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[4769]-101

B.F.T./B.B.M. (I.B.) (First Semester) EXAMINATION, 2015

INDIAN BUSINESS ENVIRONMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

- (1) Legal environment
- (2) Unemployment
- (3) Poverty
- (4) Weather
- (5) Climate
- (6) Ecology
- (7) Define Environment
- (8) Define Business
- (9) Water Pollution
- (10) Infrastructure
- (11) Technology
- (12) Parallel economy
- (13) List down *two* effects of Global Warming.

P.T.O.

2. Answer in **50** words each (any *two*) : [10]
- (a) Effects of Water Pollution.
 - (b) What are the causes of Inflation ?
 - (c) List down the salient features of Kyoto protocol.
 - (d) Effects of Oil Crisis on Business.
3. Answer the following in **150** words each (any *two*) : [20]
- (a) Discuss the causes of Poverty.
 - (b) Write a note on renewable and non-renewable resources.
 - (c) Effects of Water Pollution.
 - (d) Explain importance of Mineral Resources for business development.
4. Answer the following in **300** words each (any *two*) : [30]
- (a) Discuss causes and effects of Regional Imbalance.
 - (b) What are the different types of unemployment ?
 - (c) Write about types of environment.
 - (d) Explain environment of Indian Business.

Total No. of Questions—8]

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[4769]-102

BFT/B.B.M. (I.B.) (First Semester) EXAMINATION, 2015

COMMUNICATION SKILLS AND PERSONALITY

DEVELOPMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Solve any *four* questions from Question No. 1 to Question No. 7.

(ii) Question No. 8 is compulsory.

1. What do you mean by the layout of a business letter ? Explain the importance of business letters for effective management. [15]
2. Discuss the role, importance and impact of technology on business communication. [15]
3. What is self esteem ? What are the symptoms of low self esteem ? Give examples. [15]
4. Define positive and negative attitude. Explain factors affecting attitude. [15]

P.T.O.

5. Discuss the various dimensions of personality. Which factors affect personality development ? [15]
6. Define failure. Explain the causes of failure. [15]
7. Explain the concept of Goal Setting. Elaborate, why goal setting fails. [15]
8. Write short notes (any *four*) : [20]
- (1) Dream Vs. Goal;
 - (2) Principles of good listening;
 - (3) External Motivation;
 - (4) Lateral Thinking;
 - (5) SWOT;
 - (6) Team Work.

Total No. of Questions—5]

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[4769]-103

BFT/B.B.M. (I.B.) (First Semester) EXAMINATION, 2015

MICRO-ECONOMIC ANALYSIS

(2008 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. State and explain the basic economic problems. What role do market forces play in solving these problems ? [15]

Or

Discuss the meaning of demand forecasting and describe any *three* methods of forecasting demand. [15]

2. What are internal and external economies of scale ? Give suitable examples. [15]

Or

Define supply. State and explain the law of supply. [15]

P.T.O.

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

Or

What is elasticity of demand ? Explain its types. [15]

4. Critically examine the Marginal Productivity Theory of Distribution. [15]

Or

Explain the relation between Average Fixed Cost, Average Variable Cost, Average Cost and Marginal Cost in the short run. [15]

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

(a) Importance of Micro-economics;

(b) Determinants of Demand;

(c) Supply curve of Labour;

(d) Innovation theory of Profit;

(e) Exceptions to the Law of Demand;

(f) Accounting costs and economic costs.

Total No. of Questions—5]

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[4769]-104

BFT/B.B.M. (I.B.) (First Semester) EXAMINATION, 2015

BUSINESS ACCOUNTING

(2008 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 : [5]

(a) Expenditure incurred on purchase of fixed assets is..... .

(b) Cash purchases of goods should be credited to

(c) The immediate recognition of loss is supported by principle of..... .

(d) Subdivision of journal is known as..... .

(e) Sales Account always shows.....balance.

P.T.O.

(B) State whether the following statements are True *or* False : [5]

- (a) A Trial Balance is an account.
- (b) Recording of transaction in ledger is called journalising.
- (c) Depreciation is the process of valuation of asset.
- (d) Profit and Loss Account is prepared to find out gross profit or gross loss.
- (e) Depreciation cannot be provided in case of loss in a financial year.

(C) Write the word/term/phrase which can substitute each of the following statement : [5]

- (a) Expenses paid for future period.
- (b) An account to which the balance in depreciation account is transferred.
- (c) A list of debit balances and credit balances of the Ledger account.
- (d) Credit balance of Bank column of the Cash-book.
- (e) Proprietor's Personal Account.

(D) Answer in *one* sentence each : [5]

(a) What is Drawings ?

(b) What is Accounting ?

(c) What is Contingent Liability ?

(d) What is Nominal Account ?

(e) What is the rule for Real Account ?

2. Given below is the Trial Balance of Mr. Bipin Shaha on 31st March, 2014. Prepare Trading and Profit and Loss Account for the year ended 31st March, 2014 and Balance Sheet as on that date. [20]

Trial Balance as on 31st March, 2014

Particulars	Debit Amount	Credit Amount
	Rs.	Rs.
Advertisement (3 years)	6,000	—
Bills Receivable	12,000	—
Capital	—	2,00,000
Furniture	52,000	—
General Expenses	6,000	—

Insurance	10,000	
Interest	—	4,000
Investment	28,000	—
Machinery	1,00,000	—
Prepaid wages	4,000	—
Purchase & Sales	1,60,000	2,36,000
Reserve for doubtful debt.	—	2,000
Return outward	—	2,000
Salaries	16,000	—
Stock on 1/4/2013	80,000	—
Sundry Debtors & Creditors	60,000	1,10,000
Trade Expense	4,000	—
Wages	16,000	—
Total	5,54,000	5,54,000

Adjustment :

- (1) Stock on 31-03-2014 Cost price Rs. 50,000, market price was Rs. 56,000.
- (2) Insurances included Rs. 4,000 paid for Life Insurance Premium.

- (3) Interest Rs. 3,000 due but on received on investments.
- (4) Depreciate machinery by 10%, furniture by 5%.
- (5) Provide reserve for doubtful debts at 5% on debtors and discount on creditors at 2%.

3. Journalize the following transactions in the books of Mr. Bhupen : [15]

- 2013 June 1 Started business with cash Rs. 4,00,000, Goods worth Rs. 20,000 and Computer Rs. 40,000.
- 4 Paid into State Bank Rs. 2,00,000
- 8 Bought goods on credit from Monish Rs. 16,000 at 6% Trade discount.
- 12 Sold goods to Narpati of Rs. 16,000 at 5% Trade discount
- 26 Paid House-rent Rs. 4,000
- 29 Sold goods worth Rs. 20,000 to Swati who paid us Rs. 12,000 on account.
- 30 Paid for Postage Rs. 10,000.

Or

Record the following transactions of Bhakti Traders in Cash Book with Cash and Bank Column for the month of July, 2013 : [15]

- 2013 July 1 Started business with cash Rs. 2,00,000
- 2 Opened Current Account with Andhra Bank and deposited Rs. 70,000
- 3 Purchased goods of Rs. 24,000 from Ritesh on credit.
- 4 Purchased office equipments of Rs. 18,000 and paid by cheque.
- 6 Paid to Ritesh Rs. 23,700 in full settlement of his account.
- 9 Sold goods for cash Rs. 16,000 at 10% Cash discount.
- 11 Paid telephone bill Rs. 3,500 by cheque and Octroi Rs. 6,000 by cash.

4. Shamika & Company purchased machinery for Rs. 1,00,000 on 1st Oct. 2007. New machinery was purchased on 1st April 2009 for Rs. 60,000. [15]

Depreciation is charged at 10% p.a. under fixed installment method on 31 March every year.

Prepare Machinery account and Depreciation account for the year 2007-08, 2008-09 and 2009-10.

5. Explain in brief the accounting concepts and conventions. [10]

Or

Write short notes on (any *two*) : [10]

- (a) Transfer Pricing;
- (b) Accounting Standard;
- (c) Depreciation Methods;
- (d) Advantages of Computerised Accounting.

Total No. of Questions—5]

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[4769]-105

BFT/B.B.M. (I.B.) (First Semester) EXAMINATION, 2015

PRINCIPLES AND PRACTICES OF MANAGEMENT

(2008 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. State nature, purpose and importance of Management. [15]

Or

Define management. Explain need and function of management. [15]

2. Describe 'Elton Mayo' to the Management Thought. [15]

Or

Define planning. Discuss the advantages and limitations of planning. [15]

3. Define staffing. Discuss the importance of staffing. [15]

Or

Distinguish between Stress Management and Total Quality Management. [15]

P.T.O.

4. What is controlling ? Explain process and techniques of controlling. [15]

Or

Discuss the social responsibility of Management. [15]

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

- (a) Elements of organization;
- (b) Types of Decision-making;
- (c) Motivation theories;
- (d) Importance of Decentralization;
- (e) International Management;
- (f) Features of control process.

Total No. of Questions—5]

[Total No. of Printed Pages—3

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[4769]-106

BFT/B.B.M. (I.B.) (First Semester) EXAMINATION, 2015
BUSINESS MATHEMATICS
(2008 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* :

[4×4=16]

- (1) The price of a radio set is Rs. 550. An agent charges commission at 10%. If he earns Rs. 825, find the number of radio sets sold by him.
- (2) For producing 8 tables material worth of Rs. 4,000 were required. Labour charges were Rs. 2,400. What should be the sales price of each table to realise a profit of 25% ?
- (3) A sum of the ages of a father and his son is 70 years. After 10 years their ages would be in the ratio of 4 : 2. Find their present ages.
- (4) Explain the terms :
 - (a) Proportion
 - (b) Continued proportion
 - (c) Direct proportion
 - (d) Inverse proportion.
- (5) A man borrowed Rs. 1600 on 20th March and repaid in all Rs. 1800 on 16th October of the same year with simple interest. What rate of interest was charged ?
- (6) Monthly income of A, B and C are in the ratio 3 : 4 : 5. If the monthly income of A is Rs. 6,000, find the monthly income of B and C.

P.T.O.

2. Attempt any *four* : [4×4=16]

- (1) With suitable example illustrate the terms :
 - (i) Cost Price
 - (ii) Market Price
- (2) Cost price of an article is Rs. 2,000. What should be the market price in order to earn 20% profit after allowing 4% discount.
- (3) Ankit purchased a share of Rs. 100 for Rs. 125. After getting dividend of 20% he sold the share for Rs. 150. Find the return on investment.
- (4) At what price should an article costing Rs. 510 be marked so that after giving 15% discount a profit of 20% is made.
- (5) The present value of an annuity of Rs. 3,600 per year is Rs. 12,000 and its amount at the same rate for the same period is Rs. 15,000. Find the rate of interest.
- (6) Find the amount of Rs. 5,000 at 12% p.a. in 4 years compounded quarterly.

3. Attempt any *four* : [4×4=16]

- (1) Find the value of x , if :

$$\begin{vmatrix} 5 & 5 & x \\ x & 5 & 5 \\ 5 & 5 & 4 \end{vmatrix} = 0$$

- (2) Using determinants, solve :

$$\begin{aligned} 2x - 3y &= 3 \\ 5x + 2y &= 36 \end{aligned}$$

- (3) If

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

show that $A^2 = 4A - I$.

- (4) Explain the concept of shares. Distinction between Preference shares and Equity shares.
- (5) What is the market value of 25% share so that there may be

- 15% net income after paying tax at 10% ?
(6) If

$$A = \begin{bmatrix} 1 & 2 \\ 3 & 4 \end{bmatrix}, B = \begin{bmatrix} 2 & 3 \\ -4 & 2 \end{bmatrix}, C = \begin{bmatrix} 8 & 6 \\ 4 & 4 \end{bmatrix}$$

Find $2A + 3B - \frac{1}{2} C$.

4. Attempt any *four* : [4×4=16]
(1) If

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

find adj A.

- (2) Define function. What are the different methods of representing a function. (any *two* in detail).
(3) If $f(x) = 3x^2 - 5x^4$ and $g(x) = 6x^3 + 11x$. Show that $f(x)$ is an even function and $g(x)$ is an odd function.
(4) Draw graph of Identity function.
(5) Show that $x^2 - 5x + 6$ is decreasing in (0, 2).
(6) If

$$A = \begin{bmatrix} 2 & 1 \\ 1 & 2 \end{bmatrix}, B = \begin{bmatrix} 1 & 0 \\ 1 & 1 \end{bmatrix}, C = \begin{bmatrix} 1 & 2 \\ 3 & 4 \\ 1 & 2 \end{bmatrix}, D = \begin{bmatrix} 0 & 1 & 0 \\ 1 & 1 & 1 \end{bmatrix}$$

find $A + B - 2DC$.

5. Solve any *two* : [8×2=16]
(1) Find EMI if a loan Rs. 50,000 is to be repaid in equal monthly instalments interest is charged at 12% p.a. on the loan outstanding at the beginning of each month and the time span is 10 years (monthly reduction).
(2) Siddhi holds 300 shares of Rs. 100 each of a company. Company issues right shares in the ratio of 5 : 1 at Rs. 120. After that company declares dividend of 15%. Find the average rate of return which Siddhi gets on her shares.
(3) Find the rate % p.a. at which a sum of money tripple itself in 12 years.

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[4769]-201

B.F.T./BBM(I.B.) (Second Semester) EXAMINATION, 2015

COST ACCOUNTING

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

1. (A) Fill in the blanks (any *five*): [5 marks]

(1) Prime costs include only.....costs.

(2)budget covers all the budgets.

(3) Marginal costing is a unique.....of costing.

(4) Milk used in dairy products is the example of.....materials.

(5)variance shows the difference between the standard material costs of the actual quantity of goods and the actual.

(6)is the application of costing and cost accounting principles.

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

(1) Job costing is concerned with the cost of an individual job or batch irrespective of the time required for production.

P.T.O.

- (2) Contribution is the difference between the Selling Price and Fixed Cost.
- (3) Prime costs are not identifiable.
- (4) In iron and steel industries 'litres' is the cost unit.
- (5) Fixed cost per unit is fluctuating.
- (6) A cost centre is a location, person or item of equipment for which cost may be ascertained and used for the purpose of control.

2. What is cost ? Explain in brief the various methods of cost classification with suitable examples. [15]

Or

Explain the concepts of Cost, Costing, Cost Accounting and Cost Accountancy. State the advantages of Cost Accounting. [15]

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

- (1) Cost unit
- (2) Key Factor
- (3) Operating cost
- (4) Disadvantages of Cost Accounting
- (5) Features of Process Costing.

4. Prepare a statement of cost from the following information relating to Mumbai Traders, Mumbai for the year ended 31-3-2009 : [16]

	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.

5. (A) 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 60,000 units at 80% activity production is 8,000 units and at 100% capacity production is 10,000 units. [12]

(B) The following are the particulars of Amar Limited :

Sales	Rs. 4,00,000
Marginal cost	Rs. 2,00,000
Fixed overheads	Rs. 1,00,000
Unit sold	1,00,000 units

You are required to calculate :

P/V ratio

BEP (Sales)

Margin of Safety

Units to be sold to earn profit of Rs. 1,40,000 [12]

Or

The standard and actual labour cost is given for Ram Traders, Delhi, you are required to calculate labour variance and verify the results :

Standard time for a job	1,000 hours
Standard rate per hour	Rs. 5.00
Actual time taken on the job	950 hours
Total wages	Rs. 4,560 [12]

Total No. of Questions—7]

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[4769]-202

BFT/B.B.M. (I.B.) (Second Semester) EXAMINATION, 2015

ELEMENTS OF HUMAN RESOURCES MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

(iii) Draw a neat diagram wherever necessary.

1. Explain the concept of Human Resource Management and discuss in detail the role of Human Resource Manager.
2. Discuss the concept of Succession Planning. How does it facilitate the career planning in the organization.
3. Explain the term Recruitment. Discuss in detail the various sources of recruitment with their advantages and disadvantages.
4. Explain the concept of selection and also discuss in detail the standard selection process.
5. What is Attrition ? Discuss in detail the various measures to be adopted by the organization to minimize the problem of attrition.
6. Discuss in detail the strategic issues related with human resources in merger and acquisition process.
7. Write notes on (any *four*) :
 - (a) Resizing
 - (b) Global Workforce
 - (c) Training Calendar
 - (d) Types of Interviews
 - (e) Job Enlargement and Job Enrichment
 - (f) Kizen.

Total No. of Questions—7]

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[4769]-204

BFT/B.B.M. (I.B.) (Second Semester) EXAMINATION, 2015

PRINCIPLES OF MARKETING

(2008 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 the term 'Marketing'. Describe the role and functions of marketing manager. [16]
2. Define the term 'service marketing'. Explain the various types of service marketing with suitable examples. [16]
3. What is price mix ? Explain the different methods of pricing. [16]
4. Define marketing channels. Explain the various factors influencing marketing channels. [16]
5. What is 'Market Segmentation' ? Describe the essentials of effective market segmentation. [16]

P.T.O.

6. Define Market Research. Explain the types and techniques of marketing research. [16]
7. Write short notes on (any *four*) : [16]
- (a) Significance of marketing
 - (b) Tele marketing
 - (c) Product simplification
 - (d) Promotion mix
 - (e) Differential marketing
 - (f) Components of MIS (Marketing Information System).

Total No. of Questions—5]

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[4769]-205

BFT/B.B.M. (I.B.) (Second Semester) EXAMINATION, 2015

BUSINESS STATISTICS

(2008 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.

(iv) Graph paper will be supplied on demand.

1. Attempt each of the following : [5 each]

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

(b) What do you mean by Central Tendency ? What are the requirements of good measure of central tendency ?

P.T.O.

- (c) The following is a frequency distribution of weights (in gms.) of 50 apples :

Weight	No. of Apples
60—80	5
80—100	14
100—120	17
120—140	10
140—160	4

Draw a histogram for the above data and obtain value of mode graphically.

- (d) A money back policy for Sum Assured (S.A.) of Rs. 1,50,000 for the period of 25 years is taken by Mr. Patel. Survival benefits are available to him at the end of 5th, 10th, 15th, 20th years 15% of S.A. Bonus accrued is Rs. 960 per Rs. 1,000 of S.A. Interim bonus (additional) is at rate of Rs. 27 per thousand S.A. Find the maturity claim.

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

Class	Frequency
10—20	12
20—30	30
30—40	—
40—50	65
50—60	—
60—70	43

The total frequency is 230 and median of the data is 46. Find the missing frequencies. [5]

- (b) The data below gives number of units of a product sold by a shopkeeper in two weeks :

45, 43, 30, 38, 44, 46, 49, 50, 52, 59, 43, 29.

Find average number of units sold using :

(i) arithmetic mean

(ii) median

(iii) mode.

[5]

Or

(a) Two salesmen A and B are involved in marketing of an industrial product. The following table relates to the number of orders booked by them in a day :

Salesman	Day				
	Mon.	Tues.	Wed.	Thurs.	Fri.
A	28	9	8	5	4
B	18	9	6	5	3

(i) Which salesman booked more orders on an average ?

Justify.

(ii) Which salesman is consistent with respect to number of orders booked ? Justify.

[8]

(b) If the correlation coefficient between X and Y is 0.85 then state the correlation coefficient between :

(i) $\frac{2X-10}{3}$ and $\frac{10-Y}{5}$

(ii) $4X$ and $\frac{Y}{2}$. [2]

(B) What do you mean by Regression ? Define regression coefficients of Y on X and X on Y. Also state *two* properties of regression coefficients. [5]

3. (A) (a) A firm manufactures two products P_1 and P_2 on which the profits earned per unit are Rs. 3 and Rs. 4 respectively. Each product is processed on two machines M_1 and M_2 . Product P_1 requires one minute of processing time on machine M_1 and two minutes on M_2 , while product P_2 requires one minute on machine M_1 and one minute on M_2 . Machine M_1 is available for not more than 7 hours 30 minutes, while machine M_2 is available for 10 hours during any working day. Formulate this as linear programming problem (LPP) so as to maximize the total profit. [5]

- (b) Determine an initial basic feasible solution to the following transportation problem using North-West Corner Rule : [5]

Origins ↓	Destinations				Supply
	D ₁	D ₂	D ₃	D ₄	
O ₁	6	5	8	5	30
O ₂	5	11	9	7	40
O ₃	8	9	7	13	50
Demand	35	28	32	25	—

Or

- (a) Solve the following LPP by graphical method : [5]

Minimize : $Z = 6X + 7Y$

Subject to :

$$2X + 3Y \geq 12$$

$$2X + Y \geq 8$$

$$X \geq 0, Y \geq 0.$$

- (b) The mean and standard deviation of 20 observations are found to be 10 and 2 respectively. Later on it was found that one of the observations, 8 was incorrect. Find new mean and standard deviation if wrong observation is replaced by 10. [5]

(B) What do you mean by classification ? Describe 'Inclusive' and 'Exclusive' methods of classification. [5]

4. (A) (a) Out of two lines of regression given by :

$$X + 2Y - 5 = 0 \quad \text{and}$$

$$2X + 3Y - 8 = 0$$

(i) Which one is line of regression of X on Y ?

(ii) Estimate the value of X when Y = 2.

(iii) Find correlation coefficient between X and Y. [5]

(b) Determine initial basic feasible solution to the following transportation problem by using Matrix Minima Method : [5]

Origin	Destination				Supply
	D ₁	D ₂	D ₃	D ₄	
O ₁	19	30	50	10	7
O ₂	70	30	40	60	9
O ₃	40	8	70	20	18
Demand	5	8	7	14	—

Or

- (a) A departmental store gives in-service training to salesman followed by a test. It is experienced that the performance regarding sales of any salesman is linearly related to the scores. Sales made by 7 salesmen during fixed period are given below :

Salesman	Test Score (X)	Sales ('000 Rs.) (Y)
A	17	37
B	22	42
C	28	57
D	24	40
E	29	54
F	25	51
G	23	48

- (i) Compute coefficient of correlation between X and Y.
- (ii) Obtain the equation of regression line of Y on X. Also estimate sale of salesman whose score is 30. [10]

(B) Define coefficient of variation (C.V.) and describe its utility in data analysis with the help of an example. [5]

5. (A) (a) Determine an initial basic feasible solution to the following transportation problem by using Vogel's Approximation Method : [5]

Factory	Warehouses			Supply
	W ₁	W ₂	W ₃	
F ₁	16	20	12	200
F ₂	14	8	18	160
F ₃	26	24	16	90
Demand	180	120	150	—

(b) Present the following information using Pie diagram : [5]

Mode of Transport	No. of Passengers
Bus	1500
Train	2000
Aeroplane	250
Taxi	750
Own-vehicle	500

Or

Attempt each of the following : [2 each]

(a) What type of correlation do you expect in the following situations ?

(i) Consumption of Electricity and Amount of Electric Bill.

(ii) Sale of Woollen Garments and Day Temperature.

(b) Shade the region defined by the inequalities :

$$2X + 3Y \leq 6, X \geq 0, Y \geq 0.$$

(c) Define the term sample with *one* illustration.

(d) Compute Range and Coefficient of Range for the daily wages (in Rs.) of 8 workers in a factory :

290, 220, 250, 280, 220, 225, 205, 175.

(e) Define less than cumulative frequency and more than cumulative frequency in the context of continuous frequency distribution.

(B) Define the following terms in the context of LPP : [5]

(i) Decision variable

(ii) Objective function

(iii) Constraint

(iv) Feasible solution

(v) Optimum solution.

Total No. of Questions—5]

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[4769]-206

BFT/B.B.M. (I.B.) (Second Semester) EXAMINATION, 2015

216 : IT IN BUSINESS OPERATIONS

(2008 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 characteristics of Computer.
- (b) Explain the difference between Intranet and Extranet.
- (c) What is Operating System ? Explain the functions of an Operating System.

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

- (a) Explain the following SQL commands with its syntax and example :
 - (i) SELECT
 - (ii) Drop.
- (b) Explain the different fact finding techniques in detail.
- (c) What is an Input device ? Explain any *two* input devices.

P.T.O.

3. Answer the following (any *two*) : [20]
- (a) What is the use of computer languages ? Explain the different types of languages.
 - (b) What is Batch file ? Write the steps to create the batch file.
 - (c) What is feasibility study in SDLC in detail ?
4. Answer the following (any *two*) : [20]
- (a) What is Network Topology ? Explain its types.
 - (b) Explain the steps involved in creating Intranet.
 - (c) What is ER Diagram ? Explain the tools used in ER Diagram.
5. Answer the following (any *two*) : [20]
- (a) Explain Questionnaires and Observations.
 - (b) Explain the difference between primary memory and secondary memory.
 - (c) What is Normalization ? Explain the types of Normalization.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-301

BFT/B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

INTERNATIONAL BUSINESS ENVIRONMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

1. Define toxic chemicals. Explain the ways to manage toxic chemicals in developing countries. [16]

Or

Define Special Economic Zones. Comment on interrelationship between SEZ and environment. [16]

2. Discuss the emerging business policies. [16]

Or

Discuss environmental marketing mix. [16]

3. Write an essay on role of corporates in reducing the greenhouse gases. [16]

P.T.O.

Or

Explain the greenhouse gases mitigation mechanism in Kyoto protocol. [16]

4. What are environmental ethics ? How are they implemented ? [16]

Or

Explain the role of international NGOs in creating environmental awareness. [16]

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

- (a) Eco behaviour
- (b) Green products
- (c) WTO and environmental pollution
- (d) Impact of global warming
- (e) Sustainable development
- (f) Green industries.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-302

B.F.T./B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

PRODUCTION AND OPERATIONS MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Each question carries **16** marks.

1. Define the term Production Management. State and explain the role and responsibilities of production manager in any FMCG organisation.

Or

What do you mean by the term 'Standardization of product' ? Explain merits and demerits of standardisation.

2. Explain the concept of 'Product Design' with reference to product of your choice. Explain the advantages of 'product innovation'.

Or

You are the production manager of a company engaged in production of industrial chemicals. Design hypothetical production plan to be executed in December, 2014. Make suitable assumptions in support of your answer.

P.T.O.

3. What are 'Quality Circles' ? Explain its advantages.

Or

Explain the fundamental techniques of time and motion study.
Explain the process of implementation of time and motion study techniques.

4. (i) Distinguish between production and productivity.

(ii) Explain the various parameters of productivity of any industrial unit.

Or

Explain the impact of LPG (Liberalisation, Privatisation and Globalisation) on the production technologies with reference to production unit of your choice.

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

(a) Effects of poor ventilation on efficiency of workers

(b) Flow process chart

(c) ISO 9000

(d) Ergonomics

(e) WCM technologies

(f) JIT (Just-in-Times).

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-303

BFT/B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

INTERNATIONAL ECONOMICS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

1. Explain meaning, nature and scope of International Economics. [15]

Or

Critically examine the Heckscher-Ohlin theory of International Trade. [15]

2. What are tariff barriers ? Explain the various types of tariff barriers. [15]

Or

Explain the evolution and functions of World Trade Organization (WTO). [15]

P.T.O.

3. What are terms of trade ? Explain the concept of Barter and Income Terms of Trade. [15]

Or

Examine the role of World Bank in international economics. [15]

4. Give a critical account of the arguments for and against protection policy. [15]

Or

What are gains from trade ? Describe in detail. [15]

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

- (a) Arguments for free trade
- (b) Functions of International Monetary Fund (IMF)
- (c) Quota as a barrier to trade
- (d) Difference between GATT and WTO
- (e) Absolute Cost Advantage
- (f) Trade as an engine of growth.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[4769]-304

BFT/B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

INTERNATIONAL MARKETING

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

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

1. Explain the concept of International Marketing with challenges and opportunities in International Market.
2. What are the different documents required for exports ?
3. Explain in detail role of Labeling and Packaging in International Marketing.
4. Explain Market Entry Strategies employed by firms in International Marketing.
5. Explain golden rules for successful exporting.

P.T.O.

6. Write short notes on (any *four*) :
- (a) Marine Insurance
 - (b) Functions of WTO
 - (c) Challenges in International Marketing
 - (d) Excise Clearance of Export Goods
 - (e) International Market Segments
 - (f) Uniform Pricing.
7. Explain the features of Exim Policy, 1997.

Total No. of Questions—5]

[Total No. of Printed Pages—4

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[4769]-305

BFT/B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

MANAGEMENT ACCOUNTING

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

1. Define and distinguish between 'Management Accounting' and 'Financial Accounting'.

Or

What is working capital ? Explain its importance. Describe the various sources of working capital.

2. The following are the Balance Sheets of UOP Limited, Pune :

Liabilities	31-03-14	Assets	31-03-14
	Rs.		Rs.
Share Capital	10,00,000	Plant & Machinery	8,00,000
General Reserve	1,00,000	Land and Building	10,00,000

P.T.O.

Profit & Loss A/c	2,50,000	Furniture	2,50,000
Mortgaged loan	3,50,000	Sundry Debtors	2,00,000
15% Debentures	6,00,000	Bills Receivables	1,60,000
Sundry Creditors	3,26,000	Stock	3,48,000
Bills Payables	1,74,000	Cash and Bank	42,000
	28,00,000		28,00,000
Total	28,00,000	Total	28,00,000

Total sales during the year 2013-14 was amounting Rs. 20,00,000 and the gross profit was 25%.

You are required to calculate minimum three ratios each to judge :

(A) liquidity; and

(B) efficiency of the company.

3. What is Fund Flow Statement ? Explain the various steps in preparing a 'Fund Flow Statement'.

Or

WEST-CAST Limited, Pune has provided you the following information of Product A produced and sold during the year 2013-2014 :

Particulars	AB
Number of units sold	20,000
Sales price	Rs. 60
Cost (Per unit) :	
Direct material	Rs. 20
Direct Labour	Rs. 15
Variable Overheads	Rs. 10
Fixed Overheads	Rs. 5

You are required to find out :

- (a) Profit-Volume Ratio, Break-Even Point and Margin Safety and the net amount of profit at the current level of sales;
 - (b) The change in your computation if the current sales price is increased by 10%; and
 - (c) The sales to earn 10% profit on sales.
4. Define the terms 'Budget' and 'Budgetary Control'. Explain the various preliminaries to establish an effective Budgetary Control system.

Or

Prepare a statement showing estimated amount of working capital from the following information :

- (a) Expected sales level 90,000 units @ Rs. 40 per unit.
- (b) Cost of the product (per unit)—Raw material Rs. 12, Labour cost Rs. 9 and overheads Rs. 6.
- (c) Raw material and finished goods will stay in stock for 15 days and 30 days respectively.
- (d) The material will remain in process for 15 days.
- (e) The labour cost and overheads may be considered at 60% and 40% completion stage respectively for work-in-progress.
- (f) The purchases are made with 3 weeks credit while the goods are sold with one and half month credit.
- (g) 60% of the labour cost is paid on every 7th day of the next month while remaining overheads are paid on weekly basis.
- (h) Overheads are paid with 3 weeks time lag.
- (i) Add 10% of your computation for contingencies.

5. Write notes on any *two* of the following :

- (a) Role of Management Accountant in modern business
- (b) Limitations of Ratio Analysis
- (c) Limitations of Budgetary Control System.

Total No. of Questions—5]

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[4769]-306

B.F.T./B.B.M. (I.B.) (Third Semester) EXAMINATION, 2015

E-COMMERCE TECHNOLOGY

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Neat diagram must be drawn wherever necessary.

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

1. Answer the following : [8×2=16]

- (a) What is internet marketing ?
- (b) What is EDI ?
- (c) What is E-business ?
- (d) What is Return on Investment ?
- (e) Define TELNET.
- (f) What is E-commerce ?
- (g) What is Outsourcing ?
- (h) What is Router ?

2. Answer any *four* : [4×4=16]

- (a) Explain RSA algorithm.
- (b) Explain working of B2C.

P.T.O.

- (c) Explain types of electronic payment system.
 - (d) What is electronic fund transfer ? Explain.
 - (e) Explain E-governance market.
- 3.** Attempt any *four* : [4×4=16]
- (a) Explain architecture of intranet.
 - (b) Explain personalization of E-commerce.
 - (c) Explain components of EDI.
 - (d) Explain types of domain.
 - (e) How does data encryption standard work ? Explain.
- 4.** Attempt any *four* : [4×4=16]
- (a) Explain rules for domain name registration.
 - (b) Explain initiative of planning electronics commerce.
 - (c) What is internet marketing strategies ? Explain.
 - (d) Why should people shop online ? Explain.
 - (e) What are the linking objectives to business strategies ?
- 5.** Write short notes on (any *four*) : [4×4=16]
- (a) Digital signature
 - (b) Credit card payment system
 - (c) Service centre
 - (d) Imports
 - (e) Shopping bots.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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[4769]-401

BFT/B.B.M. (I.B.) (Fourth Semester) EXAMINATION, 2015

SUPPLY CHAIN AND LOGISTICS MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

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

1. Write short notes on (any *four*) : [20]
 - (a) Cost Associated with Distribution
 - (b) Physical Distribution
 - (c) Warehousing
 - (d) Material Handling
 - (e) Customer Satisfaction
 - (f) Channel Strategy.
2. Define Channel Design. Explain important parameters in distribution Channel Design. [15]
3. Define Retailer. Write classification of retailer along with an example. [15]
4. Explain factors in the selecting of Distribution Channel Partner. [15]
5. “Motivational Tools and Channel Members.” Discuss the relevance. [15]
6. Define Transportation. Explain the various modes of transportation in detail. [15]

Total No. of Questions—6]

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[4769]-402

**B.F.T./B.B.M. (I.B.) (Fourth Semester) EXAMINATION, 2015
FOREIGN EXCHANGE OPERATION
(2008 PATTERN)**

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

1. Explain various reasons for disequilibrium in Balance of Payment. State various deliberate measures of correction of disequilibrium in Balance of Payment.
2. State various INCO terms used in Import-Export transactions.
3. What do you mean by letter of credit ? Explain various parties of letter of credit.
4. In respect of foreign exchange, explain :
 - (a) Direct quotation
 - (b) Indirect quotation
 - (c) Bid and Ask Rate
 - (d) Interbank quote.
5. Describe various ways and means of pre-shipment and post-shipment finance of foreign trade.
6. Write short notes on (any *two*) :
 - (a) Objectives of Exchange Control
 - (b) Fixed and Floating Exchange Rate
 - (c) Spot Transactions.

Total No. of Questions—6]

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[4769]-403

B.F.T./B.B.M. (I.B.) (Semester IV) EXAMINATION, 2015

INTERNATIONAL BUSINESS IN SERVICE SECTOR

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

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

1. (a) Differentiate between Marketability of Goods and Marketability of Services. [10]
(b) State and explain liberalization of service sector in detail. [10]
2. Explain the role of services in the Indian Economy. [15]
3. State the trade barriers in the services. [15]
4. Explain the growth of IT and ITES in India. [15]
5. What are the various problems in International Trade of Services. [15]
6. Write short notes on (any *three*) : [15]
 - (a) Tourism Services
 - (b) WTO
 - (c) Globalization of services
 - (d) Characteristics of services.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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[4769]-404

B.F.T./B.B.M. (I.B.) (Semester IV) EXAMINATION, 2015

INTERNATIONAL AGRICULTURAL BUSINESS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

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

(iii) *All* questions carry equal marks.

1. Define International Agri Business. Explain the scope and importance of International Agri Business.
2. Explain the characteristics of Dairy Industry in India. Discuss the product range and future growth of Dairy Industry.
3. Explain in detail the various constraints in agri-business management.
4. Explain the problems and defects in Indian Agricultural Marketing.
5. What is the role of STC in import of essential commodities ?
6. Write short notes on (any *two*) :
 - (a) Sugar Industry
 - (b) Strategic Advantage to Indian agro-products
 - (c) Importance of agri-marketing.

Total No. of Questions—6]

[Total No. of Printed Pages—4

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[4769]-405

B.F.T./B.B.M. (I.B.) (Fourth Semester) EXAMINATION, 2015

BUSINESS TAXATION

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

1. What are the different categories of Assesses according to their residential status ? [16]
2. State and explain difference between the following : [16]
 - (a) Capital Receipts and Revenue Receipts
 - (b) Capital Expenditure and Revenue Expenditure.
3. Write short notes on (any *four*) : [16]
 - (a) Income
 - (b) Assessment Year
 - (c) Exempted Income
 - (d) Agricultural Income
 - (e) Capital Gain
 - (f) Tax Deducted at Sources.

P.T.O.

4. What is Annual Value ? State the deductions that are allowed from Annual-value in computing the taxable income from house-property. [16]

5. The following is Profit and Loss Account of Mr. Surendra, Pune for the financial year ending on 31st March, 2015 : [16]

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
To Salary	2,60,000	By Gross Profit	5,20,000
To Rent and Taxes	80,000	By Commission	72,000
To Commission	20,000	By Sundry Receipts	6,200
To Advertisement	16,000	By Interest on Fixed	
To Reserve for future losses	10,000	Deposits	55,000
To Depreciation	25,000	By Gift from friend	3,900
To Legal Expenses	5,000		
To Conveyance	10,400		
To Stationery	17,200		
To Bonus	24,000		
To Contribution to RPF	15,500		
To Interest on capital	17,000		
To Net Profit	1,57,000		
	6,57,100		6,57,100

Additional Information :

- (a) Depreciation allowable under Income Tax rule is amounted to Rs. 30,000.
- (b) Rent and Taxes includes Rs. 20,000 as property tax on residential house of Mr. Surendra.
- (c) Advertisement includes Rs. 10,000 as the cost of permanent signboard fixed on the premises.
- (d) Sundry receipts Rs. 5,000 are in respect of personal loan given to friend of Mr. Surendra.

You are required to compute taxable income from business for A.Y. 2015-16.

6. Mrs. Singh is working as an accountant in Standard Chartered Bank, Pune. She has furnished the following details of her income for the F.Y. 2014-15.

- (a) Basic Salary Rs. 50,000 p.m.
- (b) Entertainment Allowance Rs. 1,000 p.m.
- (c) Personal Medical Bill of Rs. 20,000 were reimbursed by the employer.
- (d) Her contribution to recognised provident fund is Rs. 45,000 and the employer contributes an equal amount.

- (e) The interest credited to RPF account at 12% p.a. Rs. 18,000.
- (f) Transport allowance (for coming back to office and going back to his residence) Rs. 1,000 p.m.
- (g) Income from business Rs. 1,50,000.
- (h) Income from house property Rs. 45,000.
- (i) Dividend received from Indian Company Rs. 15,000.
- (j) Interest on Government Securities Rs. 15,000.
- (k) Income from units of UTI Rs. 10,000.
- (l) She is paid LIP Rs. 20,000 and Tuition fees for her son Rs. 50,000.
- (m) Professional Tax paid Rs. 2,500 p.a.
- (n) Tax deducted at source Rs. 5,000 p.m.

Compute the total income and tax payable by Mrs. Singh for A.Y. 2015-16. [16]

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-501

BFT/B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2015

BUSINESS ETHICS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

1. Briefly describe the types of Business Ethics. [15]

OR

Bring out arguments clearly for and against social responsibility.

2. Explain the relation between Business Ethics and Development of Business. [15]

OR

Explain Ethics relating to Environment Protection.

3. Explain the nature and importance of Ethics. [15]

OR

Write a note on the Ten Commandments. Discuss how far they are relevant to Business Organisation.

P.T.O.

4. Write a note on Globalization. What is its impact in the Indian context ? [15]

OR

What are Individual or Personal Ethics ? Explain the importance of Individual Ethics in relation with Business Ethics.

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

- (1) Corporate code
- (2) Foreign Trade Ethics
- (3) Consumer Marketing
- (4) Justice and Economic System
- (5) Relativism Ethics
- (6) Functional Ethics.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-502

B.F.T./B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2015

BUSINESS LAW

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

1. Explain in brief 'Agreements Expressly Declared to be void under the Indian Contract Act, 1872. [15]

Or

Define and explain the concept of 'Contract'. Discuss the kinds of contracts.

2. State and explain provisions relating to Transfer of property in goods under Sales of Goods Act, 1930. [15]

Or

Define and explain essential features of a 'Condition' in a contract of sale. Explain implied conditions in contract of sale.

3. Define 'Partnership'. Explain essential features and test of existence of 'Partnership'. [15]

Or

Discuss the provisions relating to 'Admission', 'Retirement' and 'Expulsion' of a partner under Indian Partnership Act, 1932.

P.T.O.

4. Which inventions are patentable ? Which inventions are not patentable ? Answer in the light of provisions of Indian Patent Act, 1970.

Or

Explain the procedure adopted by the 'Consumer Disputes Redressal Agencies' to deal with consumer complaint under the Consumer Protection Act, 1986.

5. Write short notes on (any *four*) : [20]
- (a) Free consent
 - (b) Unpaid seller's right of stoppage in transit
 - (c) Duties of partner towards third parties
 - (d) Concept of Trademark
 - (e) Essentials of 'E-contracts' under ITA, 2000
 - (f) 'Complaint' under C.P. Act, 1986.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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[4769]-503

B.F.T./B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2015

INTERNATIONAL RELATIONS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

(iii) Figures to the right indicate full marks.

1. Critically discuss dumping as an instrument of Trade Policy. [16]

OR

Discuss in detail the impact of Subsidies, Tariffs and Quotas on International Trade.

2. Explain the concept of 'Economic Integration' and examine European Union as an Instrument of Economic Integration. [16]

OR

Explain the objectives, organization and functions of World Bank.

3. Discuss the genesis, organization and functions of WTO. [16]

OR

Define 'Free Trade Agreement' and take a critical overview of NAFTA.

P.T.O.

4. What do you understand by the concept of 'Caste' ? How relevant is it in the Indian Society ? Enumerate the factors that have contributed to the changes in the caste system. [16]

OR

What is TRIPS ? Discuss the various Intellectual Property Rights under TRIPS.

5. Write short notes on (any *four*) : [16]
- (a) TRIMS
 - (b) Religion
 - (c) Significance of culture at work place
 - (d) Class
 - (e) SAARC
 - (f) IMF.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[4769]-504

B.F.T./B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2015

INTERNATIONAL BANKING AND FINANCE

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

1. “International Trade is very important for Indian economy.” Do you agree with this view ? Explain in detail along with various types of Export Trade strategies.
2. Explain various methods of settlement of debts in International Market.
3. Explain the role of “EXIM Bank” and “ECGC” in promoting International Trade.
4. Explain the objectives, role and achievements of IMF and ADB in promoting International Trade.
5. What is Euro Currency Market ? State its features and objectives. What are the advantages of Euro Currency Market ?

P.T.O.

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

- (a) Loan Syndications
- (b) Nastro Account
- (c) Currency Swap
- (d) BIS
- (e) External Commerical Borrowing
- (f) Vastro Account.

7. What is a “Letter of Credit” ? What are the advantages and disadvantages of Letter of Credit (LC) ?

Total No. of Questions—7]

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[4769]-505

B.F.T./B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2015

BUSINESS REPORTING AND ANALYSIS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) *All* questions carry equal marks.

1. What is Business Reporting ? State its scope and the importance of writing reports in the Business World.
2. Explain in detail the various Statistical Tools used in collection and interpretation of data.
3. What is Primary and Secondary Data ? Explain the sources of primary and secondary data.
4. What is Business Analysis ? Explain the process of Business Analysis.
5. Describe the process of HR forecasting and the need for HR forecasting.

P.T.O.

6. Explain in detail Macro-economic Analysis.
7. Write short notes on (any *four*) :
- (a) Intra-firm comparison
 - (b) Sector analysis
 - (c) PESTLE analysis
 - (d) Advertising research
 - (e) Global opportunities and diversification of firms.

Total No. of Frages—6+6+6]

[Total No. of Printed Pages—8+4+1

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[4769]-506

BFT/BBM (IB) (Sem. V) EXAMINATION, 2015
FOREIGN LANGUAGE
Paper I
(German)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

Note :— Use of dictionary is not allowed.

Frage 1. Übersetzen Sie ins Englische!

[10]

A. Heidi Klum kommt aus Bergisch Gladbach. Sie ist Model und präsentiert Mode von internationalen Designern. Sie hat eine Mode-Kollektion und sie macht Werbung für H & M und McDonalds. Heidi Klum arbeitet international in Paris, New York, Mailand und Düsseldorf. Sie spricht Deutsch, Englisch und Französisch. Heidi Klum wohnt in Manhattan und in Bergisch Gladbach. Sie hat eine Tochter, Leni. Designer-Mode ist ihr Job, zu Hause mag sie aber Jeans und T-Shirts. Sie macht viel Sport: Ballet und Jazz-Dance.

B. Rosa Echevarzu ist 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 Deutschkurse in Goethe- Institut sind interessant und gut für meine Arbeit"

Frage 2. Beantworten Sie Fragen! (nur 5)

[5]

1. Woher kommen Sie?
2. Hat Ihre Wohnung einen Garten?
3. Wie viele Zimmer hat Ihre Wohnung?
4. Wie alt sind Sie?
5. Um wieviel Uhr frühstücken Sie?
6. Was sind Ihre Hobbys?
7. Lernen Sie Französisch?

Frage 3. GRAMMATIK

A. Ergänzen Sie das Possesivartikel! (nur 5)

[5]

1. Wir ziehen bald um. _____ neue Wohnung ist sehr schön.
2. Frau Lesch wohnt in Düsseldorf. Und _____ Tochter wohnt in Berlin.
3. Herr Beier, wie ist _____ Vorname?
4. Michael liest viele Bücher. _____ Bücherregal ist auch sehr groß.
5. Ich finde _____ Heft nicht. Wo ist es denn?
6. Anja wohnt auf dem Land. _____ Haus ist ziemlich alt.

P.T.O.

B. Ergänzen Sie die Verbform! (nur 5)

[05]

(schlafen, sprechen, haben, trinken, wohnen, spielen)

1. Linda, _____ du gern Kaffee?
2. Viele Ausländer _____ in Berlin.
3. Am Sonntag _____ meine Tochter bis 9 Uhr.
4. Markus _____ gern Violin.
5. Herr und Frau Slawoski _____ gut Deutsch.
6. Elke und Pavel _____ ihr heute Zeit?

C. Ergänzen Sie das Personalpronomen. (nur 5)

[05]

1. Wo ist meine Tasche? _____ ist hier.
2. Ich kaufe ein Auto. _____ ist modern.
3. Herr Florian ist Lehrer. _____ wohnt in Wien.
4. Mein Kursbuch ist neu. _____ kostet 700 Rupien.
5. Er hat vier Kugelschreiber. Aber _____ schreiben nicht.
6. Frau Schwab, wo wohnen _____?

D. Ergänzen Sie die Präpositionen. (nur 5)

[05]

(um, am, mit, für, nach, bis)

1. Morgens von 6 Uhr _____ 8 Uhr mache ich Sport.
2. Ich kaufe einen Schrank _____ mein Schlafzimmer.
3. Maria fährt _____ dem neuen Auto.
4. Wir fahren heute _____ Delhi.
5. _____ 7 Uhr beginnt mein Unterricht.
6. _____ Dienstag haben wir frei.

E. Ergänzen Sie Präteritum von haben/ sein. (nur 5)

[05]

1. Mein Vater _____ Lehrer.
2. Am Sonntag _____ ich leider keine Zeit.
3. Sein Haus _____ keinen Balkon.
4. Petra, Wo _____ du am Montag?
5. Heute _____ wir keinen Unterricht.
6. Herr Abel, _____ Sie schon mal in Singapur?

F. Ergänzen Sie bestimmte oder unbestimmte Artikel! (nur 3)

[03]

1. Der Schreibtisch ist für _____ Arbeitszimmer.
2. Frau Wenzel kauft _____ Wörterbuch.
3. Andrea, hast du _____ Kuli?
4. Das ist eine Lampe. _____ Lampe ist sehr schön.

Frage 4. Wortschatz

A. Schreiben Sie die Zahlen in Wörtern! (nur 2)

[02]

112, 615, 304

B. Welches Verb passt am besten? (nur 5) [05]

(schreiben, lesen, essen, aufstehen, machen, sein)

- | | |
|---------------------|-----------------|
| 1. Lehrer | 4. Mit dem Kuli |
| 2. morgens um 6 Uhr | 5. Ein Buch |
| 3. eine Pizza | 6. Mittagspause |

C. Ergänzen Sie das richtige Wort! (nur 5) [05]

(dunkel, Minuten, Küche, Bibliothek, Termine, pünktlich, Stadt)

1. In der _____ liest man viele Bücher.
2. Ludwig kommt immer spät. Er ist nie _____.
3. Mein Wohnzimmer ist hell aber mein Schlafzimmer ist ziemlich _____.
4. Berlin ist schon eine große _____ von Deutschland.
5. Ute fährt zur Uni. Mit der S-Bahn braucht sie 45 _____.
6. Im Schlafzimmer schläft man und in der _____ kocht man.

D. Welches Wort passt nicht? (nur 5) [05]

1. Auto, Heft, Buch, Füller
2. Süden, Norden, Osten, Wissen
3. Tisch, Stadt, Stuhl, Regal
4. Tee, Kaffee, Hamburger, Saft
5. Bleitschiff, Kuli, Schwamm, Füller
6. Erdgeschoß, Wohnung, Hochhaus, Bauernhaus

E. Welche Sätze passen? [05]

1. Wie heißt sie?
A. Ich heiße Paula.
B. Sie heißt Paula.
C. Sie heißen Paula.
2. Lernt ihr Deutsch?
A. Ja, wir lernen Deutsch.
B. Ja, ihr lernt Deutsch.
C. Ja, ich lerne Deutsch.
3. Die Wohnung kostet 900 Euro.
A. Das ist doch ruhig.
B. Das ist doch teuer.
C. Das ist doch groß.
4. Ich hätte gern einen Termin.
A. Gut, dann bis Montag
B. In der Kantine
C. Ja sicher. Wann geht es bei Ihnen?
5. Wie findest du diese Wohnung?
A. Sie ist lang.
B. Sie ist klein.
C. Sie ist kurz.

Frage 5. Lesen Sie den folgenden Text und beantworten Sie die Fragen! [10]

Heute ist Sonntag. Der Tag war schön. Ich hatte frei. Aber morgen ist wieder Montag. Ich bin Lehrerin und habe jeden Montag bis ein Uhr Unterricht. Ich stehe immer um 6 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 eins bin ich wieder zu Hause. Ich esse etwas, korrigiere von zwei bis fünf Hausaufgaben und bereite den Unterricht für Dienstag vor. Um viertel nach fünf kommt meine Freundin Petra. Und wir machen von halb sechs bis halb sieben im Fitnessstudio Sport. Danach gehe ich nach Hause. Um halb acht treffe ich Stefan. Das ist mein Freund. Wir gehen in die Pizzeria Aquila. Um zehn komme ich nach Hause und gehe dann gleich schlafen. Am Dienstag gibt es wieder viel Arbeit.

A. Beantworten Sie!

(5)

1. Wann steht die Lehrerin immer auf?
2. Wie fährt sie jeden Tag zur Schule?
3. Wie lange dauern alle Stunden?
4. Was macht sie nach der Schule?
5. Wohin geht sie mit dem Freund?

B. Was passt zusammen?

(3)

- | | |
|------------------------------|-------------------------------------|
| 1. Die Lehrerin macht abends | a. schreibt morgen einen Vokalttest |
| 2. Morgens hört sie Radio | b. Kopien für die Schüler. |
| 3. Die Lehrerin macht | c. Sport im Fitnessstudio. |
| | d. beim Frühstück. |

C. Richtig oder Falsch?

(2)

1. Am Sonntag hat die Lehrerin viel Arbeit.
2. Die Lehrerin unterrichtet Deutsch.

Frage 6. Schreiben Sie 5-7 Sätze über das Thema : Meine Freundin/ Mein Freund

(Name, Alter, Wohnort, Hobbies, Beruf.....)

[05]

(French)
(NEW COURSE)

Time : Three Hours

Maximum Marks : 80

Note :— (1) All questions are compulsory.
(2) Use of dictionary is not allowed.

Q.1. Complétez UN dialogue

(10)

A.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.

OU

B. 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.

MmeLasalle: Bonjour monsieur.
 Le réceptionniste: _____ ?
 MmeLasalle: C'estpour un stage dans votre hôtel.
 Le réceptionniste: Quell cest votre profession ?
 MmeLasalle: _____ .
 Le réceptionniste: Quelle est votre nationalité ?
 MmeLasalle: _____ .
 Le réceptionniste: Quel est votre nom

MmeLasalle: _____
Le réceptionniste: Vous avez une adresse électronique ?
MmeLasalle: Oui, c'est _____
Le réceptionniste: Très bien madame. Je vous contacte rapidement.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel : (4)

1. Le touriste montre son passeport.
2. Tu voyages par train.

B. Mettez au négatif : (4)

1. Il aime les plateaux-repas.
2. Vous pouvez parler du temps.

C. Complétez avec des prépositions (3)

1. Nous allons _____ Autriche .
2. Jean travaille _____ EDF.
3. L'ingénieur téléphone _____ son directeur.

D. Complétez avec des adjectifs possessifs. (3)

1. Tu parles à _____ collègues.
2. Mme Legrand a deux fils. _____ fils s'appellent Paul et Charles.
3. Nous préparons le planning pour _____ mission.

E. Complétez avec des mots justes : (2)

1. En été, il fait _____.
2. Une habitant de l'Espagne est _____.

F. Dites vrai ou faux : (3)

1. L'hôtesse aide les passagers dans un avion.
2. La capitale de la France est Nice.
3. Pour voyager dans les transports en commun en France, vous devez avoir un titre de transport.

G. Complétez avec des mots donnés : (trains, nombreuse, dans, bus) (4)

_____ les grandes villes françaises, il y a différents types de transports en commun : _____, métro, tramway, _____ de banlieue.
_____ France, il existe différents tarifs. Ils correspondent à l'âge, ou à la situation (senior, jeune, famille _____, demandeur d'emploi, etc.)

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

1. Ils (prendre) l'avion le 11 décembre.
2. Vous (savoir) à quelle heure passe le bus ?
3. Il (regarder) les films.
4. Pendant le voyage, Catherine Alice (écouter) de lamusique.

I. Écrivez en mots: (4)
14, 27, 75, 80.

J. Quelle heure est-il? (4)
1.)9.15a.m. 2) 12.50 p.m.

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

1. Nommez deux jours de la semaine.
2. Comment s'appelle un habitant de l'Allemagne?
3. Quel âge avez-vous?
4. Nommez deux pays francophones.

B. Reliez les deux colonnes (4)

- A**
1. E. Leclerc
 2. Métro
 3. France Télécom
 4. Carrefour

- B.**
- a) Grande distribution
 - b) Hypermarchés
 - c) Transport en commun.
 - d) Télécommunications

Q.4. Présentez lapersonne suivante (5)

Nom :	Duparc
Prénom:	Alice
Nationalité:	Française
Pays de résidence:	États-Unis
Situation de famille:	Mariée
Nombred'enfants:	2 garçons
Secteurd'activitéprofessionnelle:	Informaticiennechez MAPRO

OU

Nom :	David
Prénom:	James
Nationalité:	Belge
Pays de résidence:	La Belgique.
Situation de famille:	Célibataire
Secteur d'activité professionnelle:	Chef des ressources humaines.

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

Les hôtels de tourisme sont classés par de nombreux critères : le confort des chambres, les équipements, la qualité du service, les langues parlées, l'intérêt historique du bâtiment ou la situation géographique, etc.

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

1. He has an appointment with the director.
2. Thanks for calling 04 77 32 24 21.
3. You have a meeting at 17.30.
4. I would like to speak to Mrs.Langlois.
5. What are you doing this evening?
6. The weather is fine in spring.

Q. 6. Compréhension :

Jacques Pertuis est diplômé d'une école de commerce. Il parle 3 langues et il adore voyager. Il travaille comme responsable marketing chez Arcans international, un grand groupe aéronautique à Singapour.

A. Dites vrai ou faux : (4)

1. M. Pertuis travaille dans L'aéronautique.
2. Il parle 3 langues.
3. Il est diplômé d'une école de commerce.
4. Il est le directeur des ventes.

B. Donnez le contraire de : adore (1)

(French)
(OLD COURSE)

Time : Three Hours

Maximum Marks : 80

Note :— (1) All questions are compulsory.
(2) Use of dictionary is not allowed.

Q1. A. Michelest à la réception de l'hôtel SEASONS. Il demande où est le restaurant.

Complétez le dialogue suivant.

[10]

La réceptionniste : Bonjour Monsieur.

Michel: _____

Le réceptionniste : Ah ! oui , monsieur Trévisi de la société BELAIR !

Michel: _____

La réceptionniste : Il y a deux restaurants : Shalimar , Bon appétit.

Michel : _____

La réceptionniste : C'est à gauche.

Michel: _____

La réceptionniste : A partir de 19 heures.

Michel : _____

OU

B. Vous téléphonez à l'hôtel de la Ville. Vous réservez deux chambres pour vos collègues français pour le weekend. Complétez le dialogue suivant.

La réceptionniste : Allô ! Bonjour Monsieur/Madame.

Vous : _____

La réceptionniste : Oui, j'écoute.

Vous : _____

La réceptionniste : Oui madame. Pour combien de personnes ?

Vous : Pour deux personnes madame.

La réceptionniste : _____

Vous : C'est au nom de Paul Latour et Marie Calvet pour deux nuits.

La réceptionniste : _____

Vous : Oui, deux chambres avec salle de bains s'il vous plaît.

La réceptionniste : _____

Vous : _____

Q.II GRAMMAIRE ET VOCABULAIRE

A. . Mettez au pluriel : [4]

1. L'étudiant parle à son professeur.
2. Tu es dans la classe.

B. Mettez au négatif: [4]

1. Elle travaille à Paris.
2. Ils ont deux enfants.

C. Complétez avec une préposition : [3]

1. Clio habite _____ France.
2. _____ printemps il fait beau.
3. Ils vont _____ l'usine.

D. Complétez avec des adjectifs possessifs : [4]

1. Il travaille dans _____ usine.

2. Sylvie a rendez-vous avec _____ directeur.
3. Où allez-vous avec _____ amis ?
4. Nous allons au cinéma avec _____ famille.

E. Complétez avec les mots justes : [2]

1. Patricia habite au Danemark . Elle est _____.
2. Ilya _____ gares à Paris.

F. Dites Vrai ou Faux : [3]

1. Il y a quatre saisons en France.
2. La fête nationale de la France, c'est le 4 juillet.
3. La capitale de la France, c'est Paris.

G. Complétez avec les mots suivants : [4]

(pont, onze, semaines, août,)

Les salariés français ont cinq _____ de congés payés par l'employeur. Quand le jour férié est un jeudi ou un mardi, les Français font le _____. Ils partent en vacances en _____. Il y a _____ jours fériés par an.

H. Mettez les verbes entre parenthèses à la forme qui convient : [4]

1. Vous (pouvoir) venir à 4 heures.
2. Jean (faire) le travail.
3. Ils(écouter) la musique.
4. Tu (aller) à Paris.

I. Ecrivez en lettres : [3]

- 1) 75 2) 8 3) 15

J. Quelle heure est-il? [4]

9.15 p.m., 12.30 a.m.

Q.III.A. Répondez: (3 au choix)

[6]

1. Nommez deux mois de l'année.
2. Combien de jours y a-t-il dans une semaine?
3. Quel temps fait-il en hiver en France?
4. Nommez deux pays.

B. Reliez les deux colonnes:

[4]

A

1. Le directeur technique
2. Le 25 décembre
3. Le directeur commercial
4. Un habitant de la Suisse

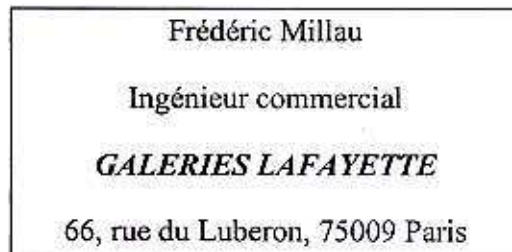
B

- a. Les activités de vente
- b. Un Suisse
- c. les activités de fabrication
- d. Noël

Q.IV.A. Ecrivez en forme de paragraphe :

[5]

A. Voici la carte de visite de Frédéric Millau. Décrivez les informations en forme de paragraphe.



OU

B. Voici le programme de voyage de Marcel Drouot. Ecrivez en forme de paragraphe :

Départ de Paris : jeudi, 4 mars

Avion de Charles de Gaulle : 15h15

Arrivée à Londres : 17h

Retour à Paris : dimanche, 7 mars

Q.V.A. Traduisez en anglais :

[5]

Jean est à la gare Montparnasse. Il cherche le train pour Angers. Il écoute les annonces. Le TGV 78 12 de Bordeaux arrive à neuf heures trente, quai numéro 11. Le TGV 88 45 pour Angers part à neuf heures quarante, quai numéro 5. C'est son train !

B. Traduisez en français : (5 au choix)

[10]

1. Thankyou !
2. Todayis Friday.
3. He ischinese.
4. Sheworks in the factory.
5. Hereismypassport.
6. I amgoing to Paris.

Q.VI. Compréhension :

[5]

Victor Berni a reçu une lettre d'un client français.

Monsieur,

Je viens à Lyon au mois de février. Je voudrais réserver deux chambres d'hôtel pour ma famille. Nous sommes quatre personnes : ma mère, ma femme, moi et notre fille. Nous cherchons un petit hôtel avec un parking et un restaurant. Nous voudrions deux chambres pour deux personnes avec salle de bains.

En vous remerciant d'avance, je vous prie d'agréer, monsieur, l'expression de mes sentiments les meilleurs.

Eric Hubik

A. Dites Vrai ou Faux :

[3]

1. Eric vient en voiture.
2. Eric a un enfant.
3. Il vient en janvier.

B. Donnez l'infinifif : cherchons, sommes

[2]

Total No. of Questions—6]

[Total No. of Printed Pages—1

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[4769]-601

BFT/BBM (IB) (Sixth Semester) EXAMINATION, 2015

IMPORT-EXPORT PROCEDURE

Time : Three Hours

Maximum Marks : 80

N.B. :—Solve any *five* questions.

1. Write short notes on :
 - (a) Mate receipt
 - (b) Shipping bill.

2. What do you mean by GSP rules of origin ? Discuss on line registration procedure for import of goods and services.

3. Discuss the role played by International agencies in Export Promotion since 1991.

4. What do you mean by INCO term ? State the various INCO term in favour of exporters.

5. Discuss various documents required for export of goods and services.

6. Describe advantages and limitations of water and air as a mode of transportations.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[4769]-602

BFT/B.B.M. (I.B.) (Sixth Semester) EXAMINATION, 2015
INTERNATIONAL BUSINESS LAW
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

(iii) Solve any *four* from the remaining.

1. Discuss the evolution of International Economics/Trade law with special reference to United Nation's role in its development. [16]

Or

Elaborate the rights, duties and responsibilities of Transnational Corporations under International Law.

2. Explain in detail the functions and role of International Finance Corporate (IFC) in International Economic Law. [16]

3. Discuss in detail the provisions of Uniform Customs and Practice of Documentary Credits and International Chamber of Commerce. [16]

4. Write notes on :

(a) UNICITARAL Model for Inter-creditors and Guaranties. [8]

(b) UNICITARAL Model for International Payments. [8]

P.T.O.

5. Explain in detail International Court of Justice with its Constitutional, Jurisdiction, Procedure and Evolution. [16]
6. Write a note on Foreign Trade (Regulation & Development) Act, 1992. [16]
7. Write short notes on (any *four*) : [16]
- (a) State Jurisdiction of International Law
 - (b) International Convention Governing Bill of Lading
 - (c) International Development Programme (UNDP)
 - (d) Brussel Convention
 - (e) Kyoto Protocol
 - (f) Commodity Organisation.

Total No. of Questions—7]

[Total No. of Printed Pages—1

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[4769]-603

**BFT/B.B.M. (I.B.) (Sixth Semester) EXAMINATION, 2015
STUDY OF GLOBAL ECONOMICS
(2008 PATTERN)**

Time : Three Hours

Maximum Marks : 80

N.B. :— (i) Q. No. 7 is compulsory.

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

1. What is globalization ? Explain drivers of globalization. [15]
2. Which are emerging markets ? Compare India and China as emerging markets. [15]
3. What are the strategies used to face the commodity and energy crisis ? [15]
4. What is organized and unorganized labor market ? Differentiate between organized and unorganized market. [15]
5. Examine the effects of economic growth on trade of small and large countries. What is ASEAN ? [15]
6. What is economic and business environment ? Discuss the current situation of India and Europe in global economy. [15]
7. Write short notes on (any *four*) : [20]
 - (a) Poverty Aid
 - (b) Changing world order
 - (c) IMF
 - (d) SDRs
 - (e) International Trade Center.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[4769]-604

BFT/B.B.M. (I.B.) (Sixth Semester) EXAMINATION, 2015

INTERNATIONAL PROJECT MANAGEMENT

(2008 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) Cultural Framework
 - (b) CPM (Critical Path Method)
 - (c) Limitations of Project Management
 - (d) Project Cost Management
 - (e) Managing Project Stakeholders.

2. Define project and project management. What are the duties of International Project Manager ? [15]

3. Explain the terms strategy and strategic management. Explain the concepts of ‘Corporate Level’, ‘Operational Level’ and “Departmental Level” strategies, with a suitable example. [15]

P.T.O.

4. Explain inputs, tools and techniques and output for the following : [15]
 - (a) Project Scope Planning.
 - Or*
 - (b) Project Scope Verification.
5. Explain the need and importance of managing claims for an International Project Management. [15]
6. Distinguish between Standard and International Project. [15]
7. Explain in detail various methods of Project Completion. [15]

Total No. of Questions—5+6+6]

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[4769]-605

BFT/BBM (IB) (Sem. VI) EXAMINATION, 2015
FOREIGN LANGUAGE
Paper II
(German)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 80

Q 1) Übersetzen Sie ins Englische! [10]

Jenny Manteufel arbeitet im Reisebüro Ikarus in Kassel. Sie ist Reiseverkehrskauffrau und organisiert Urlaubs und Geschäftsreisen. Reiseverkehrskaufleute reservieren Zimmer in Hotels und informieren Kunden über Reiseziele. Frau Manteufel muss viele Länder sehr gut kennen. Sie ist Spezialistin für Reisen nach Kanada. Mit dem Computer recherchiert sie Reiseziele oder Fahrpläne. Sie muss viel organisieren, z.B. Exkursionen planen und dann die Hotels buchen. Manchmal macht sie auch eine Qualitätskontrolle in Hotels oder sie informiert sich über neue Reisetrends auf einer Messe. Letzte Woche war sie in Friedrichshafen zur internationalen Touristikmesse "Reisen und Freizeit". Im Trend sind Trekkingtouren.

Q 2) Beantworten Sie FÜNF der folgenden Fragen! [10]

1. Nennen Sie drei Körperteile.
2. Wo kauft man Gemüse?
3. Sie haben Halsschmerzen. Was dürfen Sie nicht?
4. Was haben Sie am Wochenende gemacht?
5. Welche Kleider tragen Sie gern?
6. Um wieviel Uhr haben Sie Deutsch Unterricht?
7. Was macht der Arzt?

Q 3) Lesen Sie den folgenden Text und beantworten Sie die Fragen! [10]

Tanja findet Berlin super. Die Exkursion hat ihr Spaß gemacht, der Flohmarkt, die Disko, der Postdamerplatz "Berlin ist sehr modern", sagt sie. Das gefällt ihr. In der Gruppe war eine tolle Atmosphäre. Das ist auch gut für das Studium. Tanja sagt, dass sie leider keine Berliner kennt. Sie möchte bald wieder nach Berlin fahren.

Marcel findet die Berlin-Exkursion auch toll, aber zu kurz. Man braucht mehr Zeit für die Stadt. Er will wieder nach Berlin fahren. Er interessiert sich für Architektur. Er hat ein Fahrrad gemietet und war abends unterwegs. Marcel hat 200 Fotos gemacht.

A. Richtig oder falsch?

4

1. Tanja mag Musik und Diskos..
2. Tanja hat viel fotografiert..
3. Marcel besichtigt gern Häuser.
4. Marcel bekommt wenig Zeit für die Stadt..

P.T.O.

B. Beantworten Sie die folgenden Fragen. 4

1. Was gefällt Tanja in Wien?
2. Was ist gut für das Studium?
3. Was macht Marcel abends?
4. Wie findet Marcel die Berlin-Exkursion?

C. Suchen Sie zwei Feminin Nomen aus dem Text aus. 2

Q 4) Wortschatz

A. Ergänzen sie das richtige Wort! (nur fünf) [5]

1. Ein _____ schreibt beruflich Programme..
2. Schönes _____ heißt in Deutschland Sonne und wenig Regen.
3. Zum _____ gibt es Kaffe oder Tee, Brot , Butter und Marmelade.
4. Ich hätte gern eine _____ Fanta.
5. Eine _____ in Berlin mit der Linie 100 ist sehr beliebt..
6. Ich habe einen _____ beim Arzt.

B . Welches Verb passt am besten? (nur fünf) [5]

1. Eine Kirche
2. Den Bus
3. Im Restaurant
4. Nach dem Wg
5. Ferien
6. Ein Picknick

C. Welches Wort passt nicht! (nur fünf) [5]

1. Tourist : Kamera-Postkarte-Kreuzung-einkaufen
2. Verkehrsmittel : Fahrrad-Bus-Straßenbahn-Fußgängerzone
3. Wetter : sonnig-regnerisch-heiß-Wolken jeden morgen, um wieviel Uhr, du
4. Frauenmode : Bluse-Rock-Hemd-Abendkleid
5. Essen : Obst -Gemüse-Stück-Reis
6. auf dem Land: Theater-Berge-Natur-Tiere

Q 5) Grammatik:

A. Ergänzen Sie das Modalverb. (nur 5) [5]

1. Am Abend _____ wir ins Konzert gehen.
2. Als Sekräterin _____ ich viele Briefe schreiben.
3. Nächstes Jahr _____ ich für meine Arbeit nach Paris fliegen.
4. Frau Reiman, _____ Sie bitte die Zeitung geben?
5. Hier ist ein Krankenhaus. Hier _____ Sie nicht laut sprechen.
6. Mein Freund _____ gut Gitarre spielen.

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

1. nicht viel essen (ihr)
2. den Bleistift bringen (du)
3. einen Moment warten (Sie)
4. die Fahrkarte kaufen (ihr)
5. früh schlafen (du)
6. den Gast abholen (Sie)

C. Ergänzen Sie das Perfekt. (nur 5) [10]

1. Am Wochenende _____ die Freunde viel _____.[spielen]
2. Am Montag _____ ich früh _____.[aufstehen]
3. Anton _____ gestern seiner Schwester bei Mathe _____.[helfen]
4. Im Urlaub _____ er zu Hause _____.[bleiben]
5. _____ du gestern einen Film _____?[sehen]
6. Kinder, _____ ihr Hausaufgaben _____?[machen]

D. Ergänzen Sie die Präpositionen. (nur 5) [5]

1. Wir machen einen Spaziergang _____ den Park. .
2. Ich trinke Tee _____ Milch..
3. _____ Sonntag habe ich viel Zeit.
4. Sie fahren _____ dem Auto nach München.
5. Heute gibt es ein Fußballspiel. Deshalb fahren wir _____ Stadion.
6. Der Zug fährt _____ Dresden _____ Frankfurt.

E. Bilden Sie Fragen. (nur 5) [5]

1. Ich bin 13 Jahre alt.
2. Manfred ist Mechaniker von Beruf.
3. Wir haben Deutsch am Montag und Dienstag.
4. Die Schule liegt in der Goethestraße.
5. Die Tomaten kosten 3 Euro das Kilo..
6. Es ist viertel nach sieben..

F. Ergänzen Sie die Adjektivendungen. (nur 5) [5]

1. Magst du kurz _____ Hosen?
2. Ich trage gern eine schwarz _____ Jacke.
3. Die gelb _____ Jacken gefallen mir nicht.
4. Ute kauft einen Schwarz _____ Anzug.
5. Den blau _____ Wintermantel habe ich gestern gekauft.
6. Ruth sucht die rot _____ Mütze..

(French)
(NEW COURSE)

Time : Three Hours

Maximum Marks : 80

- Note :— (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. Pilat va aller en voyage d'affaires à Bruxelles. Il vérifie son planning avec sa secrétaire, Nathalie.

- M. Pilat: Excusez-moi Nathalie. Je voudrais _____ .
 Nathalie : Oui, j'arrive.
 M. Pilat: Alors, demain, je _____ .
 Nathalie: Oui, monsieur. Demain vous partez de l'aéroport Paris-Orly.
 M. Pilat: Par _____ ?
 Nathalie: Par le vol Air France. Embarquement à 7h 40, puis décollage à 8h 05.
 M. Pilat: Et l'arrivée à _____ ?
 Nathalie: Vous arrivez à Bruxelles à 9 h 25.
 M. Pilat: Et le soir _____ ?
 Nathalie: Le soir, vous prenez le vol de 18h 30 pour arriver à Paris à 19h 35.
 M. Pilat: Merci, c'est parfait.

OU

B. Catherine, une journaliste, interviewe M. Dubosc, 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 shampoings, 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.

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

- M. Dubosc : Bonjour.
 Catherine: Quel est l'historique de votre société?
 M. Dubosc: _____ .
 Catherine: Et quelle est votre activité?
 M. Dubosc: _____ .
 Catherine: Quels sont vos clients?
 M. Dubosc: _____ .
 Catherine: Quelle est la taille de votre société?
 M. Dubosc: _____ .
 Catherine : Combien de personnes employez-vous?
 M. Dubosc: _____ .
 Catherine : Intéressant...

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel

1. Le voyageur aime voyager par avion.
2. Cet appartement donne sur le parc.

[4]

- B. Donnez le féminin du mot souligné: [2]
Le directeur est australien.
- C. Donnez le contraire du mot souligné: [2]
1. Il arrive le cinq mai.
2. C'est une petite entreprise.
- D. Complétez avec de, du, de la, de l', des: [2]
1. Claire parle _____ réunion.
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 arrive de Paris.
2. Daniel 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 touche/touche plusieurs activités.
2. Tu viens/vient en Angleterre.
3. Nous faisons/faites la cuisine.
- I. Mettez les verbes entre parenthèses au temps donné: [3]
1. Elle (rentre – passé composé) par avion.
2. Je (prendre – futur) une salade de fruits.
3. Vous (aller – présent) avec les clients?
- J. Trouvez l'objet direct: [3]
1. Le garçon apporte le menu.
2. Nous produisons ce shampoing.
3. On coupe le gâteau.
- K. Complétez le texte suivant avec les mots donnés ci-dessous: [2]
(gens, cravate, costume, mon)
J'ai des contacts avec des _____ très différents dans la journée, alors je porte un _____ et une chemise mais j'ai toujours une _____ dans _____ bureau.
- L. Dites vrai ou faux: [3]
1. Un ouvrier est un salarié.
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.) 95 2.) 10. [2]

N. Quelle heure est-il?: [3]
1. 17h45
2. 11h15
3. 10h25

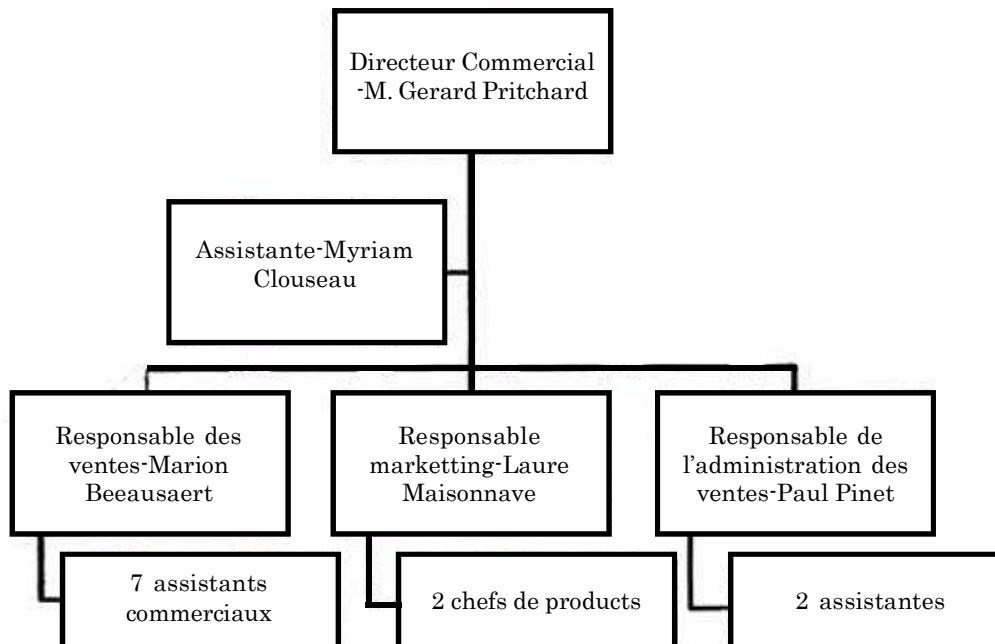
Q.3. A. Répondez aux questions suivantes (3 au choix): [6]
1. Nommez deux professions libérales.
2. Quels vêtements portez-vous au collège?
3. Quels plats conseillez-vous aux Français en visite de votre pays?
4. À quelle heure arrivez-vous au collège?

B. Reliez les deux colonnes [4]
A. B.
a. Un collaborateur 1. Un dessert.
b. Une agence 2. Sert le repas dans un restaurant.
c. La salade de fruits. 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 d'orange. Utilisez les mots suivants :
presser, mélanger, nettoyer, mettre, envoyer, les pommes, le jus concentré, 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 GFA.



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

Les salariés sont priés de respecter les horaires de travail et les dates de congés payés que la direction fixe. Il est interdit de modifier ces horaires et ces dates sans accord de la Direction.

En cas d'absence, le salarié doit informer son responsable hiérarchique. Un certificat médical est obligatoire en cas de maladie ou d'accident.

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

1. What is the price of this shirt ?
2. Bill, please!
3. Yesterday, I went on the site.
4. The factory is situated at Marseille.
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. Nicolas est allé à Shanghai.
2. Il a passé une semaine en Chine.
3. Nicolas a dîné avec les Chinois lundi.

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

C. Donnez l'infinitif de 'rencontré'. [1]

(French)
(OLD COURSE)

Time : Three Hours

Maximum Marks : 80

- Note :— (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. Paula Beckett et Yuan Garcia sont en ville pour faire des achats. Ils interrogent une passante.

Paula : Pardon, monsieur. Pouvez-vous nous dire où nous trouverons des magasins pour des achats?

Passante: _____ ?

Paula: Eh bien, du vin de la région, des cassettes, des parfums, des vêtements...

Passante: _____ ?

Paula: Et pour les vins et les parfums?

Passante: _____ ?

Paula: Des vins de la région.

Passante: _____.

Paula: Merci bien, madame.

Passante: _____.

OU

B. Yukie Sato veut ouvrir un compte à Angers. Elle va à la banque. Elle a un compte dans cette banque à Strasbourg. Elle montre son passeport et donne l'adresse de son entreprise 'LOCABURO'.

L'employée: Madame, vous désirez?

Yukie: _____.

L'employée: Oui. Vous avez une pièce d'identité?

Yukie: _____.

L'employée: Vous êtes de Strasbourg?

Yukie: _____.

L'employée : Vous avez une adresse à Angers?

Yukie: _____.

L'employé : Voulez-vous signer ici, madame?

Yukie: _____.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel [4]

1. La passagère cherche la gare.
2. La directrice montre son passeport.

B. Donnez le féminin du mot souligné: [2]

1. Bonjour, monsieur. Vos papiers s'il vous plaît.
2. Ils voyagent avec leur secrétaire.

- C. Donnez le contraire du mot souligné:** [2]
1. Vous allez souvent à l'étranger?
 2. C'est une bonne entreprise.
- D. Complétez avec de, du, de la, de l', des:** [2]
1. Gérard cherche _____ livres.
 2. M. Leclerc, le propriétaire _____ l'hôtel accueille les clients.
- E. Complétez avec à, au, à la, à l', aux:** [2]
1. On achète des fromages _____ coupe dans la fromagerie..
 2. Vous pouvez retirer de l'argent _____ distributeurs automatiques.
- F. Complétez avec des adjectifs démonstratifs:** [2]
1. _____ agences de location proposent des voitures.
 2. Elles prendra _____ chaussures.
- G. Complétez avec des adjectifs possessifs:** [2]
1. Claire rentre à _____ hôtel.
 2. Est-ce que vous finissez _____ travail à l'heure?
- H. Choisissez la forme correcte du verbe:** [3]
1. Prend/Prenez votre temps.
 2. Voulez/voulons-vous remplir cette fiche?
 3. On demandera/demanderai une caution.
- I. Mettez les verbes entre parenthèses au temps donné:** [3]
1. Elle (entrer – présent) dans la banque.
 2. Ils (vérifier – passé composé) l'huile.
 3. Les agences immobilières (montrer – futur) plusieurs appartements.
- J. Trouvez l'objet direct :** [3]
1. Vous pouvez essayer ce chemisier.
 2. Nous prenons le fromage.
 3. Voilà votre table.
- K. Complétez le texte suivant avec les mots donnés ci-dessous :** [2]
(tourisme, droite, pour, première)
- aller Avenue St. Germain ? Bon, vous continuez tout droit, jusqu'à l'office du Vous tournez à et puis vous prenez la rue à gauche. Ça, c'est l'avenue St. Germain.
- L. Dites vrai ou faux :** [3]
1. Pour acheter une raquette de tennis, on va à la section 'Sports et Loisirs' dans le supermarché.
 2. En France pour louer une voiture, il faut avoir 20 ans.
 3. Le normal le super et sans plomb, ce sont des types de fromage.

M. Écrivez en mots : [2]

1. 30
2. 100.

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

1. 11 a.m.
2. 17 h
3. 19h30.

Q.3. A. Répondez aux questions suivantes (3 au choix) : [6]

1. Où va-t-on pour prendre un train ?
2. Dans quelle agence va-t-on pour louer une maison ?
3. Quelles sont les activités des chambres de commerce ? Nommez-en deux.
4. Quels sont les documents nécessaires pour aller dans un pays étranger ?

B. Reliez les deux colonnes : [4]

A

B

- | | |
|---------------------------------|--------------------------|
| a. La boulangerie | 1. Oui, j'écoute. |
| b. Changer | 2. Pour acheter du pain. |
| c. La carte Diners Club | 3. Le pneu. |
| d. C'est bien l'hôtel du Midi ? | 4. Une carte de crédit. |

Q.4. Écrivez en forme de paragraphe : [5]

Voici l'appartement de Claude.

un grand appartement — troisième étage — parking au sous-sol — bâtiment ancien — quartier calme — salon — cuisine — 4 chambres — salle de bains — téléphone, lit, canapé, télévision, réfrigérateur — balcon — 1000 € par mois — charges comparis.

Q.5. A. Traduisez en français: [5]

Trois amis sont allés au restaurant. Martin a pris du café et une tarte aux pommes. Nicolas a pris du thé et un croissant. Jeane a bu un jus d'orange et a pris un gâteau. Ils ont payé 30 €. Ils ont partagé la note.

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

1. I would like to reserve a room.
2. Janine is on a business trip.
3. Yes, of course.
4. Here is your key.
5. The room is next to the staircase.
6. Your papers, please.

Q.6**Compréhension de texte:**

M. Richard est en voyage d'affaires en France. Il a rendez-vous à Paris. Il est à l'aéroport et il passe à la douane.

Le douanier : Bonjour, monsieur. Votre passeport s'il vous plaît.

M. Richard: Voilà, monsieur.

Le douanier: Vous venez en vacances?

M. Richard: Non, c'est un voyage d'affaires.

Le douanier: Vous n'avez rien à déclarer?

M. Richard: Non, rien du tout.

Le douanier: Je dois fouiller vos bagages.

M. Richard: C'est pas vrai! Ça va prendre longtemps?

Le douanier: Non, deux minutes seulement.

A. Dites vrai ou faux:**[3]**

1. M. Richard est à l'aéroport.
2. Elle doit attendre 30 minutes.
3. Le douanier fouille ses bagages.

B. Cherchez le contraire de 'non' dans le texte.**[1]****C. Donnez l'infinitif: dois****[1]**