[4669] - 1001

B.B.M. (I.B.) (Semester - I)
INDIAN BUSINESS ENVIRONMENT
(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :

1) ***All questions are compulsory.***

2) ***Figures to the right indicate full marks.***

Q1) Answer the following in 20 words each (Any ten).   **[20]**

a)   Define Business Environment

b)   Water bodies

c)   Technology

d)   Define Culture

e)   Infrastructure

f)   Causes of inflation

g)   Renewable Resources

h)   Physical Environment

i)   Characteristics of Indian Business Environment

j)   Labour Policy

k)   Traditions

l)   Industrial Sickness

m)   Legal Environment

Q2) Answer the following in 50 words each (Any two). **[10]**

a) Describe Regional Imbalance.

b) Explain Educational set - up in Business

c) Discuss Parallel Economy

d) Explain the role of chamber of commerce.

Q3) Answer the following in 150 words each (Any two). **[20]**

a) What are the limitations of non-renewable resources. Explain sustainable development.

b) Write a note on effects of mineral resources on business.

c) Explain the need of understanding social injustice.

d) What are the problems of growth.

Q4) Answer the following in 300 words each (any two). **[30]**

a) Explain unemployment in detail.

b) Discuss Physical Environment in detail.

c) Describe the need of environmental studies for business.

d) Express the relationship between business practices and government policies.

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[4669] - 1002

B.B.M (I.B) (Semester - I)

COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT

(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:

   1)   *Solve any four questions from Q.1 to Q.7.*

   2)   *Q.8 is compulsory.*

Q1) How communication is essencial for social activities? give suitable examples. **[15]**

Q2) "Listening is very important in communication". Explain the same with its advantages and give suitable examples. **[15]**

Q3) What is success? Explain the factors responsible for success. **[15]**

Q4) Discuss the importance of motivation to the workers in a factory? And explain factors leading to demotivation. **[15]**

Q5) Explain the importance of interpersonal relationship in the light of positive self esteem **[15]**

Q6) What is goal setting? Discuss how it is influenced by individual strength and weaknesses? **[15]**

Q7) Write order letter to M/S "Kalpak" trading company pune, from "Kala" trading company, Mumbai for placing order for office furniture. **[15]**

Q8) Write short notes (Any Four) **[20]**

    a)   Lay-out of a Business letter

    b)   SMART

    c)   Pillars of character

    d)   Art of listening

    e)   Causes of failure

    f)   Types of cross cultural barriers

    g)   Communication process

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[4669] - 1004

B.B.M. (I.B) (Semester - I)
BUSINESS ACCOUNTING
(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:

1) *All questions are compulsory.*

2) *Figures to the right side indicate full marks.*

3) *Use of calculator is allowed.*

Q1) 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.

   B) Answer in brief (Any Five). **[10]**

     a) What do you mean by Bad Debts?

     b) What do you mean by Goodwill?

     c) What is Conservatism?

     d) What are subsidiary books?

     e) Which transactions are recorded in the Purchase Book?

     f) What is Bank Reconciliation Statement.

     g) Explain the term accrued income.

Q2) Journalize the following transactions in the books of Mr. Ravindra :   **[16]**

March 2014

   1   Mr. Ravindra started business with Cash Rs. 4,50,000.

   4   Purchased goods on credit from Mr. Prashant Rs. 75,000.

   7   Opened an account in Bank of India and deposited cash Rs. 60,000.

  10   Sold goods to Umesh on credit Rs. 55,500.

  13   Purchased Furniture for cash Rs. 67,500.

  17   Paid to Mr. Prashant Rs. 37,500 by cheque.

  20   Goods distributed as free sample Rs. 750.

  30   Rent paid to Mr. Aman Rs. 9,000.

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

Enter the following transactions in Cash Book with Cash and Bank Column of Mr. Mandar for the month of April 2014.
April 2014

   1   Started business with cash Rs. 45,000.

   2   Opened a current account with bank and deposited Rs. 13,500.

   5   Received Rs. 7,275 for cash sales and discount allowed Rs. 75.

   6   Purchased goods of Rs. 4,500 at 10% cash discount. Half the amount was paid by cash and remaining by cheque.

   9   Received a crossed cheque for Rs. 11,600 from Megha Associates and discount allowed Rs. 100.

  12   Purchased machinery of Rs. 19,950 and paid for installation Rs. 1,050.

  15   Received a bearer cheque of Rs. 1,165 from Rahul in full settlement of his account Rs. 1,200.

  17   Deposited into the bank Rs. 3,000.

  20   Received Rs. 12,000 from Satish against goods sold.

  22   Received a bearer cheque from Vinod Rs. 3,345.

  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. 990.

  30   Withdrawn from bank for office use Rs. 1,500.

Q3) 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

Particulars	Debit Rs.	Credit Rs.
Insurance	1,500	
Discount	750	600
Postage and Telegram	2,250	
Salaries	42,000	
Debtors and Creditors	49,500	51,000
Wages	18,000	
Opening Stock	30,000	
Carriage inward	6,750	
Returns	4,200	6,900
Purchase and Sales	1,44,900	2,26,200
10% Bank Loan (Taken on 1st Oct. 2013)		90,000
Plant and Machinery	30,000	
Buildings	1,20,000	
Drawings	6,000	
Capital		75,000
Office Rent	3,000	
R.D.D.		1,500
Bad Debts	900	
Bank Overdraft		13,800
Cash in Hand	5,250	
Total	**4,65,000**	**4,65,000**

Adjustments :

1) Stock on 31st March 2014 was valued at Rs. 48,000.
2) Depreciate Plant and Machinery at 10% p.a., Building at 5% p.a.
3) Wages include Rs. 3,000 paid to worker as advance.
4) Salary Rs. 3,000 and Office Rent Rs. 600 were outstanding.
5) Create R.D.D. on debtors Rs. 2,100.

Q4) A) From the following ledger balances of Mr. Jay, you are required to prepare Trial Balance as on 31ˢᵗ March 2014 : **[8]**

Particulars	Rs.	Particulars	Rs.
Capital	1,50,000	Purchases	2,85,000
Drawings	4,500	Sales	4,56,000
Opening Stock	68,700	Sales Return	11,100
Salaries	51,000	Debtors	1,05,600
Creditors	96,300	Furniture	36,000
Rent and Taxes	1,800	Insurance	2,400
Discount Received	300	Cash in Hand	14,700
Machinery	1,20,000	Printing & Stationery	1,800

B) On 31ˢᵗ December, 2013 the Passbook of Mr. John showed a credit balance of Rs. 15,000. On comparing the Passbook with Cash Book following differences were discovered : **[8]**

a) Cheques deposited with the bank on 27ᵗʰ December, 2013 but collected by bank on 5ᵗʰ January, 2014 Rs. 6,000.

b) Bank paid Electricity charges Rs. 270 directly, not appear in the Cash Book.

c) Cheque issued Rs. 2,250 but not presented to the Bank for payment.

d) Bank credited interest on Fixed Deposit Rs. 375 and has charged Rs. 75 for dishonour of the cheque. These transactions do not appear in the Cash Book.

e) The debit column of Bank in the Cash Book is under cast by Rs. 150.

Q5) Explain in brief the provisions of Companies Act, 1956 in respect of Final Accounts of a limited company. **[8]**

OR

Write short notes (Any Two) :

a) Dual Aspect Concept and Consistency Concept.

b) Features of Accounting Software Packages.

c) Fixed Instalment Method of Depreciation.

d) Foreign Branch.

[4669] - 1005

B.B.M. (I.B.) (Semester - I)
PRINCIPLES AND PRACTICE OF MANAGEMENT
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) *All questions are compulsory.*

2) *Figures to the right indicate full marks.*

Q1) What is 'Management' ? Explain the nature and scope of management. **[15]**

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

Define the 'Management' Discuss the functions of management.

Q2) Discuss the Indian Management thought and contribution of C.S. Prahlad to Indian management thought. **[15]**

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

Discuss in detail Maslow's Hierarchy of need Theory.

Q3) Define planning? Explain importance and steps in planning. **[15]**

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

Explain Leadership? Discuss various styles and functions of leader.

Q4) What is strategic management? Explain the role of different strategies **[15]**

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

What is co-ordination? State it nature and importance.

Q5) Write short notes (Any Four) [20]

    a) Social Responsibility of Management

    b) Management of crisis

    c) Stress management

    d) International management

    e) Need of forcastings

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[4669] - 1006

B.B.M (I.B) (Semester - I)

BUSINESS MATHEMATICS

(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) *All questions are compulsory.*

2) *All Figures to the right indicate full marks.*

3) *Use of pocket calculator is allowed.*

4) *Mobile calculators are not allowed.*

Q1) Attempt any four of the following   **[4 × 4 = 16]**

i) Three television sets were sold through an agent for Rs. 20000/-, 16800 and Rs.15000 respectively. The rate of commission were 15% on the first & 12% on the second. if on the whole the agent received a commission of 14% find commission on third television set.

ii) A house is sold at 25% profit the amount of brokarage at 3/4% comes to Rs.5250 find cost of house.

iii) Milind sold two machines at Rs. 990 each. he gained 10% on one and on other he lost 10% find percentage profit or loss in the total transactions.

iv) A sum of ages of a father and his son is 70 years after ten years their ages would be in the ratio 4:2 find their Present ages.

v) Define the terms.

a) Simple Interest

b) Market price

c) Stock Exchange

d) Selling price & commission

vi) A certain job can be completed by 12 men in 30 days how long would 18 men make to perform an identical job.

Q2) Attempt any four of the following. **[4 × 4 = 16]**

   i)   Find the amount of an annuity of Rs.200 payable quarterly for 3 years at 16% p.a.

   ii)   Aditya deposits Rs. 20000 in a bank at 15% p.a. to give scholarship to needy students every year. Find the amount of yearly scholarship.

   iii) How long will a sum of money take to double itself at 5% compound Interest.

   iv) A set of chairs is available for Rs.1600 cash or for Rs.1000 cash down payment and Rs.645 to be paid after size months in one Installments. Find the rate of interest charged under the installment scheme.

   v)   Define

       a)   Continued proportion

       b)   Direct proportion

       c)   Inverse proportion

       d)   Inverse variation

       e)   Joint variation

   vi) A four wheelar manufacturing company sells a car costing Rs. 44000 on installment basis by charging EMI Rs.4500 for one year find flat rate of interest

Q3) Attempt any four. **[4 × 4 = 16]**

   i)   If $A = \begin{bmatrix} 2 & 1 \\ 3 & 2 \end{bmatrix}$ show that $A^2 = 4A - I$

   ii)   Evaluate $\begin{vmatrix} 3 & 4 & 5 \\ 5 & 3 & 4 \\ 4 & 5 & 3 \end{vmatrix}$

   iii) With suitable examples illustrate the term matrices what are different types of matrices.

iv) Suhas invested Rs.13568 in 7% shares at Rs 106 and Rs 12648 in 11% shares at Rs 124. What is the total income of suhas at the end of year

v) Find the domain & range of the following functions

   a) $\dfrac{x^2}{1+x^2}$ b) $\sqrt{9-x^2}$

vi) Define the terms
   a) Loss   b) Cash discount   c) Brokarage
   d) Stock Exchange with example

Q4) Solve any four of the following.   **[4 × 4 = 16]**

i) Write down the cost function revenue function and profit function, For a new product a manufacture sets up an infrastructure which cost him Rs. 150000. The available cost (labour material etc) is estimated at Rs.125 for each unit of the product. The sale price is fixed at Rs.16.

ii) If f(x) = |3x - 1| find the values of x for which f(x) = f(2x - 3).

iii) Define function & their types write any three in detail

iv) Draw the graph of the following function y = x².

v) If $A = \begin{bmatrix} -3 & -2 & 6 \\ -5 & 6 & 9 \\ 2 & 7 & 3 \end{bmatrix}$ $B = \begin{bmatrix} 8 & -2 & 5 \\ -3 & 6 & 1 \\ -7 & 4 & 3 \end{bmatrix}$ Find 2A - 3B & AB + BA

vi) Find inverse of $P = \begin{bmatrix} 5 & -8 \\ -10 & 16 \end{bmatrix}$

Q5) Solve any two of the following: **[2 × 8 = 16]**

i) Calculate monthly installment to repay the loan of Rs.1,00,000 in 5 years at the rate of 12% p.a. by
   a) Flat interest rate   b) Reducing balance method

ii) Mr. Sandeep purchased 50 shares of Rs.100 each at Rs.120 per share company declared 10% dividend find the total income of Sandeep & return on his investment.

iii) Find the rate of compound interest if Rs.8000 amount to Rs.10272 in 3 years.

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[4669] - 101

B.B.M. (I.B.) (Semester - I)
INDIAN BUSINESS ENVIRONMENT
(2008 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*
Instructions to the candidates:
    1)   *All questions are compulsory.*
    2)   *Figures to the right indicate full marks.*

Q1) Answer in 20 words each : (Any Ten)   **[20]**

    a)   Define Business

    b)   Poverty

    c)   Inflation

    d)   Resources

    e)   Define Environment

    f)   Unemployment

    g)   Noise Pollution

    h)   Ecology

    i)   Technology

    j)   Political Environment

    k)   Weather

    l)   Define Tradition

    m) List down two effects of Global Warming

Q2) Answer in 50 words each: (Any Two)   **[10]**

    a)   Describe parallel economy.

    b)   Effects of Noise pollution.

    c)   Explain importance of Mineral Resources for business development.

    d)   Explain in brief about Green House effect.

Q3) Answer the following in 150 words each : (Any Two)   [20]

    a)   State various strategies to conserve Natural Resources.

    b)   Discuss causes of poverty.

    c)   Discuss about the environmental issues related to business.

    d)   Write a note on a Renewal and Non-Renewalde Resources.

Q4) Answer the following in 300 words each : (Any Two)   [30]

    a)   What are different types of Unemployment?

    b)   Explain Environment of Indian Business.

    c)   Discuss causes and effects of Regional Imbalance.

    d)   Describe how political and social set-up affects Business?

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[4669] - 102
B.B.M. (I.B.) (Semester - I)
COMMUNICATION SKILLS AND PERSONALITY
DEVELOPMENT
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) *Solve any four questions from Q.1 to Q.7.*
2) *Question no. 8 is compulsory.*

Q1) How can Informal communication contribute to develop healthy environment in the organisation? Explain with suitable examples. **[15]**

Q2) Explain the guidelines for effective communication and discuss various barriers for same. **[15]**

Q3) Define Motivation. Discuss the Internal and External Motivation. **[15]**

Q4) Define Personality Development. Explain the determinants of personality.**[15]**

Q5) Give brief explanation of success and failure. Discuss the Do's and Dont's of success and failure. **[15]**

Q6) Define Leadership. Explain qualities of a successful Leader. **[15]**

Q7) What is Mannerism? Discuss the good manners and Etiquettes with suitable example. **[15]**

Q8) Write short notes. (Any Four) **[20]**

    a) Body Language

    b) Lateral thinking

    c) Creativity

    d) Time management

    e) Silence as means of communication

    f) Assertiveness

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[4669] - 104

B.B.M. (I.B.) (Semester - I)
BUSINESS ACCOUNTING
(2008 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:
   1) All questions are compulsory.
   2) Figures to the right indicate full marks.
   3) Use of Calculator is allowed.

Q1) A) Fill in the blanks.   **[5]**
   a) Money value or reputation of business is known as _____.
   b) Accounts must be honestly prepared and it must disclose all material information is known as _____.
   c) Cash purchases of goods should be credited to_____.
   d) Entry for bad debts is recorded in the _____.
   e) A list of balances of all the accounts in ledger is called_____.

   B) State whether the following statements are true or false.   **[5]**
   a) Balance Sheet is a statement and not an account.
   b) Depreciation is the process of valuation of assets.
   c) A Trial balance does not ensure accounting accuracy.
   d) A cash book is both journal as well as ledger.
   e) Drawings made by the proprietor increases capital account balance.

   C) Write the word/term/phrase which can substitute each of the following statement.   **[5]**
   a) The method of depreciation under which depreciation is calculated on balance amount.
   b) Statement showing financial position of business.
   c) The amount paid to owner/author of book copyright for the use of book.
   d) Subsidiary book in which only credit purchases of goods is recorded.
   e) Type of an asset on which depreciation is provided.

D) Answer in one sentence each. **[5]**
    a) What is depreciation?
    b) What is capital?
    c) What is entity concept?
    d) What is real account?
    e) What is the rule for Nominal account?

Q2) From the given Trial Balance of Mr. Rohit Zende, prepare Trading and Profit and Loss account for the year ended 31st March 2007 and Balance Sheet as on that date. **[20]**

Trial Balance as on 31st March, 2007		
Particulars	**Debit Rs.**	**Credit Rs.**
Opening stock	10,000	
Purchases	60,000	
Wages	7,000	
Carriage	2,500	
Salaries	4,500	
Printing & stationery	3,100	
Advertisement	1,000	
Bad debt	2,000	
Discount allowed	3,400	
Debtor	16,000	
Bills receivable	12,000	
Building	30,000	
Machinery	40,000	
Cash in hand	8,400	
Lease hold premises	20,000	
Drawings	4,800	
Depreciation on building	2,000	
Depreciation on machinery	4,000	
Creditors		25,000
Bank loan		30,000
Sales		1,22,000
Reserve for doubtful debts		700
Capital		45,000
Commission		5,000
Discount received		3,000
Total	**2,30,700**	**2,30,700**

Adjustments :

1. Cost price of closing stock was Rs.21,000 while its market price was Rs.24,000

2. Outstanding expenses were salary Rs.500, wages Rs.600 and interest on bank loan Rs. 2,000.

3. R.D.D.is to be maintained at 5 % on debtors.

4. Sales included Rs.2,000 sales of old news paper.

5. Leasehold premises are to run for 10 years.

Q3) Journalize the following transactions in the books of Mr. Gulab for the month of June 2013. **[15]**

1 Started business with Cash Rs.4,00,000, Goods worth Rs.20,000 and Computer Rs.40,000.

4 Paid into Dena Bank Rs.2,00,000.

8 Bought goods on credit from Mona Rs.16,000 at 6% Trade discount.

12 Sold goods to Nayana of Rs,16,000 at 5% Trade discount.

26 Paid house rent Rs.4,000.

29 Sold goods worth Rs.20,000 to Divakar who paid us Rs.12,000 on account.

30 Paid for Postage Rs. 10,000.

OR

Record the following transactions of Omkar in Cash Book with Cash and Bank column for the month of April 2011.

1 Cash balance Rs. 34,000 and Bank overdraft Rs. 11,000.

3 Purchased goods of Rs. 23,000 at 3 % cash discount.

6   Received a bearer cheque for Rs. 12,880 from Mr. Rohan in full settlement of his account Rs. 13,000.

9   Paid by cheque for purchase of 200 shares of Western limited of Rs. 100 each at Rs. 110 each.

11   Sold goods to Deepak Rs. 10,000 and received half the amount immediately at a discount 5%

14   Deposited into bank Rs. 8,000.

15   Received crossed cheque of Rs. 28,000 from Gaytri Traders.

Q4) On the 1st April 2003 a firm purchased a machinery for Rs.4,00,000 on 1st October in the same year new machinery was purchased for Rs.2,00,000. On 1st October 2004 machinery purchased on 1st April 2003 was sold for Rs.1,80,000. On 1st October 2005 additional new machinery was purchased for Rs.5,00,000. The firm provides depreciation on machinery at 10% under Straight line method on 31st March every year. Show machinery account Depreciation account for three years ending up to 31st March 2006. **[15]**

Q5) Explain the objectives of financial accounting. **[10]**

OR

Write short notes (Any Two) :

a)   Transfer pricing

b)   Accounting Standard

c)   Accounting Policy

d)   Subsidiary Books

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[4669] - 105
B.B.M. (I.B.) (Semester - I)
PRINCIPLES AND PRACTICE OF MANAGEMENT
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:
  1)   All questions are compulsory.
  2)   Figures to the right indicate full marks.

Q1) What is management? Discuss management as social system concepts- **[15]**

OR

Explain various Approaches to management.

Q2) What is organising? Explain types of organisitions. **[15]**

OR

Define Co-ordination. Explain need and Importance of Co-ordination.

Q3) What is Strategic Management? Explain what are classes of Dicisions in strategic management? **[15]**

OR

Distinguish between stress management and total quality management.

Q4) What is Delegation of Authority? Discuss Difficulties in delegation of Authority.

[15]

OR

What are the Social Responsibility of Management?

Q5) Write Short Notes (any four) :

[20]

a) Functions of management

b) Advantages of planning

c) Importance of communication

d) Process of controlling

e) Management of change

f) Henri Feyol

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[4669]-106

B.B.M. (I.B) (Semester - I)
BUSINESS MATHEMATICS
(2008 Pattern)

Time :3 Hours]   *[Max. Marks :80*

Instructions to the candidates :

    1)   *All questions are compulsory.*

    2)   *All figures to the right indicate full marks.*

    3)   *Use of pocket calculator is allowed.*

    4)   *Mobile calculators are not allowed.*

Q1) Solve any four   **[4 × 4 = 16]**

    a)   Explain terms & formulae of cost price, profit, loss & selling price.

    b)   The sum of present ages of persons is 66 years. Five years ago their new ages were in the ratio 4:6:7. Find their present ages.

    c)   The rate of commission is increased from 5 to 8% still his income (agents income) remains the same. Find percentage change in his sales.

    d)   A sum of money is borrowed on 5th May & is repaid on 11th of July in the same year. If simple interest paid is Rs 100 @ 4% p.a. Find sum borrowed.

    e)   A student finishes a book by reading 30 pages per day in 16 days. If he want to finish.

    f)   The ratio of prices of two houses was 4:5 two years later when prices of first has risen by 10% and that of the second by Rs. 6000 the ratio became 11:15. Find the new prices of the houses.

Q2) Attempt any four   **[4 × 4 = 16]**

    a)   Anita buys 10 shares of Rs. 100 each at Rs. 125 of a company. If the company pays a dividend at 12% what is the return on investment?

    b)   Find the compound interest on Rs. 10000 at 10% for 3 years.

c) Cost price of an article is Rs. 2000 what should be the market price in order to earn 20% profit after allowing 4% discount.

d) Explain simple interest & compound interest & write their formulae.

e) Siddhi purchase 100 chairs for Rs. 5000 she paid for transport 300 Rs. cortage & hamali Rs. 200 at what price each chair should sold to earn a profit of 25%.

f) What is the purchase price of a perpetuity of Rs. 1500 per year at 10% p.a.

Q3) Attempt any four   [4 × 4 = 16]

a) What is stock exchange face value market value dividend & Bonus share.

b) Evalute the following.

$$\begin{vmatrix} 4 & -3 & 2 \\ 1 & 2 & 1 \\ 3 & 1 & -2 \end{vmatrix}$$

c) Ankit purchase a share of Rs. 100 for Rs. 125 After getting dividend of 20% he sold the share for Rs. 150 Find return on investment.

d) Find the adjoint of the matrix $A = \begin{bmatrix} 4 & 3 \\ 7 & 5 \end{bmatrix}$

e) Define matrices. Write any 3 types in detail.

f) Find the range & domain of the following

i) $\dfrac{x^2}{1+x^2}$ ii) $\sqrt{9-x^2}$

Q4) Solve any four   [4 × 4 = 16]

a) Draw graph of the following function

   $f(x) = 3 + 2x$ when $x > 0$

b) What is function. What are different methods of representing a function. Write any one in detail.

c) If $A = \begin{bmatrix} 2 & 1 & 2 \\ -3 & 4 & 0 \end{bmatrix}$ $B = \begin{bmatrix} 1 & -2 & 3 \\ 2 & -1 & 1 \end{bmatrix}$ find the matrix C. Such that $A + B + C$ is a zero matrix.

d) Prove that $\begin{vmatrix} x+z & x & x \\ y & z+x & y \\ z & z & x+y \end{vmatrix} = 4xyz$

e) Show that function $f(x) = x^2 + 2x + 1$ is increasing in $[1,20]$

f) Draw graph of $\dfrac{x}{4} + \dfrac{y}{3} = 1$

Q5) Solve any two   **[2 × 8 = 16]**

a) A sum of money amount to Rs. 2812.16 in 3 years and to Rs. 3041.50 in 5 years find the sum & rate of interest.

b) Which investment is better.

    i)   A share at Rs. 600 with 100% dividend.
    ii)   A share at Rs. 185 with 30% dividend.

c) If EMI of some amount for the time span of 15 yrs at the rate of 11.25 p.a. on the beginning of each year is Rs. 5874.5 then find out loan.

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[4669]-2003
F.Y. B.B.M. (I.B) (Semester - II)
MACRO ECONOMIC ANALYSIS
(2008 & 2013 Pattern)

Time :3 Hours]   *[Max. Marks :80*
Instructions to the candidates :

1) *Question No. 1 is compulsory.*
2) *Attempt any FOUR from the rest.*
3) *Figures to the right indicate full marks.*
4) *Draw neat diagrams where necessary.*

Q1) Write short notes on any FOUR :   **[20]**

a) Inflation.

b) Autonomous & Induced Investments.

c) Paradox of Savings.

d) APC & MPC.

e) Definition of Money.

f) Pigou's Equation of Cash Balance Approach.

Q2) What is demand pull inflation? What are the factors causing it?   **[15]**

Q3) Explain the working of the Foreign Trade Multiplier.   **[15]**

Q4) What is a consumption function? Explain the factors affecting it.   **[15]**

Q5) Explain Keynes' Theory of Income & Employment in detail.   **[15]**

Q6) Explain the Cash Balance Approach in detail.   **[15]**

Q7) Define Macro Economics & explain its nature & scope.   **[15]**

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[4669]-2005
B.B.M. (I.B.) (Semester - II)
BUSINESS STATISTICS
(New) (2013 Pattern)

Time :3 Hours]   *[Max. Marks :80*

Instructions to the candidates :

 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks.*
 3) *Use of calculator is allowed.*
 4) *Graph paper will be supplied on demand.*

Q1) Attempt each of the following :   **[5 each]**

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

 b) Explain the concept of dispersion. State different absolute and corresponding relative measures of dispersion.

 c) The following frequency distribution relates to the monthly profit of 100 trading firms.

Profit (Rs. '000)	0-50	50-100	100-150	150-200	200-250
No. of firms	17	19	26	22	16

 Draw a histogram to represent above frequency distribution. Also determine mode graphically.

 d) A manufacturer produces bicycles and tricycles each of which must be processed through two machines A and B. Machine A has maximum of 120 hours available and machine B has maximum of 180 hours available. Manufacturing of bicycle requires 4 hours on machine A and 10 hours on machine B. Whereas tricycle requires 6 hours on machine A and 3 hours on machine B. If profits are Rs. 65 for bicycle and Rs. 45 for a tricycle, formulate this as Linear programming problem so as to maximize profit.

Q2) a) Two salesmen A and B are involved in marketing of an industrial product. The following table relates to the number of orders booked by them on 5 days. **[10]**

Day \ Salesman	Mon	Tue	Wed	Thu	Fri
A	28	9	8	5	4
B	18	9	6	5	3

   i) Which salesman booked more orders on an average? Justify.
   ii) Which salesman is consistent with respect to number of orders booked? Justify.

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

In order to study productivity of workers in an industry, ten workers were selected at random and their scores in aptitude test and productivity indices were compiled. A random sample of 10 workers provided the following information.

Aptitude Score (X)	60	62	65	70	72	48	53	73	65	82
Productivity index (Y)	68	60	62	80	85	40	52	62	60	81

   i) Calculate coefficient of correlation between X and Y.
   ii) Estimate productivity index for a worker whose aptitude score is 75.

   b) Define the following terms with reference to Linear Programming Problem. **[5]**
   i) Decision variables.
   ii) Objective function.
   iii) Constraints.
   iv) Feasible solution.
   v) Optimum solution.

Q3) a) i) The following table shows the distribution of 65 firms according to their annual sales. The mode of the distribution is 33.5 (lakh Rs.). Calculate the missing frequencies. **[5]**

Annual sales (lakh Rs.)	0-10	10-20	20-30	30-40	40-50	50-60
No. of firms	4	16	–	20	–	5

   ii) Draw a Pie-diagram for the following data : **[5]**

Mode of transport	Bus	Train	Aeroplane	Taxi	Own vehicle
No. of passengers	1500	2000	250	750	500

   i)   Solve the following Linear Programming problem by graphical method. **[6]**

Maximize $Z = 5X + 3Y$

Subject to :

$$3X + Y \leq 12$$
$$X + 2Y \leq 14$$
$$X + Y \leq 8$$
$$X, Y \geq 0$$

   ii)   The mean weekly salary paid to 300 employees of a firm is Rs. 1470. There are 200 male employees and the remaining are females. If mean salary of males is Rs. 1505, obtain mean salary of females. **[4]**

b) What do you mean by correlation? Explain positive and negative correlation with one illustration of each. **[5]**

Q4) a) i)   Following data relates to the heights (in cms) of 30 individuals.

150, 146, 131, 149, 133, 142, 155, 137, 136, 135,
165, 157, 127, 137, 142, 133, 151, 145, 131, 137,
151, 156, 151, 143, 148, 165, 166, 172, 170, 174.

Prepare a frequency distribution for above data by taking classes 125-135, 135-145 etc.

Also obtain less than and more than cumulative frequency distribution for the same. **[8]**

   ii)   Are the data n = 10, $\Sigma x^2 = 400, \bar{x} = 7$ consistent? Justify. **[2]**

   i)   Following is the distribution of sales (in thousand Rs.) of shops on street in a city. **[6]**

Sales (in thousand Rs.)	0-10	10-20	20-30	30-40	40 & above
No. of shops	14	25	27	24	15

Compute Quartile Deviation for the above frequency distribution.

   ii)   On each of the 10 observations on two variables X and Y, the following summations were obtained. **[4]**

$\Sigma x = 50, \Sigma y = 40, \Sigma x^2 = 450, \Sigma xy = 250$. Obtain the regression equation of y on x.

b) Define Arithmetic Mean and state its any two merits and demerits. **[5]**

Q5) a) i) The following data relates to the lifetime in years of 50 refrigerators of a certain company. **[7]**

Life (in years)	0-2	2-4	4-6	6-8	8-10
No. of refrigerators	6	17	14	8	5

Find Arithmetic Mean and Median for the above data.

ii) State any three properties of regression coefficients. **[3]**

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

i) Following is the frequency distribution of weights (in lbs.) of 80 students. **[5]**

Weight (in lbs)	No. of students
100-109	7
110-119	15
120-129	18
130-139	20
140-149	12
150-159	8

1) State method of classification.
2) Obtain class boundaries of second class.
3) Obtain frequency of fourth class.
4) Obtain class width of fourth class.
5) Find number of students having weight between 120 (lbs) to 149 (lbs).

ii) Attempt each of the following : **[5]**

1) State the function used in MS-Excel to compute Arithmetic Mean.
2) State the function used in MS-Excel to compute variance.
3) Let $X - 3Y = 7$ be a regression line of Y on X. Find regression coefficient of Y on X.
4) If regression coefficient of Y on X and X on Y is 0.8 and 0.45 respectively, find correlation coefficient between X and Y.
5) Define Karl-Pearson's correlation coefficient.

b) Describe the applications of Statistics in Economics and Industry. **[5]**

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[4669] - 2006
F.Y. B.B.M. (I.B) (Semester - II)
206 : IT IN BUSINESS OPERATIONS
(New 2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:

   1)   *Attempt any four questions.*

   2)   *Draw figures wherever necessary.*

Q1) Answer the following: (Any Two)   **[20]**

   a)   What is Computer? Explain the block Diagram of Computer.

   b)   Explain the Normalization and its types?

   c)   Write short notes on IT Act.

Q2) Answer the following : (Any Two)   **[20]**

   a)   Explain the difference between RAM and ROM?

   b)   What is DOS? Explain the difference between DOS and Windows.

   c)   What is ER Diagram? Explain its tools.

Q3) Answer the following : (Any Two)   **[20]**

   a)   What is System? Explain the Types of systems?

   b)   What is Ms- Excel? Explain the features of MS-Excel.

   c)   Explain Digital Signature?

Q4) Answer the following : (Any Two)   **[20]**

    a)   Explain the feasibility study in detail.

    b)   What is Batch file? Write the steps to create the batch file.

    c)   What is SQL? Explain the use of SQL.

Q5) Answer the following : (Any Two)   **[20]**

    a)   Explain Files and Directories.

    b)   Explain the Failure of system.

    c)   Explain any two Internal and External commands in DOS?

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[4669]-205
B.B.M. (I.B.) (Semester - II)
BUSINESS STATISTICS
(Old 2008 Pattern)

Time :3 Hours]   *[Max. Marks :80*

Instructions to the candidates :

    1)   *All questions are compulsory.*

    2)   *Figures to the right indicate full marks.*

    3)   *Use of calculator is allowed.*

    4)   *Graph paper will be supplied on demand.*

Q1)   Attempt each of the following :   **[5 Each]**

   a)   Explain the concept of population and sample. Also explain the necessity of sampling a population by giving suitable examples.

   b)   Define median and state its any two merits and demerits.

   c)   The table below shows the distribution of age (in years) of women at the time of marriage in a city.

Age groups	15-20	20-25	25-30	30-35	35-40	40-45
No. of women	12	37	28	14	07	02

       Draw a frequency polygon for the above data.

   d)   Obtain an initial basic feasible solution to the following Transportation Problem by using Matrix Minima Method.

Origins ↓	Destinations				Supply ↓
	D_1	D_2	D_3	D_4	
O_1	30	25	40	20	100
O_2	29	26	35	40	250
O_3	31	33	37	30	150
Demand	90	160	200	50	

P.T.O.

Q2) **A) a)** Mr. Sharma has taken insurance policy having following details:**[6]**

Sum assured : 60,000 Rs.

Type : Endowment

Term : 30 years

Mode : Half yearly

Date of commencement : 05/09/1993

Due date of last premium paid : 05/09/2008

Accrued bonus Rs. 750 per thousand S. A. Surrender value factor 23%.

Find the surrender value as on 01/10/2008.

b) The range, arithmetic mean and standard deviation of group of 10 items are 20, 62 and 10 respectively. If each observation is increased by 5, find the new values of range, arithmetic mean and standard deviation. Hence find coefficient of variation. **[4]**

OR

A) a) Compute mode for the following data. **[4]**

Daily Salary (in Rs.)	Below 400	400-600	600-800	800-1000	1000-1200	1200-1400
No. of workers	04	10	19	12	04	01

b) Two kinds of foods A and B are being considered to form a weekly diet. The minimum weekly requirements of fats, carbohydrates and proteins are 18, 24 and 16 units respectively. One kg. of food A has 4, 16 and 8 units of fats, carbohydrates and proteins respectively. One kg. of food B has 2, 4 and 5 units of fats, carbohydrates and proteins respectively. The price of food A is Rs. 4 per kg. and food B is Rs. 3 per kg. formulate this problem as a Linear Programming Problem (LPP) to minimize the price. **[6]**

B) When are two variables said to be correlated? What do you mean by Positive and Negative correlation? Give an example of each type. **[5]**

Q3) A) a) Obtain an initial basic feasible solution to the following Transportation problem by North - West corner Rule method. **[5]**

Plant	Warehouse				Supply
↓	W_1	W_2	W_3	W_4	↓
P_1	2	3	11	7	6
P_2	1	0	6	1	2
P_3	5	8	15	9	9
Demand	7	5	3	2	17

b) The equation of regression line of X on Y is $10X - 4Y = 80$ and the equation of regression line of Y on X is $9X - 10Y = 40$.

Find i) Means of X and Y.

ii) Correlation coefficient between X and Y.

iii) Estimate of Y when X = 8. **[5]**

OR

A) a) Solve the following Linear Programming problem graphically : **[6]**
max $Z = 40X + 50Y$

subject to :

$2X + 6Y \leq 36$

$5X + 3Y \leq 30$

$8X + 2Y \leq 40$

$X, Y \geq 0$.

b) Following data relates to the weights in mg of 30 residuals. Prepare frequency distribution by taking classes 25-35, 35-45 etc.

50, 46, 31, 49, 33, 42, 55, 37, 36, 35, 65, 57, 27, 37, 42, 33, 51, 45, 31, 37, 51, 56, 51, 43, 48, 65, 66, 72, 70, 74. **[4]**

B) Describe Simple Random Sampling with Replacement (SRSWR) and Without Replacement (SRSWOR). **[5]**

Q4) A) a) Following is the distribution of workers according to their wages for two companies X and Y. **[10]**

Daily Wages (in Rs.)	Number of Workers	
	Company X	Company Y
100-150	23	25
150-200	50	40
200-250	57	65
250-300	55	45
300-350	15	25

i) Which company pays more mean daily wages? Justify.

ii) Which company is more consistent in wages? Justify your answer.

OR

A) a) Following data relates to the capacity of production of electricity (in crores of kilowatt).

Year	Thermal	Hydro	Atomic	Total
2001	4300	3400	300	8000
2002	5000	3600	400	9000
2003	5100	4700	200	10,000

Represent the above data by Sub-divided bar diagram. **[5]**

b) Find an initial basic feasible solution to the following Transportaion problem by using Vogel's Approximation Method. **[5]**

Origins ↓	Destinations					Supply ↓
	D_1	D_2	D_3	D_4	D_5	
O_1	2	11	10	3	7	4
O_2	3	4	7	2	1	8
O_3	3	9	4	8	13	9
Demand	3	3	4	5	6	

B) State the general form of Transportation model with m-origins and n-destinations. Also express the Transportation model in Linear Programming Problem. **[5]**

Q5) A) Departmental store gives in-service training to salesman followed by a test. It is experienced that the performance regarding sales of any salesman is linearly related to the scores secured by him. The following data give test scores and sales made by 7 salesmen during a fixed period.

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

i) Calculate coefficient of correlation between X and Y.

ii) Estimate sales of salesman whose score is 32. **[10]**

OR

A) a) Solve the following Linear Programming Problem graphically. **[6]**

Min. $Z = 4X + 2Y$

Subject to :

$$X + 2Y \geq 2$$

$$3X + Y \geq 3$$

$$4X + 3Y \geq 6$$

$$X, Y \geq 0.$$

b) Define regression coefficients of X on Y and Y on X. State any two properties of regression coefficients. **[4]**

B) What do you mean by Insurance? Define the terms premium and Maturity value of Policy. **[5]**

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[4669]-206
B.B.M. (I.B.) (Semester - II)
IT IN BUSINESS OPERATIONS
(2008 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :

   1)   All questions are compulsory.

   2)   Figures to the right indicate full marks.

Q1)   Answer the following (Any Two):   **[16]**

   a)   Explain the block diagram of a digital computer and Explain the features of computer.

   b)   Explain SQL and its components with example.

   c)   Explain Bus Topology along with its advantages and disadvantages.

Q2)   Answer the following (Any Two):   **[16]**

   a)   Explain system Analysis and design phase of SDLC.

   b)   Explain the following commands with syntax and example.

   i)   Insert   ii)   Delete

   iii) Drop   iv)   Select

   c)   Explain compact Disk and pen drive with diagram.

Q3)   Answer the following (Any Two):   **[16]**

   a)   Define operating system and Explain functions provided by an operating system.

   b)   Write short notes:

   i)   Attribute   ii)   Read only memory

   iii) Printer   iv)   LCD

   c)   Difference between client-server and peer to peer Network architecture.

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Q4) Answer the following (Any Two): [16]

a) Explain the difference between LAN and WAN.

b) Describe the steps involved in creating any website.

c) What is Batch file? Explain how to create a Batch file.

Q5) Answer the following (Any Two): [16]

a) What is Normalization? Explain 2 NF.

b) Explain the types of viruses.

c) Define system. Explain any two types of systems in detail.

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[4669] - 3003
B.B.M. (I.B) (Semester - III)
INTERNATIONAL ECONOMICS
(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:
   1) *All questions are compulsory.*
   2) *Figures to the right indicate full marks.*

Q1) Distinguish between Inter - regional and international Trade.   **[15]**

OR

What do you mean by factor - Endowment? Heckscher - Ohlin Theory of International Trade.

Q2) What do you mean by Terms of Trade? Illustrate with numerical example the terms of trade as measured by :   **[15]**
   a)   Net barter term of Trade
   b)   Gross barter term of Trade

OR

What are gains from trade? Explain static and dynamic gains from trade.

Q3) What is the difference between Tariffs and Non - tariffs Barriers?   **[15]**

OR

Discuss the principles and Functions of WTO.

Q4) Discuss the Functions and future vision of International Monetary Fund. **[15]**

OR

What is Tariffs? What are the effects of Tariffs?

P.T.O.

Q5) Write short notes (Any Four) :   [20]

      a)   Scope of International Economics.

      b)   Difference between Absolute cost Advantage and Relative Advantage.

      c)   Trade as Engine of Economic Growth.

      d)   Factors influencing Term of Trade.

      e)   Arguments for Free - Trade.

      f)   Objectives of World Bank.

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[4669] - 3004

B.B.M.(I.B.) (Semester - III)
304 : INTERNATIONAL MARKETING
(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:-

   1)   *Solve any five questions.*

   2)   *All questions carry equal marks.*

   3)   *Use of appropriate corporate examples will be appreciated.*

Q1) Explain the challenges and opportunities in International Marketing. **[16]**

Q2) What are Import Export policies? Describe in details. **[16]**

Q3) What are the different documents required for exports? **[16]**

Q4) What are the Features & Types of Marine Insurance? **[16]**

Q5) Explain factors influencing International Pricing Decisions. **[16]**

Q6) What is International Marketing? Explain its objectives and Importance. **[16]**

Q7) Write short notes (Any Four) **[16]**

   a)   International marketing channels

   b)   Export promotion schemes.

   c)   Steps in preparing Export Documents.

   d)   Excise Clearance

   e)   International Market Segment.

   f)   Labelling & Packaging.

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[4669] - 3005
B.B.M. (I.B.) (Semester - III)
GERMAN
(2013 Pattern) (Paper - I)

Time : 3 Hours]   *[Max. Marks : 80*

Note : Use of dictionary is not allowed.

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

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

Frage 2: Übersetzen Sie ins Englische!   [10]

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

(b) Das ist Andrick Razandry. Er ist aus Madagaskar. Aus Tamatave. Das ist im Osten von Madagaskar, am Indischen Ozean. Er hat dort an der Universität studiert. Seit zwei Jahren lebt er in Deutschland. Er studiert Deutsch als Fremdsprache an der Friedrich-Schiller-Universität in Jena. Andrick hat 18 Stunden Unterricht pro Woche. Er arbeitet gern in der Bibliothek. Er sagt: "In der Bibliothek kann ich meine E-Mails lesen und gut arbeiten. Abends ist es dort sehr ruhig." Er kennt viele Studenten und Studentinnen. Die Universität ist international. In den Seminaren sind Studenten und Studentinnen aus

P.T.O.

vielen Ländern, aus Russland, China und aus den USA, "Am Anfang war für mich alles sehr fremd hier. Jetzt ist es okay. Ich habe viele Freunde und wir lernen oft zusammen."

Andrick spricht vier Sprachen: Madagassisch, Französisch, Deutsch und Englisch.

Frage 3: Wortschatz

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

72, 103, 12, 33, 45

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

(i) B _ r _ f

(ii) h _ r _ n

(iii) R _ g _ l

(iv) Sp _ _ l

(v) d _ nk _ l

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

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

(ii) Januar ist ein _____ .

(iii) John spricht Englisch zu Hause. Englisch ist seine _____sprache.

(iv) Wein und Orangensaft sind _____ .

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

(d) Welches Wort passt nicht?   [4]

(i) Montag – Dienstag – Mittwoch – Wochenende

(ii) Sekretärin – Pilot – Ingenieur – Student

(iii) Supermarkt – Kaufhaus – Konzert – Geschäft

(iv) Land – Stadt – Bundesland – Deutschland

Frage 4: Grammatik:

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

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

(i) Um 8.30 _____ ich. Ich esse Brot und Butter.

(ii) Wir machen eine Party. Wir _____ die Freunde _____ .

(iii) Meine Freundin _____ sehr gut Sphagetti.

(iv) Erika und Aliffiya _____ gut Französisch.

(v) Herr Weber _____ Kaffee und Sandwich.

(vi) Das Telefon _____ gut.

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

(i) Die Firma heißt Siemens. _____ liegt in Berlin.

(ii) Karina und Katja, trinkt _____ Kaffee?

(iii) Johann und Dieter sind Freunde. _____ hören gern Musik.

(iv) Peter, hast _____ einen Kuli?

(v) Heute rufe _____ meinen Freund an.

(vi) Herr Maier, essen _____ keine Pizza?

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

(i) Ich kaufe _____ Schreibtisch für mein Arbeitszimmer.

(ii) _____ Institut heißt Goethe Institut.

(iii) Das Haus hat _____ Garten.

(iv) _____ Plan ist gut.

(v) Das ist _____ Lampe.

(vi) _____ Bilder hängen an der Wand.

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

(i) Karl und Peter, ist das _____ Zimmer?

(ii) Erika wohnt in München aber _____ Familie wohnt in Berlin.

(iii) John, wo ist _____ Heft?

(iv) Herr Hartmann trinkt Bier. Aber _____ Frau trinkt kein Bier.

(v) Wir kommen aus Indien und _____ Freund Hiroki kommt aus Japan.

(vi) Herr Weber, wie heißt _____ Tochter?

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

(i) 2014 FIFA _____ sehr interessant.

(ii) Früher _____ wir Schüler, jetzt sind wir Studenten.

(iii) Gestern _____ Herr Weber einen Termin beim Zahnarzt.

(iv) Sara und Kevin, wo _____ ihr heute Morgen?

(v) Wir _____ keine eigene Wohnung dort.

(vi) Sebastian _____ nur ein Kind. Jetzt ist Sebastian schon verheiratet.

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

    (i)   <u>Um 11 Uhr</u> schlafe ich.

    (ii) Ja, wir lernen Deutsch.

    (iii) Das Buch liegt <u>auf dem Tisch.</u>

    (iv) Der Kurs ist <u>interessant</u>.

    (v) Am Wochenende <u>sieht Peter einen Film</u>.

    (vi) Meine Adresse ist <u>21/13, Boat Club Straße</u>.

Frage 5: Lesen Sie den Text und beantworten Sie die Fragen! [8]

Hallo Arifin,

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

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

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

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

Viele Grüße

dein Florian

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

    1. Was lernt Arifin? Wo?

    2. Wo wohnt Florian?(die Stadt)

    3. Welches Möbel hat das Wohnzimmer?

    4. Schreiben Sie zwei **Feminin Nomen** aus dem Text!

5. Schreiben Sie **zwei Adjektive** aus dem Text.

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

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

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

"Ich" oder "Mein Freund / Meine Freundin"

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[4669] - 3005
S. Y. B.B.M. (I.B.) (Semester - III)
FRENCH
(2013 Pattern) (Paper - I)

Time : 3 Hours] [*Max. Marks : 80*

1) *All questions are compulsory.*
2) *Use of dictionary is not allowed.*

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

A. Mme Sophie Ferreira arrive à l'hôtel BAUCUSE. Elle a une chambre réservée. Elle a la chambre 300 au troisième étage. Complétez le dialogue.

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

OU

B. Mlle. Paula Haba arrive au standard de la société 'GDF'. Elle veut rencontrer M. Gere, le directeur. M. Gere n'est pas là. Elle parle à la standardiste. Complétez le dialogue.

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

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

Le réceptionniste :   _____ .

M. Haba :   Merci bien.

Le réceptionniste: _____ . Au revoir.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel :   (4)

1. Je n'aime pas le plateau-repas.

2. La secrétaire prend la lettre.

B. Mettez au négatif :   (4)

1. Ils vont par avion.

2. Vous pouvez parler du temps.

C. Complétez avec des prépositions   (3)

1. Vous organisez une conférence _____ vos collaborateurs.

2. Ils donnent leurs coordonnés _____ un mél.

3. Combien coûte la chambre _____ personne ?

D. Complétez avec des adjectifs possessifs.   (3)

1. Je vais en voyage d'affaires avec _____ directeur.

2. Mme Faure a un fils. _____ fils s'appelle Richard.

3. Nous parlons avec _____ clients.

E. Complétez avec des mots justes :   (2)

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

2. Un habitant de l'Australie _____ est Australien.

F. Dites vrai ou faux :   (3)

1. Le steward aide les passagers dans un avion.

2. La capitale du Brésil est Lyon.

3. Un habitant de l'Allemagne est Allemand.

G. Complétez avec des mots donnés : (l'âge, différents, demandeur, jeune)   (4)

En France, il existe _____ tarifs. Ils correspondent à _____ ou à la situation (senior, _____ , famille nombreuse, _____ d'emploi, etc).

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

1. Les voyageurs sans titre (payer) une amende.
2. Le directeur général (gerer) l'ensemble des activités de l'entreprise.
3. La directrice (finir) son travail.
4. Le réceptionniste (faire) les reservations.

I. Écrivez en mots: (4)

    61, 79, 100, 12.

J. Quelle heure est-il? (4)

    1.) 9.25 a.m.   2) 5.30 p.m.

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

1. Quelle est votre nationalité?
2. Comment s'appelle un habitant de la Belgique?
3. Nommez deux pays francophones?
4. Quand vous voyagez, où habitez-vous ?

Q.3.B.. Reliez les deux colonnes (4)

A	B.
1. Louis Dreyfus	a) Eaux.
2. GDF – Suez	b) Négoces et services.
3. Allô !	c) Transport en commun.
4. Tramway	d) Bonjour, je voudrais parler à M. Dubosc.

Q.4.   Présentez la personne suivante (5)

Nom :   Laperre

Prénom: Catherine

Nationalité: Portugaise

Pays de résidence: L'Espagne.

Situation de famille: Mariée

Nombre d'enfants: 2 filles

Secteur d'activité professionnelle: Vente sur Internet

OU

Nom :	Jasmine
Prénom:	Pertuis
Nationalité:	Suisse
Pays de résidence:	La Belgique.
Situation de famille:	Célibataire
Secteur d'activité professionnelle:	Chef des resources humaines

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

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

B. Traduisez en français: (5 au choix) (10)
1. We want to visit the city.
2. You have a meeting with M. Piquart.
3. Don't hang up, please
4. I'm calling you because I am in Nantes.
5. My children like to travel.
6. The weather is good in summer.

Q. 6. Compréhension

Mathieu : Non ! Je déteste l'avion. En avion, j'ai peur et j'ai toujours froid. ¿ déteste les longs trajets. Je n'aime les plateaux-repas. Pendant le voyage, je préfère do ir et je ne regarde jamais les films.

A. Dites vrai ou faux : (?)
1. Mathieu aime l'avion.
2. Il préfère dormir dans le vol.

B. Cherchez le contraire dans le texte : chaud, aime , courts. (3)

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[4669]-3006
B.B.M (I.B) (Semester - III)
MANAGEMENT ACCOUNTING
(2013 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:

    1)   *All questions are compulsory and carry equal marks.*

    2)   *Use of simple calculator is allowed*

Q1) 'Management Accounting has been evolved to meet the needs of management.' Explain.

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

Define Management Accounting. Define Cost Accounting. State the difference between Cost Accounting and Management Accounting.

Q2) What is meant by Ratio Analysis? Discuss the objectives and limitations of Ratio Analysis.

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

From the given Balance Sheet, calculate

    a)   Debt - equity ratio

    b)   Liquid ratio

    c)   Fixed assets to current assets ratio

    d)   Fixed assets to Net Worth ratio

Balance Sheet of A Ltd as on
31st March 2014

Liabilities	Rs	Assets	Rs
Share Capital	1,00,000	Goodmill	60,000
Reserves	20,000	Fixed Assets	1,40,000
Profit & Loss A/c	30,000	Stock	30,000
Secured Loan	80,000	Debtors	30,000
Creditors	50,000	Advances	10,000
Provision for		Cash	30,000
Taxations	20,000		
	3,00,000		3,00,000

Q3) "Marginal Costing is a technique of decision making". Discuss & State the decisions that could be taken with the help of marginal costing system.

OR

The following particulars are obtained from the cost records of Decor Ltd.

Particulars	Product A Rs	Product B Rs
Selling Price	1000.00	1200.00
Material cost	400.00	600.00
Labour cost	280.00	200.00
Variable Overheads	120.00	200.00
Fixed Costs	2,00,000	4,00,000
No. of Units sold	2000 Units	2400 Units

You are required to Calculate

a) Profit Volume Ratio

b) Break - even - Point (Units)

c) Break even Point (Sales)

d) Margine of Safety

Q4) Define Budget. What are the different types of budgets? Distinguish between Fixed Budget and Flexible Budgets.

OR

The following information is made available from the books of Jay Ltd for the year ended 31st March 2014.

Particulars	Rs
Fixed Expenses :	
Wages & salaries	95,000
Rent & Taxes	66,000
Depreciation	74,000
Semi Fixed Expenses : (50% Capacity)	
Repairs & Maintaince	35,000
Indirect expenses	79,000
Sundry expenses	11,000
Variable expenses (50% Capacity)	
Material	2,00,000
Labour	4,00,000
Other Expenses	50,000

Assuming that fixed expenses remain constant at all levels of output, semi fixed expenses remain constant between 45% and 65% of capacity increasing by 10% between 65% and 95% of capacity, prepare flexible budget for 60%, 70% and 90% capacity levels.

Q5) Write Short Notes on (Any Four) :

a) Cash Flow Statement

b) Long Term Budget

c) Current Ratio

d) Limitations of Marginal Costing

e) Liquidity Ratios

f) Assumptions of Marginal Costing.

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[4669]-303
B.B.M. (I.B.) (Semester - III)
INTERNATIONAL ECONOMICS
(2008 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :

    1)   All questions are compulsory.

    2)   Figures to the right indicate full marks.

Q1) What is International Economics? Differentiate between international and interregional trade. **[15]**

<p align="center">OR</p>

Discuss why international trade is an engine of economic growth.

Q2) Critically examine Ricardo's Comparative Cost theory of international Trade. **[15]**

<p align="center">OR</p>

What are Terms of Trade? Explain factors influencing Terms of Trade

Q3) Explain the organizational structure of WTO. **[15]**

<p align="center">OR</p>

Discuss in detail the concept of gains from trade.

Q4) What is free trade policy? What are the arguments for and against free trade? **[15]**

<p align="center">OR</p>

Explain the objectives and functions of International Monetary Fund (IMF).

P.T.O.

Q5) Write Short Notes (Any Four) [20]

    a) Scope of International economics

    b) Absolute cost advantage

    c) Concept of Factor Endowment

    d) Non-tariff barriers

    e) Objectives of World Bank

    f) GATT

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[4669]-304
S.Y. B.B.M (I.B) (Semester - III)
INTERNATIONAL MARKETING
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates :

1) *Question No. 7 is compulsory.*
2) *Solve any four questions from Question Nos. 1 to 6.*

Q1) Explain the concept of International Marketing with its importance, scope and objectives. **[15]**

Q2) a) Explain the features of Exim Policy 1992-97. **[8]**

b) Explain different incentives offered by Government of India for Export Promotion. **[7]**

Q3) Discuss in detail different documents required for Exports. **[15]**

Q4) Explain factors influencing International Pricing Decisions. **[15]**

Q5) Explain the preliminaries for starting Export Business. **[15]**

Q6) Explain in detail role of Labeling and Packaging in International Marketing. **[15]**

Q7) Write short notes: (Any Four) **[20]**

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

[4669] - 305

B.B.M. (I.B.) (Semester - III)
MANAGEMENT ACCOUNTING
(2008 Pattern)

Time : 3 Hours] *[Max. Marks : 80*

Instructions to the candidates:

1) *All questions are compulsory and carry equal marks.*

Q1) Define the term ' Management Accounting'. Is it an alternative or complimentary to the Financial Accounting? Justify your answers.

OR

What is 'Analysis and Interpretation of Financial Statements? Explain the various methods of such analysis.

Q2) What do you mean by 'Fund Flow Statement' and 'Cash Flow Statement'? Explain their importance and limitations in the management of finance of a large scale Company.

OR

The following is the Balance Sheet of RAL Limited, Pune :

LIABILITIES	31-03-2013	ASSETS	31-03-2013
	Rs.		Rs.
Share Capital	12,00,000	Plant &Machinery	12,00,000
General Reserve	3,00,000	Land and Building	12,00,000
Profit & Loss A/c	1,50,000	Furniture	1,50,000
Mortgaged loan	4,50,000	Sundry Debtors	3,00,000
15% Debentures	8,00,000	Bills Receivables	2,60,000
Sundry Creditors	3,76,000	Stock	3,50,000
Bills Payable	2,24,000	Cash and Bank	40,000
TOTAL	**35,00,000**	**TOTAL**	**35,00,000**

Total sales during the year 2012-13 was amounting Rs.30,00,000/- and the gross profit was 20%.

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

a) liquidity   b) efficiency and c) long term solvency of the company

P.T.O.

Q3) Define the terms 'Budget' and 'Budgetary Control'. Explain the various objectives, advantages and limitations of Budgetary Control system.

OR

WEST-COST Limited, Pune has provided you the following information of product A produced and sold during the year 2012-2013

PARTICULARS

Number of units sold	50,000
Sales Price	Rs.150
Direct material	Rs. 60
Direct Labour	Rs. 40
Variable Overheads	Rs. 20
Fixed Overheads	Rs. 05

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 20%;

c) the sales to earn 10% profit on sales.

Q4) Prepare a statement showing estimated amount of working capital from the following information.

a) Expected sales level 1,20,000/- units.

b) Sales price is Rs. 120/- per unit by earning 25% profit on sales.

c) Cost of the product consists of raw material,Labour cost and overheads in the ratio of 3:2:1

d) Raw material and finished goods will stay in stock for 15 days and 30 days respectively.

e) The material will remain in process for 15 days

f) The labour cost and overheads may be considered at 60% and 40% completion stage respectively for valuation of work in progress.

g) The purchases are made with credit period of 3 weeks while the goods are sold withcredit of one and half month.

h) Wages are paid on every 7th day of the next month.

i) Overheads are paid with 3 weeks time lag.

j) Add 10% of your computation for contingencies.

Q5) Write notes on any two of the following::

a) Role of Management Accountant in modern business.

b) Liquidity Ratios

c) Fixed and Flexible Budget

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[4669] - 306

B.F.T. / B.B.M. (I.B.) (Semester - III)

(306) E - COMMERCE

(2008 Pattern)

Time : 3 Hours] *[Max. Marks : 80*

Instructions to the candidates:

    1)   *Neat diagrams must be drawn wherever necessary.*

    2)   *Figures to the right side indicate full marks.*

Q1) Answer the following :   **[8 × 2 = 16]**

    a)   What is partial outsourcing?

    b)   What is A.T.M.?

    c)   Define Internet.

    d)   What is Asymmetric key encryption?

    e)   Write any two component of EDI.

    f)   What is Firewall?

    g)   What is mean by Electronic Cheque?

    h)   What is Digital signature?

Q2) Attempt any four :   **[4 × 4 = 16]**

    a)   Explain characteristics of E-commerce.

    b)   Explain E-cycle of Internet marketing.

    c)   Describe 'Compairing Benefits to costs'.

    d)   Explain procedure for registration of Domain name.

    e)   Explain e-Governance market.

Q3) Attempt any four :   **[4 × 4 = 16]**

   a)   Explain any four reasons for building our own website.

   b)   Explain technical components of E-commerce.

   c)   Explain world wide web.

   d)   Explain B2B transactions.

   e)   What is difference between Intranet and Extranet?

Q4) Attempt any four :   **[4 × 4 = 16]**

   a)   Explain limitations of EDI.

   b)   Explain pros and cons of online shopping.

   c)   Explain different services provided by Internet.

   d)   What is web promotion? Explain.

   e)   Explain traditional payment system.

Q5) Write short notes any four :   **[4 × 4 = 16]**

   a)   Paperless Bills.

   b)   Electronic fund transfer.

   c)   Internet business.

   d)   R.S.A. Algorithm.

   e)   Service Centre.

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[4669] - 307

B.B.M. (I.B.) (Semester - III)
BASICS OF COMPUTERS - II (303)
(2004 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) ***All questions are compulsory.***

2) ***Figures to the right indicate full marks.***

Q1) Attempt any two of the following:

     a)   Define system? Explain various elements of a system.   **[10]**

     b)   Describe various DDL commands.   **[10]**

     c)   What is feasibility study? Describe types of feasibility study.   **[10]**

Q2) Attempt any two of the following:

     a)   Explain Normalisation and its normal form with suitable example? **[10]**

     b)   Define: **[10]**

         i)   Primary key

         ii)   Relationship

         iii)   Strong entity

         iv)   Attribute

         v)   Candidate key

     c)   Consider the doctor table & solve following SQL querries:-   **[10]**

         Doctor (Doc_no., Doc_name, Doc_adrs, Doc_hospital, Doc_specialisation)

         i)   Insert two records in a doctor table.

         ii)   Delete all records of doctor whose id is "001".

         iii)   Count the number of doctors whose specialisation area is "Cancer".

         iv)   Display all doctors visiting to "Niramaya" hospital.

         v)   Display hospital wise doctor details.

Q3) Attempt any two of the following:

    a)   Differentiate between LAN and WAN.   **[10]**

    b)   Explain spiral model, in detail.   **[10]**

    c)   Describe various uses of computer network.   **[10]**

Q4) Attempt any two of the following:

    a)   Write a note on RDBMS. Describe its advantages.   **[10]**

    b)   Explain various types of topology.   **[10]**

    c)   Construct E-R diagram for following case: **[10]**

    Passenger gets form from the railway station and then fills up the form with proper information such as destination, type of class, tickets required etc. After filling the form. Submit it to the reservation counter. Clerk at the window validates the information. If proper, accepts it.

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[4669] - 404

B.B.M. (I.B.) (Semester - IV)

INTERNATIONAL AGRICULTURAL BUSINESS

(2008 Pattern) (Theory)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates:
   1)   *Q. No. 6 is compulsory.*
   2)   *Solve any four from the remaining.*
   3)   *All questions carry equal marks.*

Q1) Explain the impact of International Agri-business on Indian Economy.

Q2) Explain the constraints in export of processed food.

Q3) Explain the special efforts to promote Agro based commodities.

Q4) Define Agricultural Marketing. Explain its scope and importance in detail.

Q5) Explain the strategic advantage to Indian agro-products.

Q6) Short notes (Any 2) :

   a)   Dairy Industry

   b)   Quota restriction on agro products.

   c)   Factors affecting demand of agro products.

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[4669] - 405

B.B.M. (I.B.) (Semester - IV)

BUSINESS TAXATION

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

   1)   Attempt any five questions.

   2)   All questions carry equal marks.

Q1) What is perquisites? Which perquisites are included in salaries?

Q2) State and Explain difference between the following :

   a)   Capital Expenditure and Revenue Expenditure

   b)   Capital Receipts and Revenue Receipts

Q3) Write short notes (Any four) :

   a)   Person

   b)   Agricultural Income

   c)   Income from other sources

   d)   Short term and Long term Capital Gain

   e)   Tax deducted at source

   f)   Advance payment of tax

   g)   Refund of Tax

Q4) Mr. Pratik is an employee in a private company at pune, He furnished the following particulars in respect of his earnings for the year ending 31-3-2014.

	Particulars	Rs.
a)	Salary	30,000 p.m.
b)	D.A (Not considered for Retirement benefits)	5,000 p.m.
c)	Bonus equal to one month salary	
d)	Commission received from employer	40,000/-
e)	Employer's contribution to R.P.F.	15% of Salary
f)	Profession tax paid by company	2,500/-

g) The company has provided Mr. Pratik a motor car (1700 cc) which is used by him both official and personal purpose. The running and maintenance expenses of motor car was met by the employer.

h) His son is studing in IIT, Mumbai. His fee of Rs. 45000 was paid by the employer direct to the Institute.

i) He has also been provided with a rent free accommodation at pune. The cost of furniture provided was Rs. 1,50,000/-

j) Income from house property Rs. 2,00,000/-

k) His own contribution to RPF amounted to Rs. 35,000/- and he deposited Rs. 40,000 in PPF during the year.

Compute total income and tax liability of Mr. Pratik for the Assessment year-2014-15.

Q5) Mr. Siddharth owns three houses, particulars of which are as follows :

	Particulars	House 'A'	House 'B'	House 'C'
a)	Municipal Valuation	3,50,000	4,70,000	6,00,000
b)	Fair Rent	3,60,000	4,60,000	6,20,000
c)	Standard Rent	3,70,000	4,55,000	6,30,000
d)	Unrealised Rent of the (Previous year 2013-14)	15,000	N.A.	N.A.
e)	Municipal Tax	15,000	15,000	15,000
f)	Date of Loan borrowed	1-4-2012	1-4-2011	1-4-2011
g)	Interest paid on borrowed capital	1,60,000	1,60,000	1,60,000
h)	Date of completions of construction	March-2014	March-2014	March-2014
i)	Nature of House	Let out	Self	Self
j)	Annual Rent	3,68,000	Occupied	Occupied

Find out the income from House property for the Assessment Year 2014-15

Q6) Explain various Income Tax Authorities under Income Tax Act.

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[4669] - 501

B.B.M. (I.B.) (Semester - V)

BUSINESS ETHICS

(2008 Pattern)

Time : 3 Hours]   **[Max. Marks : 80**

Instructions to the candidates:

1)   *All questions are compulsory.*

2)   *Figures to the right indicate full marks.*

Q1) Explain the meaning of Ethics and Moral. State the types of Ethics.   **[15]**

OR

State the meaning of Business Ethics. Explain importance of Business Ethics.

Q2) Explain the arguments for and against social responsibility relating to Business Ethics.   **[15]**

OR

Explain ethics relating to environment protection.

Q3) Explain the relationship between business ethics and business development.**[15]**

OR

Explain types of ethics according to functions of Business.

Q4) State the difference between Individual Ethics and Professional Ethics along with examples. **[15]**

OR

Explain the need and importance of corporate ethics with examples.

Q5) Write short notes (any four) : **[20]**

a) Audit of Ethical Behaviour

b) Ethics relating to copyright

c) Social Responsibility and Ethics

d) Ethics relating to foreign Trade

e) Justice and economic systems relating to Business Ethics

f) Marketing Ethics

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[4669] - 502

B.B.M. (I.B.) (Semester - V)
BUSINESS LAW
(New) (2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates :

    1)   *All questions are compulsory.*

    2)   *Figures to the right indicate full marks.*

Q1) Define and explain an 'Acceptance' in a contract. Explain the rules for valid acceptance. **[15]**

OR

Elaborate the provisions regarding the performance of a contract.

Q2) State and explain the rules relating to 'Transfer of Property' in goods - under the Sales of Goods Act, 1930. **[15]**

OR

What do you understand by the principle of 'Buyer Beware'? Are there any exceptions to this principle? Explain with illustrations.

Q3) Define 'Partnership'. What are its important features? Explain the test for determination of existence of Partnership. **[15]**

OR

State and explain the duties of a Partner towards his fellow partners.

Q4) Elucidate with illustrations the concept of copyright under the Copyrights Act 1956. **[15]**

OR

Define and explain in brief following terms under the Consumer Protection Act, 1986 –
    i)   Goods

    ii)   Defects in Goods

    iii)   Defeciency in Services

Q5) Write short notes : (Any Four) **[20]**

a)   Doctrine of supervening Impossibility.

b)   Essentials of contract of Sale of Goods.

c)   Dissolution of partnership by court.

d)   Provisions relating to Attribution and Acknowledgement under the I.T. Act, 2000.

e)   National Commission under the Consumer Protection Act, 1986.

f)   Kinds of Trademarks.

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[4669] - 504

B.B.M. (I.B.) (Semester - V)
INTERNATIONAL BANKING AND FINANCE
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:
1) *Attempt any five questions.*
2) *All questions carry equal marks.*

Q1) Distinguish FERA and FEMA. What are the important highlights of FEMA?

Q2) Explain different traditional ways of Financing International Trade. Explain in brief 'Letter of Credit' and 'Bank Guarantee'.

Q3) What is a 'Letter of Credit'? Who are the participants in LC? Explain briefly various types of LCs.

Q4) Describe various Risks involved in International Trade. Explain various methods to manage these risks.

Q5) What is 'Euro Currency Market'? State Advantages and Disadvantages of Euro Currency Market.

Q6) Write short notes (Any Four)
  a) Private Equity Placement
  b) Collars and Caps
  c) Laro Accounts
  d) Factoring
  e) Forfeiting
  f) F.D.I.

Q7) State objectives and functions of EXIM Bank.

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[4669] - 505

B.B.M. (I.B.) (Semester - V)
BUSINESS REPORTING AND ANALYSIS
(2008 Pattern)

Time : 3 Hours]
Instructions to the candidates:

1) *Attempt any Five questions.*
2) *All questions carry equal marks.*

[Max. Marks : 80

[5 × 16 = 80]

Q1) Define Business Reporting. What are the factors that adversely affectwriting effective Business Reports?

Q2) What are the different sources of collecting Secondary Data (Internal and External Sources)?

Q3) What is Advertising Research? Describe the different methods of Advertising Research.

Q4) Explain the Process of Business Analysis and its significance in modern times.

Q5) What is Economic Analysis? State its importance to a business firm.

Q6) What is Man-Power Inventory? State the need and significance of Human Resource Forecasting.

Q7) Write short notes (Any Four) :
   a) Primary Data.
   b) SWOT analysis with an illustration.
   c) Inter firm comparison.
   d) Essentials of a good Report.
   e) Forecasting Techniques.

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[4669] - 506
B.B.M. (I.B.) (Semester - V)
GERMAN
(2008 Pattern) (Paper - I)

Time : 3 Hours]

[Max. Marks : 80

Note : Use of dictionary is not allowed.

Frage I. Übersetzen Sie ins Englische.   [10]

A. Ralf Bürger ist Student an der Friedrich-Schiller-Universität in Jena. Das ist in Thüringen.Ralf studiert Deutsch und Interkulturelle Kommunikation. Er ist im 8.Semester. Seine Freundin Magda Sablewska studiert auch Deutsch,im 4. Semester. Magda ist aus Polen,aus Krakau. Magda spricht Polnisch,Deutsch und Russisch.Ralf spricht Deutsch und ein bisschen Polnisch.

B. Ich komme um zwanzig nach sieben in der Schule an,gehe ins Lehrerzimmer und mache noch Kopien für den Englisch Unterricht in der Klasse 8A. Die Klasse schreibt morgen einen Vokabeltest.Der Unterricht beginnt um viertelvor acht. Alle Stunden dauern fünfundvierzig Minuten. Um zwanzig nach eins bin ich wieder zu Hause.Ich esse etwas,korrigiere von zwei bis fünf Hausaufgaben.

Frage II.Beantworten Sie die Fragen. (Nur 5)   [05]
1. Was machen Sie gern in der Freizeit?
2. Welche Sprache spricht man in Spanien?
3. Um wieviel Uhr essen Sie zu Mittag?
4. Was ist Ihr Vater von Beruf?
5. Was machen Sie am Nachmittag?
6. Wo waren Sie gestern Abend?

Frage III. Wortschatz

A. Schreiben Sie die Zahlen ins Worte. (Nur 5)   [05]
11, 348, 632, 56, 701, 49, 95

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

1. P _ _se
2. k_ _ _f_n
3. M_tt_r
4. C_l_
5. Zw_ _

6.   G_rt_n

C.   Was passt nicht? (Nur 5)   [05]
1.   Vase, Kuli, Lampe, Tasche
2.   Fenster, Kreide, Tür, Wohnung
3.   Paris ,Berlin,Bern,Wien
4.   zuordnen,beginnen,anrufen,ausgehen
5.   lernen,bestellen,nehmen,zahlen
6.   Regal,Schrank,Tisch,Balkon

D.   Ordnen Sie zu.   [05]

1.   13.15   Ja, es ist sehr schön..
2.   Ist das in Wien?   Ja warum nicht?
3.   Kennst du das schloss Sanssouci?   Es ist viertel nach eins.
4.   7.02   Nein,das ist in Salzburg.
5.   Gehen wir ins Theater?   kurz nach sieben

E.Schreiben Sie das Gegenteil! [nur 5]   [05]

lang, rechts, klein, modern, ruhig, zusammen

Frage IV. Grammatik

A.   Bilden Sie Fragen.(Nur 5)   [05]
1.   Wir wohnen <u>in der Landsburgerstraße</u>
2.   Das ist <u>ein Lernplakat</u>.
3.   Maria lernt <u>Italienisch.</u>
4.   Das Wohnzimmer ist <u>groß</u>
5.   Ja, er hat <u>einen Bruder</u>.
6.   <u>Im Juni</u> war ich in Deutschland.

B.   Ergänzen Sie den Artikel. (bestimmt/unbestimmt/Nom/Akk)(Nur 5)   [05]
1.   Ich finde _____ Balkon fantastisch.
2.   ____ Bücherregal ist sehr modern..
3.   Ist das _____Kamera?
4.   _____Stadt ist klein.
5.   ____ Bücher kaufen wir bestimmt..
6.   Brauchst du _____ Füller?

C. Ergänzen Sie den Possesivartikel. (Nur 5) [05]

1. Seid ihr das?waren das _____ Kinder?
2. Das ist Klaus. _____ Vater ist Lehrer.
3. Ich habe ein Auto, aber _____ Auto ist zu klein für den Umzug.
4. Am Sonntag kommt _____ Freundin . Wir gehen aus.
5. Herr Wolf wohnt in Nürnberg aber _____ Familie wohnt in Kassel.

D. Ergänzen Sie Präteritum von sein oder haben! [nur 5 Lücken] [05]

1. Wo _____ du gestern? Ich _____ im Theater mit Nina.
2. In der letzte Woche _____ ich einen Termin beim Zahnarzt.
3. _____ ihr gestern im Konzert? Ja das war super!
4. Er _____ in Mumbai am Wochenende.
5. Ich _____ am Sonntag keine Zeit.

E. Ergänzen Sie Präpositionen! [nur 5] [05]

1. Wir treffen uns _____ 9 Uhr.
2. Was möchtest du _____ Abend machen ?
3. Der Computer steht _____ dem Tisch.
4. Wir fahren _____ der Straßenbahn.
5.Was kaufst du im Supermarkt _____?
6 Das Handy liegt _____ den Büchern.

Frage V.A. Lesen Sie den Text und beantworten Sie die folgenden Fragen. [05]

Hallo Arifin,
Vielen Dank für deine E-Mail. Wie geht's denn so? Ich finde dieses E-Mail-Projekt super!Du schreibst,du hast Probleme mit dem Akkusativ. Hoffentlich macht Deutsch auch Spaß!Also,hier ist meine Antwort auf deine Frage:Was ist eine Wohngemeinschaft? Das ist eine Wohnform in Deutschland. Viele Studenten finden das gut. Sie haben zusammen eine 2-5-Zimmer Wohnung. Das ist nicht so teuer.Ich lebe auch hier in einer Wohngemeinschaft. Ich wohne mit drei anderen Studenten. Jeder hat ein Zimmer. Mein Zimmer ist klein aber es hat einen Balkon. Das Wohnzimmer ist groß und es gibt Sessel,ein Sofa,einen Wohnzimmertisch und einen Fernseher.Die Küche ist nicht so groß aber das ist kein Problem.Gibt es in Jakarta auch Wohngemeinschaften?
Viele Grüße
Dein Florian

Frage.1 Beantworten Sie!
1.   Wo lebt Arifin?
2.   Wer hat Problem mit dem Akkusativ?

Frage.2 Richtig oder Falsch?

1. Florian hat ein Zimmer mit Balkon.
2. Florian lernt Deutsch.
3. Die Wohngemeinschaft ist teuer.

Frage V.B. Schreiben Sie 8 bis 10 Sätze über das Thema.   **10**

Mein Tagesablauf oder Meine Familie

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P994

[4669] - 506
T.Y. B.B.M. (I.B.) (Semester - V)
FRENCH
(New Course) (Paper - I)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :
  1)   All questions are compulsory.
  2)   Use of dictionary is not allowed.

Q.1. Complétez <u>un</u> dialogue   **(10)**
  A. Mme Catherine Laperre est dans l'avion entre Paris et Lisbonne. Elle rencontre un passager.

Mme Laperre :	Bonjour, monsieur. Vous êtes portugais ?
Le passager :	_____ .
Mme Laperre :	Moi, je suis française, mais j'habite en France. Et vous ?
Le passager :	_____ .
Mme Laperre :	Vous travaillez dans quoi ?
Le passager :	_____ .
Mme Laperre :	Je suis chef du personnel dans une usine à Paris.
Le passager :	_____ .
Mme Laperre :	Oui, j'habite à Paris avec mon mari et mes deux enfants. Et vous ?
Le passager :	_____ .

OU

B. M. Thomas Dufaux arrive dans un grand hôtel à Paris. Il cherche un stage dans cet hôtel.

Thomas :	Bonjour monsieur. Je voudrais avoir un stage dans votre hôtel.
Le réceptionniste :	_____ ?
Thomas :	Actuellement, je suis réceptionniste dans un hôtel à Rio.
Le réceptionniste :	_____ ?
Thomas:	Je parle anglais, portugais et français.
Le réceptionniste :	_____ ?
Thomas :	Thomas Dufaux.
Le réceptionniste :	_____ .
Thomas :	Oui, c'est thofaux24@grabatto.fr
Le réceptionniste:	_____ . Au revoir.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel : (4)

1. Je dois contacter le délégué.

2.Est-ce que tu es libre le mardi ?

B. Mettez au négatif : (4)

1. Ils aiment beaucoup les plateaux-repas.

2. Elle achète le journal.

C. Complétez avec des prépositions (3)

1. Il travaille _____ Arcans.

2. Je voyage _____ les vacances.

3. Il organise une réunion _____ les délégués.

D. Complétez avec des adjectifs possessifs. (3)

4. Les ingénieurs parlent à _____ directeurs.

5. M. Pilat a une fille. _____ fille s'appelle Aurélie.

6. Vous voyagez avec _____ directrice.

E. Complétez avec des mots justes : (2)

1. GDF Suez travaille dans le domaine de _____.

2. Pour prendre le train, on va à la _____.

F. Dites vrai ou faux : (3)

1. Le stewart aide les passagers dans un train.

2. Un aller-retour, c'est-à-dire un billet de train.

3. La capitale de la Belgique, c'est Lyon.

G. Complétez avec des mots donnés : (à, cinéma, finis, nous) (4)

Lundi, je _____ tard, mercredi soir, je vais _____ Londres mais je suis libre mardi soir pour sortir. _____ pouvons dîner au restaurant ou aller au _____.

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

1. On (pouvoir) parler du temps qu'il fait.

2. Le directeur général (diriger) l'ensemble des activités de l'entreprise.

3. Je (venir) de Rio.

4. La sécretaire (organiser) la réunion.

I. Écrivez en mots: (4)

11, 98, 90, 32.

J. Quelle heure est-il? (4)

    1.) 8.20 a.m.   2) 6.05 p.m.

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

1. Quelle est votre nationalité?
2. Quand vous voyagez, où habitez-vous?
3. Quelles langues parlez-vous?
4. Quelle ville est la capitale de la France?

Q.3.B.. Reliez les deux colonnes (4)

A	B.
1. Carrefour	a) Moyens de transport.
2. Train, métro	b) Disribution.
3. Allô! Oui	c) Maison pour louer.
4. Gîte	d) L'hôtel Concorde, j'écoute.

Q.4.   Présentez lapersonne suivante (5)

Nom :	Gibert
Prénom:	Anne
Nationalité:	Belge
Pays de résidence:	Le Brésil.
Situation de famille:	Mariée
Nombred'enfants:	2 filles
Secteur d'activité professionnelle:	Responsable commercial chez TOTAL.

<u>OU</u>

Nom :	Johann
Prénom:	Schmidt
Nationalité:	Autrichien
Pays de résidence:	La Belgique.
Situation de famille:	Célibataire
Secteurd'activité professionnelle:	Chef des resources humaines

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

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

Pour voyager dans les transport en commun en France, vous devez :
- Avoir un titre de transport,
- Composter ou valider votre titre de transport.

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

1. We want to visit the city.
2. What do you want to do this evening?
3. Where are our rooms?
4. You cross the lobby.
5. I must telephone MrsLanglois.
6. The weather is good in summer.

Q. 6. Compréhension

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

Les hôtels résidentiels proposent des appartements avec kitchnette ou cuisine, souvent en centre-ville. La chambre d'hôte est une chambre à louer chez l'habitant. Le petit-déjeuner est toujours inclus dans le prix de la chambre. On peut rencontrer des Français dans une ambiance familiale.

A. Dites vrai ou faux : (3)
1. L'intérêt historique du bâtiment est important pour classer l'hôtel.
2. Les hôtels résidentials proposent des appartements avec cuisine.
3. La chambre d'hôte est une chambre dans un hôtel.

B. Donnez l'infintif : peut, sont. (2)

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P994

[4669] - 506
T. Y. B.B.M. (I.B) (Semester - V)
FRENCH
(Old Course) (Paper - I)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :

  1)   All questions are compulsory.

  2)   Use of dictionary is not allowed.

  3)   All questions have to be answered in French unless indicated otherwise.

Q.1.   **Complétez le dialogue suivant (UN AU CHOIX):**   [10]
  A. Vous achetez un billet de train aller-retour pour aller de Paris à Strasbourg.

L'employé :	Bonjour monsieur/ madame.
Vous :	_____
L'employé :	Aller simple ou aller-retour ?
Vous :	_____
L'employé :	Cinquante euros, monsieur.
Vous :	_____
L'employé :	A seize heures vingt, monsieur.
Vous :	_____
L'employé :	Quai numéro deux.
Vous :	_____

OU

  B. Sylvie Duval a rendez-vous avec madame Bouvier, chef des ventes.

La réceptionniste :	Bonjour, madame.
Sylvie :	_____.
La réceptionniste :	C'est de la part de qui ?
Sylvie:	_____.
La réceptionniste :	Madame Bouvier arrive.
Sylvie:	_____.
Madame Bouvier	Je suis Natalie Bouvier, chef des ventes. Heureuse de faire votre connaissance.
Sylvie:	_____.

Q.2. **Grammaire et vocabulaire**

A. **Mettez au pluriel** [4]
1. L'ingénieur travaille dans cette entreprise.
2. La directrice parle à l'ingénieur.

B. **Mettez au négatif:** [4]
1. Le train arrive à 15 heures.

2. Il fait froid.

C. **Complétez avec des prépositions:** [3]
1. Mathieu habite _____ Angleterre.

2. _____ printemps, il fait beau.

3. Jean a une réservation _____ cet hôtel.

D. **Complétez avec des adjectifs possessifs:** [3]
1. Ils vont au jardin avec _____ cousin.

2. Catherine téléphone à _____ mari.

3. Il parle à _____ professeur.

E. **Complétez avec des mots justes:** [2]
1. Kimiko Sato habite au Japon. Elle est_____.

2. La capitale de l'Allemagne, c'est _____.

F. **Dites vrai ou faux:** [3]
1. Il y a six gares à Paris.

2. La fête de Noël, c'est le 25 décembre.

3. Marseille et Lyon sont deux villes françaises.

G. **Complétez avec des mots donnés: (onze, férié, payés, août)** [4]
Les salariés français ont cinq semaines de congés _____ par l'employeur. Quand le jour

_____ est un jeudi ou un mardi, les Français font le pont. Ils partent en vacances en

_____. Il y a ____ jours fériés par an.

H. **Mettez le verbs entre parenthèses à la forme qui convient** [4]

1. Elle (aller) à Angers.

2. Nous (manger) au restaurant avec tes collègues.

3. Il (venir) demain.

4. Jean (aimer) la cuisine chinoise.

I. Écrivez en mots: [4]
1. 29
2. 95.
3. 65.
4. 11.

J. Quelle heure est-il? [4]
1. 10.25 a.m.
2. 22h45

Q.3. A. Répondez en français aux questions suivantes : (3 au choix) [6]
1. Nommez deux jours de la semaine.

2. Nommez deux moyens de transport.

3. Comment appelle-t-on un habitant de la Suisse?

4. Combien de jours y a-t-il au mois de mars?

B. Reliez les deux colonnes: [4]

A.	B.
1. Le directeur des ressources Humaines.	a. La fête nationale de la France
2. Le 14 juillet	b. Recrutements
3. Une gare à Paris	c. Un Américain
4. Un habitant des Etats-Unis	d. Gare de Lyon

Q.4.

A. Voici la carte de visite de Marc Dupont. Décrivez les informations en forme de   (5)
paragraphe.

> Marc Dupont
>
> *Directeur commercial*
>
> *ITEX*
>
> 6, rue Colbert, 75020 Paris
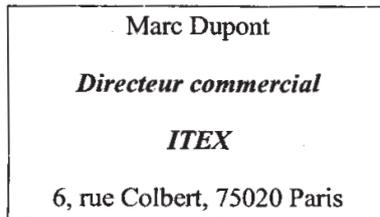
OU

B.   Nom: Gomez
      Prénom: Yves
      Nationalité: Français
      Âge: 30 ans
      Profession: Professeur
      Domicile: Strasbourg

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

    Marie est à Paris. Elle téléphone à ses parents d'une cabine téléphonique avec une
télécarte.   Elle compose le 16 et puis le 02 16 14 78 et elle parle à ses parents. Ses parents
habitent à Lyon. Elle va chez ses parents pour les vacances de Noël pour deux semines.Elle
prend l'avion le 22 décembre.

B.   Traduisez en français: (5 au choix)   **[10]**
1.   Good evening Madam !
2.   Our hotel has a restaurant.
3.   He is the director general.
4.   Here is my identity card.
5.   His sister lives in Angers.
6.   You take the direction of porte d'Orléans.

Q.6.   **Compréhension**

Rébecca :   Bonjour, madame. Ici Rébecca Lange. Je suis la secrétaire de Claire Trévisi.
                 Je téléphone de Strasbourg.

La secrétaire : Bonjour, mademoiselle. Qu'est-ce que je peux faire pour vous?

Rébecca :   C'est pour confirmer la date d'arrivée de monsieur Schmidt et de
             mademoiselle Trévisi. Ils arrivent le 16 décembre. Ils prennent le vol
             Strasbourg-Paris de 7 heures et le train jusqu'à Angers. Ils arrivent vers 11
             heures.

La secrétaire : Est-ce qu'ils ont une chambre d'hôtel?

Rébecca : Oui. Mademoiselle Trévisi a une chambre à l'hôtel Concorde pour cinq nuits et monsieur Schmidt à l'hôtel de France pour deux nuits. Pour le retour monsieur Schmidt prend l'avion à Paris le 18 à 21h40 et mademoiselle Trévisi le 21.

A. **Dites Vrai ou Faux:** [3]
1. Rébecca téléphone de Strasbourg.
2. Monsieur Schmidt et mademoiselle Trévisi arrivent le 26 décembre.
3. Mademoiselle Trévisi a une chambre à l'hôtel Parisii.

B. **Cherchez dans le texte, le contraire de – partir.** [1]
C. **Donnez l'infinitif – prend.** [1]

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[4669] - 507

B.B.M. (I.B.) (Semester - V)
I.T. FOR WORLD TRADE
(2004 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) **All questions are compulsory.**

2) **Draw diagram wherever necessary.**

Q1) Answer in short (Any Eight) **[16]**

a) GIS

b) HTML

c) WWW

d) HUB

e) EDI

f) FTP

g) URL

h) E - MAIL

i) TCP / IP

j) EFT

Q2) Answer the following (Any Two) : **[16]**

a) What is Portal? Explain types of Portal.

b) Explain any four Internet Service Provider.

c) Explain Electronic Shopping Process.

Q3) Answer the following (Any Two) : **[16]**

a) Explain the advantages of GIS. Give examples.

b) How E-Commerce can be applied to different phases of Trade Cycle.

c) Differentiate Internet and Intranet.

Q4) Answer the following (Any Two) :   [16]

    a)   Describe benefits and limitations of Internet Advertising.

    b)   Define and describe benefits of Data Interchange.

    c)   Explain Electronic Fund Transfer with example.

Q5) Write short note on : (Any Four)   [16]

    a)   On-line Auction.

    b)   Inter Organisational System.

    c)   Virtual Global Companies.

    d)   Internet Business Model.

    e)   Security issues in E.F.T.

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[4669] - 603

B.B.M. (I.B.) (Semester - VI)

(613) STUDY OF GLOBAL ECONOMICS

(2008 Pattern)

Time : 3 Hours]   *[Max. Marks : 80*

Instructions to the candidates :

1)   *Q. 7 is compulsory.*

2)   *Answer any four from Q. 1 to Q. 6.*

Q1) Discuss meaning of Globalization. Elaborate the effects of globalization on Indian business. **[15]**

Q2) Differentiate between organized and unorganized labor market. What are the strategies required for International organized labor management? **[15]**

Q3) Analyze the Current Business and Economic Environment of India. Write about ASEAN's role in the same. **[15]**

Q4) What is Financial Turmoil? Brief the strategies used for facing the challenges of Financial Turmoil. **[15]**

Q5) What is Global Trade? Examine the effects of Economic Growth on the Trade of Small and Large Countries. **[15]**

Q6) What are the characteristics of Emerging Markets? Discuss India as Emerging Market. **[15]**

P.T.O.

Q7) Short notes (any four) :   [20]

   a)   Changing World Order.

   b)   IMF.

   c)   Poverty Aid.

   d)   Mobilization of global talent.

   e)   International Trade Centre.

   f)   Drivers of globalization.

☙☙☙

[4669] - 605
T.Y. B.B.M. (I.B.) (Semester - VI)
FRENCH
(New Course) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates :

1) *All questions are compulsory.*

2) *Use of dictionary is not allowed.*

3) *All question have to be answered in French unless indicated otherwise.*

Q.1. Complétez UN dialogue (10)

A. **M. Lalandevadansuneagence de publicité pour faire la publicité de son agence de voyages. Ildiscute avec le webmestre.**

M. Lalande: Bonjour. Nous devons faire la de la publicité pour nos voyages. _____

_____ ?

Le webmestre : Un e-mail commercial?

M. Lalande: C'estune bonne idée. _____ .

Le webmestre: Je voisune page avec des photos des destinations en promotion .

M. Lalande: _____ ?

Le webmestre: Oui, le nom du pays et le prix du voyage.

M. Lalande: C'est super. _____ ?

Le webmestre: Oui, on peutmettre des rubriquesspécifiques, comme "l'hôtel", "vol"…

M. Lalande: Parfait! _____ ?

Le webmestre: En haut de la page.

OU

B. **Mme Pinot et MmeMarmontvont au restaurant, "Magix". Ellesont un réservation. Ellescommandent le Menu Trio avec la salade 'César' comme entrée, steak tartare avec des frites comme plat principal et unetarte aux pommes comme dessert. Ellesprennent le vin rouge et unebouteilled'eau.**

Mme Pinot: Bonjour monsieur, nous avonsune table réservée au nom de Pinot.

Le serveur : Oui, mesdames, c'est par là.

(…)

Le serveur: Vousavezchoisi?

P.T.O.

Mme Pinot:	Nous prendrons _____
Le serveur:	Et comme plat principal?
MmeMarmont:	_____
Le serveur:	Et comme garniture?
Mme Pinot:	_____
Le serveur:	Et pour le dessert?
Mme Pinot:	_____
Le serveur:	Et pour boire?
MmeMarmont:	_____
Le serveur:	C'estnoté.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel: (4)
1. Le client réserve le billet pour le voyage.
2. La secrétaireremercie le directeur.

B. Donnez le féminin du mot souligné: (2)
1. Le <u>directeuranglais</u>parlebien le français.

C. Donnez le contraire du mot souligné: (2)
1. Il <u>arrive</u>demain.
2. Elles<u>vendent</u>le savon de Marseille.

D. Complétez avec de,du, de la, de l', des: (2)
1. Les clients vontvoir le prix _____voyage.
2. L'ingénieurconsulte les dossiers_____ candidats.

E. Complétez avec à, au, à la, à l', aux: (2)
1. Nous sommes _____ restaurant.
2. Paul parle _____informaticien.

F. Complétez avec des adjectifsdémonstratifs: (2)
1. _____ usinese situe à Marseille.
2. _____ appartementssont au troisièmeétage.

G. Complétez avec des adjectifspossessifs: (2)
1. Didier téléphone à _____ père.
2. MmeDuparc a unefille. _____ filleest responsable des ventes.

H. Choisissez la forme correcte du verbe: (3)

1. Le garçon apportes/ apporte l'addition.
2. Tu vient/viens du Japon.
3. Elle va/vas au bureau.

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

1. Vous (prendre– futur proche) l'avion le 18 décembre.
2. Le directeur général (diriger – présent) l'ensemble des activités de l'entreprise.
3. Le réceptionniste (faire –présent) les réservations.

J. Trouvez l'objet direct: (3)

1. L'hôtesse aide les passagers.
2. Le directeur finit son travail.
3. Vous apportez la carte, s'il vous plait?

K. Complétez le texte suivant avec les mots donnés ci-dessous: (2)
(pourboire, paye, couvert , mais)
En France, on ne _____ pas le pain et le _____. Le service est compris _____ on peut laisser
un _____.

L. Dites vrai ou faux: (3)

1. Le personnel ne peut pas prendre ses repas dans les bureaux.
2. Un certificat médical est obligatoire en cas de maladie ou d'accident.
3. Les grandes entreprises ont de 50 à 240 employés.

M. Écrivez en mots: (2)
1.) 19   2.) 175.

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

1. 18h45
2. 6h30
3. 15h15

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

1. Nommez deux types de restaurants en France.
2. Quel est votre plat favori?
3. Nommez une entreprise de votre pays.
4. Nommez une entreprise française.

Q.3.B.. Reliez les deux colonnes (4)

| A.	B.
a. Un boucher	1.existe depuis 50 ans
b. Unecompagnie	2. vend des fleurs
c. Le savon de Marseille	3. Unebouchère
d.Unfleuriste	4. Maritime

Q.4.Écrivez en forme de paragraphe: (5)

A. Décrivez le processus de fabrication des boîtes de conserves de haricots verts. Utilisez les mots suivants: laver, remplir, fermer, stériliser, refroidir, envoyer, des cartons, des distributeurs.

Pour celautilisez les mots connecteurs – d'abord, puis, après, avec, dans…

OU

B. Voicil'organigramme de l'entrepriseTOTAL.
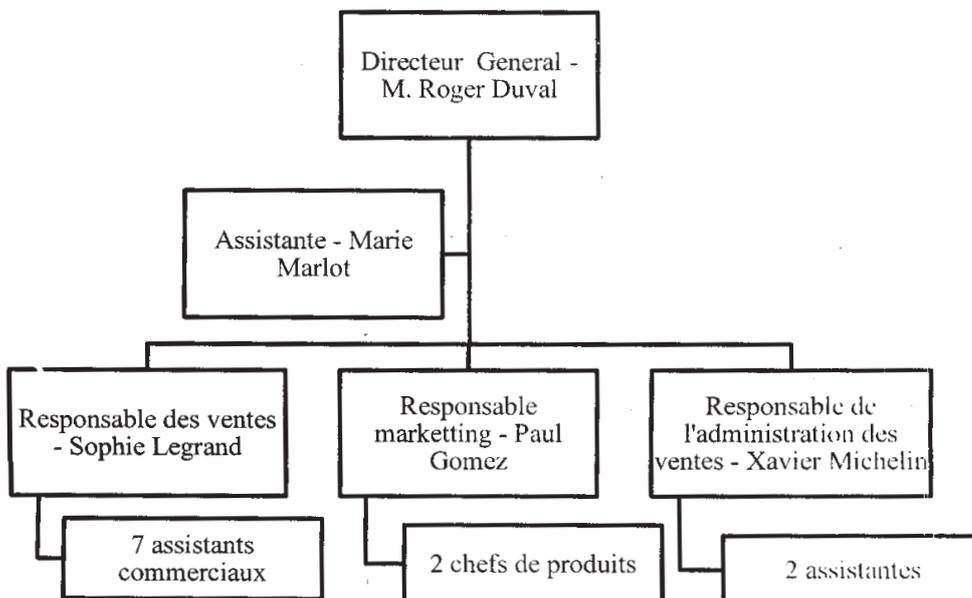
Q.5. A. Traduisez en anglais: (5)

Usage des locauxet du matériel de l'entreprise

Saufautorisationexceptionnelle les locauxet le matériel de l'entreprisesontexclusivementréservés aux activitésprofessionnelles. Ilestinterditd'emporter à l'extérieur de l'entreprise des objets et produits qui appartiennent à l'entreprise.

Les salariés doivent conserver en bon état le matériel qu'ils utilisent pour leur travail.

B. Traduisez en français: (5 au choix) (10)
1. It is prohibited to smoke in the enterprise.
2. She is very organized.
3. We have a range of 400 products.
4. They offered to do an exchange.
5. You have 5 weeks of paid leave.
6. First, I choose a salad.

Q. 6. Compréhension de texte : (5)

Quand vous êtes invité chez des Français, vous arrivez avec un léger retard de 10 à 15 minutes pour laisser le temps à votre hôte/hôtesse d'être prêt(e). On n'enlève pas ses chaussures. Quand vous arrivez, vous offrez un petit cadeau comme des fleurs ou une bouteille de vin. Au repas, l'homme le plus important est à la droite de l'hôtesse et la femme la plus importante est à la droite de l'hôte. Par politesse, on accepte de goûter les plats.

A. Dites vrai ou faux:
1. Vous choisissez votre place à table.
2. Vous refusez de manger un plat quand vous n'aimez pas.
3. Vous arrivez avec un léger retard.

B. Trouvez le contraire de '**à gauche**' dans le texte.

C. Donnez l'infinitif de '**offrez**'.

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P995

[4669] - 605
B.B.M. (I.B.) (Semester - VI)
FRENCH
(Old Course) (Paper - II)

Time : 3 Hours]   *[Max. Marks : 80*

1) *All questions are compulsory.*
2) *Use of dictionary is not allowed.*

QI. Complétez le dialogue (UN au choix) :   (10)

A. **Gérard part en voyage d'affaires aux Etats-Unis.Il va à la banque pour changer des euros en dollars. Il commande des chèques de voyage et aussi des espèces.**

Gérard :   _____

L'employé: Voulez-vous des espèces ou des chèques de voyage?

Gérard :   _____

L'employé:Vous avez une pièce d'identité?

Gérard :   _____

L'employé: Combien d'euros voulez-vous changer?

Gérard :   _____

L'employé :Oui, bien sûr! Voilà, passez à la caisse, s'il vous plait.

Gérard :   _____

OU

B. **Marc s'arrête à une station-service.**

Marc   : Le plein, s'il vous plait!

Le pompiste : _____

Marc   : Super.

Le pompiste : _____

Marc   : Vous vérifiez l'eau, s'il vous plait?.

Le pompiste : _____

Marc   : Ça fait combien?

Le pompiste : _____

Marc   : Merci

Le pompiste : _____

Q.II. Grammaire et Vocabulaire:

    A. Mettez au pluriel: (4)

        1. Le garçon a donné la carte.

        2. Où vas-tu?

    B. Donnez le féminin du mot souligné: (2)

        1. Ce vendeur est brésilien.

        2. L'employé parle à son frère.

    C. Donnez le contraire du mot souligné: (2)

        1. Nous arrivons demain .

        2. L'hôtel est à gauche.

    D. Complétez avec du, de la, des, de l'... : (2)

        1. Il a acheté _____ fromages.

        2. Le chef retire _____ argent.

    E. Complétez avec au, à la, aux, à l'...: (2)

        1. Le réceptionniste donne la clé _____ touristes.

        2. Les employés mangent _____ cantine.

    F. Complétez avec des adjectifs démonstratifs: (2)

        1. _____ appartement donne sur le parking.

        2. _____ maison a un joli jardin.

    G. Complétez avec des adjectifs possessifs: (2)

        1. Robert et Marie vont chez _____ cousins.

        2. Vous allez vendre _____ maison?

    H. Choisissez la forme correcte du verbe: (3)

        1. Elle veux / veut ce chemisier.

        2. Marc arrive / arrives à Paris.

        3. Manges / mange bien.

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

1. L' étudiant (commencer - passé composé) son devoir.

2. Nous (commander - présent) la glace.

3. Il (devoir- futur) rempliir cette fiche.

J. Trouvez l'object direct: (3)

1. Vous achetez ces disques?

2. Xavier commande les tartes.

3. Il achète le studio.

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

(permanent , paiement, le code secret, la carte)

La carte Pass a deux fonctions. C'est une carte de _____ . Vous n'avez besoin ni d'argent liquide ni de chéquier. Vous présentez tout simplement _____ et avec _____ , vous pouvez retirer de l'argent. La carte, c'est aussi une carte de crédit _____ .

(locales, permis de conduire, location, étrangères)

En France, les <u>nombreuses</u> agences de _____ proposent des voitures de marques françaises et _____ . Les agences _____ offrent des tarifs plus avantageux que les agences internationales. Il faut avoir vingt et ans minimum pour louer une voiture, un _____ valable et une pièce d'identité.

L. Dites vrai ou faux: (3)

1. Pour une raquette de tennis, on va au rayon de jeux.

2. En France, il y a 22 chambres de commerce régionales.

3. Le psaseport est une pièce d'identité.

M. Écrivez en mots: (2)

1. 24

2. 97

N. Quelle heure est-il? (3)

1. 15h

2. 17h20

3. 12.00 p.m.

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

1. Au supermarché, où peut-on acheter des carottes?

2. Nommez deux pays étrangers.

3. Qu'est-ce que c'est la SNCF?

4. Où achète-t-on un paquet de riz ?

(B) Reliez les colonnes : (4)

A	B
1. Une carte de crédit	(a) le niveau d'huile
2. Des croissants	(b) Un pantalon et une robe
3. Vérifier	(c) Boulangerie
4. Des vêtements	(d) Diners Club

IV (A) Ecrivez **en forme de paragraphe** : (5)

Alice à la banque :

Vacances –Sœur – Australie - semaine prochaine – chèques de voyage   cinq mille dollars – passeport.

V (A) Traduisez en anglais : (5)

Les repas ont une place importante dans la vie des Français. Au travail, les Français déjeunent à la cantine de l'entreprise ou dans un bistro. Les entreprises peuvent proposer à leurs employés des chèques-dejeuners. Les contrats sont souvent signés pendant un dejeuner ou dîner d'affaires.

Marianne, Sylvie et Géraldine sont au café Chez Mimi. Marianne a bu un jus de pommes. Sylvie a mangé un sandwich et un gâteau. Géraldine a bu du café et a mangé des croissants. Le garçon a apporté l'addition. Les trois amis ont partagé la note.

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

1. Voici ma carte d'identité.
2. Aujourd'hui, c'est jeudi.
3. Notre directeur est de Strasbourg.
4. Merci bien, madame.
5. Tournez à gauche.
6. C'est au premier étage.

VI Compréhension de texte :

Paul et Anne visitent un appartement.

Paul : C'est ici, au troisième étage. Voilà, madame.

Anne : Mais c'est grand. Le salon est immense. J'aime ça. Il est confortable.

Paul : Bien sûr! Une petite table et des chaises…et il y a un poste de télevision!

Anne : Il y a une salle de bains ?

Paul : Oui…Le salon donne sur le jardin. La vue est très belle.

Anne : Il y a un parking.

Paul : Oui. En face.

Anne : C'est bien. J'aime beaucoup. C'est combien, le loyer?

Paul : Neuf cents euros par mois.

   A. Dites Vrai ou Faux: (3)

1. Dans le salon, il y a une télévision.
2. La cuisine donne sur le parking.
3. L'appartement a une baignoire.

   B. Donnez le contraire de : grand (1)

   C. Donnez l'infinitif de : aime (1)

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P995

[4669] - 605
B.B.M. (I.B.) (Semester - VI)
GERMAN
(2008 Pattern) (Paper - II) (Backlog)

Time : 3 Hours]   *[Max. Marks : 80*

Note : Use of dictionary is not allowed.

Frage 1. Übersetzen Sie ins Englische.   [10]

A. Cora Clausen, 72, aus Schwäbisch Hall arbeitet nicht mehr. Letztes Jahr sind sie und ihr Mann im Urlaub auf Mallorca gewesen. Sie sind viel gewandert und haben oft in Restaurants gegessen. Cora hat Postkarten an alle Freundinnen geschrieben. Aber es war sehr heiβ und laut. Das hat sie nicht gut gefunden. Sie und ihr Mann sind dieses Jahr zu Hause geblieben. Sie haben im Garten gearbeitet und oft in der Sonne gelegen. „Das war billig und hat Spaβ gemacht. Wir sind spät aufgestanden und haben uns gut erholt."

B. Ich bin Sarah Herbst. Ich arbeite als Sekretärin bei der Firma STEIFF in Giengen. STEIFF produziert Teddybär und Stofftiere. Meine Arbeit ist sehr interessant und ich habe immer viel zu tun. Ich mache alle typischen Büroarbeiten: Texte am Computer schreiben, Telefonate führen, E-Mails schreiben und beantworten, Faxe senden, für meinen Chef Termine machen und viel organisieren.

Frage 2. Beantworten Sie FÜNF der folgenden Fragen.   [10]

1. Nennen Sie vier Kleidungsstücke!
2. Schreiben Sie zwei Tipps für eine gesunde Ernährung!
3. Wo kann man frische Trauben kaufen?
4. Was haben Sie am Wochenende gemacht?
5. Wann machen Sie Urlaub? Wohin fahren Sie?
6. Essen Sie Fast food gern? Warum?
7. Nennen Sie vier Körperteile!

Frage 3. Lesen Sie den folgenden Text und beantworten Sie die Fragen.   [10]

Wie ist das Wetter? Diese Frage hört man in Deutschland sehr oft. Das Wetter ist nicht immer gleich. Darum ist es ein beliebtes Gesprächsthema. Viele Freizeitaktivitäten hängen vom Wetter ab. Hurra, es schneit, der Schnee ist super! Das sagen die Wintersportler. Im Sommer bei einer Grillparty ist immer die Frage : Ist es sonnig oder bewölkt? Hoffentlich regnet es nicht! In Deutschland sitzen die Leute gern in der Sonne, in Parks und Straβencafés oder auf dem Balkon. In Südeuropa geht man lieber ins Haus. Die Sonne ist dort zu heiβ. Schönes Wetter heiβt in Deutschland Sonne und wenig Regen. Aber in Nordafrika ist der Regen sehr wichtig. In Deutschland ist es im Herbst oft kalt und windig. In Norwegen ist der Winter sehr lang und es

11

ist schon am Nachmittag dunkel. Dort feiern die Menschen den Sommer. Und wie ist gutes Wetter in Ihrem Land?

A] Richtig oder falsch?   [3]

1.Im Sommer ist es zu sonnig in Südeuropa.
2.In Norwegen feiern die Menschen den Winter.
3. Das Wetter in Deutschland ist immer kalt.

B] Beantworten Sie.   [4]

1. Was machen die Menschen in Deutschland im Sommer?
2. Welche Freizeitaktivität macht man gern in Deutschland im Winter?
3. Was bedeutet schönes Wetter in Deutschland?
4. Was bedeutet schönes Wetter für Sie?

C] Was passt zusammen?   [3]

1. Sommer   kalt

2. Winter   windig

3. Herbst   sonnig

Frage 4. Wortschatz

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

1. Ein _____ schneidet Haare in einem Salon.
2. Hans arbeitet in einem Rstaurant in der Küche. Er ist _____ von Beruf.
3. Maria hat am _____ (20.) März Geburtstag.
4. Jedes Jahr fahren viele Studenten nach Berlin. Die _____ mit dem Bus Linie 100 ist ein Hit.
5. Berlin ist eine große _____.
6.Ich kaufe Kleider immer im _____.

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

1.eine Zeitung
2.Spaghetti
3. am Computer
4. Violine
5. mit dem Auto
6. Wein

C. Bilden Sie Sätze. (nur fünf)   [5]

1. haben – jetzt – Geld – ihr?

2. wollen- besuchen – Sie – den Schloss – morgen?

3. trinken – Petra – gern – Bier

4. Reise – Monntag – wir – am – eine – machen

5. treffen – Freundin – er – seine

6. gern – fahren – wir - Rad – am Sonntag

D.Was passt nicht?   [5]
1. Fernseher-Wohnzimmer-Sofa-Bahnhof
2.Kuli-Buch-Koffer-Heft
3.Hemd-Hose-Größe-Mantel
4.Sonne-regnen-Wolke-Wind
5.Schule-Theater-Disko-Kino

Frage 5. Grammatik:

A. Ergänzen Sie das Modalverb. (nur 5)   [5]
1. Die Kinder _____ jetzt lernen. Sie haben eine Prüfung morgen.
2. Ich _____leider nicht gut tanzen.
3. Tom Cruise? Ach! Ich _____ einmal mit ihm sprechen!
4. Sara, du _____ hier nicht laut sprechen. Es ist ein Krankenhaus!
5. Meine Mutter sagt : Ich_____ immer fit bleiben.
6. _____ ihr heute Abend ins Kino gehen?

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

1. viel Wasser trinken (ihr)
2. das Handy reparieren (Sie)
3. hier bleiben (du)
4. eine Pause machen (ihr)
5. gut schlafen (du)
6. das Wort schreiben (Sie)

C. Ergänzen Sie das Perfekt. (nur 5)   [10]
(gehen, aufstehen, telefonieren, machen, warten, schreiben,)
1.Hanna _____ im Urlaub viele Postkarten an ihre Freunde _____.
2.Wann_____du heute morgen _____? – Um 10 Uhr.
3._____ihr die Aufgabe_____ ?
4.Gestern _____ ich zwei Stunden auf Mia _____.
5.Mir geht es nicht gut.Ich _____ schon mit dem Arzt_____.
6.Nach der Party _____wir nach Hause _____.

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

1. Ich habe <u>eine Buch</u> gekauft.

2. Nein, Ich habe kein Geld.

3. Die Wohnung hat <u>vier Zimmer.</u>

4. <u>Am Sonntag</u> hat er Zeit.

5. Das Handy kostet <u>1150 Euro.</u>

6. Er ist <u>Lehrer</u> von Beruf.

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

1. Ich brauche einen schwarz_____ Anzug.

2. Das klein__ Haus gefällt mir gut..

3. Die Frauen tragen weiß__ Tshirts.

4. Was kostet der grün__ Mantel?

5. Trägst du die neu_____ Schuhe?

6. Er sucht frisch__ Mangoes.

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