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**[4769]-1001**

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

**INDIAN BUSINESS ENVIRONMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

- (a) Define business
- (b) Topography
- (c) Define environment
- (d) Weather
- (e) Settlements
- (f) Soil
- (g) Natural Resources
- (h) Any two environmental problems affecting business
- (i) Traditions
- (j) Unemployment
- (k) Ecology
- (l) Chamber of Commerce
- (m) Minerals.

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

- (a) Describe social injustice.

P.T.O.

- (b) Explain political and legal set up.
  - (c) Discuss causes of industrial sickness.
  - (d) What do you mean by technical environment ?
3. Answer the following in **150** words each (any *two*) : [20]
- (a) Discuss impact of parallel economy.
  - (b) Enumerate characteristics of Indian Business Environment.
  - (c) Explain social-set up for business.
  - (d) Describe important features of labour policy.
4. Answer the following in **300** words each (any *two*) : [30]
- (a) Explain inflation and the types of inflation.
  - (b) Discuss micro and macro environment.
  - (c) Regional imbalance is a major obstacle in development of Indian business environment.
  - (d) Write a note on utilization of resources and sustainability.

Total No. of Questions—8]

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**[4769]-1002**

**B.F.T./B.B.M. (I.B.) (First Semester) EXAMINATION, 2015**  
**COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT**  
**(2013 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 are the various barriers to communication ? How can an organisation overcome the barriers for effective in communication process ? [15]
2. What do you mean by 'Audience Analysis' ? Support your answer with suitable examples. [15]
3. Importance of Business Letters. Discuss the advantages and disadvantages of written communication. [15]
4. Define personality. Describe with examples the environmental factors affecting personality. [15]
5. Explain the concept of Goal Setting. What care should be taken while setting goals ? Why does goal setting generally fails ? [15]

P.T.O.

6. Explain the importance of 'Decision-making' in an organisation. How can informal communication contribute to the effectiveness of a group and group decision-making power ? [15]
7. Describe in detail the importance of Time Management. Give tips with suitable examples. [15]
8. Write short notes on (any *four*) : [20]
- (a) External motivation
  - (b) Personal letters Vs Business Letters
  - (c) Emotional intelligence
  - (d) Lateral thinking
  - (e) SWOT
  - (f) Feedback.

Total No. of Questions—5]

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**[4769]-1003**

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

**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. Define demand. Distinguish between individual demand and market demand. What are their determinants ? [15]

*Or*

What are the basic economic problems ? What is the role of market forces in solving economic problems ?

2. Explain in detail the concept of price elasticity of demand and methods of measuring price elasticity of demand. [15]

*Or*

Define supply. State and explain the law of supply.

3. Explain the following cost concepts and explain their relation in the short-run : Total Cost (TC), Average Cost (AC) and Marginal Cost (MC). [15]

*Or*

Critically examine the modern theory of Rent.

P.T.O.

4. Discuss price and output determination under Monopolistic Competition. [15]

*Or*

Explain the role of collective bargaining in Wage Determination.

5. Write short notes on (any *four*) : [20]
- (a) Risk and uncertainty bearing theory of profit
  - (b) Scope of Micro-economics
  - (c) Usefulness of elasticity in the field of International Business
  - (d) LAC curve as envelope curve
  - (e) Income elasticity of demand
  - (f) Features of perfect competition.

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**[4769]-1004**

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

**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 Nominal Account is Debit the receiver and Credit the giver.

(b) Trade discount is an incentive for prompt payment.

(c) Preliminary expenses are the expenses incurred for production by the company.

(d) Carriage outward is related to goods sold.

(e) A Trial Balance shows only arithmetic accuracy.

(f) Under WDV method of Depreciation the amount of depreciation remains constant every year.

(g) Profit & Loss Account includes all Direct Incomes and Expenses.

P.T.O.

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

- (a) What do you mean by Intangible Assets ?
- (b) What do you mean by Drawings ?
- (c) What is a Cash Discount ?
- (d) What is business entity concept ?
- (e) Which transactions are recorded in the Sales Book ?
- (f) State the meaning of Contra Entry.
- (g) Explain the term 'Bank Overdraft'.

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

March, 2014

- 1 Mr. Ravindra started business with cash Rs. 3,00,000.
- 4 Purchased goods on credit from Mr. Prashant Rs. 50,000.
- 7 Opened an account in Bank of India and deposited cash Rs. 40,000.
- 10 Sold goods to Umesh on credit Rs. 37,000.
- 13 Purchased furniture for cash Rs. 45,000.
- 17 Paid to Mr. Prashant Rs. 25,000 by cheque.
- 20 Goods distributed as free sample Rs. 500.
- 30 Rent paid to Mr. Aman Rs. 6,000.

*Or*

Enter the following transactions in Cash Book with Cash and Bank Column of Mr. Mandar for the month of April, 2014 : [16]

April, 2014

- 1 Started business with cash Rs. 30,000.
- 2 Opened a current account with bank and deposited Rs. 9,000.
- 5 Received Rs. 4,850 for cash sales and discount allowed Rs. 50.
- 6 Purchased goods of Rs. 3,000 at 10% cash discount. Half the amount was paid by cash and remaining by cheque.
- 9 Received a crossed cheque for Rs. 7,775 from Megha Associates and discount allowed Rs. 25.
- 12 Purchased machinery of Rs. 13,300 and paid for installation Rs. 700.
- 15 Received a bearer cheque of Rs. 735 from Rahul in full settlement of his account Rs. 800.
- 17 Deposited into the bank Rs. 2,000.
- 20 Received Rs. 8,000 from Satish against goods sold.
- 22 Received a bearer cheque from Vinod Rs. 2,230.
- 24 Deposited the cheque received from Vinod into the Bank.
- 29 Bank informed that cheque received from Vinod is dishonoured.
- 30 Paid for printing of bill book Rs. 660.
- 30 Withdrawn from bank for office use Rs. 1,000.

3. From the following Trial Balance of M/s Bhagat Traders, you are required to prepare Trading, Profit & Loss Account for the year ended 31st March, 2014 and the Balance Sheet as on that date : [20]

**Trial Balance as on 31st March, 2014**

<b>Particulars</b>	<b>Debit</b>	<b>Credit</b>
	(Rs.)	(Rs.)
Insurance	1,000	
Discount	500	400
Postage and Telegram	1,500	
Salaries	28,000	
Debtors and Creditors	33,000	34,000
Wages	12,000	
Opening Stock	20,000	
Carriage inward	4,500	
Returns	2,800	4,600
Purchase and Sales	96,600	1,50,800
10% Bank Loan		
(Taken on 1st Oct., 2013)		60,000

Plant and Machinery	20,000	
Buildings	80,000	
Drawings	4,000	
Capital		50,000
Office Rent	2,000	
R.D.D.		1,000
Bad Debts	600	
Bank Overdraft		9,200
Cash in Hand	3,500	
	Total	
	3,10,000	3,10,000

*Adjustments :*

- (i) Stock on 31st March, 2014 was valued at Rs. 32,000.
- (ii) Depreciate Plant and Machinery at 10% p.a., building at 5% p.a.
- (iii) Wages include Rs. 2,000 paid to worker as advance.
- (iv) Salary Rs. 2,000 and Office Rent Rs. 400 were outstanding.
- (v) Create R.D.D. on debtors Rs. 1,400.

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

<b>Particulars</b>	<b>Rs.</b>	<b>Particulars</b>	<b>Rs.</b>
Capital	1,00,000	Purchases	1,90,000
Drawings	3,000	Sales	3,04,000
Opening Stock	45,800	Sales Return	7,400
Salaries	34,000	Debtors	70,400
Creditors	64,200	Furniture	24,000
Rent and Taxes	1,200	Insurance	1,600
Discount Received	200	Cash in Hand	9,800
Machinery	80,000	Printing & Stationery	1,200

- (B) On 31st December, 2013 the Passbook of Mr. John showed a credit balance of Rs. 10,000. On comparing the Passbook with Cash Book the following differences were discovered : [8]

- (i) Cheques deposited with the bank on 27th December, 2013 but collected by bank on 5th January, 2014 Rs. 4,000.
- (ii) Bank paid electricity charges Rs. 180 directly, not appear in the Cash Book.
- (iii) Cheque issued Rs. 1,500 but not presented to the Bank for Payment.

- (iv) Bank credited interest on Fixed Deposit Rs. 250 and has charged Rs. 50 for dishonour of the cheque. These transactions do not appear in the Cash Book.
- (v) The debit column of Bank in the Cash Book is under-cast by Rs. 100.

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

*Or*

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

- (a) Dual Aspect Concept and Consistency Concept
- (b) Features of Accounting Software Packages
- (c) Fixed Instalment Method of Depreciation
- (d) Foreign Branch.

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**[4769]-1005**

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

**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. Management is both a science as well as an art. Comment. [15]

*Or*

Explain the various functions of Management.

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

*Or*

Discuss the different theories of motivations.

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

*Or*

Discuss the qualities and functions of leaders.

4. What is Decision-making ? Explain the process and techniques of decision-making. [15]

P.T.O.

*Or*

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

5. Write short notes on (any *four*) : [20]
- (a) SWOT Analysis
  - (b) Total Quality Management
  - (c) Stress Management
  - (d) Need of Forecasting
  - (e) Herzberg's two-factor theory.

Total No. of Questions—5]

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[4769]-1006

**B.B.M. (I.B.) (First Semester) EXAMINATION, 2015**

**BUSINESS MATHEMATICS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

(iii) Use of pocket calculator is allowed.

(iv) Mobile calculators are not allowed.

1. Attempt any *four* :

[4×4=16]

(1) The rate of commission is increased from 6% to 8% still the income of an agent is the same. Find the percentage change in his sales.

(2) In a certain company 12 operators can perform a certain job work involving manufacture of 900 units of a product. If the operators work for 15 hours a day for 36 days, how many days would be required by 16 operators working 12 hours a day to manufacture 1200 units of the product.

(3) Sunil sold a car to Pradeep at 20% profit. Pradeep sold the car to Milind at 10% profit for Rs. 2,65,000. Find the price at which Sunil has purchased the car.

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

P.T.O.

- (5) The sum of the present ages of 3 persons is 66 years. Five years ago their ages are in the ratio of 4 : 6 : 7. Find their present ages.
- (6) A dealer in furniture buys chairs at 340 each. At what price should he mark them for sale, so that he may earn a profit of 25% after giving 15% discount ?

2. Solve any *four* : [4×4=16]

- (1) Explain the terms :
- (a) Proportion
  - (b) Continued Proportion
  - (c) Direct Proportion
  - (d) Inverse Proportion
- (2) Find the present value of an annuity of Rs. 500 payable at the end of every half year for 10 years at 10% per annum compound interest.
- (3) Milind deposits Rs. 20,000 in a bank at 15% p.a. to give scholarship to needy students every year. Find the amount of yearly scholarship.
- (4) Explain the terms 'commission' and 'commission agent'.
- (5) A plot was sold and the owner received Rs. 10,000 after the payment of commission at 8% on the cost of land, find the cost of land.
- (6) Aditya sold the share of 6% at Rs. 90 of Rs. 10,000 and invests the proceeds in 10% at Rs. 120. What is the change in his income ?

3. Attempt any *four* : [4×4=16]

- (1) Exhibit each of the following relations as a set of ordered pairs. Which of them are functions ? Justify your answer :

(i)  $[(x, x + 3) / x \in \mathbb{N} \ 4 \leq x \leq 8]$

(ii)  $[(x, y) / y^2 = x^2 + 1 \ x \in \mathbb{Z} \ -1 \leq x \leq 1]$

- (2) Write the important formulae of Simple Interest, Amount and Compound Interest.
- (3) Evaluate :

$$D = \begin{bmatrix} 28 & 45 & 63 \\ 20 & 34 & 48 \\ 31 & 36 & 51 \end{bmatrix}$$

- (4) Define matrix. Different types of matrices. Write any *two* in detail.
- (5) Anita purchased 50 shares of Rs. 100 each at Rs. 120 per share. Company declared 10% dividend. Find total income of Anita and return on her investment.

(6)  $A = \begin{bmatrix} 1 & 2 \\ 3 & 4 \end{bmatrix}$ ,  $B = \begin{bmatrix} 1 & 0 \\ 2 & 3 \end{bmatrix}$  and  $C = \begin{bmatrix} 1 & -1 \\ 0 & 1 \end{bmatrix}$

Show that  $A(B + C) = AB + AC$

4. Attempt any *four* : [4×4=16]

- (1) If

$$f(x) = 3x^2 - 5x^4 \text{ and } g(x) = 6x^3 + 11x,$$

show that  $f(x)$  is an even function and  $g(x)$  is an odd function.

- (2) Draw the graph of  $y = x^2$ .

- (3) Find inverse of A. Given :

$$A = \begin{bmatrix} 7 & 2 \\ 5 & 4 \end{bmatrix}$$

- (4) Define function. What are different methods of representing a function.
- (5) Find the difference between Simple Interest and Compound Interest on Rs. 2,500 for 3 years at 10% p.a.
- (6) If

$$A = \begin{bmatrix} 3 & -2 \\ 4 & -2 \end{bmatrix}$$

satisfy the matrix equation  $A^2 - KA + 2I = 0$

5. Solve any *two* : [8×2=16]

- (1) A washing machine worth Rs. 20,000 is purchased on instalment basis under equal 20 monthly instalments including Compound Interest at 18% p.a. Find equated monthly instalment by reducing method.
- (2) Ravi holds 500 shares of Rs. 100 each of a company. The company issued bonus shares in the ratio 5 : 2. Thereafter company declared a dividend of 10% on enlarged capital. Find the return on investment which Ravi gets ?
- (3) Find compound interest on Rs. 1,200 at 5% p.a. for 3 years and 4 months compounded annually.

Total No. of Questions—5]

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**[4769]-2001**

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

**COST ACCOUNTING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

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

(i) Wages paid to factory supervision is the example of ..... labour.

(ii) P/V Ratio is the ratio of ..... to sales.

(iii) Marginal cost includes direct cost plus ..... costs.

(iv) Prime costs include only ..... costs.

(v) ..... budget covers all the budgets.

(vi) Aggregate of all the direct cost is known as ..... .

(B) Indicate whether the following statements are True *or* False

(any *five*) : [5]

(i) Marginal Costing is a unique method of costing.

(ii) When actual cost exceeds the standard cost the difference is termed as negative variance.

P.T.O.

- (iii) Job cost is suitable for special order.
- (iv) Flexible budget is also known as Variable Budget.
- (v) Variable cost per unit does not remain the same.
- (vi) Semi-fixed costs are partly controllable and partly uncontrollable.

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

*Or*

What do you mean by Elements of Cost ? Explain the different elements of cost with suitable examples.

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

- (i) Normal Loss and Abnormal Loss
- (ii) Contract Costing
- (iii) Cost Unit
- (iv) Labour Variances
- (v) Objectives of Budgetary Control.

4. Jindal Manufacturers, Jalgaon furnished the following data relating to the manufacturers of a standard product during the month of March, 2009 : [16]

Carriage on purchases of basic materials	200
Raw materials stocks as on 31-3-2009	2,850

Sale of scrap raw materials	150
Operating wages payable	600
Stock of raw materials as on 1-3-2009	1,200
Royalty	1,500
Machine hour rate	250
Purchase of raw materials	14,600
Administration overheads : 10% of works cost	
Selling and distribution on cost : Rs. 3.60 per unit	
Direct labour charges	4,400
Cost of Layout	500
Operation of machine hours	1,600
Monthly production—1000 units	
Units sold—900 units (@ Rs. 40 per unit)	
You are required to prepare a Cost Sheet showing total cost per unit for the month ended 31-3-2009.	

5. (A) From the following information related to Castrol Ltd. Cochi prepare flexible budget at 60% and 80% capacity : [12]

<b>Particulars</b>	<b>70%</b>
(a) Variable Overheads :	
Indirect Materials	5,000
Indirect Labour	15,000

(b) Semi-variable Overheads :	
Electricity	50,000
Variable 60%	
Fixed 40%	
Repairs and maintenance	5,000
Variable 65%	
Fixed 35%	
(c) Fixed Overheads :	
Salaries to staff	10,000
Depreciation on machines	14,000
Insurance on machines	6,000
Total	1,05,000

*Or*

(B) The following are the data given for Sai Enterprises. The standard quantity and standard price of raw material required for 1 unit production is given below : [12]

Material (kg)	Standard Quantity (Rs.)	Standard Price
Material Y	4	2

Actual production for an output of 500 units :

Material (kg)	Actual Quantity (Rs.)	Actual Price
Material Y	1,800	2.20

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**[4769]-2002**

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

**ELEMENTS OF HUMAN RESOURCES MANAGEMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Solve any *four* questions from the Question Nos. 1 to 6.

(iii) *All* questions carry equal marks.

(iv) Draw a neat diagram wherever necessary.

1. Explain the development of Human Resource Management concept. Discuss in detail the role and responsibilities of Human Resource Manager.
2. Explain in detail the recent trends and challenges in Human Resource Management.
3. Explain in detail the concept of Manpower Planning. How does it facilitate the career planning in the organization ?
4. What is training ? Discuss in detail the various types of training methods with its advantages and disadvantages.

P.T.O.

5. Discuss the concept of Performance Appraisal with the various methods of it in detail.
6. What is Attrition ? Discuss the various solutions to minimize the problem of attrition.
7. Write notes on (any *four*) :
  - (a) Promotion and Transfer
  - (b) Job Discription
  - (c) Merit Rating
  - (d) Cross Culture Training
  - (e) Types interviews.

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**[4769]-2003**

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

**MACRO-ECONOMIC ANALYSIS**

**(2008 AND 2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

(iii) Figures to the right indicate full marks.

(iv) Draw neat diagrams wherever necessary.

1. Write short notes on any *four* : [20]
  - (1) Savings function
  - (2) Primary functions of money
  - (3) Effective demand
  - (4) Scope of macro
  - (5) Factors affecting MEC
  - (6) Characteristics of trade cycles.
2. Define Macro-Economics. Explain its nature, scope and importance. [15]
3. Explain the Quantity Theory of Money in detail. [15]
4. 'Production creates a market for goods'. Elucidate. [15]
5. Elaborate on Keynes' Psychological Law of Consumption. [15]
6. Explain the investment function in detail. [15]
7. Discuss the objectives and tools of the monetary policy. [15]

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**[4769]-2004**

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

**PRINCIPLES OF MARKETING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

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

1. Define the term 'Marketing'. Explain in detail the relevance of marketing in a Developing Economy. [16]
2. What is 'Service Marketing' ? Explain the classification of services. [16]
3. What is 'Price Mix' ? Explain elements of Price Mix and the factors influencing pricing decisions. [16]
4. What do you mean by 'Promotion Mix' ? Explain the elements and significance of promotion mix. [16]

P.T.O.

5. What is 'Market Segmentation' ? Describe the difference between differential marketing and concentrated marketing. [16]
6. Define 'Marketing Information System'. Explain the features and importance of 'Marketing Information System'. [16]
7. Write short notes on (any *four*) : [16]
- (a) Components of Marketing
  - (b) Features of Rural Marketing
  - (c) Product Planning
  - (d) Advertising Media
  - (e) Qualities of Good Segmentation
  - (f) Importance of Marketing Research.

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**[4769]-2005**

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

**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 stratified sampling procedure. Give real life situation where stratified sampling can be used.

(b) Define mode as a measure of central tendency. State its *two* merits and *two* demerits.

(c) Compute correlation coefficient between Age (X) and Weight (Y) for the following data :

Age (X)	Weight (Y)
6	18
7	22
10	20
13	24
14	26

P.T.O.

(d) A company sells two different products A and B. The company makes a profit of Rs. 30 and Rs. 40 per unit on the products A and B respectively. The two products are produced in a common production process and are sold in two different markets. The production process has a capacity of 35,000 man-hours. It takes 2 hours to produce one unit of A and 3 hours to produce one unit of B. The market has been surveyed and company feels that the maximum number of units of A that can be sold is 12,000 units and maximum of B is 8,000 units. Assuming that the products can be sold in any circumstances, formulate the Linear Programming Problem.

2. (A) (a) The distribution of heights in cm. of 100 people is given below :

<b>Height (in cm.)</b>	<b>Frequency</b>
145—155	3
155—165	35
165—175	25
175—185	15
185—195	20
195—205	2

Find mode for above data.

[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) mean

(ii) median; and

(iii) mode.

[5]

*Or*

(A) (a) The following data relates to the lives of refrigerators of certain model :

<b>Life (in years)</b>	<b>No. of Refrigerators</b>
0—2	2
2—4	7
4—6	12
6—8	19
8—10	9
10—12	1

Draw a Histogram for the above data. Also find modal life of refrigerator from histogram. [6]

(b) If correlation coefficient between X and Y is 0.8, find the correlation coefficient between :

(i)  $(X + 5)$  and  $(Y - 5)$

(ii)  $(2X + 5)$  and  $(-2Y + 5)$

(iii)  $\left(\frac{X}{8}\right)$  and  $\left(\frac{-Y}{8}\right)$

(iv)  $\left(\frac{X}{5}\right)$  and  $\left(\frac{Y}{5}\right)$ . [4]

(B) Explain scope of Statistics in management sciences. [5]

3. (A) The equations of the two lines of regression are :

$$4Y - 5X = 0 \quad \text{and} \quad 5Y - X - 63 = 0.$$

$\text{Var}(X) = 16$ .

(i) Compute means of X and Y.

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

(iii) Compute coefficient of correlation.

(iv) Find standard deviation of Y.

(v) Find coefficient of variation of Y. [10]

*Or*

(A) (a) The following data relates to the heights of students in inches of FYBBM (IB) : [6]

<b>Height</b> (in inches)	<b>No. of Students</b>
Less than 61	9
61—63	20
63—65	35
65—67	10
67—69	6

Compute quartile deviation and coefficient of quartile deviation.

- (b) Compute variance for the following frequency distribution : [4]

Class	Frequency
2—4	17
4—6	19
6—8	26
8—10	22
10—12	16

- (B) What do you mean by Linear programming problem ? Express the General Linear Programming Problem mathematically. [5]

4. (A) The following data relates to the wickets taken by the two bowlers A and B in 7 one-day matches :

Wickets taken by A	4	1	5	2	5	2	6
Wickets taken by B	4	5	6	5	3	4	4

- (i) Which bowler has taken more wickets on an average ? Justify.
- (ii) Which bowler is more consistent ? Justify. [10]

Or

- (A) (a) The following results were obtained from records of age (X) and systolic blood pressure (Y) of a group of 10 men :

	X	Y
Mean	55	140
Variance	130	160

Correlation coefficient between X and Y is 0.84. Estimate the blood pressure of a man whose age is 45 years. [5]

- (b) Draw a Pie diagram for the incidence of Dengue in different states : [5]

State	No. of Dengue cases
Kerala	713
Delhi	683
W. Bengal	314
Rajasthan	260
Maharashtra	226

- (B) Explain Absolute and Relative measures of dispersion. [5]

5. (A) (a) The following data relates to the weights in mg of 30 residuals :

50, 46, 31, 49, 33, 42, 55, 37, 36, 35

65, 57, 27, 37, 33, 42, 51, 45, 31, 37

51, 56, 51, 43, 48, 65, 66, 72, 70, 74

Prepare frequency distribution by taking classes 25–35, 35–45 etc. [5]

- (b) Define the following terms :
- (i) Attribute
  - (ii) Variable
  - (iii) Frequency of a class
  - (iv) Less than type cumulative frequency of a class
  - (v) More than type cumulative frequency of a class. [5]

*Or*

- (A) (a) Solve the following linear programming problem graphically :

Max.  $Z = 3x + 5y$

Subject to :

$$x + 2y \leq 2000$$

$$x + y \leq 1500$$

$$y \leq 600$$

$$x, y \geq 0. \quad [6]$$

- (b) For a group of 90 workers, the mean of their wages is Rs. 590. For 40 female workers out of this group, the mean is Rs. 540. Determine the mean of remaining group of 50 male workers. [4]

- (B) Define correlation. Describe the different types of correlation. [5]

Total No. of Questions—5]

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**[4769]-2006**

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

**IT IN BUSINESS OPERATIONS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Draw figures wherever necessary.

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

(a) Explain the characteristics of digital computer.

(b) What is Operating System ? Explain the services provided by an Operating System.

(c) Explain the concept of Prototyping.

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

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

(i) SELECT

(ii) DELETE.

(b) What is MS-PowerPoint ? Explain its features.

(c) Explain the various security threats to information.

P.T.O.

3. Answer the following (any *two*) : [20]
- (a) What is System Development Life Cycle ?
  - (b) Explain the various data recovery methods.
  - (c) What is secondary storage device ? Explain any *two* secondary storage devices.
4. Answer the following (any *two*) : [20]
- (a) What is MS-Word ? Explain the features of MS-Word.
  - (b) Explain the concept of Cryptography.
  - (c) What is Normalization ? Explain the goals of normalization.
5. Answer the following (any *two*) : [20]
- (a) What is input device ? Explain any *two* input devices.
  - (b) What is ER Diagram ? Explain the types of Relationships.
  - (c) Explain the following DOS Commands :
    - (i) Format
    - (ii) Copy
    - (iii) Attrib
    - (iv) Del.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[4769]-3001**

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

**INTERNATIONAL BUSINESS ENVIRONMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

1. Explain the role of WTOs in Environmental Pollution. [16]

*Or*

Explain the criticism of WTO's role in Environmental Protection. [16]

2. What is the role of marketing in Sustainable Development ? [16]

*Or*

Explain the various aspects of Environmental Marketing. [16]

3. Describe the role of corporate sector in reducing greenhouse gases. [16]

*Or*

How does the trade in carbon credits function under the Kyoto Protocol ? Explain in detail. [16]

P.T.O.

4. Explain the term Environmental Ethics. What are the essentials for Environmental Ethics. [16]

*Or*

Explain the role of corporations in environmental management. [16]

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

- (a) Role of NGOs in Environmental Awareness
- (b) Need for Global Consensus
- (c) Carbon Offsets
- (d) Barriers to Eco-Consumerism
- (e) Green Products
- (f) Globalisation.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[4769]-3002**

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

**PRODUCTION AND OPERATIONS MANAGEMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

1. What is Production System ? Explain in detail types of production system.
2. Distinguish between production planning and production control.

*Or*

Define Maintenance. Explain in detail types of maintenance.

3. What is Questioning ? What are the questioning techniques ?

*Or*

Distinguish between Routing Scheduled Master production scheduled and production scheduled.

P.T.O.

4. What is plan layout ? What are the objectives and types of plan layout ?

*Or*

Distinguish between quality control and quality circle.

5. Write short notes on (any *four*) :
- (a) Standardization and simplification
  - (b) Concept of outsourcing
  - (c) ISO 9000 and ISO 20000
  - (d) Work study
  - (e) Activity sampling
  - (f) Work and rest circles.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[4769]-3003**

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

**INTERNATIONAL ECONOMICS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. What is International Economics ? Explain its nature, scope and importance. [15]

*Or*

Discuss in detail the Heckscher-Ohlin theory of International Trade. [15]

2. Explain in detail International Trade as an engine of economic growth. [15]

*Or*

What do you mean by Terms of Trade ? Explain the factors influencing the Terms of Trade of country. [15]

P.T.O.

3. What do you mean by Free Trade ? State and explain the arguments for and against Free Trade. [15]

*Or*

What do you mean by Protection Policy ? What are the arguments in favour and against the protection policy ? [15]

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

*Or*

Describe the objectives and functions of World Bank. [15]

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

- (a) Absolute Cost Advantage
- (b) Dynamic Gains from Trade
- (c) Non-Tariff Barriers
- (d) Inter-regional Trade and International Trade
- (e) Income Term of Trade
- (f) WTO : objectives.

Total No. of Questions—6]

[Total No. of Printed Pages—2

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**[4769]-3004**

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

**INTERNATIONAL MARKETING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

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

1. Define International Marketing. What are the different challenges and opportunities in International Marketing ? [16]
2. Define Marketing Channel. What underlying forces affect on choice of International Marketing Channels ? [16]
3. What is 'EXIM' Policy ? What are its objectives ? What incentives are offered by Government of India for its promotion ? [16]
4. What is 'Export Documentation' ? Explain the various documents to be prepared for an export transaction. [16]

P.T.O.

5. Define International Marketing. Explain the various International Marketing strategies in detail. [16]
6. Write short notes on (any *four*) : [16]
- (a) Overseas agents
  - (b) EXIM Bank
  - (c) Export Credit Guarantee Corporation (ECGC)
  - (d) Marine Insurance
  - (e) Uniform Pricing Vs. Market Pricing.

Total No. of Frages—5+6]

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[4769]-3005

**BFT/BBM (IB) (Sem. III) EXAMINATION, 2015**  
**FOREIGN LANGUAGE**  
**Paper I**  
**(German)**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

**Note :— Use of dictionary is not allowed.**

**Frage I. Übersetzen Sie ins Englische!**

**[12]**

A. Peter Winsley ist Ingenieur und kommt aus England. Er ist seit zwei Jahren verheiratet und wohnt mit seiner Frau Kate in Berlin. Kate ist Journalistin. Sie spricht Deutsch und Französisch. Peter macht am Wochenende einen Intensivsprachkurs und spricht auch schon gut Deutsch. Peter und Kate möchten Kinder haben. Aber im Moment ist für beide der Beruf sehr wichtig. Die Winsleys finden Berlin interessant. Sie gehen in die Museen und in Konzerte und Opern. Sie lieben klassische Musik.

B. Arnold Alois Schwarzenegger ( geb.1947) – seine Freundesagen Arnie – kommtaus Österreich, aus Thal in der Steiermark.Sein Hobby und seinBeruf in Österreich war Body Building.Er leb tseit 21 Jahren in Amerika. Er hat in Los Angeles Ökonomie studiert. Erspricht Deutsch, Englisch und einbisschen Spanisch: *Hasta la vista Baby* – einSatzausdemFilm „Terminator 2 “. Arnold Schwarzenegger ist verheiratet mit Maria Shriver. Siehabenvier Kinder. Die Familie wohnt in Kalifornien. Er war Filmstar, jetzt ist er Politiker: Gouverneur von Kalifornien. Eine fantastische Karriere!

**Frage II.Beantworten Sie die Fragen! ( Nur 5 )**

**[05]**

1. Was essen Sie gern?
2. Wo wohnen Sie?
3. Von wann bis wann haben Sie Deutschunterricht?
4. Was machen Sie am Sonntag?
5. Wiegroß ist Ihr Zimmer und welche Möbelstücke hat es?
6. Wie heißt die Hauptstadt von Österreich?

**Frage III. Wortschatz**

**A. Schreiben Sie die Zahlen ins Worte! ( Nur 5 )**

**[05]**

17, 22, 36, 81, 44, 93, 75

P.T.O.

**B. Ergänzen Sie Vokale! ( Nur 5 )** [05]

1. B\_ ch
2. K\_ l
3. F\_ßb\_ ll
4. T\_ r
5. T\_ sch\_
6. M\_ rg\_ n

**C. Was passt nicht? ( Nur 5 )** [05]

1. Cola, Bier, Saft, Heft
2. Mann, Frau , Kind, Brot
3. Deutsch, Italienisch, Polnisch, Frankreich
4. Kuli, Bleistift, Flizstift, Lineal
5. Haus, Wohnung, Bauernhaus, Straße
6. Schule, Universität, Institut, Küche

**D. Ordnen Sie zu!** [05]

- |                                     |                                      |
|-------------------------------------|--------------------------------------|
| 1. Möchten Sie essen?               | Sie stellt die Lampe neben das Sofa. |
| 2. Spielen Sie Tennis?              | Es liegt auf dem Tisch.              |
| 3. Wo liegt das Buch?               | Er dauert 3 Stunden lang.            |
| 4. Wie lange dauert der Film?       | Nein, ich spiele Volleyball.         |
| 5. Wohin stellt die Frau die Lampe? | Nein, ich habe keinen Hunger.        |

**Frage IV. Grammatik**

**A. Ergänzen Sie das Verb! (Nur 5)** [05]

(kaufen, fahren, schlafen, hören, tanzen, machen, hängen)

1. Die Lampe \_\_\_\_\_ über dem Tisch.
2. Was \_\_\_\_\_ du im Supermarkt?
3. Peter \_\_\_\_\_ oft Musik.
4. Die Freunde \_\_\_\_\_ in die Disko am Samstag Abend.
5. Kevin \_\_\_\_\_ bis 8 Uhr am Sonntag.
6. Ich \_\_\_\_\_ die Hausaufgabe immer.
7. Anja \_\_\_\_\_ nach Berlin am Wochenende.

**B. Bilden Sie Fragen!(Nur 5 )** [05]

1. Peter wohnt in Köln.
2. Das Buch kostet 7 Euro.
3. Ja, das Haus hat einen Garten.
4. Ich bin 20 Jahre alt.
5. Das Wohnzimmer von Andreas ist dunkel.
6. Meine Handynummer ist +49441234567.

**C.Ergänzen Sie den Artikel. ( bestimmt/unbestimmt/Nom/Akk)(Nur 5)**

[05]

1. \_\_\_\_\_ Sofa ist bequem.
2. \_\_\_\_\_ Frau ist Kellnerin.
3. Wir sehen \_\_\_\_\_ Film 'Titanic'.
4. \_\_\_\_\_ Auto ist schnell.
5. \_\_\_\_\_ Mann spricht sehr gut Spanisch.
6. \_\_\_\_\_ Stadt heißt Leipzig.

**D.Ergänzen Sie den Possesivartikel! ( Nur 5)**

[05]

1. Hans kommt aus Hamburg und \_\_\_\_\_ (er) Frau kommt aus Bonn.
2. Peter und Max, wo sind \_\_\_\_\_ (ihr) Bücher?
3. Ich und \_\_\_\_\_ (ich) Freundin sprechen immer auf Deutsch.
4. \_\_\_\_\_ (wir) Land ist sehr groß.
5. Peter, wo ist \_\_\_\_\_ (du) Auto?
6. Petra und Hanna tanzen sehr gut. \_\_\_\_\_ (sie) Lehrerin kommt aus Argentinien?

**E.Ergänzen Sie die Verben 'haben ' und 'sein' im Präteritum! ( Nur 5 Lücken) [05]**

1. Wo \_\_\_\_\_ Sie am Samstag?- In das Konzert
2. Im Jahr 1980 \_\_\_\_\_ Pune sehr klein.
3. \_\_\_\_\_ du einen Termin mit dem Chef gestern?
4. Wo \_\_\_\_\_ ihr im Winter? – Wir \_\_\_\_\_ in Italien.
5. Früher \_\_\_\_\_ Paula einen Job. Heute ist sie arbeitslos.

**Frage V.A. Lesen Sie den Text und beantworten Sie die Fragen!**

[08]

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. "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 5-122. 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.

[4769]-3005

**A. Bitte beantworten Sie die Fragen!**

[05]

1. Was macht Bernd?
2. Wie ist die Adresse von der neuen Wohnung?
3. Wie groß ist das Wohnzimmer?
4. Wie ist die Küche und der Flur?
5. Hat das neue Haus einen Garten?
6. Schreiben Sie 2 Feminin Nomen aus dem Text.

**B. Bitte kreuzen Sie richtig oder falsch an!**

[02]

- |  |         |        |
|--|---------|--------|
| 1. Die Wohnung von Kirsten ist im 2. Stock | Richtig | Falsch |
| 2. Der Esstisch ist im Wohnzimmer          | Richtig | Falsch |

**C. Schreiben Sie 2 Adjektive aus dem Text und geben Sie bitte Ihre Gegenteile!**

[01]

**Frage VB: Schreiben Sie 8 bis 10 Sätze über das Thema!**

[10]

Meine Wohnung ODER Mein Klassenzimmer ODER Mein Tagesablauf

[4769]-3005

(French)

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. Roger Duval arrive au standard de la société GDF. Il veut rencontrer M. Pilat, le directeur. M. Pilat n'est pas là. Il parle au standardiste.

M. Duval: Bonjour monsieur. Je voudrais parler à M. Pilat, s'il vous plaît.  
Le standardiste: \_\_\_\_\_ ?  
M. Duval: M. Duval.  
Le standardiste: \_\_\_\_\_ ?  
M. Duval: Eh bien, c'est pour notre dossier "Brésil".  
Le standardiste: \_\_\_\_\_ ?  
M. Duval: Ok. voici mon numéro de téléphone. J'attends son appel. C'est urgent.  
Le standardiste: \_\_\_\_\_  
M. Duval: Merci bien.  
Le standardiste: \_\_\_\_\_ . Au revoir.

OU

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

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

**Q.2. Grammaire et vocabulaire**

**A. Mettez au pluriel :** (4)

1. Tu achètes le billet.
2. Le touriste visite le monument.

**B. Mettez au négatif :** (4)

1. Nous aimons voyager par avion.
2. Il est journaliste.

**C. Complétez avec des prépositions :** (3)

1. Ils organisent une conférence \_\_\_\_\_ leurs collaborateurs.
2. Daniel travaille \_\_\_\_\_ EDF.
3. Xavier habite \_\_\_\_\_ Portugal.

**D. Complétez avec des adjectifs possessifs.** (3)

1. Il téléphone à \_\_\_\_\_ amis.
2. Mme Duval a une fille. \_\_\_\_\_ fille s'appelle Amélie.
3. Nous voyageons avec \_\_\_\_\_ directeur.

**E. Complétez avec des mots justes :** (2)

1. Un \_\_\_\_\_ est une maison meublée à louer à la campagne.
2. Un habitant de la Chine est \_\_\_\_\_.

**F. Dites vrai ou faux :** (3)

1. Il y a quatre saisons en France.
2. La capitale de la France est Lyon.
3. Un habitant de l'Australie est australien.

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

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

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

1. Diane (partir) pour New York demain.
2. Ils (aimer) manger dans l'avion.
3. L'informaticien (finir) son travail.
4. Le réceptionniste (faire) les réservations.

**I. Écrivez en mots:** (4)

84, 19, 50, 89.

**J. Quelle heure est-il?** (4)  
1.) 10.10 a.m. 2) 4.15 p.m.

**Q.3 .A. Répondez en français aux questions suivantes: (3 au choix)** (6)  
1. Quelle est votre nationalité?  
2. Comment s'appelle un habitant du Canada?  
3. Quelles langues parlez-vous?  
4. Nommez deux villes françaises.

**B. Reliez les deux colonnes** (4)

**A**  
1. Louis Dreyfus  
2. GDF – Suez  
3. E. Leclerc  
4. Métro

**B.**  
a) Eaux.  
b) Négoces et services.  
c) Transport en commun.  
d) Hypermarchés

**Q.4. Présentez lapersonne suivante** (5)

Nom :	Leparc
Prénom:	Bruce
Nationalité:	Française
Pays de résidence:	L'Allemagne.
Situation de famille:	Celibataire
Secteur d'activité professionnelle:	Automobile

**OU**

Nom :	Ofenstrü
Prénom:	Adela
Nationalité:	Suédoise
Pays de résidence:	La Belgique.
Situation de famille:	Célibataire
Secteur d'activité professionnelle:	Enseignement

**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. He likes to read.
2. Thanks for calling 04 31 31 24 98.
3. You have a meeting at 13.30.
4. I am in Paris.
5. Today, they have an appointment with Olivier Darmont.
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 :**

(4)

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.

**B. Donnez le contraire de : libre**

(1)

Total No. of Questions—5]

[Total No. of Printed Pages—4

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**[4769]-3006**

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

**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 calculators is allowed.

1. Define the term “Management Accounting”. Explain its need and importance.

*Or*

Distinguish between Financial Accounting and Management Accounting.

2. What do you understand by Financial Statement Analysis ?

*Or*

The following is the Trading and Profit & Loss Account of Zodiac Ltd. as on 31st March, 2014 :

P.T.O.

**Trading and Profit & Loss A/c as on  
31st March, 2014**

<b>Particulars</b>	<b>Rs.</b>	<b>Particulars</b>	<b>Rs.</b>
To Opening Stock	5,00,000	By Sales 20,10,00	
To Purchases	11,00,000	–Returns <u>10,000</u>	20,00,000
To Wages	3,00,000	By Closing Stock	6,00,000
To Factory Expenses	2,00,000		
To Gross Profit	5,00,000		
	<b>26,00,000</b>		<b>26,00,000</b>
To Administration Expenses	80,000	By Gross Profit	5,00,000
To Selling and Distribution Expenses	60,000	By Dividend	10,000
To Discount	5,000	By Profit on Sale	
To Depreciation	60,000	of Furniture	20,000
To Loss on Sale of motor car	5,000		
To Provision for Taxation	1,76,000		
To Net Profit	1,44,000		
	<b>5,30,000</b>		<b>5,30,000</b>
To Interim Dividend	15,000	By Net Profit b/f	2,71,000
To Balance to Balance Sheet	4,00,000	By Net Profit b/d	1,44,000
	<b>4,15,000</b>		<b>4,15,000</b>

You are required to redraft the above P&L A/c in a form suitable for analysis.

3. Define the term “Marginal Costing”. State the advantages and limitations of Marginal Costing.

*Or*

‘ABC’ Ltd., a manufacturing company, furnishes the following information :

<b>Year</b>	<b>Sales</b>	<b>Profit</b>
2012-13	Rs. 10,00,000	Rs. 2,00,000
2013-14	Rs. 12,00,000	Rs. 2,50,000

Find out :

- (a) Fixed Cost
  - (b) Break-even Point (BEP Sales)
  - (c) Sales required to earn a profit of Rs. 60,000
  - (d) Margin of safety for the year 2013-14.
4. Define the terms “Budgets” and “Budgetary Control”. State the objectives and limitations of Budgetary Control.

*Or*

The following particulars are extracted from the books of Z Ltd. working at 50% capacity level producing 5000 units.

<b>Particulars</b>	<b>Rs.</b>
Direct Material per unit	100.00
Direct Labour per unit	150.00
Chargeable Expenses per unit	50.00
Factory Expenses (20% fixed)	1,00,000

Electricity (40% variable)	60,000
Administration expenses (fixed)	1,50,000
Selling Expenses (80% variable)	1,00,000

You are required to prepare a flexible budget for 60%, 70% and 80% capacity.

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

- (i) Funds Flow Statement
- (ii) Current Ratio
- (iii) Profit-Volume Ratio
- (iv) Balance Sheet Ratio
- (v) Steps in Budgetary Control
- (vi) Scope of Marginal Costing.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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**[4769]-4002**

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

**FOREIGN EXCHANGE OPERATIONS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

(iii) *All* questions carry equal marks.

1. Write short notes on (any *two*) :
  - (a) Purchasing Power Parity
  - (b) FOREX Market
  - (c) FEMA (Foreign Exchange Management Act).
2. Explain the concept of Balance of Payment. State the causes of Disequilibrium in B.O.P.
3. State the meaning of Fixed and Flexible Exchange Rates. Explain the advantages of Fixed and Flexible Exchange Rates.
4. What is a Letter of Credit ? What are the different types of Letter of Credit (L/C) ? Explain in brief any *two* types of Letter of Credits.
5. What do you mean by Exchange Control ? State the objectives and methods of Exchange Control.
6. State various INCO Terms used in Import-Export transactions.

Total No. of Questions—7]

[Total No. of Printed Pages—1

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**[4769]-4003**

**BFT/B.B.M. (I.B.) (Fourth Semester) EXAMINATION, 2015**  
**INTERNATIONAL BUSINESS IN SERVICES SECTOR**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Attempt any 4 questions from remaining.

(iii) Figures to the right indicate full marks.

1. Define services. Discuss the broad classification of services, along with appropriate examples. [15]
2. State the pricing of the services. What are the approaches to pricing services ? [15]
3. Discuss growth of retailing in India. Also state forces governing Indian retailing. [15]
4. What is WTO ? Explain various issues related to WTO agreement. [15]
5. What are the various problems in International Trade in services. Discuss them in the terms of Indian scenario. [15]
6. Comment on the global transferability of services. State strategies of service firms to enter the global market. [15]
7. Write short notes on (any *four*) : [20]
  - (1) GAP analysis;
  - (2) Telecommunication services in India;
  - (3) Biotechnology services;
  - (4) Liberalization of services;
  - (5) Tourism service;
  - (6) Physical evidence.

Total No. of Questions—6]

[Total No. of Printed Pages—1

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**[4769]-4004**

**B.F.T./B.B.M. (I.B.) (Fourth Semester) EXAMINATION, 2015**  
**INTERNATIONAL AGRICULTURAL BUSINESS**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

(iii) Figures to the right indicate full marks.

1. Define International Agri Business. Explain the scope and importance of International Agri Business. [15]
2. Explain the constraints in export of processed food. [15]
3. Write a detailed note on Quota Restriction on Agro Products. [15]
4. What is Agri Marketing ? Explain its scope and importance. [15]
5. Write a detailed note on Product Range and Future Growth of Dairy Industry. [15]
6. Write short notes on (any *four*) : [20]
  - (a) Environmental advantage to Indian agro-products
  - (b) Sugar Industry
  - (c) Role of STC in import of essential commodities
  - (d) Factors affecting demand of agro-products
  - (e) International license for Food Industry.

Total No. of Questions—6]

[Total No. of Printed Pages—4

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**[4769]-4005**

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

**BUSINESS TAXATION**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

1. What is exempted income ? Explain specifically exempted income u/s 10 of Income Tax Act, 1961.
2. What are the different categories of Assessee according to their Residential status ?
3. Explain the following :
  - (a) State the provision relating to contribution to recognised provident fund.
  - (b) Functions of Central Board of Direct Tax.
4. Write short notes on (any *four*) :
  - (a) Income
  - (b) Perquisites
  - (c) Tax deducted at source
  - (d) Types of capital gains
  - (e) Advance Payment of Tax
  - (f) Concepts of Central Excise.

P.T.O.

5. Mr. Ashok owns three houses, particulars of which are as follows :

Particulars	House 'A'	House 'B'	House 'C'
	(Let out)	(SOH)	(SOH)
	Rs.	Rs.	Rs.
(a) Municipal Valuation	4,60,000	5,80,000	7,10,000
(b) Fair rent	4,70,000	5,70,000	7,20,000
(c) Standard Rent	4,80,000	5,65,000	7,30,000
(d) Unrealised Rent of the P.Y. (2014-15)	15,500	N.A.	N.A.
(e) Period of Vacancy	One Month	N.A.	N.A.
(f) Municipal Taxes at 10% of M.V.	Paid by tenants	Not Paid upto 31/3/2015	Paid by Ashok
(g) Construction completed on	10-4-2006	10-10-2010	10-5-2009
(h) Loan taken for construction on	16-11-2004	15-7-2006	2-10-2006
(i) Interest paid on Loan	1,70,000	1,70,000	1,70,000
(j) Annual Rent	3,78,000	—	—

Find out the income from House Property for the assessment year 2015-16.

6. Mrs. Pratiksha is working as an accountant in IDBI Bank, Pune. She has furnished the following details of her income for the year 2014-15 :

- (1) Basic Salary Rs. 50,000 p.m.
- (2) D.A. Rs. 14,000 p.m. (Not consider for retirement benefits)
- (3) Bonus Rs. 1,00,000
- (4) Entertainment Allowance Rs. 1,200 p.m.
- (5) Transport Allowance (For coming to office and going back to her residence) Rs. 1,200 p.m.
- (6) Received house rent allowance Rs. 4,000 p.m. from the employer, but she paid a rent of Rs. 6,000 p.m.
- (7) Personal Medical bill of Rs. 25,000 were reimbursed by the employer.
- (8) Her contribution to recognized provident fund is Rs. 45,000 and the employer contributes an equal amount.
- (9) The interest credited to R.P.F. account at 12% p.a. Rs. 18,000
- (10) Income from business Rs. 90,000
- (11) Income from house property Rs. 45,000
- (12) Interest on bank deposits received Rs. 13,000
- (13) Interest on Government securities Rs. 15,000
- (14) Income from units of U.T.I. Rs. 10,000

- (15) She paid donation to the Government for the promotion of family planning Rs. 10,000
- (16) She paid Life Insurance Premium Rs. 20,000 and tuition fees of her son Rs. 50,000.
- (17) Professional tax paid Rs. 2,500 p.a.
- (18) Medical Insurance Premium on the health of Dependent Mother (aged 65 years) Rs. 25,000
- (19) The employer has deducted tax at source Rs. 5,000 p.m. Compute the total income and tax payable by Mrs. Pratiksha for A.Y. 2015-16.

Total No. of Frages—5+6]

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[4769]-4006

BFT/BBM (IB) (Sem. IV) EXAMINATION, 2015  
FOREIGN LANGUAGE  
Paper II  
(German)  
(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

[5]

1. Wie ist das Wetter heute?
2. Nennen Sie zwei Körperteile!
3. Was macht ein Frisör?
4. Wo waren Sie im Urlaub?
5. Was trägt man im Winter?
6. Was essen Sie zum Frühstück?

Frage 2: Übersetzen Sie ins Englische!

[10]

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.

Monika Müller und Stefanie Wolf sind Computerexpertinnen und haben seit drei Jahren ein kleines Geschäft mit Reparatur-Werkstatt in Leipzig. Monika arbeitet im Verkauf und besucht oft Computermessen in Deutschland und im Ausland. Stefanie installiert Programme und repariert Computer.

Frage 3: Wortschatz

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

[5]

- (i) Ich arbeite im Restaurant und serviere die Gäste. Ich bin \_\_\_\_\_.
- (ii) Von Mai bis Juli haben wir kein College. Wir haben \_\_\_\_\_.
- (iii) Die \_\_\_\_\_ von Pune bis Mumbai mit dem Zug dauert 4 Stunden.
- (iv) Ich möchte Medikamente kaufen. Ich gehe zur \_\_\_\_\_.
- (v) Ich arbeite bei einer Bank. Ich bin \_\_\_\_\_.
- (vi) Ich habe keine Arbeit. Ich bin \_\_\_\_\_.

P.T.O.

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

- (i) einen Spaziergang \_\_\_\_\_
- (ii) viel Spaß \_\_\_\_\_
- (iii) Flugtickets \_\_\_\_\_
- (iv) einen Unfall \_\_\_\_\_
- (v) arbeiten und Geld \_\_\_\_\_
- (vi) eine Zigarette \_\_\_\_\_

**(c) Bilden Sie Sätze: (Nur 5)** [5]

- (i) der Film , wie, Sie, finden
- (ii) lernen, seit, ich, einem Jahr, Deutsch
- (iii) eine Reise, meine Firma, nach Berlin, organisieren
- (iv) der Computer, kaufen, zum Geburtstag, mein Freund
- (v) der Zug, um, fahren, wieviel Uhr
- (vi) der Tisch, sein, auf, das Buch

**(d) Welches Wort passt nicht?** [5]

- (i) Ei – Käse – Butter – Milch
- (ii) süß – sauer – spät – frisch
- (iii) Orange – Zwiebel – Apfel – Erdbeere
- (iv) Hose – Mode – Bluse – Schuh
- (v) Bäcker – Kollege – Automechaniker – Taxifahrer

**Frage 4: Grammatik:**

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

- (i) \_\_\_\_\_ wir hier unser Auto parken?
- (ii) Morgen fahre ich um 6 Uhr nach Delhi. Ich \_\_\_\_ heute früher schlafen.
- (iii) Meine Mutter \_\_\_\_\_ Sphagetti gut kochen.
- (iv) Sarah und Elizabeth \_\_\_\_\_ ins Kino gehen.
- (v) Im Klassenzimmer \_\_\_\_\_ die Studenten nicht essen.
- (vi) \_\_\_\_\_ du noch etwas essen?

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

- (i) das Wort laut sprechen (ihr)
- (ii) den Weg beschreiben (Sie)
- (iii) nicht zu Hause bleiben (du)
- (iv) keine laute Musik hören (Sie)
- (v) mir einen Kuli geben (du)
- (vi) nicht so viel arbeiten (ihr)

**(c) Ergänzen Sie das Perfekt: (Nur 5) [10]**

(erklären, gehen, machen, schreiben, spielen, kommen)

- (i) Gestern \_\_\_\_\_ wir Tennis \_\_\_\_\_.
- (ii) Erika \_\_\_\_\_ in die Bibliothek \_\_\_\_\_.
- (iii) Der Lehrer \_\_\_\_\_ das Wort gut \_\_\_\_\_.
- (iv) Mein Freund \_\_\_\_\_ eine Reise nach Amerika \_\_\_\_\_.
- (v) Im Unterricht \_\_\_\_\_ die Studenten einen Test \_\_\_\_\_.
- (vi) Der Bus \_\_\_\_\_ noch nicht \_\_\_\_\_.

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

- (i) \_\_\_\_\_ Montag haben wir ein Seminar im College.
- (ii) Der Bus fährt nur bis \_\_\_\_\_ Schule.
- (iii) Herr Hartmann arbeitet \_\_\_\_\_ Volkswagen.
- (iv) Der Fernseher steht \_\_\_\_\_ dem Tisch.
- (v) \_\_\_\_\_ 11 Uhr beginnt das Program.
- (vi) \_\_\_\_\_ Jahr 2014 gab es FIFA.

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

- (i) Das Haus hat einen klein\_\_\_ Garten.
- (ii) Das rot\_\_\_ Motorrad ist sehr schön.
- (iii) Ich habe eine alt\_\_\_ Schwester.
- (iv) Erika kauft den billig\_\_\_ Ring.
- (v) Ich habe viel\_\_\_ Gäste zu Hause.
- (vi) Ein groß\_\_\_ Foto von Michael Schumacher hängt an der Wand.

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

- (i) Michael kauft neue Schuhe.

- (ii) Ich finde den Anzug elegant.
- (iii) Hans ist Taxifahrer von Beruf.
- (iv) Wir gehen zum Bahnhof.
- (v) Von 11 bis 12 Uhr haben die Studenten Deutschunterricht.
- (vi) Am liebsten esse ich Nudeln.

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

**[10]**

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

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

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

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

**[4]**

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

**(b) Richtig oder Falsch?**

**[4]**

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

**(c) Schreiben Sie die Gegenteile:**

**[2]**

1. groß x \_\_\_\_\_
2. billig x \_\_\_\_\_

(French)

Time : Three Hours

Maximum Marks : 80

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

QI. Complétez le dialogue (UN au choix) :

(10)

Nathalie Marmont va chez un chocolatier pour acheter. Elle parle au chocolatier.

Le chocolatier : Madame, vous désirez ?

Nathalie : \_\_\_\_\_.

Le chocolatier : Lesquels voulez-vous?

Nathalie : \_\_\_\_\_.

Le chocolatier : Là-bas cè sont les chocolats aux lait classiques.

Nathalie : \_\_\_\_\_.

Le chocolatier : Ceux-là sont au thé vert et ceux-ci sont aux épices.

Nathalie : \_\_\_\_\_.

Le chocolatier : Ce sont des chocolats noirs. Vous voulez goûter ?

Nathalie : \_\_\_\_\_.

OU

A. M. Cousseau, directeur va en voyage d'affaires à Nice. Il vérifie son planning avec son secrétaire, Henri.

M. Cousseau : \_\_\_\_\_.

Henri : Vous partez demain matin par le vol de 7 h.

M. Cousseau : \_\_\_\_\_.

Henri : C'est un vol Air France. Embarquement à 6 h40 pour décollage à 7h 05.

M. Cousseau : \_\_\_\_\_.

Henri : Vous arrivez à Nice à 8 h 25.

M. Cousseau : \_\_\_\_\_.

Henri : Pour le retour, vous avez le vol à 18 h 20 et arrivée à Paris à 19 h 45.

M. Cousseau : \_\_\_\_\_

**Q.II. Grammaire et Vocabulaire:**

**A. Mettez au pluriel:**

(4)

1. J'emploie cet homme.
2. Cet appartement donne sur un parc.

**B. Donnez le féminin des mots soulignés:**

(2)

Le client allemand arrive demain.

**C. Donnez le contraire du mot souligné:**

(2)

1. Il va souvent à l'étranger.
2. Ce sac est plus élégant.

**D. Complétez avec de, du, de la, des, de l'... :**

(2)

1. Vous donnez \_\_\_\_\_ informations .
2. M. Tissot est directeur \_\_\_\_\_ société Alchémi.

**E. Complétez avec à, au, à la, aux, à l'...:**

(2)

1. Les Français arrivent \_\_\_\_\_ travail entre 8 h et 9 h.
2. M. Bruno travaille \_\_\_\_\_ temps partiel.

**F. Complétez avec des adjectifs démonstratifs:**

(2)

1. \_\_\_\_\_ train-ci va à Lyon.
2. Je prends \_\_\_\_\_ bouteille d'eau.

**G. Complétez avec des adjectifs possessifs:**

(2)

1. Vous prenez \_\_\_\_\_ repas à la cantine de la société.
2. Il part en vacances avec \_\_\_\_\_ amis.

**H. Choisissez la forme correcte du verbe:**

(3)

1. M. Chartier travail/travaille avec des horaires flexibles.
2. Tu viens / vient d'Allemagne.
3. Nous faites / faisons la cuisine.

**I. Mettez les verbes entre parenthèses au temps donné: (3)**

1. Elle (habiter – présent) à Nice.
2. Pierre (commander – futur) une salade de fruits.
3. Hussein (venir - présent) avec les clients?

**J. Trouvez l'object direct: (3)**

1. Elle choisit le steak.
2. Décrivez votre voyage.
3. On mélange les huiles végétales.

**K. Complétez le texte suivant avec les mots donnés ci-dessous: (2)**

(employés, total, taille, deux)

Quand on est invité on ne \_\_\_\_\_ pas la cuisine. \_\_\_\_\_ dans un repas informel, \_\_\_\_\_ peut aider l'hôte/l'hôtesse à porter les plats ou débarrasser la table à la fin du \_\_\_\_\_.

**L. Dites vrai ou faux: (3)**

1. Les cafés et les bistrotts sont types de restaurant.
2. La France est connue pour sa cuisine.
3. En France on peut travailler à temps partiel.

**M. Écrivez en mots: (2)**

65, 89

**N. Quelle heure est-il? (3)**

1.) 11h40 2.) 4.30 p.m. 3.) 12.15 p.m.

**Q.III (A) Répondez aux questions: (3 au choix) (6)**

1. Nommez deux pays francophones.
2. Quels vêtements portez-vous au collège?
3. À quelle heure arrivez-vous au collège ?
4. Quel plat conseillerez-vous à un Français en visite à votre ville ?

(B) Reliez les colonnes :

(4)

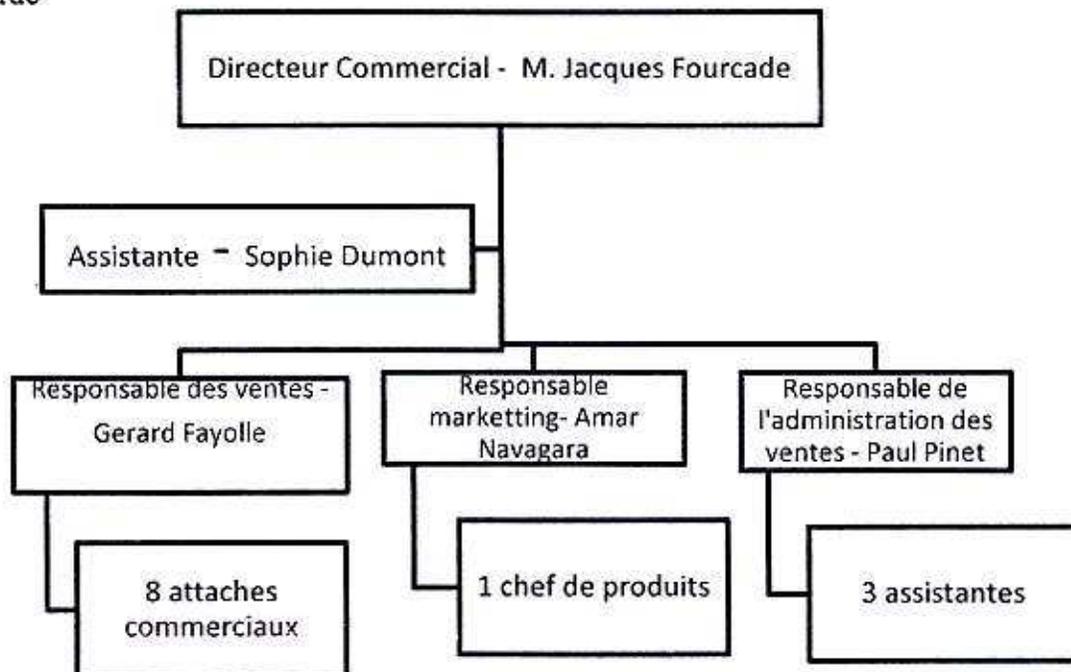
- | A                                   | B                   |
|-------------------------------------|---------------------|
| 1. Aubergines, courgettes, poivrons | (a) Maritime.       |
| 2. Une compagnie                    | (b) Le chocolat.    |
| 3. La mousse au chocolat            | (c) La ratatouille. |
| 4. Le chocolatier                   | (d) Un dessert      |

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

(5)

Voici l'organigramme de l'entreprise HXF. Ecrivez en forme de paragraphe.

érardé



OU

B. Décrivez le processus de faire des boîtes de conserves de petits pois. Pour cela utilisez les mots suivants

Laver, remplir, fermer, stériliser ...  
puis, maintenant, après ...

Q. V (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 supérieur 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 bag?
2. The mixture is heated.
3. The delivery came in the given time limit.
4. Do you want something else?
5. We employ 300 employees.
6. You will have a laptop.

**Q. VI Compréhension de texte :**

Pour mesurer la taille d'une entreprise, on utilise souvent deux critères : le chiffre d'affaires (le montant total des ventes) et le nombre d'employés (l'effectif).

Les TPE : les très petites entreprises (entreprises individuelles, artisans, commerçants, entreprises familiales) ont moins de 20 employés.

Les PME : petites et moyennes entreprises.

- Les petites entreprises ont moins de 50 employés.
- Les entreprises moyennes ont de 50-249 employés.

**A. Dites vrai ou faux**

**(3)**

1. On peut mesurer la taille d'une entreprise par l'effectif.
2. Le montant total des ventes, c'est aussi le chiffres d'affaires.
3. Un artisan est un TPE.

**B. Trouvez deux professions dans le texte.**

**(2)**