

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-101

F.Y. B.B.A. I.B. (I Semester) EXAMINATION, 2019

101 : INDIAN BUSINESS ENVIRONMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All* questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Answer the following questions in **20** words each (any *ten*) : [20]

- (a) Topography
- (b) Water bodies
- (c) Industrial sickness
- (d) Poverty
- (e) Globalization
- (f) Inflation
- (g) Parallel Economy
- (h) Environment
- (i) Trade and commerce
- (j) Infrastructure
- (k) Technology
- (l) Cultural environment
- (m) Traditions.

P.T.O.

- 2.** Answer the following questions in **50** words each (any *two*) : [10]
- (a) Describe the types of unemployment.
 - (b) Discuss the causes of regional imbalance.
 - (c) Explain the need for sustainable development.
 - (d) What are the objectives of monetary policy ?
- 3.** Answer the following questions in **150** words each (any *two*) : [20]
- (a) Explain the concept and causes of social injustice.
 - (b) Discuss the need for educational environment in business.
 - (c) Explain the causes and consequences of inflation.
- 4.** Answer the following questions in **300** words each (any *two*) : [30]
- (a) Elaborate the components of physical environment.
 - (b) Enumerate the characteristics of Indian Business Environment.
 - (c) Discuss the role of chambers of commerce in the development of business.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-102

B.B.A. (I.B.) (I Semester) EXAMINATION, 2019

COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. Write a detailed note on computer-based communication. And, Businessman has to use more than one communication medium. Explain.
2. What is the main purpose of a business letter ? What points should the writer of a business letter consider so that his purpose may be served best ?
3. Describe in detail the importance of 'Assertiveness' and steps to follow Assertive decision-making.
4. Explain the importance of interpersonal relationship in the light of positive self-esteem.

P.T.O.

5. What is goal setting ? Explain the factors responsible for goal setting.
6. What is cultural sensitivity ? How will it help in making your intercultural communication effective.
7. Write short notes on (any *four*) :
 - (1) Leadership style
 - (2) Importance of body language
 - (3) Stress management
 - (4) Good manners
 - (5) SMART

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-103

B.B.M. (I.B.) (I Semester) EXAMINATION, 2019

MICRO ECONOMIC ANALYSIS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

(iii) Draw neat and well-labelled diagrams wherever necessary.

1. Discuss the nature, scope and importance of Microeconomic Analysis. [15]

Or

Define Demand. What are the determinants of demand ? State and explain the law of demand. [15]

2. State and explain the relation between Total revenue, Average revenue and Marginal revenue. [15]

Or

Discuss in detail the concept of Cost Benefit Analysis. [15]

3. State and explain Marginal Productivity theory of Distribution. [15]

Or

Explain the features of Monopolistic Competition. [15]

P.T.O.

4. Critically examine the law of Supply. [15]

Or

Explain the modern theory of Rent. [15]

5. Write short notes on (any *four*) : [20]

(a) Basic Economic Problems

(b) Types of price elasticity of demand

(c) Long Run Average Cost Curve

(d) Accounting Costs and Economic Costs

(e) Dynamic Theory of Profit

(f) Usefulness of Elasticity in the field of foreign trade.

Total No. of Questions—5]

[Total No. of Printed Pages—5

Seat No.	
---------------------	--

[5518]-104

B.B.M./B.B.A. (I.B.) (First Semester) EXAMINATION, 2019

104 : BUSINESS ACCOUNTING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

- N.B. :—**
- (i) All questions are compulsory.
 - (ii) Figures to the right indicate full marks.
 - (iii) Use of calculator is allowed.

1. (A) State whether the following statements are True or False.

If false give *correct* statement (any *five*) : [10]

- (a) Carriage outward is debited to Trading A/c.
- (b) Cash sales are recorded in Sales Book.
- (c) Debit the receiver and credit the giver is a rule of Personal A/c
- (d) Trade discount is not recorded in Books of Accounts.
- (e) Depreciation is charged in Fixed Assets.
- (f) Goods distributed as free samples are not sales promotion expenses and not recorded in Books of Accounts.

(B) Answer in brief (any *five*) : [10]

- (a) What is Reserve for Doubtful Debts ?
- (b) What do you mean by Contingent Liability ?
- (c) Explain the term “Outstanding Expenses”.

P.T.O.

- (d) What do you mean by “Business Entity” ?
- (e) Write *two* examples of “Capital Expenditure”.
- (f) What is Trial Balance ?

2. Journalise the following transactions in the books of Sunil Enterprises : [16]

April 2018

- 1 Mr. Sunil started business with cash ₹ 1,00,000 and Machinery of ₹ 1,50,000.
- 2 Purchase goods on credit from Mr. Nilesh ₹ 75,000.
- 3 Sold goods to Sanjay for ₹ 1,00,000 at 10% trade discount.
- 4 Received cheque from Sanjay for ₹ 87,000 in full settlement of his account.
- 5 Deposited cash ₹ 25,000 in Bank A/c.
- 6 Purchased Motor Car for ₹ 35,000 from Mr. Sachin by cash.
- 7 Paid telephone charges ₹ 900 and Advt. Exp. ₹ 1,500.
- 8 Cash withdrawn ₹ 6,000 for Office Expenses.

Or

From the following information prepare Cash Book with Bank Column for the month of February 2018 : [16]

- 1 Cash balance ₹ 80,000 Bank balance ₹ 1,20,000.
- 2 Purchased good by cash ₹ 50,000.
- 3 Sold goods ₹ 25,000 and amount deposited directly into our Bank A/c.
- 4 Paid Salary/Wages to staff ₹ 10,000.
- 5 Purchased computer ₹ 25,000 paid by cheque.

- 6 Cash withdrawn ₹ 10,000 for office purpose.
- 7 Purchase goods of ₹ 5,000 by cash.
- 8 Draw amount of ₹ 3,000 from Bank for Personal use.
- 9 Received dividend by cheque ₹ 10,000.
- 10 Bank debited ₹ 500 as Bank charges and Interest credited ₹ 1,000 to a/c.
- 11 Paid Shop Rent ₹ 1,000.
- 12 Sold old furniture for ₹ 10,000 of which ₹ 5,000 received by cheque.
- 13 Paid ₹ 2,000 by cheque as donation.

3. From the following information prepare Trading, Profit & Loss A/c and Balance Sheet as on 31st March, 2018 for Suyesh Enterprises : [20]

Trial Balance as on 31st March, 2018

Particulars	Debit (₹)	Credit (₹)
Capital		3,00,000
Drawings	50,000	
Opening Stock	1,00,000	
Purchases	5,00,000	8,00,000
Wages	65,000	
Carriage Inward	25,000	
Salaries	1,48,000	
Insurance	6,000	
Admin. Exps.	9,000	
Bad Debts	3,000	

Discount	3,000	2,500
Debtors & Creditors	1,80,000	1,85,000
Commission		500
Building	4,50,000	
Machinery	1,10,000	
Furniture	11,000	
Cash and Bank Balance	40,000	
Bank Loan		4,12,000
	<u>17,00,000</u>	<u>17,00,000</u>

Adjustments :

- (1) Closing stock valued at ₹ 1,75,000.
- (2) Depreciate machinery at 10% p.a. and furniture at 5% p.a.
- (3) Outstanding salaries are ₹ 2,000 and Insurance prepaid is ₹ 1,000.
- (4) Provide Reserve for Doubtful Debts (R.D.D.) at 10%.

4. (A) Prepare Trial Balance from the following Ledger Balances as on 31st March, 2018 : [8]

Particulars	Amount	Particulars	Amount
Capital	6,00,000	Sales	8,50,000
Drawings	30,000	Sales Return	30,000
Purchases	5,00,000	Debtors	3,00,000
Purchase Return	10,000	Insurance	10,000
Salaries & Wages	1,50,000	Administrative Exps.	50,000
Building	2,50,000	Commision recd.	10,000
Machinery	2,00,000	Motor Car	90,000
Creditors	1,25,000	Bank Overdraft	15,000

- (B) From the following information regarding Cash Book and Passbook prepare Bank Reconciliation statement as on 31st March, 2018 and find out Balance as per Passbook : [8]
- (1) Cash Book shows Debit Balance of ₹ 15,000.
 - (2) Cheque issued to Mr. Sumit not yet presented for payment ₹ 4,000.
 - (3) Cheque deposited into Bank for ₹ 10,000 not yet credited to our A/c.
 - (4) Our customer Mr. Rupesh directly deposited ₹ 7,000 into our Bank A/c for which we are aware.
 - (5) Bank charges of ₹ 1,000 debited to our a/c by Bank but not recorded by us in our Cash Book.
 - (6) Dividend on our Investment credited to our Bank A/c ₹ 5,000, on entry for which is passed in our books of accounts.

5. Explain in brief, the provisions of Companies Act in respect of Financial statements of a Limited Company. [8]

Or

Write short notes on (any *two*) :

- (1) Accounting standards in India
- (2) Features of Accounting Software and Utility
- (3) Business Entity concept
- (4) Foreign Branch.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-105

B.B.M. (I.B.) (I Semester) EXAMINATION, 2019

105 : PRINCIPLES AND PRACTICE OF MANAGEMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All questions are compulsory.*

(ii) *Figures to the right indicate full marks.*

1. Define the term Management. Explain the nature and principles of management. [15]

Or

Discuss the functions of Management in detail.

2. Discuss Henry Fayol's Administrative Management. [15]

Or

Discuss the various theories of Motivations.

3. What is Planning ? Discuss the need and importance of planning. [15]

Or

What is Decision-making ? Explain the process of rational decision making.

P.T.O.

4. What is Control ? Explain essential steps in control process. [15]

Or

What is strategic management ? Explain the role of different strategists.

5. Write short notes on (any *four*) : [20]

(A) Total Quality Management

(B) Need of Forecasting

(C) Importance of Staffing

(D) International Management

(E) Stress Management.

Total No. of Questions—5]

[Total No. of Printed Pages—4

Seat No.	
---------------------	--

[5518]-106

F.Y. B.B.A. (IB) (Sem. I) EXAMINATION, 2019

BUSINESS MATHEMATICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

- N.B. :—**
- (i) All questions are compulsory.
 - (ii) Figures to the right indicate full marks.
 - (iii) Use of calculator is allowed.
 - (iv) Carrying and using mobile/smart watch is strictly prohibited.

1. Attempt any *four* of the following : [4×4=16]

- (i) Define :
 - (a) Row Matrix
 - (b) Symmetric Matrix.
- (ii) Explain types of shares.
- (iii) If a radio is purchased for Rs. 490 and sold for Rs. 465.50, find the loss percent.
- (iv) Deepika purchased 30 shares of Rs. 10 each of My Computers Ltd. on 20th January 2017 at Rs. 36 per share. On 3rd April, 2017, the company decided to split their shares from face value of Rs. 10 per share to Rs. 2 per share. On 4th April, 2017 the market value of each share was Rs. 8 per share. Find Deepika's gain or loss, if she was to sell the shares on 4th April, 2017 ? (No brokerage was involved in the transaction).
- (v) Find inverse of the following matrix using adjoint method :

$$A = \begin{bmatrix} 2 & 6 \\ 7 & 1 \end{bmatrix}$$

- (vi) Divide Rs. 1162 among A, B and C in the ratio 35 : 28 : 20.

P.T.O.

2. Attempt any *four* of the following : [4×4=16]

- (i) Find the cost of 80 shares at 5% if the market value of the share is 93 and par value is Rs. 100.
- (ii) Find the fourth proportional to 4, 9 and 12.
- (iii) Define :
 - (a) Ratio
 - (b) Simple Interest.
- (iv) Find the simple interest on Rs. 3,000 at $6\frac{1}{4}\%$ per annum for the period from 4th Feb. 2005 to 18th April 2005.
- (v) Differentiate between Preference Shares and Equity Shares.
- (vi) If A and B are two matrices of the same order, then $(A + B)' = A' + B'$:

$$A = \begin{bmatrix} 1 & 6 \\ 5 & 8 \end{bmatrix} \quad B = \begin{bmatrix} 4 & 7 \\ 1 & 3 \end{bmatrix}$$

3. Attempt any *four* of the following : [4×4=16]

- (i) A sum at simple interest at $13\frac{1}{2}\%$ per annum amounts to Rs. 2,502.50 after 4 years. Find the sum.
- (ii) Explain :
 - (a) Profit Function
 - (b) Revenue function.
- (iii) For the given matrix A, show that $(A')' = A$:

$$A = \begin{bmatrix} 3 & 9 \\ 4 & 1 \end{bmatrix}$$

- (iv) If $(X : Y) = 2 : 1$, then find $(X^2 - Y^2) : (X^2 + Y^2)$.
- (v) Define :
 - (a) Shares
 - (b) Dividend.
- (vi) Explain the concept of Market Price and Selling Price.

4. Attempt any *four* of the following : [4×4=16]

(i) Find cofactors for the following matrix :

$$S = \begin{bmatrix} 1 & 6 \\ 4 & 2 \end{bmatrix}$$

(ii) Find S.P when :

(a) C.P = Rs. 56.25, Gain = 25%

(b) C.P = Rs. 80.40, Loss = 5%

(iii) Prabhat Corporation has issued 2000 shares of Rs. 100 par-value common stock and 500 shares of 8%, Rs. 100 par-value preferred stock. If the company declared Rs. 12,000 in dividends for the first year, what will be the dividend per share of common stock ?

(iv) Find third proportional to 16 and 36.

(v) Define :

(a) Profit

(b) Debentures.

(vi) Verify $A + B = B + A$ if :

$$A = \begin{bmatrix} 1 & 4 \\ 7 & 2 \end{bmatrix} \quad B = \begin{bmatrix} 3 & 2 \\ 9 & 5 \end{bmatrix}$$

5. Attempt any *two* of the following : [2×8=16]

(i) Draw graph for the following function :

$$\begin{aligned} F(X) &= 3 + 2X \text{ When } X \leq 0 \\ &= 3 - 2X \text{ When } X > 0. \end{aligned}$$

- (ii) Test the consistency of the following system of linear equations and solve them using Matrix Inverse Method :

$$X + 2Y + 3Z = 14$$

$$4X + 5Y + 7Z = 35$$

$$3X + 3Y + 4Z = 21$$

- (iii) (a) Define :

(i) Loss

(ii) Symmetric Matrix.

- (b) A person incurs 5% loss by selling a watch for Rs. 1,140. At what price should the watch be sold to earn 5% profit.

Total No. of Questions—5]

[Total No. of Printed Pages—4

Seat No.	
---------------------	--

[5518]-201

B.B.A. (I.B.) (II Semester) EXAMINATION, 2019

201 : COST ACCOUNTING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Use of calculator is allowed.

1. (A) Fill in the blanks : [5]

(1) Prime cost includes all cost.

(2) At Break-even Point Total Cost is equal to

(3) When Actual Cost is less than Standard Cost, the difference is termed as variance.

(4) Difference between Contribution and Profit is known as

(5) is also known as Service Costing.

(B) True or False : [5]

(1) Variable Cost vary with the change in output.

(2) Operating costing method is used for Sugar Industry.

(3) Budgets are always prepared for one year.

(4) Job costing is suitable for special order concerns.

(5) Normal loss is unavoidable loss during the process of production.

P.T.O.

2. Define the term Cost, Costing and Cost Accounting. Explain the objectives of Cost Accounting. [15]

Or

Explain in brief differences between Cost Accounting and Financial Accounting.

3. Write short notes on (any *three*) : [15]

- (1) Limitations of Cost Accounting
- (2) Profit on incomplete contract
- (3) Behaviourwise Classification of Cost
- (4) Normal Loss, Abnormal Loss, Abnormal Gain
- (5) Concept of Cost Centre and Cost Unit.

4. Prepare Cost Sheet from the following information as on 31.12.2007.
Opening stock (raw material 4000, Work in progress 9000, Finished Stock 10000)

Closing stock (raw material 6000, Work in progress 10000, Finished Stock 11000)

Office Rent	2000
Showroom rent	1000
Depreciation on machinery	3000
Delivery van expenses	2400
Advertisements	600
Power and Consumables	1600

Direct Wages	14000
Indirect wages	1000
Salary – Office	5400
Salaries – Factory	2000
Carriage inward	2000
Carriage outward	2000
Purchase of raw material	16000
Gift tax	500
Donation	1000

Show total cost and profit which is 20% of sales. [16]

5. (A) The following information is available for SRV Co. Ltd. : [12]

Sales (at 50000 units)	₹ 2,00,000
Variable Overhead Cost	₹ 1,40,000
Profit	₹ 30,000

Find out :

- P/V Ratio
- Break-even Point
- Sales required to earn profit of ₹ 50,000
- The profit made when sales are ₹ 2,50,000

(B) The following is the information available of Sundaram Ltd.

The company produces 10000 units at 50% capacity :

Particulars	Per Unit Cost (₹)
Material Cost	150
Labour Cost	100

Fixed Overheads (₹ 2,50,000)	25
Variable Overheads	50
Administrative Overheads (60% fixed)	40
Selling and Distribution Overheads (50% fixed)	60
Total Cost Per unit	₹ 425

Prepare Flexible Budget at 75% and 100% capacity. [12]

Or

(B) From the following data, calculate :

- Material Cost Variance
- Material Price Variance
- Material Usage Variance.

Material	Standard	Actual
A	75 units @ ₹ 20 per unit	50 units @ ₹ 30 per unit
B	100 units @ ₹ 30 per unit	120 units @ ₹ 40 per unit
C	200 units @ ₹ 60 per unit	150 units @ ₹ 50 per unit

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-202

B.B.M. (I.B.) (II Semester) EXAMINATION, 2019

201 : ELEMENTS OF HUMAN RESOURCES MANAGEMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Q. No. 7 is compulsory.

(ii) Solve any *four* questions from Q. No. 1 to Q. No. 6.

(iii) *All* questions carry equal marks.

(iv) Draw neat diagram wherever necessary.

1. What is the meaning of Human Resource Management ? Explain in detail the role of HR Manager in the organization.
2. Explain the concept of selection and discuss the selection process in detail.
3. Explain the term Recruitment ? Also give various sources of Recruitment with its advantages and disadvantages.
4. Discuss the various strategic issues of human resources in mergers and acquisition.

P.T.O.

5. Explain the concept of Training and Development. Also explain various types of training methods in detail.
6. Explain recent trends and problems in managing diverse workforce.
7. Write short notes on (any *four*) :
 - (a) Structure of HR Department
 - (b) Job Rotation
 - (c) Total Quality Management
 - (d) Cross Cultural Training
 - (e) Re-engineering
 - (f) Need for Manpower Planning.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-203

B.B.M. (I.B.) (II Semester) EXAMINATION, 2019

203 : MACRO ECONOMIC ANALYSIS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

- N.B. :—** (i) Questions No. 1 is compulsory.
(ii) Attempt any *four* from the remaining questions.
(iii) Figures to the right indicate full marks.

1. Write short notes on (any *four*) : [4×5=20]
 - (a) Limitations of Macro Economics
 - (b) Say's Law of Market
 - (c) Keynes Psychological Law of Consumption
 - (d) Paradox of Saving
 - (e) Marginal Efficiency of Capital
 - (f) Monetary and Fiscal Policy Measures to control Inflation.

2. Define Macro Economics. Discuss the scope of Macro Economics. [15]

3. What is Money ? Explain the functions of Money. [15]

4. Discuss any *two* equations under the Cash Balances Approach. [15]

P.T.O.

5. What is a Trade Cycle ? Explain the phases of a Trade Cycle. [15]

6. Explain the concept of Aggregate Demand and Aggregate Supply ? Examine an economy's equilibrium with the help of a diagram. [15]

7. Discuss the concept of Investment Multiplier. How does it operate ? [15]

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-204

B.B.A. (I.B.) (II Semester) EXAMINATION, 2019

PRINCIPLES OF MARKETING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. Define term Marketing. Explain significance and functions of Marketing. [16]
2. Explain Marketing Mix. What is Price ? Explain different methods of Pricing. [16]
3. Define Market Research. Explain types and techniques of Market Research. [16]
4. What are various tools of Promotion ? Explain Sales Promotion and methods of Sales Promotion. [16]
5. Define Market Segmentation and explain the difference between Differential marketing and Concentrated marketing. [16]

P.T.O.

6. Explain significance of Rural Marketing and suggestions for improvement of Rural Marketing. [16]
7. Write short notes on (any *four*) : [16]
- (a) Types of Advertising Media
 - (b) Services Marketing
 - (c) Geographic Segmentation
 - (d) Stages of Product Life Cycle
 - (e) Functions of Marketing Manager.

Total No. of Questions—5]

[Total No. of Printed Pages—6

Seat No.	
---------------------	--

[5518]-205

B.B.M. (I.B.) (Second Semester) EXAMINATION, 2019

BUSINESS STATISTICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

(iii) Use of calculator is allowed.

(iv) Graph paper will be supplied on demand.

1. Attempt each of the following :

[5×4=20]

(a) Describe Simple random sampling procedure with replacement and without replacement.

(b) What do you mean by central tendency ? State any *four* requirements of good measure of central tendency.

(c) Represent the following data by a subdivided bar diagram :

Items of expenditure	Family A	Family B
Food	1500	2500
Clothing	1250	6000
Education	2500	5000
Miscellaneous	2000	4000

P.T.O.

(d) A firm can produce two types of clothes say A and B. The clothes are made of two colours of wool say red and green. One unit of clothe A needs 2 meters of red wool and 3 meters of green wool. One unit of clothe B needs 3 meters of red wool and 2 meters of green wool. The firm has only a stock of 800 meters of red wool and 1000 meters of green wool. The profits per unit of clothes A and B are Rs. 3 and Rs. 4 respectively. Formulate the above problem as a linear programming problem (LPP) for maximizing the income from the finished clothes.

2. The following are the marks in Economics(X) and marks in Statistics(Y) out of 50 scored by 7 students :

X	Y
40	32
34	39
28	26
30	30
44	38
38	34
31	28

- (i) Calculate Karl Pearson's correlation coefficient between X and Y.
- (ii) Find equation of regression line of X on Y.
- (iii) Estimate the marks in Economics when marks in Statistics are 40. [10]

Or

- (A) (i) The mean salary of 150 employees in a firm is Rs. 20,000. The mean monthly salary of 100 senior employees is Rs. 22,000. Find the mean monthly salary of junior employees. [4]

(ii) Solve the following LPP by graphical method : [6]

$$\text{Maximize : } Z = 300x + 200y$$

$$\text{Subject to : } 10x + 8y \leq 800$$

$$x \leq 60$$

$$y \leq 75$$

$$x, y \geq 0$$

(B) What do you mean by classification ? Describe inclusive and exclusive methods of classification. [5]

3. (A) A sample of 50 cars each of 2 makes X and Y is taken and average running life in years is recorded as follows :

Life (no. of years)	No. of cars	
	Make X	Make Y
0—5	8	6
5—10	12	10
10—15	17	20
15—20	10	12
20—25	3	2

(i) Which of these Makes gives higher average life ? Justify.

(ii) Which of these Makes shows greater consistency in performance ? Justify. [10]

Or

(A) (i) The lines of regression of bivariate population are :

$$8x - 10y + 66 = 0 \text{ and } 40x - 18y = 214$$

Find :

(1) Means of X and Y.

(2) Identify the equation of regression line of X on Y and Y on X.

(3) Find correlation coefficient between X and Y. [6]

- (ii) The following is a frequency distribution of 200 accidents observed on 200 days :

No. of accidents	Frequency (No. of days)
0	46
1	—
2	—
3	25
4	10
5	5

If mean of these 200 accidents is 1.46, calculate missing frequencies. [4]

- (B) What do you mean by correlation ? Explain the types of correlation with the help of scatter diagram.
4. (A) (i) Compute quartile deviation and coefficient of quartile deviation for the following frequency distribution of daily wages of workers : [5]

Daily Wages in Rs.	No. of Workers
0—100	12
100—200	18
200—300	35
300—400	42
400—500	50
500—600	45
600—700	20
700—800	8

- (ii) The following table shows the area in millions of sq. km. of oceans of the world : [5]

Ocean	Area in million sq. km.
Pacific	70.8
Atlantic	41.2
Indian	28.5
Antarctic	7.6
Arctic	4.8

Draw a pie diagram to represent the above data. [5]

Or

- (A) (i) The following is the raw data of 30 students related with the marks in English out of 50.

12, 36, 40, 16, 10, 10, 19, 20, 28, 30, 19, 27, 15, 21, 33, 45, 7, 19, 20, 26, 26, 37, 6, 5, 20, 30, 37, 17, 11, 20.

Prepare a frequency distribution by taking classes as 5-10, 10-15, 15-20, [5]

- (ii) The weights of 15 students are as follows : [5]

31, 34, 27, 29, 32, 43, 37, 41, 34, 28, 36, 44, 45, 42, 30.

Find :

- (1) mean,
- (2) median and
- (3) mode of the weights of students.

- (B) Explain absolute and relative measures of dispersion. [5]

5. (A) (i) Solve the following LPP by graphical method : [6]

Minimize $Z = 600x + 400y$

Subject to : $1500x + 1500y \geq 20,000$

$$3000x + 1000y \geq 40,000$$

$$2000x + 5000y \geq 44,000$$

$$x, y \geq 0$$

- (ii) Suppose 25 values are stored in cells A1 to A25 of MS-Excel worksheet. State functions with syntax in MS-Excel to compute : [4]

(1) Median

(2) Q_1

(3) Q_2

(4) Q_3 .

Or

- (A) Attempt each of the following : [2 marks each]

(i) Define the term Statistics.

(ii) In a set of 50 observations arranged in ascending order of magnitude the values of 24th, 25th and 26th observations are 30, 34 and 37 respectively. Find median.

(iii) If $r(X, Y) = 0.75$, then find $r(X + 3, Y - 5)$ and $r(X, -Y)$.

(iv) Define the terms attribute and variable.

(v) Are the data $n = 10$, $\Sigma x^2 = 400$ and $\bar{x} = 7$ consistent? Justify.

- (B) Explain the scope of Statistics in Economics. [5]

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-206

B.B.A. (I.B.) (II Semester) EXAMINATION, 2019

206 : IT IN BUSINESS OPERATIONS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *four* questions.

(ii) Draw figures wherever necessary.

1. Answer the following (any *two*) : [20]

(a) What is SQL ? Explain the use of SQL.

(b) Explain the Normalization and its types.

(c) What is MIS ? Explain the characteristics of MIS.

2. Answer the following (any *two*) : [20]

(a) Explain the following SQL Commands with its syntax and example :

(i) SELECT

(ii) DELETE

(b) What is MS-Excel ? Explain the features of MS-Excel.

(c) What is Antivirus ?

P.T.O.

3. Answer the following (any *two*) : [20]
- (a) Explain the characteristics of Digital Computer.
 - (b) Explain the concept of Cryptography.
 - (c) Explain ER Diagram. Explain the types of Attributes.
4. Answer the following (any *two*) : [20]
- (a) Explain Digital Signature.
 - (b) What is Output device ? Explain any *two* output devices.
 - (c) Explain various security threats to information.
5. Answer the following (any *two*) : [20]
- (a) What is DOS ? Explain the difference between DOS and Windows.
 - (b) Explain the difference between Primary memory and Secondary memory.
 - (c) Explain the following DOS Commands :
 - (i) RMDIR
 - (ii) CLS
 - (iii) Ver
 - (iv) Del.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-301

B.B.A./B.B.M. (I.B.) (III Semester) EXAMINATION, 2019

INTERNATIONAL BUSINESS ENVIRONMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All* questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Explain the role of various organisations and their initiatives in Environmental Protection. [16]

Or

What are the various aspects of trade in toxic chemicals, including hazardous chemicals. [16]

2. Explain the role of marketing in sustainable development. [16]

Or

Define Eco and sustainable products and services. Explain the economic scheme of India. [16]

3. How does the trade in carbon credit function under the Kyoto Protocol ? [16]

Or

Explain the various measures taken by the corporate sector in reducing Green House Gases. [16]

P.T.O.

4. What is Environmental Ethics ? How is Environmental Ethics implemented ? [16]

Or

What do you mean by Green Industry ? What are the characteristics of Green Industry ? Give suitable examples. [16]

5. Write short notes on any *four* : [16]

- (a) Corporate Compliance
- (b) Case study on Canon – Green IT Drivers
- (c) Emission Markets
- (d) Environmental Marketing Mix
- (e) The Dirty Dozen
- (f) Globalization and WTO.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-302

**B.B.M. (I.B.) (III Semester) EXAMINATION, 2019
PRODUCTION AND OPERATIONS MANAGEMENT
(2013 PATTERN)**

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All questions are compulsory.*

1. What do you mean by Product Design ? Which factors affecting on Product Design ? [15]

2. What is Production Development ? Which factors are responsible for Production Development ? [15]

Or

Define Production Management. Explain various functions of Production Management. [15]

3. What is Productivity ? Explain in detail measures to boost productivity. [15]

Or

Distinguish between quality control and quality circle. [15]

4. What is Work Study ? Explain concept, scope and applications of Work Study. [15]

Or

What is Ergonomics ? Explain Importance and Bio-mechanical factors of Ergonomics.

P.T.O.

5. Write short notes on (any *four*) :

[20]

- (a) Status Governing Safety
- (b) Kaizen effects of Globalisation
- (c) Concept of Outsourcing
- (d) Plant layout objectives
- (e) PMTS systems.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-303

B.B.M. (I.B.) (III Semester) EXAMINATION, 2019

INTERNATIONAL ECONOMICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Critically examine the modern theory of International Trade (Heckscher-Ohlin theory). [15]

Or

Differentiate between Inter-regional trade and International trade. Is there need to study a separate branch of economics called International Economics ? [15]

2. What is free trade policy ? “A country should follow policy of free trade only if other countries also do so.” Do you agree ? Justify your answer. [15]

Or

Discuss the concept of Terms of Trade. What are the factors influencing the terms of trade ? [15]

P.T.O.

3. What is GATT ? Explain the evolution of WTO from GATT. [15]

Or

“Foreign trade serves as an engine of economic growth.”

Discuss. [15]

4. Explain the objectives and functions of International Monetary Fund (IMF). [15]

Or

Discuss the static and dynamic gains from trade. [15]

5. Write short notes on (any *four*) : [20]

(a) Comparative Cost Advantage

(b) Non-tariff barriers

(c) Functions of World Bank

(d) Nature of International Economics

(e) TRIPs agreement

(f) India and IMF.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-304

B.B.A. (I.B.) (III Semester) EXAMINATION, 2019

INTERNATIONAL MARKETING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain the concept of International Marketing and explain the challenges and opportunities of International Marketing. [16]
2. Explain Recent Import Export Policy with its features in detail. [16]
3. Explain the rules for successful exports and explain the segmentation for International Marketing. [16]
4. Explain International Pricing Decisions. What factors influence pricing decision ? [16]
5. Explain reasons of entry in International Marketing. [16]
6. Explain the importance of labeling, packaging and packing in International Marketing. [16]

P.T.O.

7. Write short notes on (any *four*) :

[16]

- (1) Marine Insurance
- (2) EXIM Policy 1992
- (3) Uniform Pricing Vs Market by Market Pricing
- (4) EXIM Bank
- (5) Registration of Exporters
- (6) Excise Clearance of Exported Goods.

Total No. of Questions—6 + Frages—5] [Total No. of Printed Pages—8

Seat No.	
-------------	--

[5518]-305

B.B.A. (I.B.) (Third Semester) EXAMINATION, 2019
FRENCH
(Foreign Language Paper-I)
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All questions are compulsory.*

(ii) *Use of dictionary is not allowed.*

Q.1. Complétez un dialogue

(10)

A. M. Ferreira arrive à l'hôtel BAUCUSE. Il a une chambre réservée. Il a la chambre 601 au troisième étage. Complétez le dialogue.

M. Ferreira : Bonjour, monsieur. J'ai une chambre réservée ici.

Le réceptionniste : _____ .

M. Ferreira : Au nom de M. Ferreira.

Le réceptionniste : _____ .

M. Ferreira : Elle est à quel étage ?

Le réceptionniste : _____ Voici les clés .

M. Ferreira : Merci. C'est où ?

Le réceptionniste : _____ . Montez au sixième étage. La chambre est juste en face de l'ascenseur.

M. Ferreira : D'accord. Et le restaurant, c'est où ?

Le réceptionniste : _____ . En face des escaliers.

OU

B. Mlle. Laura Pinet arrive au standard de la société 'ITEX'. Elle veut rencontrer M. Marc Chenin, le directeur. M. Chenin n'est pas là. Elle parle à la standardiste. Complétez le dialogue.

Mlle. Pinet : Bonjour monsieur. Je voudrais parler à M. Chenin, s'il vous plaît.

Le réceptionniste : _____ ?

Mlle. Pinet : Mlle Pinet.

Le réceptionniste : _____ ?

Mlle. Pinet : Eh bien, c'est pour notre dossier, « Suez ».

P.T.O.

Le réceptionniste : _____ ?
 M. Pinet : Ok. Voici mon numéro de téléphone. J'attends son appel. C'est urgent.
 Le réceptionniste : _____ .
 M. Pinet : Merci bien.
 Le réceptionniste: _____ . Au revoir.

Q. 2. Grammaire et vocabulaire

A. Mettez au pluriel : (4)

1. Qu'est-ce que tu veux faire ce soir ?
2. Je dois organiser cette réunion avec le délégué.

B. Mettez au négatif : (4)

1. Nous pouvons dîner au restaurant.
2. Je préfère le train.

C. Complétez avec des prépositions (3)

1. Je voyage souvent _____ mon travail.
2. Je suis réceptionniste _____ un grand hôtel.
3. Le restaurant est _____ l'entrée.

D. Complétez avec des adjectifs possessifs. (3)

1. Tu vas en voyage d'affaires avec _____ directeur.
2. Mme Dubosc a une fille. _____ fille s'appelle Lucie.
3. Vous parlez avec _____ clients.

E. Complétez avec des mots justes : (2)

1. Un _____ est une maison meublée à louer à la campagne.
2. Un habitant de l'Argentine _____.

F. Dites vrai ou faux : (3)

1. Le steward aide les passagers dans un avion.
2. La capitale du Brésil est Paris.
3. Un habitant de l'Australie est Allemand.

G. Complétez avec des mots donnés : (parlées, nombre, qualité, confort) (4)

Les hôtels de tourisme sont classés par le _____ d'étoiles selon de nombreux critères : le _____ des chambres, les équipements, la _____ du service, les langues _____ , l'intérêt historique du bâtiment.

H. Mettez les verbes entre parenthèses à la forme qui convient (4)

1. Les voyageurs sans titre (payer) une amende.
2. Le directeur général (gerer) l'ensemble des activités de l'entreprise.
3. La directrice (remplir) les fiches.
4. Le réceptionniste (faire) les réservations.

I. Écrivez en mots: (4)

31, 17, 90, 72.

J. Quelle heure est-il? (4)

- 1.) 19h25 2) 15h30

Q.3 .A. Répondez en français aux questions suivantes: (3 au choix) (6)

1. Quelle est votre nationalité?
2. Comment s'appelle un habitant de la Belgique?
3. Nommez deux pays francophones.
4. Quand vous voyagez, où habitez-vous ?

Q.3. B. Reliez les deux colonnes (4)

- | A | B |
|---------------|---|
| 1. L'Inde | a) Eaux. |
| 2. GDF – Suez | b) Indien. |
| 3. Allô ! | c) Transport en commun. |
| 4. Tramway | d) Bonjour, je voudrais parler à M. Dubosc. |

Q.4. Présentez la personne suivante (5)

Nom : Xavier
Prénom: Catherine
Nationalité: Mexicaine
Pays de résidence: L'Espagne.
Situation de famille: Mariée
Nombre d'enfants: 3 filles
Secteur d'activité professionnelle: Vente sur Internet

OU

Nom : Pinot
Prénom: Paul
Nationalité: Suisse
Pays de résidence: La Belgique.
Situation de famille: Célibataire
Secteur d'activité professionnelle: Chef des ressources humaines

Q.5. A. Traduisez en anglais: (5)

En France, il existe différents tarifs. Ils correspondent à l'âge ou à la situation (senior, jeune, famille nombreuse, demandeur d'emploi, etc)

Pour voyager dans les transports en commun en France, vous devez :

- avoir un titre de transport (billet, ticket ou carte)
- composer votre titre de transport.

B. Traduisez en français: (5 au choix) (10)

1. We want to visit the city.
2. You have a meeting with M. Piquart.
3. Don't hang up, please
4. I'm calling you because I am in Nantes.
5. My children like to travel.
6. The weather is good in summer.

Q. 6. Compréhension

Mathieu : Non ! Je déteste l'avion. En avion, j'ai peur et j'ai toujours froid. Je déteste les longs trajets. Je n'aime pas les plateaux-repas. Pendant le voyage, je préfère dormir et je ne regarde jamais les films.

A. Dites vrai ou faux : (4)

1. Mathieu aime l'avion.
2. Il préfère regarder les films en avion.
3. Il a froid en avion.

B. Cherchez le contraire dans le texte : chaud. (1)

GERMAN

Time : Three Hours

Maximum Marks : 80

- N.B. :-** (i) All questions are compulsory.
(ii) Use of dictionary is not allowed.

Frage1) Beantworten Sie die folgenden Fragen. (Nur 6)

[6]

1. Um wieviel Uhr stehen Sie auf?
2. Welches Möbel hat Ihr Arbeitszimmer?
3. Wann haben Sie frei?
4. Wo liegt Pune?
5. Wie heißt Ihre Mutter? Wie alt ist sie?
6. Was machen Sie im Deutschunterricht?
7. Welche Sprachen sprechen Sie?

Frage2) Übersetzen Sie ins Englische!

[10]

(a) Manolo Lopez Matin kommt aus Santiago de Chile. Er lebt seit zwölf Jahren mit seiner deutschen Freundin Susanne in Köln. Sie haben seit vier Monaten ein Kind und wollen im Sommer heiraten. Manolo importiert für viele Restaurants in Köln Wein aus Chile, und Susanne ist Webdesignerin. Beide hören gern Musik. Manolo mag Tangos, aber Susanne findet Beethoven und Mozart gut.

(b) Das Kaffeetrinken ist eine arabische Tradition. Die Türken haben Mokka international populär gemacht. In Europa hat Österreich eine lange Kaffeehaus-tradition und viele Kaffeevariationen.

Heute ist Kaffeetrinken „in“. Caffè Latte, Espresso und Cappuccino heißen die Top- Favoriten in Hongkong, New York, Berlin und St. Petersburg. Cafè- Ketten wie Starbucks, Segafredo und Coffee Bean sind so international wie McDonalds. Cafès sind ideal für die Kommunikation und für Kontakte.

Frage 3.A) Schreiben Sie die Zahlen ins Worte. (Nur 4)

[4]

5, 11, 34, 66, 127

Frage 3.B) Ergänzen Sie Vokale. (Nur 4)

[4]

1. Sch_ l_
2. T_ f_ l
3. K_ l_
4. C_ mp_ ter
5. Br_ _ f

Frage 3.C) Ergänzen Sie das richtige Wort. (Nur 4) [4]

- 1) Ich lerne an der Pune Universität. Ich bin _____.
- 2) Mittwoch ist ein _____.
- 3) Limonade und Bier sind _____.
- 4) Delhi ist die _____ von Indien.
- 5) Ausländer brauchen in Deutschland nach drei Monaten eine _____.

Frage 3.D) Was passt nicht? (Nur 4) [4]

1. Tisch, Sofa, Stuhl, Kuli
2. Handy, CD-player, Heft, Videorekorder
3. Schwester, Bruder, Vater, Sohn
4. langweilig, super, fantastisch, toll
5. Österreich, Schweiz, Frankreich, Basel, Italien

Frage 4.A) Ergänzen Sie die Verben in richtigen Formen. (Nur5) [5]

(gehen, haben, diskutieren, essen, arbeiten, lernen)

1. Kartik ____ Deutsch.
2. Wir sehen einen Film. Wir _____ ins Kino.
3. Maria _____ als Lehrerin seit neun Monaten.
4. Herr Botta _____ viel Geld.
5. Kinder, ____ ihr den Salat?
6. John _____ das Problem mit Dieter.

Frage 4.B) Ergänzen Sie die Personalpronomen. (Nur5) [5]

1. Ralf und Peter, was macht ____ am Wochenende?
2. Der Film ist interessant. Du musst ____ sehen.
3. Mein Zimmer ist klein, aber ____ hat einen Balkon.
4. Das sind meine Kinder. ____ sind sehr intelligent.
5. Klaus, hast ____ einen Kuli.
6. Unser Fernseher ist kaputt. ____ funktioniert nicht.

Frage 4.C) Ergänzen Sie den Artikel. (bestimmt/unbestimmt/ Nom/Akk) (Nur 5) [5]

1. D__ Schultasche is Blau.
2. D__ Schüler sind in der Klassenzimmer.
3. Ich lese e__ Buch.
4. Das ist e__ Telefon .

5. Maria kauft d ___ Bücher.
6. Wir haben e ___ Wohnung.

Frage 4.D) Ergänzen sie das Possesivartikel. (Nur 5)

[5]

1. Frau Sommer, was machen ___ Kinder?
2. Martin und Peter, ist das ___ Zimmer?
3. Sanika isst Salat gern. Aber ___ Mann isst ihn nicht gern.
4. Wir wohnen in Pune. ___ Haus in Pune ist groß.
5. Ich habe einen Freund. ___ Freund kommt aus Japan.
6. Hari hat eine Tochter. ___ Tochter ist Lehrerin von Beruf.

Frage 4.E) Ergänzen Sie die Verben 'haben' und 'sein' im Präteritum. (Nur5)

[5]

1. Im Juni ___ ich in Indien.
2. ___ Maria gestern genug Geld?
3. Früher ___ wir keinen Computer, aber jetzt haben wir zwei.
4. Vor zwei Jahren ___ ich Student, jetzt bin ich Lehrer.
5. Sunil ___ kein Handy.
6. Im Mai ___ wir Ferien.

Frage 4.F) Bilden Sie Fragen. (Nur 5)

[5]

1. Mathe ist mein Lieblingsfach.
2. Am Abend gehen wir ins Kino.
3. Sabine kauft ein Auto.
4. Ja, ich heiße Peter.
5. Karin wohnt in Berlin.
6. Um sechs Uhr gehen wir ins Restaurant.

Frage 5.A) Lesen sie den Text und beantworten Sie die folgenden Fragen.

Ich wohne jetzt seit sechs Monaten in Deutschland. Meine Wohnung hier ist sehr schön : groß und hell. Ich habe drei Zimmer, eine Küche und ein Bad.

Meine Wohnung in Japan ist nur sehr klein. Hier in Deutschland habe ich 83qm. Das ist fantastisch. Leider habe ich keinen Balkon. Das finde ich nicht gut. In Japan hat jede Wohnung einen Balkon. Ja, und das Badezimmer in Deutschland ist nicht schön. Die Toilette und das Bad sind zusammen. Das gefällt mir nicht. In Japan gibt es die Toilette und das Bad immer extra. In Deutschland schläft man im Schlafzimmer, isst im Esszimmer und wohnt im Wohnzimmer. In Japan machen wir alles in einem Zimmer.

a) Beantworten Sie die Fragen. (Nur4)

[4]

1. Wo wohnt Herr Hayashida jetzt?

2. Wieviele Zimmer hat seine Wohnung?
3. Wo schlafen, wohnen und essen die Leute in Japan?
4. Suchen Sie zwei Adjektive aus dem Text!
5. Was gefällt Herr Hayashida nicht?

b) Sind die folgenden Aussagen richtig oder falsch?

[4]

1. Herr Hayashida kommt aus Japan.
2. Seine Wohnung in Japan hat keinen Balkon.
3. Seine Wohnung in Deutschland ist schön.
4. In Deutschland gibt es das Bad und die Toilette extra.

Frage 5.B) Schreiben Sie 8 bis 10 Sätze über das Thema:

[10]

Mein Freund/ Meine Freundin

Oder

Meine Familie

Total No. of Questions—5]

[Total No. of Printed Pages—3

Seat No.	
---------------------	--

[5518]-306

B.B.A. I.B./B.B.M. (I.B.) (III Semester) EXAMINATION, 2019

306 : MANAGEMENT ACCOUNTING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory and carry equal marks.

(ii) Use of simple calculator is allowed.

1. Define the term 'Management Accounting'. Explain its importance in the management of a Modern Business. State its limitation also. [16]

Or

'Ratio Analysis' – One of the powerful tool or technique of Financial Analysis. Discuss.

2. What is Analysis and Interpretation of financial statement ? Explain various methods of such Analysis. [16]

Or

From the following Balance sheet of 'SK' Ltd. as on 31st December, 1988. Calculate :

- (1) Current Ratio
- (2) Liquid Ratio

P.T.O.

- (3) Proprietary Ratio
- (4) Fixed Assets to Proprietary Ratio
- (5) Debt Equity Ratio
- (6) Capital Gearing Ratio

Balance Sheet

As on 31.12.88

Liabilities	Amount ₹	Assets	Amount ₹
Equity share capital	1,00,000	Cash	10,000
		Debtors	40,000
7% Pref. share capital	20,000	Stock	60,000
6% Mortgage Debenture	1,40,000	Investment (short-term)	30,000
Reserve	80,000	Fixed Assets 3,60,000	
Creditors	12,000	–Depreciation	
Outstanding Exp.	2,000	1,00,000	2,60,000
Provision for tax	26,000		
Bills Payable	20,000		
	4,00,000		4,00,000

- 3.** Define the term Marginal Costing. State the advantages and limitations of it. [16]

Or

From the following data of 'SSP Pvt. Ltd,' calculate :

- (1) P/V Ratio
 - (2) Profit when sales are ₹ 25,000.
 - (3) New break-even sales if selling price is reduced by 10%.
- Fixed Expenses – 6,000, Break-even sales – 15,000

4. Define the term 'Budget' and 'Budgetary Control'. Explain the advantages and limitations of Budgetary Control. [16]

Or

The following data of SBK Pvt. Ltd. Pune is given for 50% activity, prepare a budget for production at 75% and 90% capacity.

Production for 50% capacity	1000 units
Direct Materials	₹ 50 per unit
Direct Wages	₹ 25 per unit
Direct Expenses	₹ 15 per unit
Factory Overheads	₹ 25,000 (70% variable)
Administration Overheads	₹ 20,000 (25% variable)

5. Write short notes on (any *four*) : [16]

- (1) Comparative Statements
- (2) Profitability Ratios
- (3) Funds Flow Statement
- (4) Fixed Budget
- (5) Margin of Safety
- (6) Sources of Fund.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-401

B.B.M. (IB) (Fourth Semester) EXAMINATION, 2019

401 : FOREIGN EXCHANGE OPERATIONS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any 5 questions.

(ii) All questions carry equal marks.

(iii) Figures to the right indicate full marks.

1. Write short notes on (any *four*) :

- (a) Capital Account Convertibility
- (b) Speculators in FOREX Market
- (c) Spot and Forward Quotation
- (d) Purchasing Power Parity
- (e) CIF – as INCO Term.

2. What do you mean by Exchange Control ? State unilateral and bilateral methods of Exchange Control.

3. Explain the nature of Forex Market. Who are different participants in FOREX Market ? Explain the role of FEDAI, in Forex market in India.

P.T.O.

4. Explain various INCO terms used in International Trade.
5. Define Letter of Credit. State meaning of Back to Back and Revolving LC.
6. Define BOP (Balance of Payment). Explain the difference between BOP (Balance of Payment) and BOT (Balance of Trade).
7. What is Fixed and Floating Exchange Rate ? State advantages and disadvantages of Floating exchange rate.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-402

B.B.M. (IB) (Fourth Semester) EXAMINATION, 2019

402 : INTERNATIONAL BUSINESS IN SERVICE SECTOR

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. 7 is Compulsory

(ii) Answer any *four* from the remaining.

(iii) Figures to the right indicate full marks.

1. Define Service ? Explain various strategies to enter into Global Services Market. [15]
2. State various opportunities and threats in International Trade in Services. [15]
3. Describe Healthcare Service. Identify hurdles in the development of Indian Healthcare Industry. [15]
4. What do you mean by WTO ? What are the issues related to WTO agreements ? [15]
5. Discuss Pricing of Service ? State Pricing Strategy in Services. [15]

P.T.O.

6. Elaborate on Globalization of Service. State how Globalization of Service Sector has contributed to Indian economy. [15]
7. Write short notes on (any *four*) : [20]
- (i) Trade barriers in services
 - (ii) Telecommunication Service
 - (iii) Service Quality
 - (iv) GATT
 - (v) FDI in Services
 - (vi) Liberalization of Service

Seat No.	
---------------------	--

[5518]-403

B.B.A. (IB) (Sem. IV) EXAMINATION, 2019
403 : INTERNATIONAL AGRICULTURAL BUSINESS
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.
(ii) *All* questions are compulsory.

1. Define International Agri-Business. Explain the scope and importance of International Agri-Business.
2. What is the scope of Agro-based industries in India ? Explain the constraints in export of processed food.
3. Write a detailed note on Quota Restriction on Agro Products.
4. Define Agricultural Marketing. Explain its scope and importance in detail.
5. Explain the special efforts to promote agro based commodities.
6. Write short notes on (any *two*) :
 - (a) Sugar Industries
 - (b) International license for Food Industry.
 - (c) EXIM policy.

Total No. of Questions—6]

[Total No. of Printed Pages—4

Seat No.	
-------------	--

[5518]-404

BBM (I.B) (Fourth Semester) EXAMINATION, 2019

BUSINESS TAXATION

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. What is exempted income ? Explain the specifically exempted income u/s 10 of Income Tax Act, 1961.
2. What are the incomes chargeable under the head Business and Profession u/s 28 ?
3. What are the various Authorities involved in Administration of Income Tax ?
4. Write short notes on (any *four*) :
 - (a) Income
 - (b) Residential Status
 - (c) Tax Deduct at Source
 - (d) Capital incomes and Revenue incomes
 - (e) Long-term capital gain
 - (f) Concept of Service tax.

P.T.O.

5. Mr. Siddharth owns three houses particular of which are as follows :

Particulars	House A (Let Out)	House B (Use for self business)	House C (Self Occupied)
Municipal Valuation	7,50,000	8,10,000	8,50,000
Fair Rent	7,00,000	7,20,000	8,60,000
Standard Rent	7,10,000	7,30,000	7,70,000
Annual Rent	6,50,000	—	—
Municipal Tax	10%	10%	10%
Interest on borrowed capital	2,00,000	2,10,000	2,50,000
Loan taken for construction on	01/04/2013	01/04/2013	01/04/2013
Construction is completed on	05/03/2018	05/03/2018	05/03/2018

Find out the income from house property of Mr. Siddharth for the assessment year 2019-20.

6. Mr. Hari is a resident individual furnished the following information for the year ended 31/03/2019 :

- (1) Basic Salary Rs. 50,000 per month.
- (2) D.A. 30% of salary. (Consider for retirement benefit)

(3) Commission (Fixed) Rs. 40,000 p.a.

(4) Entertainment Allowance Rs. 500 p.m.

(5) Transport Allowance Rs. 2,500 p.m.

(6) Hostel allowances Rs. 8,000 p.a.

(Mr. Hari has two sons and one daughter)

(7) House Rent Allowance Rs. 5,000 p.m.

(He paid rent for house Rs. 9000 p.m.)

(8) Company's contribution to his Recognised Provident Fund is 15% and His contribution to the Recognised Provident Fund is Rs. 50,000.

(9) The Interest credited to R.P.F at 8% per annum Rs. 8,000.

(10) Free car (1700 CC) provided by employer for official & private purpose expenses paid by the employer Rs. 30,000 with driver salary.

(11) Income from Business Rs. 2,70,000.

(12) He received the following :

(a) Interest on saving Bank deposit of Rs. 10,000.

(b) He received dividend from domestic Company Rs. 17,000.

(c) Maturity claim of LIC Rs. 60,000.

- (13) His Saving and investment were as follows :
- (a) LIC premium Rs. 20,000.
 - (b) Medical Insurance premium on health of dependent mother age 65 years Rs. 35,000.
- (14) He paid Professional tax of Rs. 2,500.
- (15) Repayment of higher education loan Rs. 80,000 (Interest Rs. 45,000.)

Compute his total Income and Tax liability for the assessment year 2019-20.

Total No. of Questions—6 + Frages—6] [Total No. of Printed Pages—8

Seat No.	
-------------	--

[5518]-405

B.B.M./B.B.A. (I.B.) (Fourth Semester) EXAMINATION, 2019
FRENCH
(Foreign Language Paper-II)
(2013 PATTERN)

Time : Three Hours **Maximum Marks : 80**

- N.B. :-** (i) All questions are compulsory.
(ii) Use of dictionary is not allowed.
(iii) All questions have to be answered in French unless indicated otherwise.

Q.1. Complétez le dialogue suivant (UN AU CHOIX): [10]

- A. M. Lalande va dans une agence de publicité pour faire la publicité de son agence de voyages. Il discute avec le webmestre.
M. Lalande : Bonjour. Nous devons faire la de la publicité pour nos voyages. _____ ?
Le webmestre : Un e-mail commercial?
M. Lalande: C'est une bonne idée. _____ .
Le webmestre: Je vois une page avec des photos des destinations en promotion .
M. Lalande: _____ ?
Le webmestre: Oui, le nom du pays et le prix du voyage.
M. Lalande: C'est super. _____ ?
Le webmestre: Oui, on peut mettre des rubriques spécifiques, comme "l'hôtel", "vol"...
M. Lalande: Parfait! _____ ?
Le webmestre: En haut de la page.

OU

- B. Demain, M. Dubosc va aller en voyage d'affaires à Nice. Il vérifie son planning avec sa secrétaire, Nathalie.
M. Dubosc: Excusez-moi Nathalie. Je voudrais _____ .
Nathalie : Oui, j'arrive.
M. Dubosc: Alors, demain, je _____ .
Nathalie: Oui, monsieur. Demain vous partez de l'aéroport Paris-Orly.
M. Dubosc: Par _____ ?
Nathalie: Par le vol Air France. Embarquement à 7h 40, puis décollage à 8h 05.
M. Dubosc: Et l'arrivée à _____ ?
Nathalie: Vous arrivez à Nice à 9 h 25.
M. Dubosc: Et le soir _____ ?
Nathalie: Le soir, vous prenez le vol de 18h 30 pour arriver à Paris à 19h 35.
M. Dubosc: Merci, c'est parfait.

Q.2. Grammaire et vocabulaire

- A. Mettez au pluriel [4]
1. Le voyageur aime voyager par avion.
2. Cette usine donne sur le parc.

P.T.O.

- B. Donnez le féminin du mot souligné:** [2]
Le directeur a rendez-vous avec le client.
- C. Donnez le contraire du mot souligné:** [2]
1. Il finit son travail à 5h.
2. C'est une grande entreprise.
- D. Complétez avec de, du, de la, de l', des:** [2]
1. Claire aime ____ chocolats.
2. M. Leclerc, le propriétaire _____ restaurant fait la cuisine.
- E. Complétez avec à, au, à la, à l', aux:** [2]
1. Ce sont des chocolats _____ épices.
2. Cette entreprise se trouve _____ Strasbourg.
- F. Complétez avec des adjectifs démonstratifs:** [2]
1. _____ avions-ci vont à Paris.
2. Sylvie aime beaucoup _____ sac.
- G. Complétez avec des adjectifs possessifs:** [2]
1. Ils donnent _____ passeports.
2. Tu pars en vacances avec _____ amis.
- H. Choisissez la forme correcte du verbe:** [3]
1. Cette entreprise touches/touche plusieurs activités.
2. Tu vas/va en Angleterre.
3. Nous faisons/faites la cuisine.
- I. Mettez les verbes entre parenthèses au temps donné:** [3]
1. Elle (arriver – passé composé) par avion.
2. Nous (prendre – futur) une salade de fruits.
3. Vous (venir – présent) avec les clients?
- J. Trouvez l'objet direct:** [3]
1. Le garçon apporte la carte.
2. Nous produisons ce shampoing.
3. On coupe le savon.
- K. Complétez le texte suivant avec les mots donnés ci-dessous:** [2]
(*eau, ans, savon, végétale*)
Le _____ de Marseille existe depuis 50 _____. Il est composé de 72% d'huile _____ et 28% d'_____.
- L. Dites vrai ou faux:** [3]
1. Un ouvrier est un salarié.
2. La France est connue pour sa cuisine.
3. En France, les cafés sont ouverts toute la journée.

M. **Écrivez en mots:** [2]
1.) 15 2.) 9.

N. **Quelle heure est-il?:** [3]
1. 18h45
2. 15h45
3. 10h15

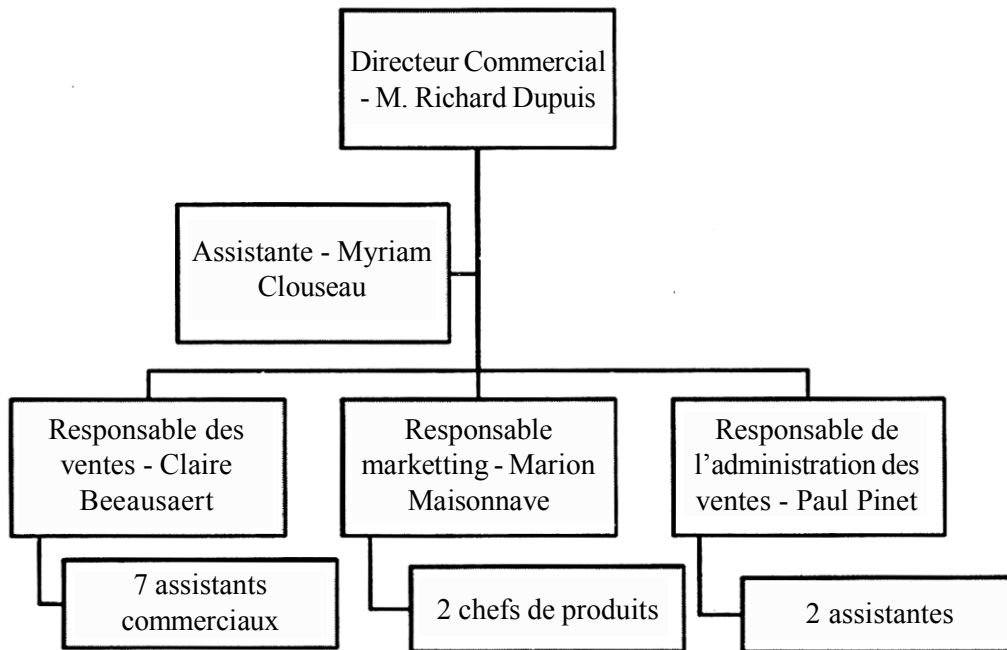
Q.3. A. **Répondez aux questions suivantes (3 au choix):** [6]
1. Nommez deux professions libérales.
2. Quels vêtements portez-vous au collège?
3. Quels sont vos plats préférés?
4. À quelle heure arrivez-vous au collège?

B. **Reliez les deux colonnes** [4]
A. B.
a. Un collaborateur 1. au chocolat.
b. Une agence 2. Sert le repas dans un restaurant.
c. Une mousse. 3. Une collaboratrice.
d. Le serveur 4. de voyage.

Q.4. **Écrivez en forme de paragraphe:** [5]
A. Décrivez le processus de fabrication du jus de tomates. Utilisez les mots suivants: presser, mélanger, nettoyer, mettre, envoyer, les tomates, le jus concentré, du sucre, de l'eau, les bouteilles, une machine spéciale, des cartons, des distributeurs. Pour cela utilisez les mots connecteurs – puis, après, avec, dans...

OU

B. Voici l'organigramme de l'entreprise GDA.



Q.5. A. Traduisez en anglais: [5]

En France, le style de vêtements portés au travail dépend du secteur d'activité, de la fonction ou du statut des personnes et de la culture d'entreprise.

Les vêtements sont plus classiques dans les secteurs de la finance, des assurances, du conseil, etc.

En règle générale, si la fonction nécessite un contact avec des clients ou des partenaires, les personnes s'habillent de manière classique.

B. Traduisez en français (5 au choix): [10]

1. What is the price of this bag?
2. Thank you!
3. Yesterday, I went on the site.
4. The factory is situated in Provence.
5. We employ 300 employees.
6. You will have a laptop.

Q.6 Compréhension de texte

En France, la durée légale du travail est de 35 heures par semaine. Les Français travaillent 5 jours de la semaine. Les Français arrivent au travail entre 8h et 9h30 et finissent leur journée entre 17h et 19h. Ils ont une pause pour déjeuner entre midi et quatorze heures.

Une personne peut travailler à temps plein (35h), à temps partiel (moins de 35h) ou à mi-temps(17h30). Elle peut aussi faire des heures supplémentaires. Beaucoup d'entreprises proposent des heures de travail flexibles et les Français peuvent choisir l'heure d'arrivée et l'heure de départ.

A. Dites vrai ou faux (3)

1. La pause déjeuner est pour une heure
2. Quand une personne travaille 35h par semaine, il est employé à plein temps.
3. Les Français peuvent choisir leurs heures de travail.

B. Trouvez le contraire de 'partir' dans le texte. (1)

C. Donnez l'infinitif de 'peuvent' (1)

GERMAN

Time : Three Hours

Maximum Marks : 80

- N.B. :-** (i) All questions are compulsory.
(ii) Use of dictionary is not allowed.

Frage 1: Beantworten Sie die folgenden Fragen! (nur 5)

[5]

1. Wann haben Sie Deutschunterricht?
2. Was besuchen die Leute in Berlin?
3. Was tragen Sie gern?
4. Was macht eine Lehrerin?
5. Wann haben Sie Geburtstag?
6. Wie ist das Wetter in Pune?

Frage 2: Übersetzen Sie ins Englische!

[10]

- A. Carsten Rahn(28) ist Lehrer an einer Grundschule. Das ist eine Schule für Kinder zwischen sechs und zehn Jahren. Er unterrichtet Deutsch und gibt an seiner Schule auch Computer-Workshops für Kinder. Kinder und Technik – Carsten findet , das passt gut zusammen. Er interessiert sich für Computer und arbeitet gern mit Kindern. Carsten findet seinen Beruf sehr wichtig. An seiner Schule gibt es noch 13 Lehrerinnen. Er sagt, an deutschen Grundschulen sind über 60% von Lehrern Frauen. Die Kinder möchten aber mehr Männer als Lehrer haben.
- B. Haben Sie das gewusst? Deutschland steht im Safttrinken international auf Platz eins! Im Jahr 2004 hat jeder Deutsche circa 40 Liter Saft getrunken. In Deutschland mischt man Apfelsaft oft mit Mineralwasser. Das Getränk heißt dann Apfelschorle und schmeckt nicht so süß. Apfelschorle ist nur bei Sportlern ein beliebtes Fitnessgetränk. Bei langen Autofahrten ist eine Apfelschorle in der Pause besser als eine Tasse Kaffee.

Frage 3: Wortschatz!

(a) Ergänzen Sie das richtige Wort! (nur 5)

[5]

1. Die Nationalgalerie in Berlin ist ein _____.
2. Peter hat eine Praxis und untersucht Patienten. Er ist _____.
3. Ein Frisör schneidet Haare in einem _____.
4. Englisch, Hindi , Deutsch sind _____.
5. Heute treffe ich Herr Müller . Ich habe einen _____ um 4 Uhr.
6. Paul arbeitet in einem Restaurant in der Küche. Er ist _____.

(b) Welches Verb past am besten? (nur 5) [5]

- | | |
|------------------------|--------------|
| 1. Postkarten | a. buchen |
| 2. Ein Zimmer | b. machen |
| 3. Eine Stadtrundfahrt | c. schreiben |
| 4. Fotos | d. haben |
| 5. Tradition | e. kaufen |
| 6. Einen Stadtplan | f. planen |

(c) Bilden Sie Sätze! (nur 6) [5]

1. finde- interessant- ich- Beruf- meinen- .
2. hat- Frau- ein Schuhgeschäft- meine- .
3. Sabine- Chefin- mag- nicht- ihre- .
4. kennst- Kundinnen- du- wie lange- deine- ?
5. unterrichtet- Direktorin- Englisch- unsere- .
6. war- wie- Reise- eure- Berlin- nach- ?

(d) Welches Wort passt nicht? [5]

1. Bücher- Universität- Computer- Texte- Stadtplan
2. Restaurant- Gast- Schere- Speisekarte- Kellner
3. Flughafen- Breife- Flugzeug- Pilot- Koffer
4. Schere- Salon- Sekretariat- Telefon- Haare
5. Patient- Geschäft- Wartezimmer- Arzt- Medizin

Frage 4: Grammatik!

(a) Ergänzen Sie das Modalverb! (nur 5) [5]

1. Morgen ist der Test! Ich _____ noch die Vokabeln lernen.
2. Die Kinder _____ keine Hauseaufgaben machen.
3. Ich verstehe das nicht. _____ Sie das noch einmal erklären?
4. Ich _____ Erdbeeren am besten mit Sahne.
5. Der Arzt sagt, wir _____ mehr Sports machen.

(b) Ergänzen Sie das Perfekt! (nur 5) [5]

(fotografieren, machen, fallen, haben, lessen, sehen).

1. Im Sommer _____ wir eine Radtour _____.
2. Ute _____ vom Rad _____.
3. Ich _____ in Wien viel _____.
4. Ich _____ alle Bücher von Sheldon _____.
5. Wir _____ den neuen Film noch nicht _____.
6. Gestern _____ mein Bruder fast einen Unfall _____.

(c) Ergänzen Sie die Präpositionen! (nur 5)

[5]

1. Wir essen _____ 12 Uhr.
2. Sie wollen zur Bahn? Gehen Sie _____ _____ Park.
3. Ich fahre _____ Schule.
4. Kommst du _____ _____ Auto?
5. Das Bild hängt _____ _____ Wand.
6. Anna sitzt _____ _____ Stühlen.

(d) Was sagen die Leute? Schreiben Sie die Sätze im Imperativ! (nur 5)

[5]

1. Sie müssen mehr Sport machen. (Sie)
2. Du musst gut schlafen. (du)
3. Ihr müsst öfter mal zu Fuß gehen. (ihr)
4. Sie müssen mehr Obst und Gemüse essen. (Sie)
5. Du darfst nicht so viel Alkohol trinken. (du)
6. Ihr müsst vor dem Essen eine Tablette nehmen. (ihr)

(e) Ergänzen Sie die Adjektivendungen ! (nur 5)

[5]

1. D___ schön__ Frau spricht mit dem Mann.
2. Ich wünsche euch ein___ gut__ Tag.
3. Meine Tochter ist ein___ nett__ Mädchen.
4. Wie heißt d___ schön__ Lied von Justin Bieber?
5. Deutschland ist ein___ groß__ Land.
6. Wie findest du d___ blau__ Rock?

(f) Bilden Sie Fragen! (nur 5)

[5]

1. Anja kommt aus München.
2. Ich treffe meinen Freund um 6 Uhr.
3. Tom sucht einen schwarzen Anzug.
4. Klaus steht um 7 Uhr auf.
5. Isabel hat einen Stadtplan gekauft.
6. Das Schwimmbad ist im Stadtpark.

Frage 5: Lesen Sie den Text und beantworten Sie die Frage!

Irina lebt ein Jahr in Deutschland. Sie kommt aus Polen, aber Sascha, ihr Mann, hat die deutsche Staatsangehörigkeit (citizenship). Irina und Sascha haben zwei Kinder. Pawel geht schon in die Schule und Anna in den Kindergarten. Jetzt hat Irina Zeit, sie möchte Deutsch lernen. „Ich spreche ein paar Wörter, aber jetzt lerne ich Deutsch richtig in einer Sprachschule“, sagt sie. Irina geht schon drei Wochen zum Deutschkurs, fünf Tage in der

Woche, von Montag bis Freitag, jeden Tag vier Stunden. Wie sieht ein Tag von Irina aus? Irina steht um sechs Uhr mit ihrem Mann auf. Sie frühstücken und 45 Minuten später fährt Sascha zur Arbeit. Dann weckt Irina Pawel, macht Frühstück und Pausenbrote für Pawel. Um halbacht geht er zur Schule. Jetzt kommt Anna. Anna frühstückt und um acht Uhr geht Irina mit Anna zum Kindergarten. Eine halbe Stunde später ist Irina wieder zu Hause. Jetzt räumt sie die Wohnung auf und putzt. Danach hat sie endlich Zeit und lernt. Sie macht die Hausaufgaben und lernt neue Wörter. Das ist schwierig, aber es macht auch Spaß. „kupowa´c heißt kaufen“, sagt sie und sieht in ihr Wörterbuch. Dann isst sie schnell ein Butterbrot. Kurz vor eins fährt sie zur Schule. Um vierzehn Uhr beginnt der Kurs. Irina sitzt im Deutschkurs und hört zu. Sie versteht schon viel. Heute lernt sie die Uhrzeiten. „Um viertel nach fünf ist mein Kurs zu Ende“, sagt Irina. Dann ist sie um achtzehn Uhr zu Hause. Gerade richtig, um halbsieben gibt es Abendessen. Um halbneun schlafen Pawel und Anna. Dann spricht Irina mit Sascha über den Tag. „Bald spreche ich gut Deutsch. Das ist toll“, sagt Irina.

(a) Beantworten Sie die folgenden Fragen! (nur 4)

[4]

1. Wann geht Irina in der Sprachschule?
2. Wieviele Kinder haben Irina und Sascha?
3. Wann gibt es das Abendessen?
4. Was machen Pawel und Anna ?
5. Schreiben Sie zwei Adjektive aus dem Text!

(b) Richtig oder Falsch?

[4]

1. Irina ist ein Jahr in Deutschland.
2. Irina geht von 14.00 Uhr bis 17.15 Uhr zum Deutschkurs.
3. Pawel frühstückt mit Anna.
4. Bis etwa 13.00 Uhr lernt Irina zu Hause.

(c) Schreiben Sie die Gegenteile!

[2]

1. bald
2. schnell

Frage:6 Schreiben Sie 5-7 Sätze über das Thema !

[5]

Mein Traumberuf oder Meine Wohnung

Total No. of Questions—6]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-501

BBM (IB) (Fifth Semester) EXAMINATION, 2019

501 : BUSINESS ETHICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. 1 is compulsory.

(ii) Answer any *four* out of the remaining.

1. Explain the following cases as Ethical or Unethical with justification : [20]

- (a) Apart from pesticides that creep into the food chain in India fruits like banana and mangoes are often exposed to calcium carbide to make them ripen fast.
- (b) Doping of sports persons in Olympics results in no medals to many nations including India.
- (c) Over promotion of Patanjali products after a sudden change in the government took consumers by surprise.
- (d) Work related accidents and illness are worldwide causes more deaths than war.

P.T.O.

2. Briefly describe the types of Business Ethics. [15]
3. Elaborate the concept of criticism on ethical investing. [15]
4. Explain ethics relating to environmental protection. [15]
5. Explain the term applied ethics in brief. [15]
6. Write short notes on (any *three*) : [15]
 - (a) Consumer marketing
 - (b) Business and society
 - (c) Individual ethics
 - (d) Consumer marketing
 - (e) Concept of social responsibility.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-502

B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2019

502 : BUSINESS LAW

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All* questions are compulsory.

(ii) Figures to the right indicate full marks.

1. What is meant by 'Contract' ? Discuss elements of valid contract. [15]

Or

How is the contract 'Discharge' ? What are the remedies for breach of contract ?

2. Discuss the term 'Conditions' and 'Warranties' under Sales of Goods Act. [15]

Or

Who is called unpaid seller ? What are the rights of unpaid seller ?

3. Define 'Partnership' and 'Joint Hindu Family Business'. Distinguish between Partnership and Joint Hindu Family. [15]

P.T.O.

Or

Define the term 'Company'. What are types of Company ?

4. Who is called 'Consumer' ? What are the salient features of the Consumer Protection Act, 1986 ? [15]

Or

Define and distinguish between 'Patent' and 'Trademarks'.

5. Write explanatory notes on (any *four*) : [20]
- (a) Legality and objects of consideration
 - (b) Transfer of property
 - (c) Maxim of 'Caveat Emptor'
 - (d) Procedure to file complaint under Consumer Protection Act
 - (e) Memorandum of Association of Company
 - (f) Copyrights under the Copyrights Act, 1956.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5518]-503

B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2019

503 : INTERNATIONAL RELATIONS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) All questions carry equal marks.

(iii) Figures to the right indicate full marks.

1. Discuss the objectives of SAARC. Has SAARC been successful in achieving its objectives ? [15]

Or

What do you understand by Economic and political relations between countries ? Explain with the help of examples. [15]

2. Discuss the problem of Unequal Distribution of Income and Wealth in India. Explain the measures to address the unequal distribution of income and wealth ? [15]

Or

Explain the meaning of 'Ethical Systems'. Discuss the implications of culture and ethical systems in workplaces. [15]

3. Explain the terms - Quotas and Subsidies ? Discuss the impact of quotas and subsidies on foreign trade. [15]

P.T.O.

Or

Explain the term 'Dumping'. Explain anti-dumping measures of the WTO. [15]

4. Discuss the functions and principles of the World Trade Organization. [15]

Or

Explain in detail TRIPS and GATS agreements of the WTO. [15]

5. Write short notes on (any *four*) : [20]
- (a) Legal relations among countries
 - (b) Current Practices of European Union
 - (c) Types of Tariffs
 - (d) Commodity Agreements
 - (e) NAFTA
 - (f) Types of Dumping.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-504

B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2019

504 : INTERNATIONAL BANKING AND FINANCE

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Discuss in detail the Primary Functions of Commercial Banks. [15]

Or

What are Agency Functions and General Utility Functions of banks ? Discuss the various Agency Functions and General Utility Functions of Commercial Banks.

2. What are the ways to create banking relations in the International Market ? Discuss with the help of examples. [15]

Or

What are Commercial Banks ? Explain the role of commercial banks in financing imports and exports.

P.T.O.

3. Explain the role and importance of EXIM Bank and Export Credit Guarantee Corporation in financing foreign trade. [15]

Or

Explain the concept of Letters of Credit. Discuss the working of Letters of Credit in international trade.

4. What is meant by FDI and Private Equity ? Explain the role of FDI and Private Equity in foreign trade. [15]

Or

Discuss the risks involved in International Trade. How can they be reduced ?

5. Write short notes on (any *four*) : [20]

- (a) Types of Hedging Techniques
- (b) Features of the Euro Currency Market
- (c) FCNR and NRE accounts
- (d) Bank for International Settlements (BIS)
- (e) Meaning and definition of banks
- (f) ADR and GDR.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-505

T.Y. B.B.M. (I.B.) (V Semester) EXAMINATION, 2019

505 : BUSINESS REPORTING AND ANALYSIS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All questions are compulsory.*

(ii) *Figures to the right indicate full marks.*

(iii) *Draw neat and well-labelled diagrams wherever necessary.*

1. Define business report and state its importance. [15]

Or

Explain the concept of business, industry, category and segment.

2. What are the different types of Business Report ? [15]

Or

Explain Marketing Reports in detail. [15]

3. Explain Micro Economic Analysis. [15]

Or

Explain the factors to be considered in Business Analysis. [15]

P.T.O.

4. What is Company Analysis ? Explain types of Company Analysis. [15]

Or

What is Sector Analysis ? Explain procedure of Sector Analysis. [15]

5. Write short notes on (any *four* out of six) : [20]

- (1) Porters *five* Forces Analysis
- (2) Inter Company Analysis
- (3) Finance Report
- (4) Different Users of Business Report
- (5) BCG Matrix
- (6) Global Opportunities and Diversification.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-506

B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2019

E-COMMERCE TECHNOLOGY

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Answer the following (any *eight*) : [8×2=16]
- (a) Define Website.
 - (b) What is G2G and B2G ?
 - (c) What is Banner Exchange ?
 - (d) Explain Web Promotion.
 - (e) What is export in E-governance ?
 - (f) Explain electronics cheque ?
 - (g) What is Extranet ?
 - (h) What is E-commerce ?
 - (i) Which are the main activities of E-commerce ?
2. Answer the following (any *four*) : [4×4=16]
- (a) Explain various applications of EDI.
 - (b) What are the reasons to build a website ?
 - (c) Explain pros and cons of online shopping.
 - (d) What are the challenges for E-governance ?
 - (e) Explain ISP.

P.T.O.

- 3.** Answer the following (any *four*) : [4×4=16]
- (a) Explain merits and demerits of E-commerce.
 - (b) Explain EDI model with neat diagram.
 - (c) Describe Electronic Fund Transfer.
 - (d) Explain benefits of website according to cost, time and reach.
 - (e) Which are 4 types of domains available for registration ?
- 4.** Write short notes on (any *four*) : [4×4=16]
- (a) Paperless bill
 - (b) Service center
 - (c) WWW
 - (d) Hacking
 - (e) Value exchange system.
- 5.** Attempt any *four* : [4×4=16]
- (a) Explain types of electronic payment system
 - (b) Explain advantages and disadvantages of intranet
 - (c) Explain goals of E-commerce
 - (d) Explain the role of Internet in B2B application
 - (e) Discuss Denial of Service (DOS).

Total No. of Questions—6]

[Total No. of Printed Pages—1

Seat No.	
---------------------	--

[5518]-601

B.B.A. (I.B.) (VI Semester) EXAMINATION, 2019

601 : IMPORT AND EXPORT PROCEDURE

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain the concept of IEC and RCMC.
2. Elaborate the following with suitable examples :
 - (a) Packaging
 - (b) Labelling
 - (c) Marketing.
3. Explain the various documents required for exports.
4. Discuss the advantages and disadvantages of Sea and Air Transport.
5. Explain the procedure and documents for claiming duty drawback.
6. Write notes on (any *two*) :
 - (A) Advance License
 - (B) Deemed Exports
 - (C) Concept of Warehousing.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-602

B.B.A. (I.B.) (VI Semester) EXAMINATION, 2019

602 : INTERNATIONAL BUSINESS LAW

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) *All* questions are compulsory.

(ii) Figures to the right indicate full marks.

1. What is International Law ? Explain the scope and objectives of International Law in detail.

Or

What is Trans-National Corporations (TNCs) ? Explain the rights and responsibilities of TNCs under International Law. [15]

2. Explain the role of various international institutions in promoting international trade with suitable examples.

Or

What is United Nations Conference on Trade and Development (UNCTAD) ? Explain the objectives and functions of UNCTAD. [15]

3. Write a detailed note on Convention relating to unification of Law of International Sale of Goods.

P.T.O.

Or

Explain important provisions in the United Nations Commission on International Trade Law (UNCITRAL) Model Law for International Credit Transfers. [15]

4. Explain in detail the functions and procedure of World Bank Inspection Panel.

Or

Explain WTO Dispute Redressal System in detail. [15]

5. Write short notes on (any *four*) : [20]

- (1) Functions of Federation of Indian Export Organization (FIEO)
- (2) Indian Institute of Packaging (IIP)
- (3) Commodity Boards in India
- (4) Principles of State Jurisdiction
- (5) International Finance Corporation (IFC)
- (6) Letter of Credit.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-603

B.B.M. (I.B.) (VI Semester) EXAMINATION, 2019

STUDY OF GLOBAL ECONOMICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. 7 is compulsory.

(ii) Answer any *four* from Q. No. 1 to Q. No. 6.

(iii) Figures to the right indicate full marks.

1. What is meaning of Globalisation ? Explain arguments in favour and against of Globalisation. [15]

2. Elaborate the impact of World Bank and IMF on developing Economies. [15]

3. Discuss the impact of migration on : [15]
 - (a) Migrants
 - (b) Destination Countries
 - (c) Origin Countries.

4. What is Financial Turmoil ? Summarise the causes and measures of financial turmoil. [15]

P.T.O.

5. What are the challenges faced by India in the trade sector ? [15]
6. Enumerate the trade and economic relations between India and Europe. [15]
7. Write short notes on (any *four*) : [20]
- (a) Challenges of liberalisation
 - (b) Poverty aid
 - (c) Commodity crisis
 - (d) SDR's
 - (e) ASEAN.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-604

T.Y. B.B.M. (I.B.) (VI Semester) EXAMINATION, 2019

INTERNATIONAL PROJECT MANAGEMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. 1 is compulsory.

(ii) Attempt any *four* out of the rest.

(iii) Figures to the right indicate full marks.

1. Write short notes on (any *four*) : [20]
 - (a) Role of Project Manager
 - (b) Methods of Project Analysis
 - (c) Critical Path Analysis
 - (d) Project Control System
 - (e) Future Challenges for Project Management
 - (f) Gantt Charts.

2. What is 'Project' ? Explain in detail the phases and different types of project. [15]

3. Explain in detail Risk factors and process of Risk Management. [15]

P.T.O.

4. Explain the different forms of organisations in project management. [15]
5. Write a detailed note on Training and Education as well as Audit and Review. [15]
6. How can different countries, different cultures be useful in International Projects. [15]
7. Explain in detail the need for strategy in Project Management and Resource Co-ordination. [15]

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5518]-605

B.B.M. (I.B.) (VI Semester) EXAMINATION, 2019
SUPPLY CHAIN AND LOGISTICS MANAGEMENT
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) All questions are compulsory.

(ii) Figures to the right indicate full marks.

1. What is developing channel design ? Explain which factors are required for developing channel design. [15]

Or

What is physical distribution system ? Elaborate the analysis of distribution cost in physical distribution.

2. What is Channel Management ? Discuss channel management and channel strategy. [15]

Or

What do you mean by Customer Satisfaction Channel ? Explain in detail customer satisfaction channel strategy decision.

3. What is motivation of intermediaries ? Explain the factors in motivational tools and control areas. [15]

P.T.O.

Or

What is standard of performance distribution ? Explain and analyse the standard of performance of distribution.

4. Define the term of Physical Distribution Management. Explain the factors required for distribution analysis control and management. [15]

Or

Distinguish between Stacking and Racking system.

5. Write short notes on (any *four*) : [20]
- (1) Setting distribution objectives
 - (2) Elements of total cost system
 - (3) Channel control system
 - (4) Model of Transportation
 - (5) Logistics integration
 - (6) Basic concept of distribution system.

Total No. of Questions—3]

[Total No. of Printed Pages—1

Seat No.	
---------------------	--

[5518]-606

B.B.M. (I.B.) (VI Semester) EXAMINATION, 2019

RESEARCH METHODOLOGY

(2013 PATTERN)

Time : Two Hours

Maximum Marks : 50

N.B. :— (i) *All* questions are compulsory.

(ii) Figures to the right indicate full marks.

1. Define the term Research. Explain the significance of research. [20]

Or

What is Research Design ? State the essentials of good research design. [20]

2. What is Primary Data ? Explain the advantages and disadvantages of primary data. [15]

Or

What is Research Report ? Describe the characteristics of research report. [15]

3. Write short notes on (any *three*) : [15]

(a) Limitations of Research

(b) Applied Research

(c) Data Analysis

(d) Data Editing

(e) Basic Research.