and monetary policy management Banking sector reforms in India Basel norms Risk management NPA management Financial markets Money market Capital market Government securities market Financial Institutions Development Finance Institutions DFIs Non Banking Financial Companies NBFCs Mutual Funds Pension Funds Financial Regulators in India Financial sector reforms including financial inclusion Digitisation of banking and other financial services Internet banking mobile banking Digital payments systems Insurance Types of insurance Life and Non life insurance Risk classification and management Factors limiting the insurability of risk Re insurance Regulatory framework of insurance IRDA and its role Unit 8 Marketing Management Marketing Concept and approaches Marketing channels Marketing mix Strategic marketing planning Market segmentation targeting and positioning Product decisions Concept Product line Product mix decisions Product life cycle New product development Pricing decisions Factors affecting price determination Pricing policies and strategies Promotion decisions Role of promotion in marketing Promotion methods Advertising Personal selling Publicity Sales promotion tools and techniques Promotion mix Distribution decisions Channels of distribution Channel management Consumer Behaviour Consumer buying process factors influencing consumer buying decisions Service marketing Trends in marketing Social marketing Online marketing Green marketing Direct marketing Rural marketing CRM Logistics management Unit 9 Legal Aspects of Business Indian Contract Act 1872 Elements of a valid contract Capacity of parties Free consent Discharge of a contract Breach of contract and remedies against breach Quasi contracts Special contracts Contracts of indemnity and guarantee contracts of bailment and pledge Contracts of agency Sale of Goods Act 1930 Sale and agreement to sell Doctrine of Caveat Emptor Rights of unpaid seller and rights of buyer Negotiable Instruments Act 1881 Types of negotiable instruments Negotiation and assignment Dishonour and discharge of negotiable instruments The Companies Act 2013 Nature and kinds of companies Company formation Management meetings and winding up of a joint stock company Limited Liability Partnership Structure and procedure of formation of LLP in India The Competition Act 2002 Objectives and main provisions The Information Technology Act 2000 Objectives and main provisions Cyber crimes and penalties The RTI Act 2005

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08 PGT Commerce Chapter-wise Question Bank - Unit 8: Human Resource Management & Marketing Management Dheeraj Kumar Singh, *UGC NET JRF Commerce Previous Questions Unit Wise by Dheeraj K. Singh - Covering 48 Papers* Dheeraj Kumar Singh, UGC NET JRF Commerce Examination Best Strategy to Crack JRF Step 1 Solve PYQP Unit Wise Unit wise Year wise previous questions last 10 Question Sets to check the level of examination and your preparation Step 2 Solve Practice Set Chapter wise Subject wise to enhance your knowledge and level of your preparation Step 3 Solve Test Paper Unit Wise 5 Test Paper for each unit to check your level of preparation Step 4 Solve the Actual Previous year s Question Paper To check your time management and your examination strategy with multiple revisions of the whole syllabus Step 5 Appear in Mock Test 20 Mock Test to check final preparation level and reduce examination phobia Step 6 Appear in the Actual examination without tension and crack the examination with good marks and rank *Essential Readings in Light Metals, Volume 3, Cast Shop for Aluminum Production* John Grandfield, Dmitry Eskin, 2016-12-23 ONE OF A FOUR BOOK COLLECTION SPOTLIGHTING CLASSIC ARTICLES Original research findings and reviews spanning all aspects of the science and technology of casting Since 1971 The Minerals Metals Materials Society has published the Light Metals proceedings Highlighting some of the most important findings and insights reported over the past four decades this volume features the best original research papers and reviews on cast shop science and technology for aluminum production published in Light Metals from 1971 to 2011 Papers have been divided into ten subject sections for ease of access Each section has a brief introduction and a list of recommended articles for researchers interested in exploring each subject in greater depth Only 12 percent of the cast shop science and technology papers ever published in Light Metals were chosen for this volume Selection was based on a rigorous review process Among the papers readers will find landmark original research findings and expert reviews summarizing current thinking on key topics at the time of publication From basic research to industry standards to advanced applications the articles published in this volume collectively represent a complete overview of cast shop science and technology supporting the work of students researchers and engineers around the world **Energy**

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Dementia in Low and Middle Income Countries Christopher Butler,Agustin Ibanez,Mario Alfredo Parra,Huali Wang,Kit Yee Chan,Rufus Olusola Akinyemi,Tala Al-Rousan,Suvarna Alladi,Kirsten Bobrow,Stefania Ilinca,Elissaios Karageorgiou,Ophir Keret,Maira Okada de Oliveira,Geeske Peeters,2022-06-27 ERDA Energy Research Abstracts United States. Energy Research and Development Administration,1976

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