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

Seat
No.

[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**

Seat
No.

[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.

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**

Seat
No.

[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]

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 Internation Trade

(*e*) Income Term of Trade

(*f*) WTO : objectives.

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

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No.

[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]

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]   [Total No. of Printed Pages—8

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No.</td><td></td></tr>
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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, Plonisch, 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

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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.

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

(French)

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

Note :—   (1) *All* questions are compulsory.

         (2) Use of dictionary is not allowed.

Q.1. Complétez <u>UN</u> dialogue   (10)

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

M. Duval:	Bonjour monsieur. Je voudrais parler à M. Pilat, s'ilvousplaît.
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.

<u>OU</u>

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 reservations.

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	B.
1. Louis Dreyfus	a) Eaux.
2. GDF – Suez	b) Négoces et services.
3. E. Leclerc	c) Transport en commun.
4. Métro	d) Hypermarchés

Q.4. Présentez lapersonne suivante (5)

Nom :   Leparc

Prénom: Bruce

Nationalité: Française

Pays de résidence: L'Allemagne.

Situation de famille: Celibataire

Secteurd'activitéprofessionnelle: Automobile

OU

Nom :   Ofenstrü

Prénom: Adela

Nationalité: Suédoise

Pays de résidence: La Belgique.

Situation de famille: Célibataire

Secteurd'activitéprofessionnelle: 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)

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No.

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 :

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

Particulars	Rs.	Particulars	Rs.
To Opening Stock	5,00,000	By Sales 20,10,00	
To Purchases	11,00,000	–Returns 10,000	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		
	26,00,000		26,00,000
To Administration		By Gross Profit	5,00,000
Expenses	80,000	By Dividend	10,000
To Selling and		By Profit on Sale	
Distribution			
Expenses	60,000	of Furniture	20,000
To Discount	5,000		
To Depreciation	60,000		
To Loss on Sale			
of motor car	5,000		
To Provision for			
Taxation	1,76,000		
To Net Profit	1,44,000		
	5,30,000		5,30,000
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
	4,15,000		4,15,000

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 :

Year	Sales	Profit
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.

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

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No.

[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.

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**

[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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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.

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**]

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No.

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

[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.

(*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**

Seat
No.

[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.

[4769]-4003

Seat
No.

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

Seat
No.

[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

Seat
No.   **[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 Assessees 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.

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

Particulars	House 'A' (Let out)	House 'B' (SOH)	House 'C' (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.

Seat
No.

[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 _____ .

(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 <u>neue Schuhe</u>.

(ii) Ich finde den Anzug <u>elegant</u>.

(iii) Hans ist <u>Taxifahrer</u> von Beruf.

(iv) Wir gehen <u>zum Bahnhof.</u>

(v) <u>Von 11 bis 12 Uhr</u> haben die Studenten Deutschunterricht.

(vi) Am liebsten esse ich <u>Nudeln</u>.

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

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

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

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

(a) Beantworten Sie die folgenden Fragen! (nur 4) [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 cé 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 sécretaire, 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 donez _____ 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 invite 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 bistrots 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 college?

3. À quelle heure arrivez-vous au college ?

4. Quel plat conseillerez-vous à un Français en visite à votre ville ?
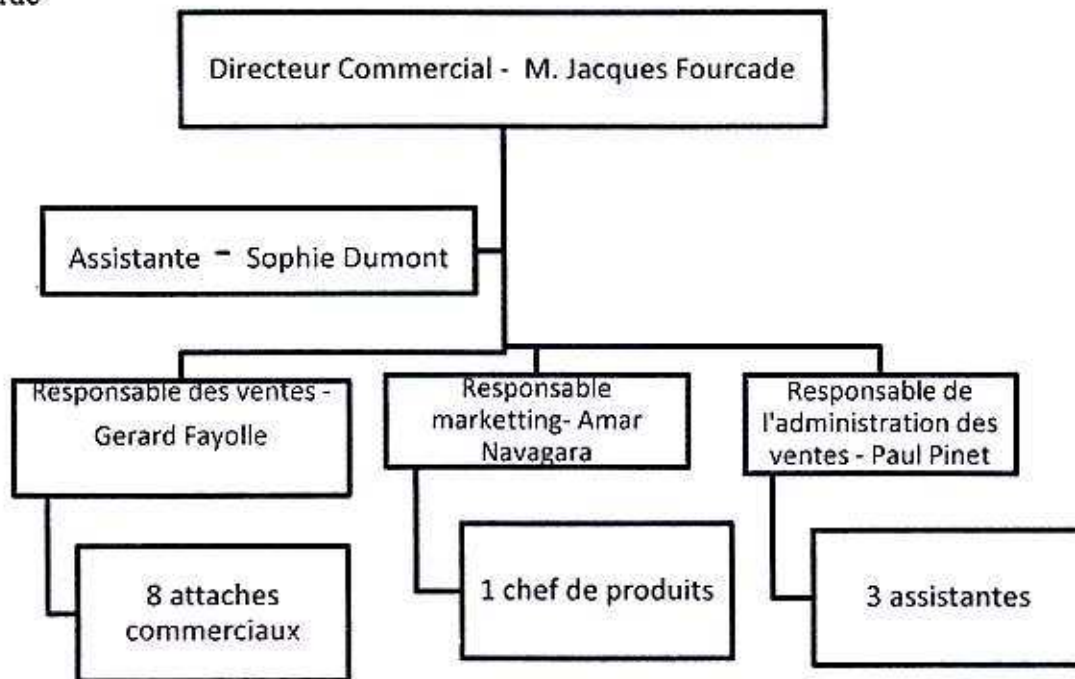
(B) Reliez les colonnes : (4)

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 paragaraphe.

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 enterprise, 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 enterprises (enterprises individuelles, artisans, commerçants, enterprises familiales) ont moins de 20 employés.

Les PME : petites et moyennes enterprises.

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

A. Dites vrai ou faux (3)

1. On peut mesurer la taille d'une enterprise 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)

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

Seat
No.

[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]

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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]   [Total No. of Printed Pages—1

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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.

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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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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		Deposits	55,000
losses	10,000	By Gift from friend	3,900
To Depreciation	25,000		
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 is 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]