Total No. of Questions—4]   [Total No. of Printed Pages—2

Seat
No.   **[5364]-101**

B.B.A. (IB)/B.B.M. (IB) (Sem. I) EXAMINATION, 2018

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

(*a*) Define Environment

(*b*) Resources

(*c*) Technology

(*d*) Privatisation

(*e*) Topography

(*f*) Education

(*g*) Settlement

(*h*) Trade and Commerce

(*i*) Labour Policy

(*j*) Unemployment

(*k*) Parallel Economy

(*l*) Inflation

(*m*) Industrial Sickness

2. Answer the following in **50** words each (any *two*) : [10]

(*a*) Explain business environment.

(*b*) What is unemployment and what are its types ?

(*c*) Discuss the concept of sustainable development.

(*d*) Discuss legal environment.

3. Answer the following in **150** words each (any *two*) : [20]

(*a*) Renewable and non-renewable resources.

(*b*) Define Inflation and explain its types.

(*c*) Explain the reasons of regional imbalance.

(*d*) Elaborate the concept of social injustice.

4. Answer the following in **300** words each (any *two*) : [30]

(*a*) Explain the socio-cultural factors affecting business.

(*b*) Discuss the features of the labour policy.

(*c*) Enumerate the strategy for conservation of Natural Resources.

(*d*) Explain the role of Chambers of Commerce and Industry Business Associations in Trade.

Total No. of Questions—7]   [Total No. of Printed Pages—2

Seat
No.   **[5364]-102**

B.B.M. (IB)/B.B.A. (IB) (Sem. I) EXAMINATION, 2018
COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT
(2013 PATTERN)

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

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

(*ii*) Attempt any *four* questions from Q. No. **2** to Q. No. **7**.

1. Write short notes on (any *four*) :   [20]
    (*i*) SMART
    (*ii*) Communication process
    (*iii*) SWOT analysis
    (*iv*) Body language
    (*v*) Principles of good listening.

2. What are the various barriers to communication ? How can an organisation overcome the barriers for effective in communication process.   [15]

3. Explain the salient features of Business Letter and write the advantages and limitations of written communication.   [15]

4. Discuss the cultural barriers within organisation. Explain the ways to overcome them.   [15]

P.T.O.

5. What do you understand by the word 'Attitude' ? Explain Positive and Negative attitude and ways to develop positive attitude. [16]

6. Define stress. Explain the consequences of stress and add a note on 'Stress Management'. [15]

7. Define 'Personality'. Discuss the Good Manners and Etiquettes with suitable examples. [15]

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-103

B.B.M. (IB)/BBA (IB) (Sem. I) EXAMINATION, 2018
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 difference between microeconomics and macroeconomics
     with suitable examples.   [15]

Or

What is price elasticity of demand ? Explain its types and importance
of each type in the field of foreign trade.   [15]

2.   What is fixed cost and variable cost ? Explain the relation between
     cost curves in the short run.   [15]

Or

State and explain the basic economic problems.   [15]

3.   Explain the equilibrium of firm and industry under perfect
     competition.   [15]

Or

Critically examine the marginal productivity theory of distribution. [15]

4. What is the difference between supply and stock ? Explain the determinants of supply. [15]

Or

With the help of suitable example, explain the concept of cost benefit analysis. [15]

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

(*a*) Exceptions to the law of demand

(*b*) Explicit and implicit costs

(*c*) Innovation theory of profit

(*d*) Diseconomies of scale

(*e*) Collective bargaining

(*f*) Shift of demand *versus* movement along demand curve.

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

Seat
No.

[5364]-104

B.B.M./B.B.A. (I.B.) (Sem. I) EXAMINATION, 2018

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*)   Rule of Real Account is Debit the receiver and Credit
        the giver.

(*b*)   Advertisement expenses are recorded on the debit side
        of Trading Account.

(*c*)   Carriage inward refers to goods sold.

(*d*)   Trade discount is an incentive for prompt payment.

(*e*)   Depreciation can be charged even if there is no profit
        to the business.

(*f*)   Accounting Standards in India are issued by Indian
        Accounting Association.

(*g*)   Drawings made by proprietor decreases capital balance.

P.T.O.

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

    (*a*)   What is a Trial Balance ?

    (*b*)   Explain the term Current Liability.

    (*c*)   What do you mean by Dual Aspect ?

    (*d*)   What do you mean by Contra Entry ?

    (*e*)   What do you mean by Capital Income ?

    (*f*)   Explain the term Intangible Asset.

    (*g*)   Write *two* examples of Revenue Expenses.

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

Date January 2018

1   Mr. Shantanu started business with Cash Rs. 3,00,000.

3   Purchased goods on credit from Mr. Santosh Rs. 1,00,000.

8   Opened an account in Bank of India and deposited cash Rs. 1,50,000.

11   Sold goods to Ms. Sunita on credit Rs. 40,000.

14   Purchased on cash Computer Rs. 35,000 and Printer Rs. 11,000.

17   Paid to Mr. Santosh Rs. 1,00,000 by cheque.

22   Goods distributed as free sample Rs. 1,000.

31   Salary paid to Ms. Sujata Rs. 10,000.

Or

Enter the following transactions in Cash Book with Cash and Bank Column of Mr. Kushal for the month of March 2018 : [16]

Date 1   Cash in hand Rs. 90,200 and at Bank Rs, 1,39,400.

    2   Sold goods for cash Rs. 28,310.

4   Paid salary for the month of February to staff Rs. 9,000.

6   Purchased furniture from Ms. Kajol for Rs. 9,485 and paid by cheque.

9   Purchased goods on cash Rs. 12,460.

12   Paid for advertisement Rs. 2,600.

15   Cash withdrawn from the bank Rs. 45,000.

17   Shop rent paid Rs. 12,500.

19   Proprietor's house rent paid Rs. 8,500.

22   Issued cheque to Mr. Kedar Rs. 7,510.

23   Received commission from Mr. Kartik Rs. 5,980.

25   Bank credited interest Rs. 294 and debited bank charges Rs. 52.

25   Sold old computer to Mr. Kishor and received Rs. 7,600.

3.   From the following Trial Balance of M/s Ninad Traders, you are required to prepare Trading, Profit & Loss Account for the year ended 31st March, 2018 and the Balance Sheet as on that date : [20]

Trial Balance as on 31st March, 2018

Particulars	Debit Rs.	Credit Rs.
Salaries	1,50,000	—
Insurance	5,500	—
Postage and Telegram	8,000	—
Wages	65,000	—
Opening Stock	1,00,000	—

Carriage inward	20,000	—
Plant and Machinery	1,25,000	—
Buildings	500,000	—
Drawings	10,000	—
Office Rent	8,000	—
Bad Debts	2,000	—
Purchase and Sales	5,25,000	8,10,000
Returns	15,000	25,000
Discount	3,000	4,000
Debtors and Creditors	2,32,000	1,50,000
Cash in Hand	4,500	—
Capital	—	4,00,000
10% Bank Loan (Taken on 1st Oct. 2017)	—	3,50,000
R.D.D.	—	9,000
Bank Overdraft	—	25,000
Total	17,73,000	17,73,000

Adjustments :

(*i*) Stock on 31st March 2018 was valued at Rs. 1,72,000.

(*ii*) Depreciate Plant and Machinery at 10% p.a., Building at 5% p.a.

(*iii*) Wages include Rs. 10,000 paid to worker as advance.

(*iv*) Salary Rs. 15,000 and Office Rent Rs. 2,000 were outstanding.

(*v*) Create R.D.D. on debtors Rs. 10,000.

4. (A) From the following ledger balances of Mr. John, you are required to prepare Trial Balance as on 31st March, 2018 : [8]

Particulars	Rs.	Particulars	Rs.
Capital	5,00,000	Purchases	4,80,000
Drawings	25,000	Sales	8,20,000
Opening Stock	1,50,000	Sales Return	25,000
Salaries	1,02,000	Debtors	2,50,000
Creditors	1,30,000	Furniture	85,000
Rent and Taxes	96,000	Insurance	8,000
Discount Received	8,000	Cash in Hand	22,000
Machinery	2,00,000	Printing & Stationery	15,000

(B) Cash Book of Mr. Bhole showed the balance of Rs. 18,000 on 31st March, 2018. [8]

On the same date Passbook showed different balances. 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, 2018 :

(1) Cheque issued but not presented for payment Rs. 4,800.

(2) Mr. Pujari has directly deposited Rs. 10,000 into bank account but information of the same was received in the month of April 2018.

(3) Cheque deposited into bank but not collected Rs. 7,000.

(4) Bank has debited passbook for bank charges Rs. 400 but it was not recorded in Cash Book.

(5) Cheque for Rs. 5,400 issued to Mr. Prakash and encashed by him but wrongly recorded in the Cash Book as Rs. 4,500.

(6) Amount of Rs. 10,000 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 in respect of Final Accounts of a limited company. [8]

Or

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

(*a*) Consistency Concept

(*b*) Accounting Standards Board

(*c*) Features of Computerised Accounting Software

(*d*) Difference between Book-keeping and Accounting.

Total No. of Questions—**5**] [Total No. of Printed Pages—**2**

Seat
No.

[5364]-105

B.B.M./B.B.A. (IB) (Sem. I) EXAMINATION, 2018
115 : 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 various principles of management. [15]

Or

Define the term 'Management'. Explain the characteristics and importance of Management.

2. What is Organization ? Explain the essential features of sound organisation structure. [15]

Or

Discuss Elton Mayo's Hawthorne Experiment.

3. What is Leadership ? Distinguish between autocratic and democratic style of leadership. [15]

Or

What is Planning ? Explain its process.

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

<div align="center">Or</div>

Define Motivation. Briefly describe any *two* theories of motivation.

5. Write short notes on (any *four*) :   [20]
    (*a*)   Importance of Staffing
    (*b*)   Stress Management
    (*c*)   Need of Co-ordination
    (*d*)   Features of Controlling
    (*e*)   International Management.

Total No. of Questions—5]　　　　　[Total No. of Printed Pages—4

Seat
No.

[5364]-106

B.B.M./BBA (I.B.) (Sem. I) EXAMINATION, 2018
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 statistical tables and calculator is allowed.

(*iv*)　Symbols have their usual meanings.

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

(*a*)　The monthly income of A and B are in the ratio 9 : 11 and those of B and C are in the ratio 13 : 10. If monthly income of C is Rs. 1430, find the income of A and B.

(*b*)　Mohanish sold a car to Aashutosh at 20% profit. Aashutosh sold the car to Maruti at 10% profit for Rs. 2,65,000. Find the price at which Mohanish has purchased the car.

(*c*)　The rate of commission is increased from 8% to 10% still the income of an agent is the same. Find the percentage change in his sales.

(*d*)　Population of a city in a specific year was 80,000. There was a rise of 10% for each of the next 3 years. Find the population at the end of 3 years.

(*e*) Ravindra invested 4500 in 9% at Rs. 1.25. How much dividend will he get ?

(*f*) Income of A, B and C are in the ratio 2 : 3 : 4 and their expenditure are in the ratio 5 : 7 : 9. If A saves (1/5)th of his income, find the ratio of their income of saving.

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

(*a*) Explain the term commission and brokerage.

(*b*) Aditya holds the shares of 6% at Rs. 90 of Rs. 10,000. What is his income ?

(*c*) Find the value of *x* if :

$$\begin{vmatrix} 2+x & 3+x & 4+x \\ 1 & 2 & -1 \\ 2 & 1 & 3 \end{vmatrix} = 0$$

(*d*) Find the difference between compound interest and simple interest on a sum of Rs. 3,000 at 10% p.a. for two years.

(*e*) Let

$$A = \begin{bmatrix} 1 & 1 \\ 0 & 0 \end{bmatrix} \quad B = \begin{bmatrix} 1 & 0 \\ -1 & 0 \end{bmatrix}.$$

Find AB and BA. What do you observe ?

(*f*) Explain the terms :

(*i*) Proportion

(*ii*) Continued Proportion

(*iii*) Direct Proportion

(*iv*) Inverse Proportion.

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

(*a*) What is matrix ? Explain any *two* types of matrix.

(*b*) What is function ? Explain linear function and non-linear function.

(*c*) Find the inverse of the matrix :

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

(*d*) Arun purchased a share of Rs. 100 for Rs. 2,000. The company declared a dividend of 40%. After receiving a dividend, Arun sells the share for Rs. 2,200. Find the average rate of return.

(*e*) A salesman receives 4% commission on the sales upto Rs. 10,000 and 5% commission on the sales over Rs. 10,000. Find his total income on a sale of Rs. 35,000.

(*f*) Write a note on Cartesian product of two sets.

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

(*a*) If

$$f(x) = x + \frac{1}{x},$$

find $f(-3)$, $f(\sqrt{2})$, $f\left(\dfrac{9}{11}\right)$.

(*b*) Find the compound interest on Rs. 5,000 for 3 years at 8% p.a. (Compounded half yearly)

(*c*) $\dfrac{1}{17}$th of the Cost Price (C.P.) is $\dfrac{1}{22}$th of Selling Price (S.P.) 10% of the Cost Price and 5% of the S.P. differ by 12. Find the C.P. and S.P.

(*d*) A man sold two machines at Rs. 990 each. On one, he gained 10% and on the other, he lost 10%. Find the percentage of profit or loss in the total transaction.

(*e*) A car is costing Rs. 80,000 was purchased by 10,000 down payment and remaining in 8 equal yearly installments by reducing balance method at 18% p.a. Find the equated yearly installments.

(*f*) What is annuity ? Explain various types of annuity.

5. Attempt any *two* of the following :   [16]

(*a*) Solve the following system of linear equations by matrix inverse method :

$$2x + 3y = 9$$
$$-x + y = -2$$

(*b*) Find the range of each of the foilowing function :

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

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

(*c*) Find the adjoint of the matrix :

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 0 & 5 & 0 \\ 2 & 4 & 3 \end{bmatrix}$$

And verify that :

$$A(adj.(A)) = |A|.I_3 .$$

Total No. of Questions—5]   [Total No. of Printed Pages—5

Seat
No.

[5364]-201

BBM/BBA (IB) (Second Semester) EXAMINATION, 2018

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 only .... Cost.

2.   At Break-even point Tolal Cost is equal to ....

3.   Factory Manager's Salary is the example of ....
     labour.

4.   Any loss in excess of the estimated loss is known
     as ....

5.   P/V Ratio is the ratio between .... and Sales.

(B) True *or* False :   [5]

1.   Job Costing is suitable for specific orders.

2.   Fixed Cost per unit remains constant.

3. Flexible Budget is prepared at different level of activity.

4. Cotton waste used in Factory workshop is the example of Indirect Material.

5. Profit on every contract is computed only when the contract is complete.

2. What do you mean by the term Cost, Costing and Cost Accounting ? State the advantages and disadvantages of Cost Accounting. [15]

Or

Explain in brief various methods of classification of costs.

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

1. Cost Unit and Cost Centre

2. Features of Process Costing

3. Work Certified / Work Uncertified

4. Features of Operating Cost

5. Advantages of Budgetary Control

4. The following information is available from the books of Accounts for the year ending 31st March, 2017 :

Particulars	Amount/Rs.
Opening Stock of Raw material	1,88,000
Closing Stock of Raw material	2,00,000

Opening Stock of Work-in-progress	1,00,000
Closing Stock of Work-in-progress	1,20,000
Opening Stock of Finished Goods	75,000
Closing Stock of Finished Goods	95,000
Purchase of Raw material	8,32,000
Carriage Inward	32,000
Direct wages	2,38,000
Indirect wages	16,000
Salaries to Office staff	40,000
Advertisement and promotions	18,800
Repairs to plant	42,400
Rent Rates Taxes (Factory 60% Office 40%)	18,000
General Administrative Expenses	12,400
Salesman's salary	33,600
Directors Fees	24,000
Motive power	1,12,000
Marketing Manager's Salary	72,800

Prepare cost sheet showing selling price and profit @ 15% on cost price. [16]

From the above figures, calculate :

(a)   Prime Cost

(b)   Factory Cost

(c)   Cost of Production

(d)   Total Cost/Sales

(e)   Profit.

5. (A) A company produces 10,000 units and following are the details of costs per unit :

Direct Material Cost   Rs. 3.50

Dircct Lahour Cost   Rs. 2.50

Variable Overhead Cost   Rs. 1.50

Fixed Cost   Rs. 3.00

Sales   Rs. 15.00

Find :   [12]

(a)   P/V Ratio

(b)   Break-even Point

(c)   Sales required to earn a profit of Rs. 60,000

(d)   The profit made when sales are Rs. 3,50,000.

(B) The following are the details from the records of XYZ Ltd. The company produces 1,000 units at 60% capacity :

Particulars	Per Unit Cost (Rs.)
Material Cost	150
Labour Cost	50
Fixed Overheads (Rs. 3,00,000)	30
Variable Overheads	40
Administrative Overheads (75% Fixed)	40
Selling and Distribution Overheads (50% Fixed)	60

Prepare Flexible Budget at 80% and 100% capacity.   [12]

Or

From the following data calculate :

(*a*)   Material Cost Variance

(*b*)   Material Price Variance

(*c*)   Material Usage Variance.

Material	Standard	Actual
XYZ	100 units @ Rs. 20 per unit	110 units @ Rs. 30 per unit
PQR	200 units @ Rs. 30 per unit	180 units @ Rs. 60 per unit
ABC	200 units @ Rs. 60 per unit	150 units @ Rs. 50 per unit

Total No. of Questions—7]   [Total No. of Printed Pages—2

Seat
No.   **[5364]-203**

BBM/BBA (IB) (Second Semester) EXAMINATION, 2018

203 : MACRO ECONOMIC ANALYSIS

(2013 PATTERN)

Time : Three Hours   Maximum Marks : 80

N.B. :— (*i*) Question No. **1** (Short Notes) 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*) :   [5×4=20]

(*a*) Components of Aggregate Demand

(*b*) Limitations of Macro-Economics

(*c*) Relevance of Macro-Economics

(*d*) Investment Multiplier

(*e*) Say's Law of Market

(*f*) Types of Inflation.

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

3. Discuss Keynes Psychological Law of Consumption. Give the propositions
    of the Law.   [15]

P.T.O.

4. What do you understand by Trade Cycle ? Examine Depression and Prosperity phases of a trade cycle. [15]

5. Discuss Irving Fisher's version of the Quantity Theory of Money. [15]

6. Define Marginal Efficiency of Capital. Discuss factors affecting Marginal Efficiency of Capital. [15]

7. What is meant by Inflation ? Explain the Fiscal and Monetary Policy measures to control inflation. [15]

Total No. of Questions—7] [Total No. of Printed Pages—2

Seat
No.

[5364]-204

B.B.M./BBA (I.B.) (Semester-II) EXAMINATION, 2018

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. Define marketing. Discuss the function of marketing manager in developing economy. [16]

2. What is product life cycle ? Explain the various phases of product life cycle. [16]

3. What is advertising ? Discuss with suitable example the role of advertising in modern marketing. [16]

4. Explain the types of channel of distribution. What are the factors influence selections of channel ? [16]

5. Explain the elements in marketing mix and discuss the importance. [16]

6. (*a*) Explain the concepts and components of marketing information system.

(*b*) Discuss the importance of marketing research.

P.T.O.

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

    (*a*)   Tele marketing

    (*b*)   E-Marketing

    (*c*)   Service Marketing

    (*d*)   Problems in Rural Marketing

    (*e*)   Price Mix

    (*f*)   Market Segmentation.

Total No. of Questions—5]   [Total No. of Printed Pages—7

Seat
No.

[5364]-205

B.B.M./BBA (I.B.) (Second Semester) EXAMINATION, 2018
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*) Define mode as a measure of central tendency. State its *two* merits and *two* demerits.

(*c*) Represent the following data by sub-divided bar diagram showing components of total cost.

	Product A	Product B
Material cost (in Rs.)	15	25
Labour cost (in Rs.)	20	25
Overhead cost (in Rs.)	10	05
Tota cost (in Rs.)	45	55

(*d*) A television company operates two assembly lines Line I and Line II. Each line is used to assemble the components of three types of televisions : colour, standard and economy. The expected daily production on each line is as follows :

T.V. Model	Line I	Line II
Colour	3	1
Standard	1	1
Economy	2	6

The daily running costs for two lines are Rs. 6,000 for Line I and Rs. 4,000 for Line II. It is given that the company must produce at least 24 colour, 16 standard and 48 economy T.V. sets for which an order is pending.

Formulate above problem as linear programming problem (LPP) to minimize the total cost.

2. (A) (*a*) An incomplete frequency distribution is given below :

Marks	Students
10-20	12
20-30	30
30-40	?
40-50	65
50-60	?
60-70	43

The total frequency is 230 and the median of the data is 46. Find the missing frequencies. [6]

(*b*) The intelligence quotients (I.Q.s) of 10 boys in a class are given below :

70, 120, 110, 101, 88, 83, 95, 98, 107, 100.

Find the mean and median of I.Q. [4]

Or

(*a*) For a bivariate data : $n = 5$, $\Sigma x = 20$, $\Sigma x^2 = 90$, $\Sigma y = 20$, $\Sigma y^2 = 90$, $\Sigma xy = 75$.

Calculate correlation coefficient between X and Y and interpret the result. [5]

(*b*) For a bivariate data, the regression equations are :
$4x - 5y + 33 = 0$ and $20x - 9y = 107$. Find :

(*i*) Means of X and Y.

(*ii*) Regression coefficient of X on Y and regression coefficient of Y on X. [5]

(B) Explain scope of statistics in Economics. [5]

3. (A) The following table gives the age of cars (X) of a certain make and annual maintenance cost (Y) :

Age of car in year (X)	Maintenance cost (Y) (in hundreds of Rs.)
2	10
4	20
6	25
8	30

(*i*) Obtain the regression equation of maintenance cost related to age.

(*ii*) Find correlation coefficient between X and Y. 10

Or

(*a*) Compute quartile deviation for the following data : 5

Income (in Rs. '000)	No. of Persons
Less than 50	54
50-70	100
70-90	140
90-110	300
110-130	230
130-150	125
Above 150	51

(*b*) Compute coefficient of variation for the following frequency distribution : [5]

Dividend	No. of Companies
0-20	20
20-40	35
40-60	15
60-80	8
80-100	2

(B) State the functions used in MS-Excel to compute :

(*i*) mean

(*ii*) median

(*iii*) mode

(*iv*) variance

(*v*) standard deviation of the data which is stored in cells ranging from A1 to A100. [5]

4. **(A)** The following frequency distribution relates to the life-time of two makes of cars.

Life (in years)	Numbers 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 two makes give higher average life ? Justify.

(*ii*) Which of these makes show more consistene performance ? Justify. [10]

Or

(*a*)   If correlation coefficient between *x* and *y* is 0.8, then find correlation coefficient between :

(*i*)   (−*x*, *y*)

(*ii*) (2*x* + 3, 3*y* − 5)

(*iii*) $\left(\dfrac{x}{2}, \dfrac{y}{-2}\right)$

(*iv*) $\left(x + 5, \dfrac{y}{5}\right)$

(*v*)   (*x* − 8, *y* + 8) [5]

(b) Represent the following data by histogram and then find mode using it : [5]

Loss per shop (in thousand Rs.)	No. of shops
0-10	10
10-20	15
20-30	30
30-40	35
40-50	25
50-60	12

(B) Define the following terms related with L.P.P. :

(i)   Objective function

(ii) Decision variable

(iii) Constraint

(iv) Solution

(v)   Optimum solution. [5]

5. (A) (a) The following data give the number of defectives observed in each packet of 10 screws :

4, 1, 5, 1, 3, 0, 0, 2, 1, 1, 2, 2, 0, 0, 2, 4, 0,

1, 0, 3, 0, 1, 0, 1, 1, 1, 2, 3, 1, 2, 3, 2, 1, 1,

2, 5, 0, 0, 2, 0, 0, 0, 1, 2, 1, 3, 0, 1, 1, 0.

Prepare a frequency distribution of the above data. [5]

(*b*) What is scatter diagram ? Explain different types of correlation using scatter diagram. [5]

<p style="text-align:center">Or</p>

(*a*) Solve the following L.P.P. graphically.

max z = $3x_1$ + 4 x_2

s.t.

$$x_1 + x_2 \leq 450$$

$$2x_1 + x_2 \leq 600$$

$$x_1, x_2 \geq 0. \qquad [5]$$

(*b*) The mean height of 25 male workers in a factory is 161 cm. and the mean height of 35 female workers in the same factory is 158 cm. Find mean height of all 60 workers in the factory. [5]

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

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-206

B.B.A./B.B.M. (IB) (Second Semester) EXAMINATION, 2018

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 Computer ? Explain the types of Computer.

(*b*) Explain various security threats to information ?

(*c*) What is SQL ? Explain the types of SQL.

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

(*a*) What is System ? Explain the elements of systems ?

(*b*) Explain the concept of File and its attributes.

(*c*) What is ER Diagram ? Explain its tools.

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

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

(*b*) What is Memory ? Explain the types of memory.

(*c*) Explain Digital signature ?

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

   (*a*)   What is SDLC ?

   (*b*)   What is Virus ? Explain the types of Viruses.

   (*c*)   What is RDBMS ? Explain the advantages of RDBMS.

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

   (*a*)   What is Operating System ? Explain the types of Operating System.

   (*b*)   Explain the Normalization and its types.

   (*c*)   Explain the following DOS Commands :

      1.   Attrib

      2.   Copy

      3.   Dir

      4.   Format.

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-301

B.B.M. (IB)/B.B.A. (IB) (Third Semester) EXAMINATION, 2018
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. What are the objectives of WTO ? How does WTO impact world
   trade ?   [16]

Or

What are the issues with respect to waste disposal, especially
e-waste ?

2. What is environmental marketing ? What are its components ? Give
   two examples.   [16]

Or

What are green products ? What is the importance of life cycle
approach in developing strategies for the production and marketing
of green products ?

3. Critically elaborate and explain Kyoto Protocol.   [16]

Or

What are the measures that the Corporate Sector take in reducing
Greenhouse gases ?

4. Explain with examples the term 'green industries'. What are the characteristics of green industries ? [16]

Or

What are the objectives of environmental awareness programmes ? Explain the Priorities and Directions at UN Fora. (Conferences)

5. Write short notes on (any *four*) : [16]
 (*a*) Industrial Ecology
 (*b*) Carbon Credits
 (*c*) Role of UNEP
 (*d*) Management of Toxic Chemical
 (*e*) Eco mark scheme of India
 (*f*) TERI (Tata Energy Research Institute) India (Case Study).

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-302

B.B.M. (IB)/B.B.A. (IB) (Sem. III) EXAMINATION, 2018
PRODUCTION AND OPERATIONS MANAGEMENT
(2013 PATTERN)

Time : Three Hours   Maximum Marks : 80

N.B. :— *All* questions are compulsory.

1. What is Production System ? Explain in detail the types of production
    system.   [15]

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

                                  Or

    What is Maintenance ? What are the types of Maintenance ?

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

                                  Or

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

4. What is Work study ? Explain Concept, Scope and Applications of
    Work Study.   [15]

                                                              P.T.O.

Or

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

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

(*a*)   Value Analysis and Value Engineering

(*b*)   SIMO chart

(*c*)   Concept of outsourcing

(*d*)   Quality control

(*e*)   Quality circle

(*f*)   Plant layout objectives.

Total No. of Questions—5]　　　　　　[Total No. of Printed Pages—2

B.B.M. (IB)/BBA (IB) (Sem. III) EXAMINATION, 2018
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.　Define the term International Trade. Compare and contrast International trade with interregional trade.　[15]

Or

Critically examine the Ricardian theory of comparative cost advantage. [15]

2.　Distinguish between tariff and non-tariff barriers.　[15]

Or

Describe the objectives and functions of World Trade Organization (WTO).　[15]

3.　Argue the case for and against free trade.　[15]

Or

What do you mean by Terms of trade ? What are the factors affecting Terms of Trade of a country ?　[15]

4.　Do you think existence of both IMF and World Bank leads to duplicity, overlapping and confusion ? Justify your answer.　[15]

Or

What do you mean by gains from trade ? Explain the concepts of static and dynamic gains from trade. [15]

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

(*a*) Trade as an engine of economic growth

(*b*) GATT

(*c*) IMF conditionality

(*d*) Protection policy

(*e*) Organizational structure of WTO

(*f*) Concept of Absolute Cost Advantage.

Total No. of Questions—7]　　　　　[Total No. of Printed Pages—2

Seat
No.

[5364]-304

B.B.A./B.B.M. (IB) (Sem. III) EXAMINATION, 2018

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 International Marketing Concept. Its objectives and challenges in detail.　　　　　　　　　　　　　　　　　　　　　[16]

2.　Explain 1997-2002 EXIM policy with its objectives in detail. [16]

3.　Explain Import-Export procedure in detail and also explain the documents required for it.　　　　　　　　　　　　　　　　　[16]

4.　Explain Rules for successful exporting.　　　　　　　　　　[16]

5.　Explain the process of compulsory quality control and pre-shipment inspection.　　　　　　　　　　　　　　　　　　　　[16]

6.　Explain the importance of labeling, packaging and packing in International Marketing.　　　　　　　　　　　　　　　　　　　[16]

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

(*i*) Marine Insurance

(*ii*) EXIM Bank

(*iii*) Custome Clearance of Imported Goods

(*iv*) Export Licence

(*v*) Uniform Pricing *Vs.* Market by Market Pricing

(*vi*) Internal Market Segmentation.

Total No. of Questions—6+6]　　　　[Total No. of Printed Pages—10

Seat
No.

[5364]-305

B.B.A. (IB) (Sem. III) EXAMINATION, 2018

GERMAN

(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.

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

　　1. Wie heißt die Hauptstadt von Deutschland?

　　2. Welche Sprache sprechen Sie zu Hause?

　　3. Was ist Ihr Hobby?

　　4. Wo liegt der Prater?

　　5. Was hat Ihr Schlafzimmer? (Möbel)

　　6. Wie finden Sie Deutsch?

Frage 2: Übersetzen Sie ins Englische!　　　　[10]

a) Rosa ist eine Sekretärin. Sie lernt Deutsch im Goethe Institut in La paz in Bolivien.Sie kommt aus Santa Cruz. Rosa hat zwei Kinder, Juan und Lisa. Sie gehen in die Schule Santa Barbara in La Paz. Sie lernen Englisch.Rosa möchte Deutsch sprechen.Sie sagt ''Die Deutschekiurse im Goethe Institut sind interessant und gut für meine Arbeit.''

b) Unsere Wohnung hat vier Zimmer eine Küche,ein Bad und einen Balkon.Hier links ist das Zimmer von Rolf. Sein Zimmer ist groß aber was für ein Chaos!Rechts ist die Küche.Unsere Küche ist groß und hell.Das Bad hat kein Fenster und ist klein und dunkel.Unser Wohnzimmer hat nur 17qm. Aber es hat einen Balkon.Der Balkon ist groß.Unsere Wohnung kostet 600 Euro, das ist billig.

Frage 3: Wortschatz

    (a) Schreiben Sie die Nummern ins Worte. (nur4)   **[4]**

       56, 113, 81,26,188,45

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

       (i)   G _ rt _ n

       (ii)   K _ nd _ r

       (iii)   M—tt----r

       (iv)   Z _ _ t _ ng

       (v)   Z _ mm _ r

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

       (i)   Ich liebe Musik. Ich gehe ins _____ .

       (ii)   Ich möchte Deutsch lernen. Ich muss ein _____ machen.

       (iii)   April, September, Juli, Januar sind _____ .

       (iv)   Peter lernt Spanisch an einer _____ .

       (v)   Studio-D A1 ist unser _____ .

    (d) Welches Wort passt nicht? (nur 4)   **[4]**

       (i)   Japanisch – Deutschland – Polen – Italien

       (ii)   Klassenzimmer – Küche – Schlafzimmer – Wohnzimmer

       (iii)   arbeiten – lesen– klein – schlafen

       (iv)   Heft – Arbeitsbuch – Kuli – Wörterbuch

       (v)   Bus-Zug-Auto-Flugzeug

Frage 4: Grammatik: **[5]**

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

       (lesen, essen, spielen, arbeiten, schreiben,bringen)

       (i)   Mein Vater _____ Pav Bhaji gern.

       (ii)   Ich _____ Violinegern.

       (iii)   Christoph _____ Magazine gern.

       (iv)   Mein Freund _____ bei Siemens

       (v)   Heute _____ die Studenten einen Test.

       (vi)   Ich _____ viele Blumen.

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

(i) Heute gehe _____ nach Mumbai.

(ii) Arnold, schwimmst _____ gern?

(iii) Das ist Hans. _____ ist Pilot.

(iv) Anaya und Christina, wo wohnt _____?

(v) Hier wohnen Tom und Annika. _____ haben zwei Kinder.

(vi) Kinder lernt _____ Spanisch?

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

(i) Wo ist _____ Tasche von Allifiya?

(ii) Ich habe nur _____ Kuli.

(iii) Sie findet _____ Auto hier zu klein.

(iv) _____ Lehrerin heißt Maria Müller.

(v) Robert braucht _____ Regal.

(vi) Ich kaufe _____ Haus.

(d) Ergänzen Sie die Verben 'sein' und 'haben' im Präteritum! (nur 5) [5]

(i) Gestern _____ mein Geburtstagsfeier zu Hause.

(ii) Christoph, wo _____ du im Urlaub? - In Paris.

(iii) Früher _____ Herr Weber kein Internet im Handy.

(iv) Am Wochenende _____ wir im Cafe Leopold.

(v) Gestern _____ wir keine Pause.

(vi) Wir _____ viel Spaß dort.

(e) Ergänzen Sie mit possessive artikeln! (nur 5) [5]

(i) Stefan und _____ Freundin spielen Fußball.

(ii) Ich wohne in Pune aber _____ Mutter wohnt in Mumbai.

(iii) Du hast ein Auto. _____ Auto ist sehr teuer.

(iv) Kinder, wo ist _____ Deutschlehrerin?

(v) Wir haben ein Haus. Das ist _____ Haus.

(vi) Petra und _____ Mann wohnt in Berlin.

(f) Bilden Sie Fragen! (nur5)   [5]

    (i)   Meine Adresse ist <u>51, Ahornstraße, Berlin</u>.

    (ii)   Ich komme aus <u>Paris</u>.

    (iii) Das ist <u>ein Heft.</u>

    (iv) Ja, wir lernen <u>Japanisch.</u>

    (v)   Pune liegt in <u>Maharashtra</u>.

    (vi) <u>Am Mittwoch</u> gehe ich schwimmen.

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

Liebe Sonja,

Unser Umzug ist ein Chaos! Meine Bücher sind schon in den Umzugskartons. Bernd packt seine CDs und seine Videos. Nils und Frauke packen ihre Bücher. Und ich? Ich mache jetzt Pause, trinke Kaffee und schreibe Emails. Ein Glück – der Computer funktioniert noch.

Nils fragt 15-mal pro Tag.: „Ist mein Zimmer groß?" „Ja, Nils, dein Zimmer ist groß." „Und das Zimmer von Frauke?" „Jaaa, ihr Zimmer ist auch groß." Zwei Kinder und ein Kinderzimmer, das war hier ein Problem. Mein Schreibtisch, die Waschmaschine und der Herd sind schon in der neuen Wohnung in der Schillerstraße 23. Die Postleitzahl ist 50122. Die Wohnung ist 120 qm groß, Altbau, sehr zentral in der Südstadt, im 3. Stock, 5 Zimmer!!!, Küche, Bad, Balkon und ein Garten. Das Wohnzimmer hat vier Fenster, es ist hell und ca. 35 qm groß, der Flur ist breit und lang. Wir hatten einfach Glück – die Wohnung ist ein Traum und nicht teuer. Aber unser Esstisch steht jetzt im Wohnzimmer – die Küche ist zu klein.

Viele Grüße und bis morgen
Deine Kirsten.

(a) Beantworten Sie die Fragen! (nur 6)   [6]

    1. Wer schreibt die E-Mail ?

    2. Was macht Bernd?

    3. Wie ist die Adresse von der neuen Wohnung?

    4. Wie groß ist das Wohnzimmer?

    5. Hat das neue Haus einen Garten?

    6. Schreiben Sie zwei **Neutrum Nomen** aus dem Text!

    7. Schreiben Sie 2 Adjektive aus dem Text und schreiben Sie ihre Gegenteile.

(b) Richtig oder falsch! [2]

    1. Die Wohnung von Kirsten ist im 5. Stock

    2. Der Esstisch ist im Esszimmer

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

Ich / meine Freundin / mein Freund / mein Deutschkurs

FRENCH

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

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

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

Q.1. Complétez <u>un</u> dialogue

[10]

A.Mme Isabelle Pinot arrive à l'hôtel BACAL. Elle a une chambre réservée. Elle a la chambre 200 au deuxième étage. Complétez le dialogue.

Mme Pinot :	Bonjour, monsieur. J'ai une chambre réservée ici.
Le réceptionniste :	_____ .
Mme Pinot :	Au nom de Mme Pinot.
Le réceptionniste :	_____ .
Mme Pinot :	Elle est à quel étage ?
Le réceptionniste :	_____ Voici les clés .
Mme Pinot :	Merci. C'est où ?
Le réceptionniste :	_____ . Montez au deuxième étage. La chambre est juste en face de l'ascenseur.
Mme Pinot :	D'accord. Et le restaurant, c'est où ?
Le réceptionniste :	_____ . En face des escaliers.

OU

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

M. Laperre :	Bonjour monsieur. Je voudrais parler à M. Pilat, s'il vous plaît.
Le réceptionniste :	_____ ?
M. Laperre :	M. Pilat.
Le réceptionniste :	_____ ?
M. Laperre :	Eh bien, c'est pour notre dossier, « Démépro ».

Le réceptionniste :   _____ ?

M. Laperre :   Ok. Voici mon numéro de téléphone. J'attends son appel. C'est urgent.

Le réceptionniste :   _____ .

M. Laperre :   Merci bien.

Le réceptionniste: _____ . Au revoir.

Q.2. Grammaire et vocabulaire   [4]

A. Mettez au pluriel :

    1. Le directeur arrive demain.

    2. La secrétaire remercie l'ingénieur

B. Mettez au négatif :   [4]

    1. Il voyage par avion.

    2. Vous faites la présentation..

C. Complétez avec des prépositions   [3]

    1. Vous organisez une conférence _____ vos collaborateurs.

    2. Il habite _____ Portugal.

    3. Combien coûte la chambre _____ personne ?

D. Complétez avec des adjectifs possessifs.   [3]

    1. Il parle à _____ employés.

    2. Mme Faure a une fille. _____ fille s'appelle Pierrette.

    3. Nous voyageons avec _____ directrice.

E. Complétez avec des mots justes :   [2]

    1. Un _____ est une maison meublée à louer à la campagne.

    2. Un habitant du Japon est _____ .

F. Dites vrai ou faux :   [3]

    1. Le steward aide les passagers dans un avion.

    2. Lyon et Paris sont des villes françaises.

    3. Un habitant de l'Australie est australien.

G. Complétez avec des mots donnés : (confort , nombreux, tourisme, langues)   [4]

Les hôtels de _____ sont classés par nombre d'étoiles selon de _____ critères : le _____ des chambres, les équipements, la qualité du service, les _____ parlées, l'intérêt historique du bâtiments ou la situation géographique.

H. Mettez les verbes entre parenthèses à la forme qui convient [4]
1. Diane (prendre) l'avion le 18 décembre.
2. Le directeur géneral (diriger) l'ensemble des activités de l'entreprise.
3. La directrice (finir) son travail.
4. Le réceptionniste (faire) les reservations.

I. Écrivez en mots: [4]
4, 93, 100, 82.

J. Quelle heure est-il? [4]
1.) 8.20 a.m.   2) 5.25 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 l'Argentine ?
3. Quelles langues parlez-vous?
4. Nommez deux pays francophones.

B.. Reliez les deux colonnes [4]

A	B.
1. Habitant de L'Allemagne	a) Eaux.
2. GDF – Suez	b) Allemand
3. Allô! Oui	c) Transport en commun.
4. Métro	d) L'hôtel Concorde, j''ecoute.

Q.4.   Présentez lapersonne suivante [5]

Nom :	Dupont
Prénom:	Marie
Nationalité:	Française
Pays de résidence:	L'Allemagne.
Situation de famille:	Marié e
Nombre d'enfants:	2 garçons
Secteur d'activité professionnelle:	Responsible marketing chez MAPRO

OU

Nom :	Jasmine
Prénom:	Dubosc
Nationalité:	Brésilienne
Pays de résidence:	La Belgique.
Situation de famille:	Célibataire
Secteur d'activité professionnelle:	Chef des ressources humaines

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

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. We want to visit the city.
2. Thanks for calling 05.33.48.40
3. You have a meeting at 10.30
4. I'm calling you because I am in London
5. What are you doing this evening.
6. The weather is good in summer.

Q. 6. Compréhension

Bonjour Paul,

Nous devons organiser une réunion avec les délégués. Est-ce que vous êtes libre mardi ?
Autre chose : je dois contacter Mme Langlois, la responsable des ventes de la société Socatex, est-ce que vous avez ses coordonnées ?

Merci d'avance
Cordialement
Sandrine

A. Dites vrai ou faux : [5]

1. Sandrine écrit le mél
2. Elle veut les coordonnées de Paul.
3. Sandrine veut organiser une réunion avec les délégués.
4. Mme Langlois est le responsable des ventes de la société Socatex.
5. La réunion est le mercredi.

Seat No.	

[5364]-306

B.B.M./B.B.A. (I.B.) (Third Semester) EXAMINATION, 2018

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.   Discuss in detail objectives and scope of Management Accounting.

Or

Define Management Accounting. Discuss the various tools and techniques used in Management Accounting.

2.   What is Financial Statement Analysis ? Discuss in detail Comparative Financial Statement.

Or

The following financial data are furnished for the year ended 2017-18 :

Sales	12,00,000
G.P. (Gross Profit)	4,00,000
Net Profit	50,000
Cash	1,10,000

Bank	65,000
Other Expenses	3,50,000
Sundry Debtors	57,500
Bills Receivables	40,000
Stock	1,50,000
Creditors	30,000
Bills Payable	10,000
Bank Overdraft	10,000
Debt	1,50,000
Equity Shares	4,00,000

Calculate :

(1) Gross Profit Ratio

(2) Net Profit Ratio

(3) Current Ratio

(4) Liquid Ratio

(5) Debt Equity Ratio

(6) Operating Ratio.

3. Discuss in detail cash flow statement with its advantages and disadvantages.

Or

The following records are obtained from ABC Ltd. :

Sales (5,000 units @ ₹ 20 each)	₹ 1,00,000
Variable Costs	₹ 72,000
Fixed Cost	₹ 16,800

Calculate :

(*a*) P/V Ratio

(*b*) Break-Even Sales

(*c*) Margin of Safety

(*d*) What additional units should be sold to obtain the same amount, of profit if the selling price is reduced to ₹ 20 ?

4. Discuss the 'Budget' and 'Budgetory Control' with the various types of budget.

Or

The Expenses budgeted for production of 10,000 units in a factory are as below :

Particulars	per unit (₹)
Material	80
Labour	60
Direct Expenses	40
Factory Expenses (30% Fixed)	60
Selling Expenses (15% Fixed)	40
Administrative Expenses (100% Fixed)	10

Prepare a flexible budget of :

(*a*) 8,000 units

(*b*) 12,000 units.

Also calculate the cost per unit at those level of production.

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

    (*a*)   Balance Sheet Rations

    (*b*)   Fund flow statement

    (*c*)   Difference between Management Accounting and Financial Accounting

    (*d*)   Advantages of Ratio Analysis

    (*e*)   Common size statements

    (*f*)   Profit Volume Ratio.

Seat
No.

[5364]-401

BBM/BBA (IB) (Fourth Semester) EXAMINATION, 2018

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.

2.　What do you mean by Exchange Control ? State its objectives and advantages.

3.　Explain the nature of Forex Market. Who are the different participants in Forex market ?

4.　Explain various INCO Terms used in International Trade.

5. Define Letter of Credit. State various participants in LC. Explain in brief, various types of LCs.

6. Define BOP. Explain the term Disequilibrium in BOP. Explain deliberate methods of correction of disequilibrium in BOP.

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

(*a*) FOREX Quotation

(*b*) Back to Back Letter of Credit

(*c*) Spot and Forward Quotation

(*d*) Forex market

(*e*) Automatic measures for correction of Disequilibrium in BOP.

Total No. of Questions—7]　　　　　[Total No. of Printed Pages—2

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[5364]-402

BBM/BBA (IB) (Fourth Semester) EXAMINATION, 2018

402 : INTERNATIONAL BUSINESS IN SERVICE SECTOR

(2013 PATTERN)

Time : Three Hours　　　　　Maximum Marks : 80

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

　　　　(*ii*)　Attempt any **4** from the remaining.

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

1.　Explain service along with its nature. Identify the factors for growth of service as fastest growing sector of the World trade.　[15]

2.　Describe Service Quality ? Explain the overall gap between customers' expectations and perceived service with reference to GAP analysis.　[15]

3.　Discuss the growth of BPO and IT Enabled Services (ITES) in India. Explain it with example.　[15]

4.　What are the various principles of World Trade Organization ?　[15]

5. Impact of social and political environment on Service sector in Indian economy ? [15]

6. Define Biotechnology Services. Describe the role of Government of India in promoting and developing Biotechnology. [15]

7. Write short notes on (any **4**) : [20]

(*a*)   Entertainment services

(*b*)   Retailing Service in India

(*c*)   Classification of Service

(*d*)   Pricing of Service

(*e*)   Distinguish between goods and services

(*f*)   GATS.

Total No. of Questions—6]   [Total No. of Printed Pages—1

B.B.M./BBA (IB) (Semester-IV) EXAMINATION, 2018
INTERNATIONAL AGRICULTURAL BUSINESS
(2013 PATTERN)

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

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

(*ii*) *All* questions carry equal marks.

1. Giva a brief comparative study of Indian agro products with other country's agro products.

2. Explain concept of licensing. Discuss licensing in the global food industry.

3. What initiatives are taken in EXIM Policy to raise India's share in world trade.

4. Explain the problems and defects in Indian Agricultural marketing.

5. Enumerate meaning and future prospects for Sugar Industry in India and explain key challenges to it.

6. Write short notes on (Any **2**)
    (*a*) Dairy Industry
    (*b*) Importance of agri-marketing
    (*c*) Environmental advantage to Indian Agro-products.

Total No. of Questions—6]   [Total No. of Printed Pages—4

[5364]-404

B.B.A./B.B.M (I.B.) (Fourth Semester) EXAMINATION, 2018

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 Residential status ? State the rules for determining Residential Status of an assessee for income tax purpose.

2. Define the terms Business and Profession. What are the deductions expressly disallowed under the head of Business ?

3. What is Central Board of Direct Taxes ? What are the powers of Central Board of Direct Tax ?

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

   (*a*) Person

   (*b*) Agriculture Income

P.T.O.

(*c*)   Capital and Revenue incomes

(*d*)   Perquisites

(*e*)   Short Term and Long Term Capital Gain

(*f*)   Concept of Central Excise.

5.   Mr. Narendra has occupied three houses for his self-occupancy, their particulars for the previous year 2017-18 are given below :

Particulars	House-A	House-B	House-C
Municipal Valuation	5,60,000	8,60,000	9,50,000
Fair Rent	5,40,000	8,00,000	10,00,000
Standard Rent	4,50,000	6,00,000	9,00,000
Municipal Tax Paid	10%	10%	10%
Insurance	40,000	35,000	50,000
Interest on borrowed capital	2,10,000	2,50,000	2,40,000
Date of completion of Houses	31st Mar., 2015	31st Mar., 2015	31st Mar., 2015

Find out the income from house property of Mr. Narendra for the Assessment Year 2018-19.

6. Mr. Amit has furnished the following details of his incomes for the year ending in 31st March 2018 :

1. Basic Salary Rs. 50,000 p.m.

2. D.A. 50% of basic salary (Part of retirement benefit)

3. House Rent Allowance Rs. 10,000 p.m. he paid Rs.15,000 as a rent p.m.

4. Transport Allowance Rs. 3,000 p.m.

5. He paid Professional Tax of Rs. 2,500 p.a.

6. He has been provided with a 1800 C.C. car for both official and private purpose. The entire expanses of running and maintenance of the car born by employer with driver.

7. He repaid the loan Rs. 2,09,000 borrowed for construction of house property which includes Rs. 59,000 towards interest on loan.

8. He paid LIC premium of Rs. 25,000 on his own policy and Rs. 10,000 for the policy on the life of his wife.

9. Medical expenses are reimbursed by employer during the year Rs. 20,000

10. He paid medical health insurance premium of dependent mother, aged, 65 years Rs. 25,000

11. He contributed Rs. 60,000 towards R.P.F. His employer also made a similar contributions.

12. Repayment of higher education loan (including interest Rs. 60,000) Rs. 90,000

13. Interest received on government securities Rs. 10,000

Compute the total taxable income and tax liability for the Assessment year 2018-19.

Seat
No.

[5364]-405

BBM/BBA (IB) (Fourth Semester) EXAMINATION, 2018
GERMAN
(Foreign Language—II)
(2013 PATTERN)

Time : Three Hours   Maximum Marks : 80

Note :— Use of dictionary is not allowed.

Frage 1: Beantworten Sie die folgenden Fragen: (Nur 5)   [05]

1. Wo arbeitet ein Kellner?

2. Nennen Sie zwei Gemüsesorten!

3. Was essen die Leute in Ihrem Land gern?

4. Geben Sie einen Tipp für Gesundheit!

5. Was tragen Sie im Winter?

6. Nennen Sie zwei Körperteile!

Frage 2: Übersetzen Sie ins Englische!   [10]

A. 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 Flugtickets. Wir müssen am Telefon immer freundlich sein, das ist nicht leicht.

B. Marion Schmidt (30) ist Automechanikerin. Sie findet Motoren, Technik und Mechanik interessant. In ihrer Reparatur Werkstatt ist sie die Chefin. Am Anfang hatte sie Probleme. Sie sagt, Männer bringen ihre Autos nicht gern zu einer Frau in die Werkstatt. Aber Frauen haben auch Autos und finden die Werkstatt von Marion prima. Seit einem Jahr arbeiten noch zwei Mechaniker bei Marion. Es gibt in diesem Beruf einfach nicht viele Frauen.

Frage 3: Wortschatz

(a) Ergänzen Sie das richtige Wort: (nur 5)   [05]

   (i)   Der Deutsch_____ beginnt wieder im Juni.

(ii) Ich suche eine Telefonnummer. Ich brauche ein _____.

(iii) Im _____ tragen wir leichte Kleider.

(iv) Jeden Morgen zum _____ essen wir Brot und Butter.

(v) In Deutschland trinkt man Apfel_____ gern.

(vi) Ein _____ arbeitet in einem Geschäft.

(b) Welches Verb passt am besten? (Nur 5)   [05]

    (i) einen Termin_____

    (ii) tanzen _____

    (iii) ein Hotelzimmer _____

    (iv) Sehenswürdigkeiten _____

    (v) eine Karriere _____

    (vi) im Bett _____

(c) Bilden Sie Sätze: (Nur 5)   [05]

    (i) fahren, wir, nach, Berlin, morgen.

    (ii) bei, arbeitet, Herr Weber, Siemens, der Firma.

    (iii) Englisch, nur, spricht, John, zu Hause.

    (iv) Tennis, ich, abends, mit Freunden, spiele.

    (v) findest, die Uhr, wie, du?

    (vi) Musik, Sie, hören, gern?

(d) Welches Wort passt nicht?   [05]

    (i) Jacke – Kleid – Bluse – Tasche

    (ii) Lehrerin – Pilotin – Ingenieur – Krankenschwester

    (iii) Reise – Land – Radtour – Stadtrundfahrt

    (iv) blau – lang – grün – rot

    (v) Arbeit – Büro – Beruf – Straße

Frage 4: Grammatik:

(a) Ergänzen Sie das Modalverb: (Nur 5)   [05]

    (i) Arnold, was _____ du am Wochenende machen?

(ii) Das Zimmer ist zu dunkel. Ich _____ nicht richtig sehen.

(iii) _____ wir unsere Freunde zum Seminar mitbringen?
– Nein, das Seminar ist nur für unsere Studenten, nicht für die Freunde.

(iv) Ich habe Fieber. Ich _____ ein Medikament nehmen.

(v) Frau Stein, _____ Sie Kaffee oder Cola?

(vi) Mein Handy ist kaputt. Ich _____ nicht telefonieren.

(b) Was sagen die Leute? Schreiben Sie die Sätze im Imperativ: (nur 5)   [05]

   (i)   nicht so lange am Telefon sprechen (du)

   (ii) mein Buch suchen (ihr)

   (iii) es noch einmal sagen (Sie)

   (iv) viel Wasser mitnehmen (du)

   (v) um 7 Uhr kommen (ihr)

   (vi) informieren Ihre Familie über den Plan (Sie)

(c) Ergänzen Sie das Perfekt: (Nur 5)   [05]

(kommen, funktionieren, schreiben, besuchen, machen, spielen)

   (i)   Ich _____ an meinen Freund eine E-Mail _____.

   (ii) Der Bus _____ 15 Minuten zu spät _____.

   (iii) Die Freunde _____ viel Fußball _____.

   (iv) Gestern _____ mein Laptop nicht gut _____.

   (v) Die Studenten _____ die neue Universität _____.

   (vi) Wir _____ 10 Minuten Kaffeepause _____.

(d) Ergänzen Sie die Präpositionen: (nur 5)   [05]

   (i)   _____ Jahr 2018 finden die Olympischen Spiele in Südkorea statt.

   (ii) Die Postkarten liegen _____ dem Sofa.

   (iii) Andreas geht _____ seinem Kollegen zum Büro.

   (iv) Diese kleine Uhr ist gut _____ Elizabeth.

   (v) _____ Montag haben wir ein Seminar.

   (vi) Der Bus fährt _____ Mumbai nach Delhi.

(e) Ergänzen Sie die Adjektivendungen: (nur 5)   [05]

   (i)   Modern___ Autos sind sehr bequem.

(ii) Ich treffe heute einen berühmt___ Politiker.

(iii) Normalerweise trinkt ein klein__ Kind keinen Tee.

(iv) Diese Stadt hat eine groß__ Schule.

(v) Der neu__ Garten ist viel schöner.

(vi) Mein Zimmer hat viel__ Bilder.

(f) Bilden Sie Fragen: (nur 5) [05]

(i) <u>Morgens</u> lese ich eine Zeitung.

(ii) Nach dem Unterricht geht Werner <u>in die Bibliothek</u>.

(iii) Die Talkshow dauert <u>30 Minuten</u>.

(iv) Ana hat <u>zwei</u> Brüder.

(v) Das Foto hängt <u>unter der Lampe</u>.

(vi) Herr Detering kauft <u>einen Tisch</u>.

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) [04]
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? [04]
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:** [02]
   1. groß x _____
   2. billig x _____

Frage 6: [05]

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

Das Wetter in Ihrer Stadt / Kleider / ein Picknick

FRENCH

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.   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.

<div align="center">**OU**</div>

   B.   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.

Q.2.   **Grammaire et vocabulaire:**

A.   Mettez au pluriel: [4]
1.   Le directeur arrive au bureau à 9h.
2.   Cet hôtel donne sur le jardin.

B.   Donnez le féminin du mot souligné: [2]
       Le serveur a apporté le menu <u>au client</u>.

C.   Donnez le contraire du mot souligné: [2]
1.   Nous <u>arrivons</u> le quinze mai.
2.   Il fait <u>chaud</u>.

D.   Complétez avec de, du, de la, de l', des: [2]
1.   Jean aime _____ poulet.
2.   Le prix _____ appartement est très cher.

E.   Complétez avec à, au, à la, à l', aux: [2]
1.   Je vais prendre une mousse _____ chocolat.
2.   Votre bureau est _____ Japon.

F.   Complétez avec des adjectifs démonstratifs: [2]
1.   _____ étudiantes-ci vont à Paris.
2.   Catherine a acheté _____ jupe noire.

G.   Complétez avec des adjectifs possessifs: [2]
1.   Il donne _____ carte d'identité.
2.   Ils partent en vacances avec _____ amis.

H.   Choisissez la forme correcte du verbe: [3]
1.   Ces entreprises touches/touchent plusieurs activités.
2.   Tu vas/va en Australie.
3.   Je fait/ fais la cuisine.

I.   Mettez les verbes entre parenthèses au temps donné: [3]
1.   La commande (arriver – passé composé) hier.
2.   Elles (choisir – futur) une glace pour dessert.
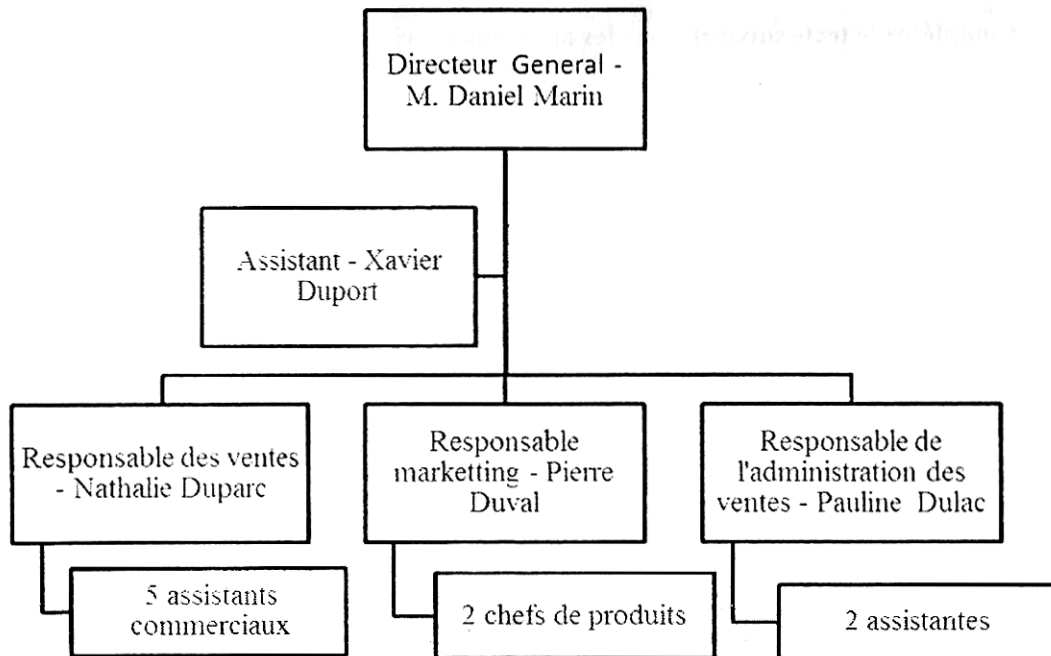3.   Ils (aller – présent) au cinéma ce soir.

J. Trouvez l'objet direct: [3]

1. Il apporte le menu.
2. Nous produisons ces shampooings.
3. Il achète cette auto.

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. Le personnel peut prendre ses repas dans les bureaux.
3. Un certificat médical est obligatoire en cas de maladie ou d'accident.

M. Écrivez en mots: [2]

1.) 178 2.) 94.

N. Quelle heure est-il?: [3]

1. 12h25
2. 18h40
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 plats conseillez-vous aux Français en visite de votre pays?
4. À quelle heure commencent vos cours au collège?

B. Reliez les deux colonnes [4]

A.	B.
a. Un collaborateur	1. Plat principal
b. Une agence	2. Sert le repas dans un restaurant.
c. Un Steak	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 raisins. Utilisez les mots suivants:
presser, mélanger, nettoyer, mettre, livrer, le jus concentré, du sucre, de l'eau, les bouteilles,

une machine spéciale, des cartons, des distributeurs.

Pour cela utilisez les mots connecteurs – D'abord, puis, après, avec, dans…

OU

B. Voici l'organigramme de l'entreprise PRISMA. Présentez les personnels de cette entreprise

```
                    ┌─────────────────────┐
                    │ Directeur General - │
                    │   M. Daniel Marin   │
                    └─────────────────────┘
              ┌──────────────────┐
              │ Assistant - Xavier│
              │     Duport        │
              └──────────────────┘
   ┌──────────────────┐  ┌──────────────┐  ┌──────────────────┐
   │ Responsable des  │  │ Responsable  │  │ Responsable de   │
   │ ventes           │  │ marketting - │  │ l'administration │
   │ - Nathalie Duparc│  │ Pierre Duval │  │ des ventes -     │
   │                  │  │              │  │ Pauline Dulac    │
   └──────────────────┘  └──────────────┘  └──────────────────┘
      ┌──────────────┐    ┌──────────────────┐  ┌──────────────┐
      │ 5 assistants │    │ 2 chefs de produits│ │ 2 assistantes│
      │ commerciaux  │    └──────────────────┘  └──────────────┘
      └──────────────┘
```

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

En France la durée légale du travail est de 35 heures par semaine. Ces heures sont en général réparties sur 5 jours de la semaine.

Beaucoup d'entreprises proposent des horaires flexibles à leurs employés. Ils peuvent choisir l'heure d'arrivée et l'heure de départ.

B. **Traduisez en français (5 au choix):**   [10]
1. It is prohibited to smoke in the enterprise.
2. What is the price of this shirt?
3. The apartment is furnished.
4. We employ 300 engineers.
5. You have 5 weeks of paid leave.
6. First, I choose a salad.

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?
Nicoals: 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.   Nicolas est arrivé à Shanghai lundi soir.
2.   Il a passé une semaine en Chine.
3.   Nicolas a dîné avec les Chinois mardi matin.

B.   Trouvez le contraire de '**venir**' dans le texte.   [1]

C.   Donnez l'infinitif de '**passé**'.   [1]

Total No. of Questions—**6**] [Total No. of Printed Pages—**2**

Seat No.

[5364]-501

B.B.M. (IB)/B.B.A. (IB) (Sem. V) EXAMINATION, 2018
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*) Working hours of workers as per ILO is 8 hours but in India many firms are taking 10 to 12 hours of work from the workers.

(*b*) Allowing women employees to work on off days in software companies in India.

(*c*) Issuing of the card to the senior citizens for various facilities.

(*d*) Real estate prices are not getting reduced though the market demand is less.

2. Define Ethics. Explain the different types of Ethics. [15]

3. What is Corporate Responsibility ? Which types of actions facilitate it ? [15]

4. Explain clearly the terms — Social Responsibility and Consumer Protection. [15]

P.T.O.

5. What are the benefits and negative aspects of advertising ? [15]

6. Write short notes on (any *three*) :   [15]
   (*a*)   Applied ethics
   (*b*)   Dynamics of normative ethics
   (*c*)   Accountability issues
   (*d*)   Environmental ethics
   (*e*)   Professional ethical codes.

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-502

B.B.A. (IB)/B.B.M. (IB) (Sem. V) EXAMINATION, 2018
BUSINESS LAW (502)
(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 and explain the term 'Proposal'. Explain the legal rules regarding 'Valid Proposal'. [15]

Or

Define 'Void Agreement'. Enumerate the agreements which have been expressly declared to be void by the Indian Contract Act. 1872. [15]

2. Define 'Sale' and 'an Agreement to Sell'. Distinguish between 'Sale' and an 'Agreement to Sell'. [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 and explain the term 'Co-operative Societies'. Distinguish between 'Co-operative Society' and 'Company'. [15]

Or

Define 'Share' and 'Share Capital'. Explain in detail the classification of Share Capital of a Company. [15]

4. Explain the procedure adopted by the 'Consumer Disputes Redressal Agencies' to deal with consumer complaints under the 'Consumer Protection Act, 1986'. [15]

Or

Elucidate with illustrations the concept of 'Copy-Rights' under the 'Copy-Rights Act, 1956'. [15]

5. Write explanatory notes on (any *four*) : [20]
(*a*)   Wagering Agreements
(*b*)   Essentials of a Contract of Sale of Goods
(*c*)   Caveat Emptor
(*d*)   Kinds of meetings in a company
(*e*)   'Consumer' under the 'Consumer Protection Act, 1986'
(*f*)   Kinds of 'Trademarks'.

Total No. of Questions—5]   [Total No. of Printed Pages—2

Seat
No.

[5364]-503

B.B.M. (IB)/BBA (IB) (Sem. V) EXAMINATION, 2018

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 do you understand by economic relations ? Describe the well-known economic institutions of the world.   [15]

Or

What is socio-cultural relations ? Explain the various issues of socio-cultural relations.   [15]

2. What is economic integration ? Explain the levels of economic integration.   [15]

Or

State the current practices of European Union.   [15]

3. Discuss the government policy to reduce inequalities of income and wealth in India.   [15]

Or

What do you understand by culture and workplace ? Explain the importance of culture and workplace.   [15]

4. What is World Trade Organisation (WTO)? Explain the implications of WTO pertaining to General Agreement on Trade in Services (GATS). [15]

Or

What do you understand by commodity agreement ? Describe the objectives and forms of commodity agreement. [15]

5. Write short notes on (any *four*) : [20]
   (*a*) Types of trade policy
   (*b*) Tariffs
   (*c*) Subsidies
   (*d*) Dumpling
   (*e*) Political relations
   (*f*) SAARC.

Total No. of Questions—7]　　　　[Total No. of Printed Pages—2

Seat
No.

[5364]-504

B.B.M./B.B.A. (IB) (Sem. V) EXAMINATION, 2018
504 : INTERNATIONAL BANKING AND FINANCE
(2013 PATTERN)

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

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

(*ii*)　Attempt any *four* questions from the rest.

(*iii*)　*All* questions carry equal marks

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

1.　Discuss in detail the secondary functions of Commercial
　　Banks.　　　　　　　　　　　　　　　　　　　　　　　[16]

2.　Discuss the types of Bank deposits and advances available for importers
　　and exporters ?　　　　　　　　　　　　　　　　　　[16]

3.　Explain the concept of Letters of Credit. Discuss the parties involved
　　in the Letters of Credit.　　　　　　　　　　　　　[16]

4.　Discuss the risks involved in International Trade. How can they
　　be reduced ?　　　　　　　　　　　　　　　　　　　　[16]

5.　Examine the role of IMF and World Bank in International
　　Financing.　　　　　　　　　　　　　　　　　　　　　[16]

6. Discuss the concept of Mergers and Acquisitions in the International Market. Give examples of mergers and acquisitions. [16]

7. Write short notes on (any *four*) : [16]
   (*a*) ADR and GDR
   (*b*) Role of EXIM Bank
   (*c*) Hedging
   (*d*) Euro Currency Market
   (*e*) Bank for International Settlements (BIS)
   (*f*) Role of FDI and Private Equity in foreign trade.

Total No. of Questions—**5**]   [Total No. of Printed Pages—**2**

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No.

[5364]-506

B.B.M./B.B.A. (I.B.) (Fifth Semester) EXAMINATION, 2018
E-COMMERCE TECHNOLOGY (506)
(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 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 inline shopping.

(*d*) What are the challenges for e-Governance ?

(*e*) Explain ISP.

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 role of Internet in B2B Application.

(*e*) Discuss Denial of Service (DOS).

Total No. of Questions—6]   [Total No. of Printed Pages—2

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[5364]-601

BBM/BBA (IB) (Sixth Semester) EXAMINATION, 2018

601 : IMPORT AND EXPORT PROCEDURE

(2013 PATTERN)

Time : Three Hours   Maximum Marks : 80

N.B. :— (*i*) Each question carries equal marks.

(*ii*) Attempt any **5** questions.

1. Discuss in detail various categories of Exports.

2. Explain in detail the Import consignment clearance procedure.

3. Discuss in detail various types of Bill of Lading.

4. Explain the following

(*a*) Export Promotion Council

(*b*) Registration-cum-Membership Certificate

5. Explain the various benefits given to the importer and exporters by central government for promoting export and import in the country.

6. Write notes on (any *two*) :

(*a*) Provisions under FEMA for Exports

(*b*) Explain any *four* INCOTERMS

(*c*) Modes of Transport

Total No. of Questions—5]   [Total No. of Printed Pages—2

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

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

1.   What is Charter on Economic Rights and Duties of State (ERDS) ?
     Explain the important articles of Charter on ERDS.   [15]

Or

Define the term "State Jurisdiction" . Explain the types and principles
of State Jurisdiction in detail.

2.   What is International Finance Corporation (IFC) ? Explain the working
     and functions of IFC.   [15]

Or

What is Organization for Economic Co-operation and Development
(OECD)? Explain the objectives, structure and functions of OECD.

3. What is The Uniform Customs and Practice for Documentary Credits ? Explain the mechanics and importance of commercial Letter of Credit. [15]

Or

What is UNCITRAL Model for International Payments ? Explain its features in detail.

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

Or

Explain the UNCITRAL Model Law on International Commercial Arbitration and its features in detail.

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

(1) Functions of Indian Institute of Foreign Trade (IIFT)

(2) Indian Council of Arbitration (ICA), New Delhi

(3) Functions of Export Promotion Council (EPC)

(4) Trans-National Corporations (TNCs)

(5) World Bank Inspection Panel

(6) Dispute Settlement Body of world Trade organization (WTO).

Total No. of Questions—7]   [Total No. of Printed Pages—2

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[5364]-603

B.B.M./B.B.A. (IB) (Sixth Semester) EXAMINATION, 2018

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 liberalisation ? Explain the advantages and disadvantages of liberalisation.   [15]

2. Elaborate the objectives and functions of International Monetary Fund (IMF).   [15]

3. Define Regional Integration. What are the types of Regional Integration ?   [15]

4. What are the International labour migration ? Explain the advantages and disadvantages of International labour migration.   [15]

P.T.O.

5. Explain the trade relation between India and North America.

[15]

6. What is meant by Financial Turmoil ? What are the types of Financial Turmoil ? [15]

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

   (*a*)   Organised labour

   (*b*)   Poverty Aid

   (*c*)   BRICS

   (*d*)   India's Growth story

   (*e*)   SDRs.

Total No. of Questions—**7**]   [Total No. of Printed Pages—**2**

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[5364]-604

B.B.M./B.B.A. (I.B.) (Sixth Semester) EXAMINATION, 2018

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*) 7's of Project Management

   (*b*) Resource Co-ordination

   (*c*) Critical Path Analysis

   (*d*) Quality Performance Planning

   (*e*) Improving Project Performance

   (*f*) Social Cost Benefit Analysis.

2. What is 'Project Management' ? Explain the role, skills and knowledge areas required for project manager.   [15]

3. What is 'Strategy Planning' ? Explain the need for strategy in Project Management and also Strategic Planning Processes.   [15]

4. What is the Maning of Gantt Charts ? Explain the representation, process and application of Gantt Charts. [15]

5. What is 'Improvement Activities' ? Explain in detail the types of Improvement Activities. [15]

6. State the future challenges for 'Project Management' and explain the ways for improving the Project Management. [15]

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

Total No. of Questions—6]   [Total No. of Printed Pages—2

[5364]-605

B.B.M./B.B.A. (IB) (Sixth Semester) EXAMINATION, 2018

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 **4** questions from Q. No. **1** to **5**.

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

1.   Define concept of physical distribution system. Explain the development
     of channel design.   [15]

2.   Write a detailed note on :

     (*a*)   Channel Management   [7]

     (*b*)   Channel Strategy.   [8]

3.   Explain in detail objectives of channels distribution.   [15]

4.   Define logistics integration. Explain functional areas of logistics
     integration.   [15]

P.T.O.

5. Explain the term physical distribution management. Explain in detail techniques in controlling the distributors. [15]

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

   (*a*)   Logistics Needs

   (*b*)   Motivational Tools for intermediaries

   (*c*)   Patterns of distribution

   (*d*)   Retailers and Distributors

   (*e*)   Remuneration of salesperson

   (*f*)   Selection of distribution channel.

Total No. of Questions—3]   [Total No. of Printed Pages—2

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BBA/BBM (IB) (Sixth Semester) EXAMINATION, 2018

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. What is research design ? Explain the objectives of research
    design.   [20]

Or

Define the term sampling. Describe the types of probability sampling
design.

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

Or

What is data processing ? Explain the data preparation process.

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

    (*a*)   Basic research

    (*b*)   Exploratory research

    (*c*)   Data tabulation

    (*d*)   Primary data

    (*e*)   Limitations of research.