

Total No. of Questions—4]

[Total No. of Printed Pages—2

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

[5164]-101

B.B.M (IB) (First Semester) EXAMINATION, 2017

INDIAN BUSINESS ENVIRONMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

***N.B.* :— (i) Attempt *All* questions.**

(ii) Figures to the right indicate full marks.

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

- (1) Define environment.
- (2) Unemployment
- (3) Political environment
- (4) Non-renewable resources
- (5) Cross-culture environment
- (6) Define business.
- (7) Infrastructure
- (8) Topography
- (9) Give any *two* factors affecting growth of business
- (10) Water resources
- (11) Sustainable development
- (12) Technology
- (13) Regional Imbalance.

P.T.O.

2. Answer in **50** words each (any *two*) : [10]
- (a) State the advantages of foreign trade.
 - (b) What are renewable and non-renewable resources ? Give examples.
 - (c) Write on water pollution
 - (d) What are the causes of poverty ?
3. Answer the following in **150** words each (any *two*) : [20]
- (a) Explain the importance of industrialisation.
 - (b) Explain various types of unemployment.
 - (c) Explain the importance of studying social and cultural factors while analysing business environment.
 - (d) Explain various causes of inflation.
4. Answer the following in **300** words each (any *two*) : [30]
- (a) Discuss major labour laws in India.
 - (b) Explain various environmental factors of Indian business.
 - (c) Explain the importance of renewable resources in sustainable development.
 - (d) What is industrial sickness ? What are the causes of industrial sickness ?

Total No. of Questions—8]

[Total No. of Printed Pages—2

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

[5164]-102

B.B.M. (IB) (First Semester) EXAMINATION, 2017
COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Solve any *four* questions from Q. No. 1 to Q. No. 7.
(ii) Q. No. 8 is compulsory.

1. What is business letter ? Discuss need and elements of good business letters. [15]
2. State different ways of overcoming communication barriers with suitable examples. [15]
3. What do you mean by failure ? Describe the causes of failure. [15]
4. Define motivation. Explain factors leading to demotivation. [15]
5. Explain interpersonal relationship. Analyze your strengths and weaknesses. [15]

P.T.O.

6. What is negative attitude and what are its disadvantages ? [15]
7. Define personality development. Explain the determinants of personality. [15]
8. Write short notes on (any *four*) : [20]
- (1) Work ethics
 - (2) Lateral thinking
 - (3) Team building
 - (4) Self-esteem
 - (5) Leadership
 - (6) Causes of failure.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-103

B.B.M. (IB) (First Semester) EXAMINATION, 2017

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. Explain the nature and scope of microeconomics. [15]

Or

What is elasticity of demand ? Explain income and cross elasticity of demand. [15]

2. Derive the Long Run Average Cost Curve (LAC) from Short Run Average Cost curves. Why is the LAC curve called the Tangent curve ? [15]

Or

What are the basic economic problems ? How does market mechanism solve these problems ? [15]

P.T.O.

3. What is collective bargaining ? What is the role of collective bargaining in determining wages ? [15]

Or

Explain risk and uncertainty bearing theory of profit. [15]

4. Discuss the equilibrium of firm and industry under perfect competition. [15]

Or

Critically examine the law of supply. [15]

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

- (a) Total Revenue and Marginal Revenue
- (b) Accounting cost and Economic cost
- (c) Methods of measuring price elasticity of demand
- (d) Diseconomies of scale
- (e) Demand forecasting
- (f) Basic economic problems.

Total No. of Questions—5]

[Total No. of Printed Pages—7

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

[5164]-104

B.B.M. (I.B.) (First Semester) EXAMINATION, 2017

BUSINESS ACCOUNTING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right side 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 related to goods sold.

(b) Rule of Nominal Account is Debit the receiver and credit the giver.

(c) Goodwill is a Tangible Asset.

(d) Trial Balance shows arithmetical accuracy.

(e) The double entry system is based on Dual Aspect Concept.

(f) Closing Stock is always valued at Cost Price.

(g) Accounting and Book-keeping are the same terms.

P.T.O.

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

(a) What balance does a cash account always show ?

(b) What do you mean by debit balance ?

(c) Explain the term 'contra entry'.

(d) What is debit note ?

(e) What do you mean by drawings ?

(f) What is a cash discount ?

(g) What is business entity concept ?

2. Journalize the following transactions in the books of Mr. Vipul : [16]

November 2014

1 Mr. Vipul started business with cash Rs. 2,40,000.

4 Purchased goods on credit from Mr. Rahul Rs. 84,000.

7 Opened an account in Bank of Baroda and deposited cash Rs. 1,17,000.

10 Sold goods to Dilip on credit Rs. 1,23,000.

13 Purchased computers for cash Rs. 90,000.

17 Paid to Mr. Rahul Rs. 84,000 by cheque.

20 Goods distributed as free sample Rs. 1,500

30 Salary paid to Mr. Anand Rs. 9,000.

Or

Enter the following transactions in Cash Book with Cash and Bank Column of Mr. Vedant for the month of February 2015.

- 1 Cash in hand Rs. 72,600 and at Bank Rs. 1,04,100.
- 2 Sold goods for cash Rs. 13,800.
- 4 Paid salary to staff Rs. 6,900.
- 6 Purchased furniture for Rs. 7,800 and paid by cheque.
- 9 Purchased goods for cash Rs. 9,300.
- 12 Paid for advertisement Rs. 2,250.
- 15 Cash withdrawn from the bank for office use Rs. 5,100.
- 17 Shop rent paid Rs. 4,500.
- 19 Proprietor's house rent paid Rs. 4,500.
- 22 Issued cheque to John Rs. 5,700.
- 23 Received commission Rs. 4,950.
- 25 Bank credited interest Rs. 1,020 and debited bank charges Rs. 210.
- 25 Sold old computer Rs. 8,700.

3. From the following Trial Balance of M/s Chintamani Traders you are required to prepare Trading, Profit & Loss Account for the year ended 31st March, 2015 and the Balance Sheet as on that date :

Trial Balance as on 31st March, 2015

Particulars	Debit Rs.	Credit Rs.
Insurance	4,500	—

Discount	2,250	1,800
Postage and Telegram	6,750	—
Salaries	1,26,000	—
Debtors and creditors	1,48,500	1,53,000
Wages	54,000	—
Opening stock	90,000	—
Carriage inward	20,250	—
Returns	12,600	20,700
Purchase and sales	4,34,700	6,78,600
10% Bank Loan (taken on 1st Oct. 2014)	—	2,70,000
Plant and Machinery	90,000	—
Buildings	3,60,000	—
Drawings	18,000	—
Capital	—	2,25,000
Office Rent	9,000	—
R.D.D.	—	4,500
Bad Debts	2,700	—
Bank Overdraft	—	41,400
Cash in Hand	15,750	—
Total	13,95,000	13,95,000

Adjustments :

- (1) Stock on 31st March 2015 was valued at Rs. 1,44,000.
- (2) Depreciate Plant and Machinery at 10% p.a. building at 5% p.a.
- (3) Wages include Rs. 9,000 paid to worker as advance.
- (4) Salary Rs. 9,000 and Office Rent Rs. 1,800 were outstanding.
- (5) Create R.D.D. on debtors Rs. 6,300. [20]

4. (A) From the following ledger balances of Mr. Narendra, you are required to prepare Trial Balance as on 31st March 2014 : [8]

Particulars	Rs.	Particulars	Rs.
Capital	2,25,000	Purchases	4,27,500
Drawings	6,750	Sales	6,84,000
Opening Stock	1,03,050	Sales Return	16,650
Salaries	76,500	Debtors	1,58,400
Creditors	1,44,450	Furniture	54,000
Rent and Taxes	2,700	Insurance	3,600
Discount Received	450	Cash in hand	22,050
Machinery	1,80,000	Printing and Stationery	2,700

(B) Cash Book of Mr. Salim showed the balance of Rs. 11,250 on 31st March, 2015. On the same date Passbook showed different balance. On comparing a Cash Book with a Passbook the following points of difference were noted. You are required to prepare Bank Reconciliation statement as on 31st March, 2015 :[8]

- (1) Cheque issued but not presented for payment Rs. 3,150.
- (2) Mr. Javed has directly deposited Rs. 5,400 into bank account but information of the same was received in the month of April 2015.
- (3) Cheque deposited into bank but not collected Rs. 8,400.
- (4) Bank has debited passbook for bank charges Rs. 560 but it was not recorded in Cash Book.
- (5) Cheque for Rs. 1,410 issued to Mr. Shaikh and encashed by him but wrongly recorded in the Cash Book as Rs. 410.
- (6) Amount of Rs. 11,250 transferred from Current Account to Fixed Deposit Account recorded in the Passbook but not yet recorded in the Cash Book.

5. Explain in brief the provisions of Companies Act, 1956 in respect of Final Accounts of a limited company. [8]

Or

Write short notes (any *two*) : [8]

- (a) Going Concern and Entity Concept.
- (b) Straight Line Method of Depreciation
- (c) Advantages of Computerised Accounting System
- (d) Foreign branch.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-105

B.B.M. (IB) (First Semester) EXAMINATION, 2017
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 Management. Explain the various functions of management. [15]

Or

Explain the concept of management and bring out its importance in present context.

2. Discuss the contribution of F.W. Taylor's management thought. [15]

Or

Define the planning. Explain the advantages and limitations of planning.

3. What is decision-making ? Explain the process of rational decision-making. [15]

Or

Discuss Indian Management thought contributed by C.K. Prahlad.

P.T.O.

4. What do you mean by co-ordination ? Explain the nature and elements of co-ordination. [15]

Or

Discuss the different theories of motivation.

5. Write short notes on (any *four*) : [20]
- (a) Total quality management
 - (b) Leadership qualities
 - (c) Management as an Arts, Science and Profession
 - (d) Stress Management
 - (e) Principles of direction
 - (f) Difficulties in Delegation of work.

Total No. of Questions—5]

[Total No. of Printed Pages—5

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

[5164]-106

B.B.M. (I.B.) (First Semester) EXAMINATION, 2017

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 pocket calculator is allowed.

(iv) Mobile, calculators are not allowed.

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

(1) Incomes of A, B, C are in the ratio 2 : 3 : 4 and their expenditures are in the ratio 5 : 7 : 9. If A saves $(\frac{1}{5})$ th of his income, find the ratio of their savings.

(2) Explain the simple interest and compound interest.

(3) The cost of 1 kg. of sweets is increased every year by 10%, after two years the cost of 1 kg of sweets will increase by ?

(4) Three typists with the speed of 40 words per minute can finish a job in 6 hours. How many typists with the speed of 60 words per minute will finish the same job in 3 hours.

P.T.O.

- (5) Find the amount at the end of 5 years of a sum of Rs. 2,000 at 8% p.a. compounded quarterly.
- (6) Mr. Sunil gets a commission of 8% on cash sales and 6% on credit sales. If he receives Rs. 1,500 as commission on total sales of Rs. 24,000, find the sales made by him in cash and on credit.

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

- (1) What is the purchase price of a perpetuity of Rs. 1,500 per year at 10% p.a. ?
- (2) What are equity shares and preference shares ?
- (3) Find the amount of EMI of Rs. 1,000 per year payable for 10 years at 12% p.a.
- (4) A man invested Rs. 5,500. The market value of each share is 125 and earn dividend Rs. 352, find the rate of dividend.
- (5) A sum of money tripples itself in 11 years. Find the rate of simple interest.
- (6) Milind deposits Rs. 20,000 in a bank at 15% p.a. to give scholarship to students every year. Find the amount of yearly scholarship.

3. Attempt any *four* of the following :

[4×4=16]

(1) Define :

(i) Simple Annuities

(ii) Annuity Contingent

(iii) Perpetuity

(iv) Immediate Annuity and Annuity Due.

(2) Which investment is better ? 10% at Rs. 120 or 8% at Rs. 80. Justify.

(3) Explain any *three* properties of determinants.

(4) Evaluate :

$$\begin{vmatrix} a & h & g \\ h & b & f \\ g & f & c \end{vmatrix}.$$

(5) Find range of the following :

(i) $f(x) = 4x - 3$, for $-2 \leq x \leq 5$

(ii) $f(x) = 2 - 3x$, for $-1 \leq x \leq 4$.

(6) Let

$$A = \begin{bmatrix} 2 & 1 \\ 1 & 2 \\ 3 & 1 \end{bmatrix}.$$

Write down $3A$ and $A + A + A$. Are they equal ?

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

(1) Draw the graph of the following function $y = x^2$.

(2) Find the matrix x if :

$$\begin{bmatrix} 2 & 3 \\ -1 & 5 \end{bmatrix} + x = \begin{bmatrix} 5 & 2 \\ 3 & 3 \end{bmatrix}.$$

(3) If

$$f(x) = |3x - 1|$$

find the values of x for which :

$$f(x) = f(2x - 3).$$

(4) Explain various methods of representing function with example.

(5) Find equilibrium price. Given the demand and supply function is :

$$D = \frac{8P}{P - 2} \quad S = P^2.$$

(6) If

$$A = \begin{bmatrix} 8 & 2 & 4 \\ 3 & 5 & 5 \\ 5 & 1 & 3 \end{bmatrix}$$

Find A^{-1} .

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

(1) Amar borrows a loan Rs. 4,00,000 for purchasing a flat from Bank at 10% p.a. repayable in equal monthly instalments. The time span is 10 years. Find the amount of EMI (monthly reduction).

- (2) Ajay deposits a fixed sum every year for 7 years, Bank pays 8% p.a. simple interest. At the end of 7 years the amount he received is Rs. 13,860. Find the sum deposited each year.
- (3) Siddhi invested Rs. 3,000 in 10% shares at 125 of company A and Rs. 3,600 in 15% shares at 120 of company B which investment is more profitable ?

Total No. of Questions—5]

[Total No. of Printed Pages—5

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

[5164]-201

B.B.M. (IB) (Second Semester) EXAMINATION, 2017

COST 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) Fill in the blanks (any five) : [5]
- (a) cost remains same at any level of production.
- (b) In Iron and Steel industries is the cost unit.
- (c) costing involves the setting of predetermined cost estimate in order to provide the basis of comparison with actual cost.
- (d) Flexible Budget is also known as budget.
- (e) costs are partly controllable and partly uncontrollable.
- (f) Factory Cost + Administrative Overheads =

P.T.O.

(B) Indicate whether the following statements are true or false
(any *five*) : [5]

- (a) Prime costs are identifiable.
- (b) Marginal costing is concerned with the cost of an individual Job or batch irrespective of the time required for production.
- (c) Variable cost per unit does not remain same.
- (d) P/V Ratio is the Ratio of variable to sales.
- (e) Uniform costing is a unique technique of costing.
- (f) A cost unit is a location, person or item of equipment for which cost may be ascertained and used for the purpose of control.

2. Explain process costing and state its advantages and disadvantages. [15]

Or

Define "Costing" and differentiate between Financial and Cost Accounting. [15]

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

- (a) Cost centre
- (b) Elements of Cost
- (c) Disadvantages of Cost Accounting
- (d) M.O.S.
- (e) Master Budget
- (f) Features of Job Costing.

4. Prepare a statement of Cost from the following information relating to Mumbai traders, Mumbai for the year ended 31-3-2014 :

	Rs.
Cost of direct materials	2,00,000
Sales	4,00,000
Direct Wages	1,00,000
Office Indirect materials	5,000
Cost of Special patterns	40,000
Postage and telegrams	2,000
Factory rent and insurance	5,000
Outstanding chargeable expenses	2,000
Carriage outward	2,500
Interest on loan	2,150
Printing and Stationery	500
Factory indirect wages	3,000
Selling on cost	4,000
Travelling salesman's salary	4,000
Factory indirect material	1,000
Royalties	8,000
General works overheads	2,000
Bad debts written off	1,000

Also calculate the percentage of profits earned to sales. [16]

5. (A) The following are the particulars of Bajaj Limited :

Sales	Rs. 1,50,000
Marginal Cost	Rs. 1,20,000
Gross Profit	Rs. 60,000
Fixed Overheads	Rs. 20,000
Net Profit	Rs. 40,000

You are required to calculate :

- (a) P/V ratio
- (b) BEP (Sales)
- (c) Margin of Safety
- (d) Net Profit when sales are Rs. 4,00,000. [12]

(B) From the following data of 60% activity of Ganga Ltd., prepare a flexible budget for the production at 80% and 100% activity.

Material	Rs. 100 per unit
Labour	Rs. 40 per unit
Expenses (Direct)	Rs. 10 per unit
Factory Expenses	Rs. 40,000 (40% Fixed)
Administrative Expenses	Rs. 30,000 (60% fixed)

At 60% activity production is 6,000 units at 80% activity production is 8000 units and at 100% capacity production is 10,000 units. [12]

Or

The following is the data given for Samarth Enterprises. The standard quantity and standard price of raw material required for 1 unit production is given below :

Material	Standard Quantity	Standard Price
(kg)	(Rs.)	(Rs.)
Material X	2	3

Actual production for an output of 500 units :

Material	Actual Quantity	Actual Price
(kg)	(Rs.)	(Rs.)
Material X	1,100	3.10

Calculate and verify the results of :

- (a) Material Cost Variance
- (b) Material Price Variance and
- (c) Material Usage Variance.

[12]

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-202

B.B.M. (IB) (Second Semester) EXAMINATION, 2017
ELEMENTS OF HUMAN RESOURCE MANAGEMENT
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

- N.B. :—** (i) Question No. 7 is compulsory.
(ii) Solve any *four* questions from Question Nos. 1 to 6.
(iii) *All* questions carry equal marks.
(iv) Draw a neat diagram wherever necessary.

1. What is Human Resource Management (HRM) ? Discuss in detail the role of H.R. Manager in the organisation.
2. Explain the concept of Manpower Planning. Also explain, how career planning and succession planning move hand in hand ?
3. Discuss the term Recruitment. Also give various sources of Recruitment with its advantages and disadvantages.
4. What is Performance Appraisal (P.A.) ? Discuss in detail various methods of P.A.
5. Discuss the recent trends and problems in attrition and retention, with suitable solutions.

P.T.O.

6. What is Training and Development ? How is it different from Education ? Discuss.
7. Write notes on (any *four*) :
- (a) Recent Trends in HRM
 - (b) International HRM
 - (c) Training Calender
 - (d) Total Quality Management (TQM)
 - (e) Merit Rating
 - (f) Promotion and Transfer.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-203

B.B.M. (IB) (Second Semester) EXAMINATION, 2017

203 : MACRO ECONOMICS ANALYSIS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

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

(iii) Figures to the right indicate full marks.

1. Write short notes on (any *four*) : [5×4=20]

(a) Aggregate Demand and Aggregate Supply

(b) Scope of Macro Economics.

(c) Say's law of market

(d) Limitations of Macro Economics.

(e) Investment Multiplier

(f) Fiscal Policy measures to control inflation.

2. Define Money. Explain the primary functions of money. [15]

3. Discuss Irving Fisher's version of the quantity theory of money. [15]

P.T.O.

4. What is meant by trade cycle ? Explain any *two* phases of a trade cycle. [15]
5. Examine Keynes psychological law of consumption in detail. [15]
6. Define marginal efficiency of capital. Discuss factors affecting marginal efficiency of capital. [15]
7. What do you understand by inflation ? Discuss the types of inflation. [15]

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-204

B.B.M. (IB) (Second Semester) EXAMINATION, 2017

204 : 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. Explain the term 'Marketing'. What is the significance of marketing ?
Explain the role played by Marketing Manager. [16]
2. What is 'Product Life Cycle' ? Explain the various phases of Product Life Cycle. [16]
3. Define 'Marketing Mix'. Explain the factors affecting four 'P's of Marketing Mix. [16]
4. Explain the types of channel of distribution. What are the factors influence selections of channels ? [16]
5. Define 'Sales Promotion'. Explain the different tools and techniques of 'Sales Promotion'. [16]
6. (a) What is the concepts and components of 'Marketing Information System' ?
(b) State the importance of Marketing Research. [16]

P.T.O.

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

[16]

- (a) Rural Marketing
- (b) Evolution of Marketing
- (c) Marketing Planning
- (d) Role of Advertising
- (e) Differential Marketing
- (f) Marketing Research Procedure.

Total No. of Questions—5]

[Total No. of Printed Pages—8

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

[5164]-205

B.B.A. (IB) (Second Semester) EXAMINATION, 2017

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 each]

(a) Describe systematic sampling procedure. Give real life situation where systematic sampling can be used.

(b) State requisites of good measure of central tendency.

(c) Calculate Karl Pearson's Coefficient of Correlation from the following data and interpret it :

Marks in Statistics	Marks in Marketing
38	40
20	18
30	35
28	20

P.T.O.

17	18
19	25
23	28
35	13
16	20

(d) A company wants to give advertisements in local news papers in Hindi and in English. Expected coverage through the advertisement is 1000 and 1500 people per advertisement respectively. Each advertisement in a Hindi costs Rs. 3000 and for an English is Rs. 5000. Company decided not to place more than 10 advertisement in Hindi and at least 6 advertisement in the English daily. The total advertisement budget is Rs. 50,000. Formulate the problem as LPP model.

2. (A) Following data relates to the frequency distribution of monthly salary of the employees : [10]

Monthly salary (in thousand Rs.)	Number of employees
14—16	12
16—18	30
18—20	55
20—22	40
22—24	35
24—26	28

Calculate mean, median and mode of monthly salary.

Or

- (a) Draw a histogram to represent the following frequency distribution and then obtain mode graphically. [6]

Size of farm in hectares	No. of farms
0—20	12
20—40	38
40—60	16
60—80	5
80—100	3
100—120	1

- (b) For a bivariate data : [4]

$$r = 0.4, \sum(X - \bar{X})(Y - \bar{Y}) = 108,$$

$$\sigma_y = 3, \sum(X - \bar{X})^2 = 900$$

Find number of pairs of observations.

- (B) Explain scope of Statistics in Economics. [5]
3. (A) (a) Following are the data pertaining to the production and export of sugar in lakh tonnes of a firm : [8]

Production (X)	Export (Y)
37	4
31	1

38	1
39	4
47	9
42	10
48	3
64	2

Find the regression equation of Y on X. Also estimate the export of sugar when the production is 50 tonnes.

- (b) The regression coefficient of Y on X is -1.5 and X on Y is -0.2 . Find the value of correlation coefficient. [2]

Or

- (a) The daily expenditure of 100 families is given below : [6]

Daily expenditure (in Rs.)	No. of Families
Below 3000	24
3000—4000	20
4000—5000	27
5000—6000	14
6000 and above	15

Calculate quartile deviation and coefficient of quartile deviation.

(b) The range, arithmetic mean and standard deviation of a group of 10 items is 20, 62 and 10 respectively. If each observation is increased by 5, what will be the range and coefficient of variation ? [4]

(B) Define the following terms related with linear programming problem : [5]

- (i) Decision variable
- (ii) Objective function
- (iii) Constraints
- (iv) Feasible solution
- (v) Optimum solution.

4. (A) Consider the data about daily wages of the workers working in factory A and B : [10]

Daily wages	No. of workers	
	Factory A	Factory B
0—50	20	15
50—100	18	20
100—150	30	35
150—200	25	30
200—250	20	18
250—300	15	17

- (i) Which factory pays more wages on an average ?
Justify.
- (ii) Which factory is more consistent for paying the wages ?
Justify.

Or

- (a) The two lines of regression are $X - 4Y = 5$ and $X - 16Y = -64$. Find : [6]
- (i) The mean values of X and Y.
- (ii) Regression coefficient of X on Y.
- (iii) Regression coefficient of Y on X.
- (b) Draw pie diagram to represent the following data : [4]

Category	Revenue in % to total
Corporate tax	43.5
Income tax	35
Excise duty	9.5
Customs	12

- (B) Explain the concept of central tendency and dispersion.
State any *two* measures of central tendency and dispersion
each. [5]

5. (A) (a) The following is a frequency distribution of number of mistakes per job by a keyboard operator in data entry : [6]

No. of mistakes per job	No. of jobs
20—29	16
30—39	31
40—49	22
50—59	7
60—69	3
70—79	1

- (i) Identify the method of classification.
- (ii) Find the classwidth of first class.
- (iii) Find the classmark of second class.
- (iv) Find the class boundaries of the third class.
- (v) Find the number of jobs having number of mistakes more than 40.
- (vi) Find the number of jobs having number of mistakes less than 59.
- (b) Explain the procedure of construction of subdivided bar diagram by using MS-Excel. [4]

Or

- (a) Solve the following linear programming problem graphically : [6]

Maximize $Z = 5x + 7y$

Subject to $x + y \leq 4$

$$3x + 8y \leq 24$$

$$x + y \leq 6$$

$$x, y \geq 0$$

- (b) Following are the temperatures recorded in Pune city observed during a week : [4]

35, 38, 40, 39, 35, 36, 37

Obtain mean and median of the temperature of the above data.

- (B) Explain the concept of population and sample with suitable illustration. [5]

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-206

B.B.M. (IB) (Second Semester) EXAMINATION, 2017

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) Explain the characteristics of Digital Computer.

(b) What is MIS ? Explain the characteristics of MIS ?

(c) Explain the Normalization and its types.

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-PowerPoint ? Explain its features.

(c) What is Antivirus ?

P.T.O.

- 3.** Answer the following (any *two*) : [20]
- (a) What is SQL ? Explain the use of SQL.
 - (b) Write a short notes on IT Act.
 - (c) Explain ER Diagram. Explain the types of Attributes.
- 4.** Answer the following (any *two*) : [20]
- (a) Explain the concept of Cryptography.
 - (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) Explain Prototyping.
 - (b) Explain various types of charts in Ms-Excel.
 - (c) Explain the following DOS Commands :
 - (i) Format
 - (ii) Copy
 - (iii) Attrib
 - (iv) Del.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-301

B.B.M. (IB) (Third Semester) EXAMINATION, 2017

INTERNATIONAL BUSINESS ENVIRONMENT

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :—All questions carry equal marks.

1. What is 'Nasty Nine' chemicals ? Explain the characteristics of Nasty nine.

Or

What is WTO ? State the impact of WTO on World Trade.

2. Explain in detail the concept of 'Sustainable Consumption and Production'.

Or

Explain the concepts of 'Eco-attitude' and 'Eco-behaviour'.

3. Critically elaborate and explain Kyoto Protocol.

Or

Explain the sources of carbon offsets and technologies to reduce emission.

4. What is environmental awareness ? State the objectives of environmental awareness programmes.

P.T.O.

Or

What are the main activities of International NGO's in environmental awareness.

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

- (a) Corporate compliance
- (b) SEZs and pollution problems
- (c) Global warming
- (d) Ecomarks schemes of India
- (e) Toxic chemicals
- (f) Industrial ecology
- (g) Africa Waste Trade (case study).

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-302

B.B.M./IB (Semester III) EXAMINATION, 2017
PRODUCTION AND OPERATIONS MANAGEMENT
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Each question carries equal marks.

1. What is Production System ? Explain in detail types of production system.

2. What do you mean by Product Design ? Which factors affecting on Product Design ?

Or

What is Maintenance ? What are the types of Maintenance ?

3. Define Motion Economy. Explain detailed note on Principles of Motion Economy.

Or

Distinguish between quality control and quality circle.

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

P.T.O.

Or

What is Work Study ? Explain Concept, Scope and Applications of Work Study.

- 5.** Write short notes on (any *four*) :
- (a) Concept of outsourcing
 - (b) ISO Certification
 - (c) Work study
 - (d) PMTS systems
 - (e) Activity sampling
 - (f) Status Governing Safety.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-303

B.B.M. (I.B.) (Sem. III) EXAMINATION, 2017

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. What is Comparative Cost ? Explain in detail Ricardo's Comparative Cost Theory. [15]

Or

Critically examine Hecksher—Ohlin theory of International trade. [15]

2. What is International Economics ? Explain its nature, scope, significance of International Economics. [15]

Or

How can trade work as an 'Engine of Growth' ? [15]

3. What is Protection Policy ? Explain argument for and against of protection policy. [15]

Or

What do you mean by "Terms of Trade" ? What are the factors influencing Term of Trade ? [15]

P.T.O.

4. Write in detail structure, objectives and functions of WTO. [15]

Or

Write in detail principles, objectives and functions of World Bank. [15]

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

(a) GATT

(b) Non-Tariff Barriers

(c) Barter Terms of Trade

(d) Argument for Free-Trade

(e) Inter-regional Trade and International Trade

(f) Dynamic Gains from Trade.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-304

B.B.M. (IB) (Third Semester) EXAMINATION, 2017

INTERNATIONAL MARKETING

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) All questions carry equal marks.

(iii) Use of appropriate corporate examples will be appreciated.

1. Define International Marketing. Explain the challenges and opportunities. [16]
2. What are the different documents required for export trade ? [16]
3. Explain the import and export policies in detail. [16]
4. Explain the steps involved in export trade. [16]
5. Define Marine Insurance. What are the features and types of Marine Insurance Policies. [16]
6. Explain the rules for successful exporting in detail. [16]

P.T.O.

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

[16]

(a) Arbitration

(b) Overseas agents

(c) Export promotion schemes

(d) Labelling, packaging of GATT

(e) International Pricing Strategies

(f) International Marketing Channels.

Total No. of Frags—**6+6**]

[Total No. of Printed Pages—11

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

[5164]-305

B.B.A. (I.B.) (Third Semester) EXAMINATION, 2017

FRENCH

Paper I

(Foreign Language)

(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. Mme Pauline Lasalle est réceptionniste dans un hôtel en Belgique. Elle est canadienne. Elle arrive pour un stage dans un grand hôtel à Paris. Elle donne ses informations au réceptionniste.

Mme Lasalle: Bonjour monsieur.

Le réceptionniste: _____ ?

Mme Lasalle: C'est pour un stage dans votre hôtel.

Le réceptionniste: Quelle est votre profession?

Mme Lasalle: _____.

Le réceptionniste: Quelle est votre nationalité?

Mme Lasalle: _____.

Le réceptionniste: Quel est votre nom?

Mme Lasalle: _____.

Le réceptionniste: Vous avez une adresse électronique?

Mme Lasalle: Oui, c'est _____.

Le réceptionniste: Très bien madame. Je vous contacte rapidement.

P.T.O.

OU

B. M. Thomas Ferreira arrive au standard de la société 'Total'. Il veut rencontrer M. Masson, le directeur. M. Masson n'est pas là. Il parle à la standardiste. Complétez le dialogue.

M. Ferreira : Bonjour monsieur. Je voudrais parler à M. Masson, s'il vous plaît.
Le réceptionniste : _____ ?
M. Ferreira : M. Masson.
Le réceptionniste : _____ ?
M. Ferreira : Eh bien, c'est pour notre dossier, « Démépro ».
Le réceptionniste : _____ ?
M. Ferreira : Ok. Voici mon numéro de téléphone. J'attends son appel. C'est urgent.
Le réceptionniste : _____ .
M. Ferreira : Merci bien.
Le réceptionniste : _____ . Au revoir.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel :

(4)

1. Le passager écoute l'annonce.
2. Le touriste montre le passeport.

B. Mettez au négatif :

(4)

1. Il voyage par avion.
2. Il fait froid.

C. Complétez avec des prépositions

(3)

1. Nous organisons une conférence _____ vos collaborateurs.
2. Il travaille _____ Japon.
3. Combien coûte la chambre _____ personne ?

D. Complétez avec des adjectifs possessifs.

(3)

1. Il parle à _____ directeurs.
2. Mme Duval a une fille. _____ fille s'appelle Pauline.
3. Nous voyageons avec _____ employés.

E. Complétez avec des mots justes :

(2)

1. Un _____ est une maison meublée à louer à la campagne.
2. Une habitante de l'Australie est _____ .

F. Dites vrai ou faux : (3)

1. L'hôtesse aide les passagers dans un train.
2. Lyon et Rennes sont des villes françaises.
3. Un habitant de l'Allemagne est allemand.

G. Complétez avec des mots donnés : (ou, selon, chambres, du) (4)

Les hôtels de tourisme sont classés par nombre d'étoiles _____ de nombreux critères : le confort des _____, les équipements, la qualité _____ service, les langues parlées, l'intérêt historique des bâtiments _____ la situation géographique.

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

1. Elles (prendre) l'avion le 25 décembre.
2. Le directeur général (diriger) l'ensemble des activités de l'entreprise.
3. La directrice (avoir) un rendez-vous.
4. Nous (faire) les réservations.

I. Écrivez en mots: (4)

14, 75, 54, 88.

J. Quelle heure est-il? (4)

1.) 9.20 a.m. 2) 1.15 p.m.

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 Chine?
3. Quelles langues parlez-vous?
4. Nommez deux pays francophones.

B. Reliez les deux colonnes (4)

- A
1. Carrefour
 2. EDF
 3. Allô! Oui
 4. Tramway

- B.
- a) Électricité
 - b) Grande distribution.
 - c) Transport en commun.
 - d) L'hôtel Concorde, j''ecoute.

Q.4. Présentez la personne suivante (5)

Nom : Duval
Prénom: Didier
Nationalité: Française
Pays de résidence: L'Espagne.

Situation de famille: Marié
Nombre d'enfants: 1 garçon
Secteur d'activité professionnelle: Responsable marketing chez SOFITEX

OU

Nom : Olivier
Prénom: Catherine
Nationalité: Canadienne
Pays de résidence: La Belgique.
Situation de famille: Célibataire
Secteur d'activité professionnelle: Chef des ressources humaines

Q.5. A. Traduisez en anglais: (4)

Dans les grandes villes françaises, il y a différents types de transports en commun : bus, métro, tramway, trains de banlieue.

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

B. Traduisez en français: (5 au choix)

(10)

1. He likes music.
2. They work in Madrid.
3. You have a meeting at 10.30.
4. Sandra lives in Canada.
5. What are you doing this evening?
6. It is cold.

Q. 6. Compréhension

Hôtel Bellevue

Situé dans la vieille ville, il offre une belle vue sur la cathédrale. Cet hôtel a 5 chambres avec douche et 15 chambres doubles avec salles de bain. C'est à 5 min de la gare et des transports en commun. Il y a de nombreux cinémas et restaurants à proximité. L'internet est libre et gratuit. C'est ouvert d'avril à octobre.

A. Dites vrai ou faux :

(4)

1. L'hôtel a 5 chambres avec salles de bain.
2. L'hôtel est ouvert en juin.
3. C'est à 15 minutes de la gare.
4. Les restaurants sont à proximité.

B. Donnez le contraire de : libre, avec

(2)

[5164]-305

GERMAN

Time : Three Hours

Maximum Marks : 80

N.B. :—Use of dictionary is not allowed.

Frage 1: Beantworten Sie die folgenden Fragen! (Nur 6)

[6]

1. Um wie viel Uhr haben Sie Deutschunterricht?
2. Wann haben Sie Geburtstag?
3. Welche Sprache sprechen Sie zu Hause?
4. Was ist Ihr Hobby?
5. Welches Möbel hat Ihr Arbeitszimmer?
6. Wo liegt das Brandenburger Tor?
7. Finden Sie Deutsch interessant?

Frage 2: Übersetzen Sie ins Englische!

[10]

- (a) Heute ist Sonntag. Der Tag war sehr schön. Ich hatte frei. Aber morgen ist wieder Montag. Ich bin Lehrerin und habe jeden Montag bis ein Uhr Unterricht. Ich stehe immer um sechs Uhr auf und gehe gleich ins Bad. Dann frühstücke ich von Viertel nach sechs bis Viertel vor sieben. Beim Frühstück höre ich Radio und lese die Zeitung. Ich habe nicht viel Zeit. Um sieben fahre ich mit dem Fahrrad zur Schule. Ein bisschen Sport ist immer gut. Ich komme um zwanzig nach sieben in der Schule an, gehe ins Lehrerzimmer und mache noch Kopien für den Englischunterricht in der Klasse 8 A. Die Klasse schreibt morgen einen Vokabeltest. Der Unterricht beginnt um Viertel vor acht. Alle Stunden dauern fünfundvierzig Minuten. Um zwanzig nach sieben bin ich wieder zu Hause.

(b) Das ist Andrick Razandry. Er ist aus Madagaskar. Aus Tamatave. Das ist im Osten von Madagaskar, am Indischen Ozean. Er hat dort an der Universität studiert. Seit zwei Jahren lebt er in Deutschland. Er studiert Deutsch als Fremdsprache an der Friedrich-Schiller-Universität in Jena. Andrick hat 18 Stunden Unterricht pro Woche. Er arbeitet gern in der Bibliothek. Er sagt: "In der Bibliothek kann ich meine E-Mails lesen und gut arbeiten. Abends ist es dort sehr ruhig." Er kennt viele Studenten und Studentinnen. Die Universität ist international. In den Seminaren sind Studenten und Studentinnen aus vielen Ländern, aus Russland, China und aus den USA, "Am Anfang war für mich alles sehr fremd hier. Jetzt ist es okay. Ich habe viele Freunde und wir lernen oft zusammen." Andrick spricht vier Sprachen: Madagassisch, Französisch, Deutsch und Englisch.

Frage 3: Wortschatz

(a) Schreiben Sie die Zahlen ins Worte! (nur 4) [4]

72, 103, 12, 33, 45

(b) Ergänzen Sie die Vokale! (Nur 4) [4]

(i) B _ r _ f

(ii) h _ r _ n

(iii) R _ g _ l

(iv) Sp _ _ l

(v) d _ nk _ l

(c) Ergänzen Sie das richtige Wort! (Nur 4) [4]

(i) Ich möchte einen Film sehen. Ich gehe ins _____ .

(ii) Januar ist ein _____ .

(iii) John spricht Englisch zu Hause. Englisch ist seine _____ sprache.

(iv) Wein und Orangensaft sind _____ .

(v) 'Times of India' oder 'New York Times' ist eine _____ .

(d) Welches Wort passt nicht?

[4]

- (i) Montag – Dienstag – Mittwoch – Wochenende
- (ii) Sekretärin – Pilot – Ingenieur – Student
- (iii) Supermarkt – Kaufhaus – Konzert – Geschäft
- (iv) Land – Stadt – Bundesland – Deutschland

Frage 4: Grammatik:

(a) Ergänzen Sie die Verben in richtigen Formen! (Nur 5)

[5]

(einladen, sprechen, frühstücken, funktionieren, nehmen, kochen)

- (i) Um 8.30 _____ ich. Ich esse Brot und Butter.
- (ii) Wir machen eine Party. Wir _____ die Freunde _____.
- (iii) Meine Freundin _____ sehr gut Sphagetti.
- (iv) Erika und Aliffiya _____ gut Französisch.
- (v) Herr Weber _____ Kaffee und Sandwich.
- (vi) Das Telefon _____ gut.

(b) Ergänzen Sie die Personalpronomen! (Nur 5)

[5]

- (i) Die Firma heißt Siemens. _____ liegt in Berlin.
- (ii) Karina und Katja, trinkt _____ Kaffee?
- (iii) Johann und Dieter sind Freunde. _____ hören gern Musik.
- (iv) Peter, hast _____ einen Kuli?
- (v) Heute rufe _____ meinen Freund an.
- (vi) Herr Maier, essen _____ keine Pizza?

(c) Ergänzen Sie den Artikel (bestimmt/unbestimmt/ Nominativ/Akkusativ)! (nur 5) [5]

- (i) Ich kaufe _____ Schreibtisch für mein Arbeitszimmer.
- (ii) _____ Institut heißt Goethe Institut.

- (iii) Das Haus hat _____ Garten.
- (iv) _____ Plan ist gut.
- (v) Das ist _____ Lampe.
- (vi) _____ Bilder hängen an der Wand.

(d) Ergänzen Sie den Possessivartikel! (nur 5)

[5]

- (i) Karl und Peter, ist das _____ Zimmer?
- (ii) Erika wohnt in München aber _____ Familie wohnt in Berlin.
- (iii) John, wo ist _____ Heft?
- (iv) Herr Hartmann trinkt Bier. Aber _____ Frau trinkt kein Bier.
- (v) Wir kommen aus Indien und _____ Freund Hiroki kommt aus Japan.
- (vi) Herr Weber, wie heißt _____ Tochter?

(e) Ergänzen Sie die Verben 'sein' oder 'haben' im Präteritum! (nur 5)

[5]

- (i) 2014 FIFA _____ sehr interessant.
- (ii) Früher _____ wir Schüler, jetzt sind wir Studenten.
- (iii) Gestern _____ Herr Weber einen Termin beim Zahnarzt.
- (iv) Sara und Kevin, wo _____ ihr heute Morgen?
- (v) Wir _____ keine eigene Wohnung dort.
- (vi) Sebastian _____ nur ein Kind. Jetzt ist Sebastian schon verheiratet.

(f) Bilden Sie Fragen! (nur 5)

[5]

- (i) Um 11 Uhr schlafe ich.
- (ii) Ja, wir lernen Deutsch.
- (iii) Das Buch liegt auf dem Tisch.
- (iv) Der Kurs ist interessant.
- (v) Am Wochenende sieht Peter einen Film.
- (vi) Meine Adresse ist 21/13, Boat Club Straße.

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

[8]

Hallo Arifin,

vielen Dank für deine E-Mail. Wie geht's denn so? Ich finde dieses E-Mail Projekt super! Dein Deutschkurs am Goethe-Institut ist sicher interessant. Du schreibst, du hast Probleme mit dem Akkusativ. Hoffentlich macht Deutsch auch Spaß :-)

Also, hier ist meine Antwort auf deine Frage: "Was ist eine Wohngemeinschaft?" Das ist eine Wohnform in Deutschland. Viele Studenten finden das gut. Sie haben zusammen eine 2-5-Zimmer-Wohnung. Das ist nicht so teuer. Die Zimmer können unterschiedlich groß sein.

Ich lebe hier auch in einer Wohngemeinschaft. Die Wohnungen in Köln sind sehr teuer. Ich wohne mit drei anderen Studenten zusammen. Sie sind meine Freunde. Jeder hat ein Zimmer. Mein Zimmer ist klein, aber es hat einen Balkon. Das Wohnzimmer ist für alle. Es ist groß, und es gibt Sessel, ein Sofa, einen Wohnzimmertisch und einen Fernseher. Die Küche ist nicht so groß, aber das ist kein Problem. Viele Studenten essen nicht zu Hause. Morgens ist es immer chaotisch. Alle möchten schnell ins Badezimmer!

Gibt es in Jakarta auch Wohngemeinschaften? Wie leben die Studenten? Komm doch mal nach Deutschland! Du kannst hier schlafen.

Viele Grüße

dein Florian

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

[4]

1. Was lernt Arifin? Wo?
2. Wo wohnt Florian?(die Stadt)
3. Welches Möbel hat das Wohnzimmer?
4. Schreiben Sie zwei **Feminin Nomen** aus dem Text!
5. Schreiben Sie **zwei Adjektive** aus dem Text.

(b) Richtig oder Falsch?

[4]

1. Arifin wohnt in Deutschland.
2. Das Zimmer von Florian hat keinen Balkon.
3. Die Küche ist ein Problem für Florian.
4. In Deutschland kann Arifin bei Florian schlafen.

Frage 6: Schreiben Sie 8-10 Sätze über das Thema:

[10]

“Ich” oder “Mein Freund / Meine Freundin”

Total No. of Questions—5]

[Total No. of Printed Pages—4

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

[5164]-306

B.B.A.-IB (Third Semester) EXAMINATION, 2017

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 Management Accounting. Distinguish between Management and Cost Accounting.

Or

Define Management Accounting. Explain its objectives and scope.

2. What do you mean by Analysis of Financial Statements ? Explain in detail Comparative Financial Statements.

Or

From the following data, calculate the following ratios :

- (a) Gross Profit Ratio
- (b) Net Profit Ratio
- (c) Operating Profit Ratio
- (d) Current Ratio
- (e) Quick Ratio.

P.T.O.

3.

Income Statement of Z Ltd. :

for the year ending 31st March, 2013

		Amt. Rs.
	Net Sales	10,00,000
Less :	COGS	<u>6,00,000</u>
		4,00,000
Less :	Other Expenses	<u>1,00,000</u>
	PBIT	3,00,000
Less :	Interest & Taxes	<u>1,50,000</u>
	PAT	1,50,000

Balance Sheet of Z Ltd.

As on 31st March, 2013

Liabilities	Amt. (Rs.)	Assets	Amt. (Rs.)
Share Capital	2,00,000	Fixed Assets	6,00,000
Reserves	1,00,000	Long-term	
Debentures	5,00,000	Investment	1,00,000
Creditors	50,000	Bills Receivable	75,000
Bills Payable	1,50,000	Stock	75,000
Outstanding Expenses	35,000	Debtors	25,000
		Cash	50,000
		Bank	90,000
		Prepaid Expenses	20,000
	<u>10,35,000</u>		<u>10,35,000</u>

What do you mean by flow of funds ? What are the various causes of changes in working capital ?

Or

From the following information relating to QS Ltd., you are required to calculate :

- (a) Contribution
- (b) BEP in Units
- (c) Margin of Safety
- (d) Volume of sales to earn profit of Rs. 6,000.

	Rs.
Total Fixed Costs	4,500
Total Variable Costs	7,500
Total Sales	15,000
Units Sold	5000 units

4. Define the term “Budget and Budgetary Control.” State the objectives and limitations of budgetary control.

Or

A factory is currently working at 50% capacity and produces 10000 units at a cost of Rs. 180 per unit as per details given below :

Materials	Rs. 100
Labour	Rs. 30
Factory overheads	Rs. 30 (Rs. 12 fixed)
Administrative overheads	Rs. 20 (Rs. 10 fixed)
Total	<hr style="width: 50%; margin: 0 auto;"/> <u>180</u> <hr style="width: 50%; margin: 0 auto;"/>

The current selling price is Rs. 200 per unit. At 60% working marginal cost per unit increases by 2% and selling price per unit falls by 2%. At 80% working material cost per unit increases by 5% and selling price per unit falls by 5%. Prepare flexible budget and estimate profits of the factory at 60% and 80% working.

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

- (a) Funds Flow Statement
- (b) Liquidity Ratios
- (c) P/V Ratio
- (d) Common Size Statement
- (e) Steps in Budgetary Control
- (f) Revenue Statement Ratios.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-401

B.B.A. (IB) (Fourth Semester) EXAMINATION, 2017

401 : FOREIGN EXCHANGE OPERATIONS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

(iii) Figures to the right indicate full marks.

1. What is Fixed and Floating Exchange Rate ? State advantages and disadvantages of fixed exchange rate. [16]
2. What do you mean by Exchange Control ? State unilateral and bilateral methods of Exchange Control. [16]
3. Explain the nature of Forex Market. Explain the role of FEDAI, in Forex market in India. [16]
4. Explain various INCO terms used in International Trade. [16]
5. Define Letter of Credit. State meaning of back to back and Revolving LC. [16]

P.T.O.

6. Define BOP (Balance of Payment). Explain various components of BOP, as per RBI Format. Analyze briefly the current situation of BOP, for India. [16]
7. Write short notes on (any *four*) : [16]
- (a) Capital Account Convertibility
 - (b) Speculators in FOREX Market
 - (c) Spot and Forward Quotation
 - (d) Purchasing Power Parity
 - (e) CIF—as INCO Term.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-402

B.B.M. (IB) (Fourth Semester) EXAMINATION, 2017

413 : INTERNATIONAL BUSINESS IN SERVICE SECTOR

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Attempt any *four* from Question Nos. 1 to 6.

(ii) Figures to the right indicate full marks.

1. Write a note on Healthcare Service in India. Explain in detail, how Healthcare Services contribute in growth of Indian Service Industry. [15]
2. What is Service ? Give various characteristics of services. [15]
3. Discuss on Tourism Industry. Identify the growth factors in Tourism Industry in Indian context. [15]
4. Discuss in detail, what do you mean by GATS ? Write in brief about the modes of supply of Services. [15]
5. State the concept of Physical Evidence. Identify effective strategies for physical evidence in services. [15]

P.T.O.

- 6.** State various opportunities and threats in International Trade in Services. [15]
- 7.** Write short notes on : [20]
- (a) Biotechnology Services
 - (b) Pricing in Services
 - (c) IT and ITES Services in India
 - (d) Service Quality
 - (e) Globalisation in Services
 - (f) Education Industry.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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

[5164]-403

**B.B.M. (IB) (Fourth Semester) EXAMINATION, 2017
INTERNATIONAL AGRICULTURAL BUSINESS
(2013 PATTERN)**

Time : Three Hours

Maximum Marks : 80

- N.B. :—** (i) Question No. 6 is compulsory.
(ii) Solve any *four* from the remaining.
(iii) *All* questions carry equal marks.

1. Explain the strategic advantage to Indian Agro Products.
2. Explain characteristics of Dairy Industry in India. Discuss product range and future growth of Dairy Industry.
3. Explain in detail the various constraints in agri-business management.
4. Define agri marketing. Distinguish between Agri product marketing and manufactured product marketing.
5. Explain the special effort to promote agro based commodities.
6. Write short notes on (any *two*) :
 - (a) Quota Restriction
 - (b) International fairs and exhibition
 - (c) Importance of Agri business.

Total No. of Questions—6]

[Total No. of Printed Pages—3

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

[5164]-404

B.F.T./B.B.M. (IB) (Fourth Semester) EXAMINATION, 2017

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. Dindayal 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	05/03/2016	05/03/2016	05/03/2016

Find out the income from house property of Mr. Dindayal for the assessment year 2017-18.

6. Mr. Sharad is a resident individual Furnished the following information for the year ended 31/3/2017 :
- (1) Basic Salary Rs. 35,000 per month
 - (2) D.A. 40% 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. 2,000 p.m.

- (6) Hostel allowances Rs. 8,000 p.a.
(Mr. Sharad having two sons and one daughter)
- (7) House Rent Allowance Rs. 4,000 p.m.
(He paid rent for house Rs. 4,500 p.m.)
- (8) 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) provide by employer for official & private purpose expenses paid by the employer Rs. 30,000 with driver salary.
- (11) Income from Business Rs. 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 for 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 year 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 2017-18.

Total No. of Questions—6+6]

[Total No. of Printed Pages—9

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

[5164]-405

S.Y. BBM (IB) (Fourth Semester) EXAMINATION, 2017
FRENCH
Paper II
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Use of dictionary is not allowed.*
- 3) *All questions have to be answered in French unless indicated otherwise.*

Q1 Complétez le dialogue suivant (UN AU CHOIX):

[10]

A. Julie et Patricia vont au Restaurant Chez Bebert pour déjeuner.

Le serveur : _____.

Julie : Oui, nous avons une réservation au nom de Mme Pinot.

Le serveur : Vous avez choisi ?

Julie : _____.

Le serveur : Deux chèvres chauds. Et comme plats ?

Patricia : _____.

Le serveur : Quelle cuisson pour la viande ?

Patricia : _____.

Le serveur : Et qu'est-ce que vous voulez boire ?

Julie : _____.

OU

B. Thomas, un journaliste, interviewe M. Jean Marc Trévisi, directeur général de la société 'Bonsavon', une PME, située à Lyon. Son grand-père a créé cette société en 1950. Elle produit des savons, des shampooings, des gels etc. La société a rejoint le groupe Europa, leader européen dans ce domaine, en 1990. Elle a plus de 5000 clients comme des hôtels, des coiffeurs, des salons de beauté et des hôpitaux et elle emploie 250 personnes.

Thomas : Aujourd'hui, nous recevons M. Tissot, directeur général de la société 'Bonsavon'. Bonjour monsieur.

M. Trévisi: Bonjour.

Thomas: Quel est l'historique de votre société?

M. Trévisi: _____.

Thomas: Et quelle est votre activité?

M. Trévisi: _____.

Thomas: Quels sont vos clients?

M. Trévisi: _____.

Thomas: Quelle est la taille de votre société?

M. Trévisi: _____.

Thomas : Combien de personnes employez-vous?

P.T.O.

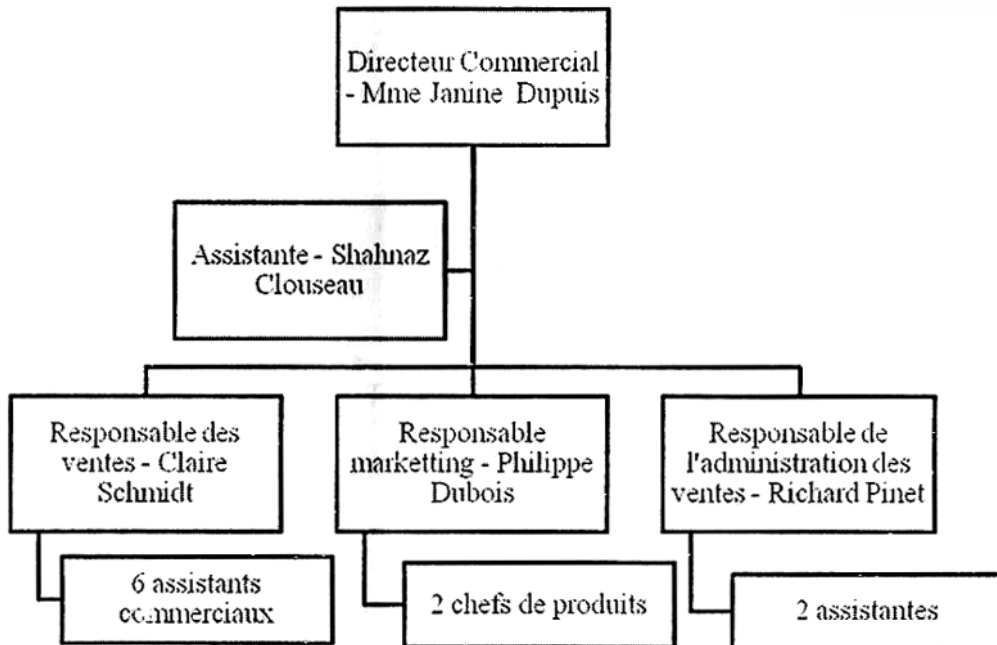
M. Trévisi: _____
Thomas : Intéressant...

- Q.2. Grammaire et vocabulaire [4]
- A. Mettez au pluriel [4]
1. Notre directeur n'aime pas l'avion.
 2. Cet appartement donne sur le parc.
- 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. Je prends rarement l'avion.
 2. C'est une petite entreprise.
- D. Complétez avec de, du, de la, de l', des: [2]
1. Claire _____ voyage.
 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 _____ lait classiques.
 2. Cette entreprise se trouve _____ Lyon.
- F. Complétez avec des adjectifs démonstratifs: [2]
1. _____ train va à Paris.
 2. Danielle aime beaucoup _____ chemise.
- G. Complétez avec des adjectifs possessifs: [2]
1. Il donne _____ passeport.
 2. Tu pars en vacances avec _____ amis.
- H. Choisissez la forme correcte du verbe: [3]
1. Cette entreprise touches/touche plusieurs activités.
 2. Tu arrives/arrive de l'Angleterre.
 3. Nous faisons/faites la cuisine.
- I. Mettez les verbes entre parenthèses au temps donné: [3]
1. M. Dujardin (partir – passé composé) en avion.
 2. Je (prendre – futur) une salade de fruits.
 3. Les clients (venir – présent) à midi.
- J. Trouvez l'objet direct: [3]
1. Les femmes prennent les chocolats.
 2. Nous produisons le gel.
 3. On remplit les boîtes.

- K. Complétez le texte suivant avec les mots donnés ci-dessous: [2]
(nous, moi, beaucoup, dernier)
- Ma femme et _____, nous achetons _____ sur ce site. Le mois _____, nous avons profités des soldes et _____ avons acheté des bottes en cuir.
- L. Dites vrai ou faux: [3]
1. On peut faire des achats en ligne.
 2. La France est connue pour sa cuisine.
 3. Quand on est invité chez des Français, on offre des fleurs ou un petit cadeau à l'hôte.
- M. Écrivez en mots: [2]
1.) 500 2.) 99.
- N. Quelle heure est-il?: [3]
1. 18h40
 2. 11h45
 3. 12h15
- Q.3. A. Répondez aux questions suivantes (3 au choix): [6]
1. Nommez deux professions libérales.
 2. À quelle arrivez-vous au collège?
 3. Quels plats conseillez-vous aux Français en visite de votre pays?
 4. Faites-vous des achats en ligne?
- B. Reliez les deux colonnes [4]
- | A. | B. |
|-------------------------|--|
| a. La ratatouille | 1. Un dessert. |
| b. Une agence | 2. Salaire minimum interprofessionnel de croissance. |
| c. La salade de fruits. | 3. Poivrons, aubergines, tomates et courgettes. |
| d. SMIC | 4. de voyage. |
- Q.4. Écrivez en forme de paragraphe: [5]
- A. Décrivez le processus de fabrication du jus d'oranges. Utilisez les mots suivants: presser, mélanger, nettoyer, mettre, envoyer, les pommes, 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 Omniplast.



Q.5. A. Traduisez en anglais:

[5]

En France, le style des vêtements portés au travail dépend du secteur d'activité, de la fonction ou du statut des personnes et de la culture d'entreprise. Les personnes portent des tenues plus décontractées et "branchées" dans la publicité, la mode et les métiers artistiques. Les vêtements sont plus classiques dans les secteurs de la finance, des assurances, du conseil etc.

B. Traduisez en français (5 au choix):

[10]

1. What is the price of this bag?
2. First, one mixes the vegetable oils.
3. Yesterday, I went on the site.
4. How do you see this message?
5. We employ 300 employees.
6. You will have a laptop.

Q.6 Compréhension de texte:

Jean: Ah, Nicolas! Comment vas-tu?

Nicolas: Très bien, merci. Je suis allé en Chine pour notre nouveau projet de construction.

Jean : Et tu es parti combien de temps?

Nicolas: Juste trois jours.

Jean: Comment ça s'est passé?

Nicolas: Je suis arrivé à Shanghai lundi matin et j' ai rencontré le chef de projet chinois.

Jean: Et, tu as rencontré les ingénieurs chinois?

Nicolas: Oui, lundi soir, j'ai dîné avec eux et nous avons eu une réunion de travail mardi matin.

- A. Dites vrai ou faux: [3]
1. Jean est allé en Chine.
 2. Nicolas a rencontré le chef de projet chinois.
 3. Nicolas a dîné avec les Chinois lundi.
- B. Trouvez le contraire de 'partir' dans le texte. [1]
- C. Donnez l'infinitif de 'dîné'. [1]

Frage 1: Beantworten Sie die folgenden Fragen: (Nur 5)**[5]**

1. Was macht Ihr Vater?
2. Was essen Sie gern?
3. Wo arbeitet ein Kellner?
4. Wie war Ihr Urlaub?
5. Was tragen Sie gern?
6. Was besuchen Touristen in Paris?
7. Wie ist das Wetter heute?

Frage 2: Übersetzen Sie ins Englische!**[10]**

A. Brot ist Leben. Mehr als 97% der Deutschen essen jeden Tag Brot. Die Statistik sagt, jeder Deutsche isst 85 Kilo Brot im Jahr, das sind über 230 Gramm am Tag. Die meisten Rezepte sind für dunkles Brot. Das isst man in Deutschland lieber als helles Brot. Viele Deutsche essen Brot zum Frühstück und Abendessen, am liebsten mit Butter und Käse, aber auch mit Wurst, Schinken oder Marmelade.

B. Ich arbeite im Lufthansa-Callcenter in Kassel. Ich muss beruflich viel telefonieren. Meine Kollegen und ich sitzen zusammen in einem Büro. Wir beraten unsere Kunden am Telefon, informieren sie über Flugzeiten und reservieren Flüg tickets. Wir müssen am Telefon immer freundlich sein, das ist nicht leicht.

Frage 3: Wortschatz**(a) Ergänzen Sie das richtige Wort: (nur 5)****[5]**

- (i) Ich unterrichte an einer Schule. Ich bin _____ von Beruf.
- (ii) Englisch, Hindi, Deutsch sind _____.
- (iii) Ich möchte Reis, Brot, Öl kaufen. Ich gehe ins _____.
- (iv) 'Times of India' und 'Indian Express' ist eine _____.
- (v) Ich habe Fieber. Ich nehme _____.

(vi) Ein Baby trinkt _____ .

(b) Welches Verb passt am besten? (Nur 5)

[5]

(i) Flugkarten _____

(ii) ein Buch _____

(iii) einen Termin _____

(iv) ins Theater _____

(v) einen Pullover _____

(vi) einen Radtour _____

(c) Bilden Sie Sätze: (Nur 5)

[5]

(i) fahren, wann, nach, Sie, Deutschland?

(ii) Bier, jeden Abend, Herr Weber, trinkt.

(iii) Fussball, mit Freunden, spielt, John.

(iv) braucht, was, Frau Schindler?

(v) besuchen, wir, meinen Onkel, morgen.

(vi) ist, wie, spät, es?

(d) Welches Wort passt nicht?

[5]

(i) Wagen – Bus – Auto – Fahrt

(ii) Schwester – Pilotin – Ingenieurin – Politikerin

(iii) Apfel – Orange – Tomaten – Erdbeere

(iv) schön – blau – orange – weiß

(v) Hähnchen – Wurst – Butter – Fisch

Frage 4: Grammatik:

(a) Ergänzen Sie das Modalverb: (Nur 5)

[5]

(i) Herr Weber, was _____ Sie trinken?

(ii) Dieses Jahr _____ ich nach Berlin fahren.

(iii) Wo _____ ich hier ein gutes Hotel finden?

(iv) Es ist sehr spät. Ich _____ jetzt gehen.

(v) Ute _____ sehr gut Deutsch sprechen.

(vi) Im Klassenzimmer _____ die Studenten nicht essen.

(b) Was sagen die Leute? Schreiben Sie die Sätze im Imperativ: (nur 5) [5]

- (i) nicht so spät schlafen (Sie)
- (ii) etwas lauter sprechen (ihr)
- (iii) dieses T-Shirt probieren (Sie)
- (iv) nicht so viel essen (du)
- (v) einen Kaffee nehmen (du)
- (vi) schnell hier kommen (ihr)

(c) Ergänzen Sie das Perfekt: (Nur 5) [5]

(sehen, organisieren, bestellen, schreiben, lernen, einladen)

- (i) Mein Freund _____ eine interessante E-Mail _____.
- (ii) Letztes Jahr _____ wir in Deutschland ein Seminar _____.
- (iii) Frau Schiller _____ einen Tee _____.
- (iv) Wir _____ einen schönen Film _____.
- (v) Annika _____ ihre Freundinnen zur Party _____.
- (vi) Peter _____ Deutsch _____.

(d) Ergänzen Sie die Präpositionen: (nur 5) [5]

- (i) Der Bus fährt _____ Bahnhof.
- (ii) _____ 12 Uhr haben wir Deutschunterricht.
- (iii) _____ Montag kommt Herr Hartmann.
- (iv) Der CD-Player steht _____ dem Tisch.
- (v) Herr Kohler organisiert eine Party _____ seine Familie.
- (vi) Ich gehe _____ einem Bus zum College.

(e) Ergänzen Sie die Adjektivendungen: (nur 5) [5]

- (i) Ein klein___ Kind sitzt da.
- (ii) Ich habe viele interessant___ Freunde.
- (iii) Der groß___ Mann da ist Herr Kohl.
- (iv) Das neu___ Haus ist sehr groß.
- (v) Ana hat eine schön___ Tochter.
- (vi) Ich kaufe einen schwarz___ Anzug.

(f) Bilden Sie Fragen: (nur 5) [5]

- (i) Arnold findet den Film interessant.

- (ii) Der Computer kostet 40000 Rupien.
- (iii) Frau Beckers kauft ein Auto.
- (iv) Die Tasche ist neben dem Fernseher.
- (v) Herr Maier fährt nach Amerika im August.
- (vi) Maria hat 4 Autos.

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

[10]

Mein Name ist Klaus Stephan. Ich arbeite als Automechaniker in einer Audi-Werkstatt in Emden. Wir sind fünf Kollegen: ein Meister, drei Azubis und ich. Unsere Arbeitszeit ist von 7 Uhr 30 bis 17 Uhr. Mittagspause ist von 12 bis 13 Uhr. Oft arbeiten wir bis 18 Uhr. Am Samstag müssen drei Kollegen bis mittags arbeiten. Wir können wechseln.

Wir machen den Service für alle Audi-Modelle. Meine Aufgaben sind: Diagnose, Termine machen, reparieren und Kunden beraten. Service schreiben wir groß! Die Kunden bringen morgens ihre Autos und am Abend können sie sie meistens abholen.

Aber: Guter Service ist nicht billig. Manchmal gibt es Diskussionen mit den Kunden über die Kosten.

(a) Beantworten Sie die folgenden Fragen! (nur 4) **[4]**

1. Wieviele Personen arbeiten in der Audi-Werkstatt in Emden?
2. Wie lange arbeiten die Personen jeden Tag?
3. Was sind die Aufgaben von Klaus Stephan?
4. Was diskutieren die Kunden?
5. Schreiben Sie zwei **Maskulin Nomen** aus dem Text!

(b) Richtig oder Falsch? **[4]**

1. Die Mittagspause dauert eine Stunde.
2. Jeden Tag müssen alle bis 18 Uhr arbeiten.
3. Am Samstag arbeiten die Leute bis zum Abend.
4. Der Service ist nicht gut.

(c) Schreiben Sie die Gegenteile: **[2]**

1. groß x _____
2. billig x _____

Frage 6:

[5]

(a) Schreiben Sie 5-7 Sätze über das Thema:

Wetter in Ihrer Stadt / Kleider / ein Picknick

ODER

(b) Sie wollen einen Pullover kaufen. Sie sind im Geschäft. Schreiben Sie einen Dialog mit dem Verkäufer.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-501

B.B.M. (IB) (Fifth Semester) EXAMINATION, 2017

BUSINESS ETHICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. 1 is compulsory
(ii) Figures to the right indicate full marks.

1. Justify the following cases on the basis of ethical and unethical explanation : [20]

- (1) Night shifts to the female employees in all types of work-place.
- (2) Puffery in Advertisement of children products.
- (3) Film industry today in India is ethical or unethical in its productivity.
- (4) Bombay Dyeing a popular textile industry has maintained its identity in market. What is its secret ethical practise ?

2. Define Ethics. Explain in brief the nature of ethics. [15]

Or

What is the importance of ethics and its importance in Business ?

3. Discuss on various types of Business Ethics. [15]

Or

Describe on the relationship between Business Ethics and Business development.

P.T.O.

4. Who is a consumer ? Explain in detail ethics relating to consumer protection. [15]

Or

Illustrate on how ten commandments are practically applied in all types of Business deal ?

5. Write short notes (any *three*) : [15]
- (1) Arguments for social responsibility
 - (2) Professional ethics
 - (3) Ethics in global economy
 - (4) Marketing ethics
 - (5) Corporate responsibility.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-502

B.B.M. [I.B.] (Fifth Semester) EXAMINATION, 2017

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. Define 'Acceptance' in a Contract. Explain the rules regarding valid acceptance. [15]

Or

Explain in brief 'Expressly Declared Void Agreements'. [15]

2. Elaborate the doctrine of 'Caveat Emptor'. What are the exceptions to this doctrine ? [15]

Or

Explain the term 'Delivery of Goods' as used in a contract of sale. State the rules regarding the Valid Delivery of Goods. [15]

3. Define a 'Company'. What are the main features of a company ? [15]

Or

Discuss the important clauses of the 'Memorandum of Association' under the Companies Act. [15]

P.T.O.

4. State the provisions of the Consumer Protection Act, 1986 relating to the composition, jurisdiction and working of State and National Commissions. [15]

Or

Enumerate the concept of 'Copyright' with illustrations and discuss its various types. [15]

5. Write short notes on (any *four*) : [20]
- (a) Remedies for Breach of Contract
 - (b) Consideration
 - (c) Distinguish between 'Condition' and 'Warranty'
 - (d) Partnership
 - (e) District Forum under the Consumer Protection Act, 1986
 - (f) Concept of Intellectual Property Rights.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-503

B.B.M. (I.B.) (Sem. V) EXAMINATION, 2017

503 : INTERNATIONAL RELATIONS

(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 SAARC ? Discuss the objectives of SAARC. [15]

Or

Discuss the current practices of European Union. [15]

2. What is meant by Culture ? Explain the importance of culture and ethical systems in workplaces. [15]

Or

Explain the term 'Dualism in Indian Society'. What factors have led to the Dualism in the Indian Society ? [15]

3. Discuss in detail the concept of Intellectual Property Rights. Explain the types of Intellectual Property Rights as prescribed by TRIPS. [15]

Or

Explain the provisions of World Trade Organization with reference to developing countries. [15]

P.T.O.

4. What is meant by Dumping ? Discuss the types of dumping. [15]

Or

Discuss the implication of Subsidies and Tariffs on International Trade. [15]

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

(a) NAFTA

(b) Legal Relations among countries

(c) TRIMs

(d) Quota

(e) Political relations among countries

(f) Commodity Agreements.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-504

B.B.M. (IB) (Fifth Semester) EXAMINATION, 2017

INTERNATIONAL BANKING AND FINANCE

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

(iii) Figures to the right indicate full marks.

1. Describe the role and functions of EXIM Bank. [16]
2. Explain various types of Deposits Accounts opened by foreigners and Non-Resident Indians in India and state salient features of the same. [16]
3. Explain the concept of Factoring and Forfeiting. Also state how they operate. [16]
4. Explain objectives, role and achievements of IMF and BIS in International Trade Development and Growth. [16]
5. Write notes on : [16]
 - (a) Primary Functions of Bank

P.T.O.

- (b) Currency Swap
- (c) Forward Contracts
- (d) Bills Discounting.

6. What is EURO Currency Market ? State its segments and advantages of Euro Currency Market. [16]

7. Explain various ways of creating relations in International Market. [16]

Total No. of Questions—6]

[Total No. of Printed Pages—1

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

[5164]-505

T.Y. B.B.M. (IB) (Fifth Semester) EXAMINATION, 2017
505 : BUSINESS REPORTING AND ANALYSIS
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :—Solve any *five* questions.

1. Define business report and state its importance. [16]
2. Explain industry groups and market segmentation in detail. [16]
3. Explain Human Resource Need and Forecast. [16]
4. What is Business Analysis ? Explain factors to be considered in Business Analysis ? [16]
5. Explain Economic Analysis in detail. [16]
6. Write short notes on (any *four*) : [16]
 - (1) Objectives of business report
 - (2) Qualities of good business report
 - (3) Business meetings report
 - (4) Marketing report
 - (5) Sector analysis
 - (6) Intercompany and Intra-company analysis.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-506

**B.B.M. (IB) (Fifth Semester) EXAMINATION, 2017
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.
(iii) Draw neat diagrams wherever required.

- 1.** Answer the following (any *eight*) : [8×2=16]
- (a) What is C2G ?
 - (b) Write any *two* domain names.
 - (c) What is Baner Exchange ?
 - (d) Define Internet.
 - (e) What is Extranet ?
 - (f) What is Electronic Cash ?
 - (g) What is UID ?
 - (h) Write any *two* disadvantages of internet.
 - (i) What is import in E-governance ?
 - (j) Write any *two* functions of E-commerce.
- 2.** Answer the following (any *four*) : [4×4=16]
- (a) What is E-commerce ? What are main activities of E-commerce ?
 - (b) What are the benefits of website ?
 - (c) What are different types of web promotion ? Explain any *one*.
 - (d) What are different applications of EDI ?
 - (e) Explain Internet Service Provider.

P.T.O.

- 3.** Answer the following (any *four*) : [4×4=16]
- (a) Explain advantages and disadvantages of E-commerce.
 - (b) Write down difference between Intranet and Extranet.
 - (c) What are different components of Intranet ?
 - (d) What is E-governance in India ?
 - (e) What is Internet Marketing ? What are different techniques of internet marketing ?
- 4.** Answer the following (any *four*) : [4×4=16]
- (a) What is EDI ? Explain EDI model with neat diagram.
 - (b) What are pros and cons of online shopping ?
 - (c) What are the reasons of building website ?
 - (d) What are different security measures of online transaction ?
 - (e) What are different goals of E-commerce ?
- 5.** Write short notes on (any *four*) : [4×4=16]
- (a) B2B
 - (b) Shopping Bcls
 - (c) Smart Card
 - (d) EPS
 - (e) RTGS.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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

[5164]-601

B.B.M. (IB) (Sixth Semester) EXAMINATION, 2017

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 various categories of Exports.
2. (a) Explain various Shipping documents.
(b) Explain various payment procedures.
3. Elaborate the advantages and disadvantage of various modes of transport.
4. Explain the procedure and documents required for claiming duty drawback.
5. Explain the Incentives given by the government to the exporters.
6. Write short notes on (any *two*) :
 - (a) RCMC
 - (b) DEPS
 - (c) Concept of Warehousing.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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

[5164]-602

B.B.M. (IB) (Sixth Semester) EXAMINATION, 2017
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 Charter on Economic Rights and Duties (ERDs) ? Highlight the significant articles of ERDs. [15]

Or

What is Trans-National Corporations (TNCs) ? Explain the role of TNCs under Interational Law.

2. Explain in brief International Finance Corporation (IFC), its working and functions in detail. [15]

Or

What is Organisation for Economic Co-operation and Development (OECD) ? Explain its objectives and functions in brief.

3. Explain the convention relating to unification of law of International Sale of Goods. [15]

Or

Explain UNCITRAC model law for International Credit Transfers.

P.T.O.

4. Explain the constitution, jurisdiction, procedure and evaluation of International Court of Justice. [15]

Or

Explain in brief the important provisions of the Customs Act, 1962.

5. Write short notes on (any *four*) : [20]
- (a) Functions of Export Promotion Council
 - (b) Commodity Boards in India
 - (c) Objectives of International Law
 - (d) Functions of United Nations Development Programme (UNDP)
 - (e) WTO disputes Redressal System
 - (f) International Clauses for Settlement of Investment Disputes (ICSID).

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-603

B.B.M. (IB) (Sixth Semester) EXAMINATION, 2017

613-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 meant by globalization ? State drivers of globalization. [15]
2. What are emerging markets ? Discuss the characteristics of emerging markets. [15]
3. Define global HRM. What are the functions of global HRM ? [15]
4. Define global economy. What are the challenges confronting global economy ? [15]
5. What do you mean by liberalisation ? State the measures taken for liberalisation. [15]
6. Analyse the current business and economic environment of India and compare it with North America. [15]

P.T.O.

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

[20]

- (a) Poverty aid
- (b) Financial turmoil
- (c) Changing world order
- (d) SDR's
- (e) International trade center.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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

[5164]-604

T.Y. B.B.M. (IB) (Sixth Semester) EXAMINATION, 2017
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) Different types of projects
 - (b) Stakeholder Management
 - (c) Merits and Demerits and Gantt Charts
 - (d) Training and Education
 - (e) Objectives of Project Audit
 - (f) Managing Change.

2. Define the term 'Project' and 'Project Management'. Explain the characteristics of Project and Role of Project Manager. [15]

3. Explain the different aspects of project analysis. [15]

4. Explain the relationship of Time, Cost and Quality in Planning of an International Project. [15]

P.T.O.

5. What is the meaning of 'Project Control System' ? Explain the characteristics and requirement of project control system. [15]

6. How different countries, different cultures can be useful in International Projects ? [15]

7. What is 'Strategy in Project Management' ? Explain the need and process of strategic Planning in Project Management. [15]

Total No. of Questions—6]

[Total No. of Printed Pages—2

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

[5164]-605

BBM (IB) (Semester VI) EXAMINATION, 2017
605 : SUPPLY CHAIN AND LOGISTICS MANAGEMENT
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Question No. **6** is compulsory.

(ii) Attempt any *four* from Q. **1** to Q. **5**.

(iii) Figures to the right indicate full marks.

1. Define the Distribution System. Explain the concept of developing channel design. [15]
2. Explain in detail the objectives of channels of distribution. [15]
3. Write notes on : [15]
 - (a) Remuneration for the sales person and
 - (b) Motivational Tools for Intermediaries
4. Explain in detail measuring standards of performance of distribution. [15]
5. Explain the strategies of channel of distribution. [15]

P.T.O.

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

[20]

- (a) Distribution Cost
- (b) Customer Satisfaction
- (c) Marketing and Physical Distribution
- (d) Distribution Analysis
- (e) Motivational Tools
- (f) Motivational Control Areas of Intermediaries.

Total No. of Questions—3]

[Total No. of Printed Page—1

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

[5164]-606

T.Y. B.B.M. (I.B.) (Sixth Semester) EXAMINATION, 2017

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 reseach. Explain the significance of research. [20]

Or

What do mean by research ? Describe the limitations of research. [20]

2. What is primary data ? Explain the methods of collection of primary data. [15]

Or

What do you mean by research report ? Explain the various steps involved in resport writing. [15]

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

(a) Data processing

(b) Sampling

(c) Secondary data

(d) Research design

(e) Scheduling.