



**EndTerm(Even)Semester Examination June 2025**

Roll no.....

Name of the Course and semester: B.Com(Hons)—4th Semester Name  
of the Paper: Advanced Performance Management  
Paper Code: BCH 403 (ACCA)

Time: 3-hours

Maximum Marks: 100

**Note:**

- (i) All the questions are compulsory.
- (ii) Answer any two sub-questions from a, b and c in each main question.
- (iii) Total marks for each question is 20 (twenty).
- (iv) Each sub-question carries 10 marks.

1. (2x10=20 marks)
  - a. Establish relationship between strategic planning and mission statement of an organization. (CO1)
  - b. What role does strategic, tactical and operational plans and objectives play in enabling an organization fulfil its mission? (CO 2)
  - c. Explain in detail Porter's 5 forces model. (CO2)
2. (2x10=20 marks)
  - a. Discuss zero based budgeting as an alternative to incremental budgeting. (CO3)
  - b. Elaborate weaknesses and limitations of traditional approaches to budgeting. (CO3)
  - c. What are the common best practices adopted by organizations using a Beyond Budgeting (BB Approach)? (CO2)
3. (2x10=20 marks)
  - a. Evaluate characteristics of good information for planning, decision making and control in an organization. (CO3)
  - b. What are the different types of Management Information Systems (MIS)? (CO2)
  - c. Describe cloud computing along with its main types of setups. (CO2)
4. (2x10=20 marks)
  - a. Define Human Resource Management and also throw light on its importance
  - b. Explain Vroom's Expectancy Theory. (CO4)
  - c. Write a detailed note on Maslow's Hierarchy of needs. (CO3)
5. (2x10=20 marks)
  - a. Explain various short term profitability measures in detail. (CO4)
  - b. What are the pros and cons of using Net Present Value Method for appraising long-term projects? (CO5)
  - c. What problems are associated with performance management in Not-for-profit organizations? (CO5)