

Total No. of Questions : 3]

SEAT No. :

P6025

[Total No. of Pages : 3

[6145]-301

S.Y.B.B.A. (I.B.)

301 : ELEMENT OF HUMAN RESOURCE MANAGEMENT

(2019 Pattern) (Semester -III) (CBCS)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) A) Multiple choice Questions. [5]

- a) Which of the following is an Essential Elements of Human Resource Planning?
 - i) Employee Performance Evaluation
 - ii) Recuritment & selection.
 - iii) Work place safety Regulation
 - iv) Marketing strategies
- b) What does the term “Job Analysis’ Refers to Human Resource management?
 - i) Assessing Employee Job satisfaction
 - ii) Identifying Employee training need
 - iii) Evaluation Employee Performance
 - iv) Determining the task and Responsibility
- c) What is the purpose of an Employee grievance handling procedure?
 - i) To promote work place diversity and inclusion
 - ii) To provide Employee T & D opportunities
 - iii) To Address and Resolve Employee Complaint and concern
 - iv) To Determine Employee compansation and Benefit
- d) What is the Role of Human Resources in talent acquisition?
 - i) Identify training need
 - ii) Conducting performance Appraisal
 - iii) Recruiting and selecting qualified Candidates?
 - iv) Administering Employee Benefits

P.T.O.

B) Match the Pairs. [5]

Group A	Group B
a) Job Analysis	i) The process of assessing and Evaluating Employee Job Performance
b) Recruitment & selection	ii) The systematic process of attracting screening & selecting qualified Individual for Position within an organisation
c) Training & Development	iii) The process of identifying skill, knowledge, & ability for Job
d) Performance Appraisal	iv) The process of providing knowledge skill & competencies
e) Compensation & Benefit	v) The system of Reward, incentive and benefit provide to employee in Exchange for their work

C) Fill in the Blanks [5]

- a) _____ is the process of assessing and Evaluating of Employee Job Performance to provide feedback and identify area for improvement.
- b) _____ Encompasses the system of Rewards incentives & Benefits provided to Employees in Exchange for their work and contribution to the organisation.
- c) _____ Involve managing the Relationship between Employee and the organisation, including conflict resolution, Employee satisfaction and communication
- d) _____ Involve Identify skill, knowledge & ability Required for a particular Job through data collection and Analysis.
- e) _____ Is the systematic process of attracting Screening, and selecting Qualified Individual for Job position within an organisation.

D) Answer in one sentence. [5]

- a) What is the purpose of Job Analysis in HRM?
- b) How does Employee Recruitment Contribute to Building a talented work force?
- c) What are the effective technique for interviweing & selecting candidate?
- d) What are the key consideration in Human Resource Planning for Organisation success.
- e) Term of HRM & its Elements.

Q2) Answer Any Three [3×10=30]

- a) What is HRM? State the scope & importance.
- b) What is mean by training Explain its method.
- c) Disscuss the Role of Personnel manager.
- d) Explain the various factor influincing Human Resource planning.
- e) Explain the term of performance Appraisal its process and problem?

Q3) Attempt Any Two from the following. [2×10=20]

- a) Challenges before human Resource management.
- b) What is personnel Department Explain the function of personnel Department in line organisation.
- c) Explain in brief cross cultural training and types of Training.



Total No. of Questions : 3]

SEAT No. :

P-6026

[Total No. of Pages : 3

[6145]-302

S.Y. B.B.A. (IB)

**302 : GLOBAL COMPETENCIES & PERSONALITY
DEVELOPMENT**

(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Compulsory Question: (Objective Type Questions) [20]

A) Multiple Choice Questions. [10]

- i) Which of the following SWOT elements are internal factors for a business?
 - a) Strengths and Weaknesses
 - b) Opportunities and Threats
 - c) Strengths and Opportunities
 - d) Weaknesses and Threats
- ii) Which of this is an example of positive attitude?
 - a) teasing others
 - b) looking at the glass half full
 - c) looking at the glass half empty
 - d) none of the above
- iii) Which of these is not a rule about eating?
 - a) Don't use your spoon like a shovel
 - b) Avoid making gross noises
 - c) Chew with your mouth closed
 - d) Eat as quickly as you can
- iv) Which one of the following are the physical symptoms of anxiety?
 - a) Racing heart
 - b) Sweaty palms
 - c) Flushed cheeks
 - d) All of the above

P.T.O.

- v) This plays a crucial role in face-to-face communication:
 - a) eye contact
 - b) eye movement
 - c) winking
 - d) rolling your eyes
- vi) The “Big Five” personality dimensions that make up the five-factor model can be expressed in this acronym:
 - a) OCEAN
 - b) CEASE
 - c) INTRO
 - d) EXTRA
- vii) Cognitive components of attitudes is:
 - a) The knowledge or intellectual beliefs an individual may have
 - b) The emotions connected with an object or task
 - c) How a person acts
 - d) All of the above
- viii) Which of the following is NOT a strategy for managing stress?
 - a) Engaging in regular physical exercise
 - b) Practicing mindfulness and relaxation techniques
 - c) Avoiding social interactions
 - d) Seeking social support
- ix) Saying ‘please’ and ‘thank you’ whenever it is required is
 - a) Dining etiquette
 - b) Social etiquette
 - c) Dressing etiquette
 - d) Hygiene etiquette
- x) Which among the following is not an essential element of team building?
 - a) Clear direction
 - b) High salary
 - c) Common goals
 - d) Effective communication

B) Answer in one sentence :

[5]

- i) Type A and Type B Personality
- ii) What is personal grooming?
- iii) Define Motivation.
- iv) What does SWOT mean?
- v) What are Values?

C) Match the pairs : [5]

Group A

Group B

- | | |
|-----------------------|-------------------------------------|
| i) Openness | a) sociable, assertive |
| ii) Conscientiousness | b) easily affected by mood swings. |
| iii) Extraversion | c) punctual, disciplined |
| iv) Agreeableness | d) imaginative, curious |
| v) Neuroticism | e) seeks harmony in group settings. |

Q2) Long answer questions (Any three). [3 × 10 = 30]

- a) What are the determinants of Personality and discuss how to develop personality.
- b) Explain the importance of a team and how to be a team player.
- c) Explain the concept of Self adaptability and cross cultural adaptiveness.
- d) What is the need for self- motivation and factors that keep one motivated.
- e) How can one develop positive self- esteem and build self confidence.

Q3) Write short notes on (any four) : [4 × 5 = 20]

- a) Seven Global Competencies.
- b) Social etiquettes
- c) Self Image
- d) Importance of Empathy
- e) Managing Work Stress
- f) Positive body Language



Total No. of Questions : 5]

SEAT No. :

P6027

[Total No. of Pages : 2

[6145]-303

S.Y.B.B.A (I.B)

**303 : INTERNATIONAL ECONOMICS
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Solve Q.1 or Q.2, Q.3 or Q.4, Q.5 or Q.6, Q.7 or Q.8.
- 2) Figures to the right indicate full marks.
- 3) Assume suitable data, if necessary.

Q1) Fill in the blanks.

[5]

- a) _____ deals with the economic interdependence among countries.
- b) Within a country _____ and _____ moves freely to get maximum returns.
- c) According to _____ trade is possible between two countries even when one country has an absolute advantage in the production of both goods.
- d) _____ refers to the rate at which the goods of one country exchange for the goods of another country.
- e) _____ policy refers to without any tariffs, quantitative restrictions and other devices obstructing the movement of goods between countries.

Q2) True or False

[4]

Attempt any 4

- a) Inter-regional trade refers to trade between regions within a country.
- b) The classical economists believed that the factors of production are freely mobile within each region.
- c) Heckscher Ohlin Model consists of 2*2 model.
- d) David Ricardo is the father of Economics.
- e) The comparative cost theory was formulated David Ricardo.

P.T.O.

Q3) Match the following. [5]

- | | |
|-------------------------|---|
| a) Adam Smith | i) Monetary value of International transactions |
| b) David Ricardo | ii) Gold Standard |
| c) Balance of Payments | iii) Gold Exchange Standard |
| d) IMF | iv) Absolute Cost Advantage |
| e) Bretton Woods System | v) Comparative Cost Theory |

Q4) Write Short Notes (Attempt any 3) [24]

- a) Explain the meaning and nature of International Economics.
- b) What is the importance of foreign trade in economic growth?
- c) Evaluate the H-O Model of International Trade.
- d) Explain the concept of comparative cost theory in brief.

Q5) Write Long Answers (Attempt any 2) [32]

- a) Write briefly about MNC's and FDI.
- b) Define balance of payments. What are the components of BOP?
- c) Explain the meaning and nature of International Economics.
- d) Explain the theory of absolute cost advantage as explained by Smith.



Total No. of Questions : 3]

SEAT No. :

P6028

[Total No. of Pages : 3

[6145]-304

S.Y. B.B.A. (IB)

304 : PRODUCTION & OPERATIONS MANAGEMENT

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Draw neat diagram whenever necessary.*
- 3) *Figures to the right indicate full marks.*

Q1) A) Multiple choice questions.

[5×1=5]

a) Advantage of Job production is:

- | | |
|----------------|------------------------|
| i) Flexibility | ii) Shorter cycle time |
| iii) Quantity | iv) All of above |

b) Process layout is also called _____ layout.

- | | |
|-----------------|--------------|
| i) Product | ii) Combined |
| iii) Functional | iv) Line |

c) Which of the following is **Not** an activity of physical distribution?

- | | |
|-------------------|-----------------------|
| i) Transportation | ii) Factory inventory |
| iii) Warehousing | iv) Material handling |

d) New Product Development starts with _____ phase.

- | | |
|----------------------|-----------------|
| i) Commercialization | ii) Ideation |
| iii) Research | iv) Prototyping |

e) Centralized and De-centralized are types of _____.

- | | |
|------------------|------------------|
| i) Routing | ii) Scheduling |
| iii) Follow - up | iv) Dis patching |

P.T.O.

B) Match the pairs : [5×1=5]
Group A Group B

- | | |
|---------------------------|-----------------|
| a) Solid waste | i) oil & grease |
| b) 3 R's | ii) Work orders |
| c) Preventive Maintenance | iii) Metal |
| d) Dispatching | iv) Flow charts |
| e) Routing | v) Recycle |

C) Answer in 1 sentence. [5×1=5]

- a) What is TPM?
- b) What is inventory?
- c) What is Automation?
- d) What is full abbreviation of JIT?
- e) Name any 3 types of plant layouts.

D) Fill in the blanks. [5×1=5]

- a) _____ is the transformation of inputs into outputs.
- b) The regular upkeep of the machines and related systems is called _____.
- c) The process of planning, organizing, directing and controlling the flow of materials within an organization is known as _____.
- d) _____ is a method of making timetables for production work.
- e) If the flow of production is not continuous, it is_____.

Q2) Attempt any 3 out of 5.

[3×10=30]

- a) What is Inventory control? Discuss any two methods of inventory control.
- b) Explain the objectives and functions of Production & operations management.
- c) Explain the objectives of Plant layout.
- d) Explain about Standardization and its advantages.
- e) Explain factors affecting plant location decision.

Q3) Write Short notes (Any 4 out of 6) :

[4×5=20]

- a) Mass Production
- b) Cellular layout
- c) Functions of a Production manager
- d) Routing
- e) Production Planning & Control
- f) Fixed Automation



Total No. of Questions : 6]

SEAT No. :

P6029

[Total No. of Pages : 3

[6145]-305
S.Y. B.B.A. (IB)
305 A : FRENCH - I
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q.1. Complétez UN dialogue :

(10)

A. M. Éric Joubert arrive à l'hôtel MIRA. Il a une chambre réservée. Il a la chambre 802 au huitième étage. Complétez le dialogue.

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

OU

B. Dans l'avion Berlin et Nice.

M. Duparc Excusez-moi, vous êtes anglaise?
Mme Lachaise: _____ . Et vous?
M. Duparc : Je suis français, mais j'habite en France.
Mme Lachaise: _____ .
M. Duparc : Je travaille dans l'aéronautique. Et vous?
Mme Lachaise : _____ .
M. Duparc : Vous êtes marié ?
Mme Lachaise : _____ .

P.T.O.

M. Duparc: Oui, je suis marié et j'ai deux fils. Et vous ?

Mme Lachaise : _____.

Q.3. Grammaire et vocabulaire :

A. Complétez avec des adjectifs possessifs : (2 au choix) (2)

1. Elle cherche sa/son/ses hôtel.
2. Catherine a une fils. Son/ses/sa fils est ingénieur.
3. Vous avez rendez-vous avec notre/votre/vos directeur.

B. Complétez avec des prépositions :(2 au choix) (2)

1. Plouf habite en/dans/aux États-Unis.
2. Nous regardons des films dans/pendant/avec le vol.
3. Il travaille à/dans/en Londres.

C. Quelle heure est-il ?(Choisissez la bonne réponse) (2 au choix) (2)

1. 7 h 30
2. 1 h 15
3. 10 h

D. Complétez avec des mots donnés : (service, nombre, tourisme, chambres) (2)

Les hôtels de _____ sont classés par _____ d'étoiles selon de nombreux critères : le confort des _____, les équipements, la qualité du _____.

E. Mettez les verbes entre parenthèses à la forme qui convient (2 au choix) (2)

1. Vous (entrer) dans l'ascenseur.
2. Nous (voyager) par avion.
3. La directrice (prendre) la fiche.

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

1. Quelle est votre profession?
2. Comment s'appelle un habitant du Portugal?
3. Comment montez-vous au cinquième étage ?.
4. Nommez deux villes françaises.

B. Reliez les deux colonnes : (4)

A.

1. Un habitant de la Belgique
2. Carrefour
3. Louis Dreyfus
4. Un habitant de l'Inde

B.

- a. Négoce et service.
- b. Belge
- c. Grande distribution
- d. Indien

Q.4. Présentez la personne suivante :

(5)

Nom : Schmidt
Prénom: Amar
Nationalité: Français
Pays de résidence: Le Singapour.
Situation de famille: Mariée
Nombre d'enfants: 2 filles

OU

Nom : Kofi
Prénom: Giselle
Nationalité: Allemande
Pays de résidence: La Belgique.
Situation de famille: Célibataire
Secteur d'activité professionnelle: Directrice

Q.5. A. Traduisez en anglais:

(4)

Les hôtels résidentiels proposent des appartements avec kitchenette 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.

B. Traduisez en français: (3 au choix)

(6)

1. The temperature is 18 ° C.
2. Thanks for calling 40 30 24 94.
3. You have a meeting with the banker.
4. We are taking the train.
5. We want to visit the old city.

Q. 6. Compréhension :

Max57 : Oui, je voyage et j'aime bien l'avion. C'est mon lieu de travail. Pendant le voyage, j'étudie toujours mes dossiers. Je ne regarde jamais les films, j'écoute quelques de la musique ou je fais des mots croisé.

A. Dites vrai ou faux :

(3)

1. Max57 aime l'avion.
2. Il étudie ses dossiers pendant le voyage.
3. Il regarde de films.

B. Chercher le contraire dans le texte : déteste

(1)

C. Donnez l'infinitif : fais.

(1)



Total No. of Questions : 6]

SEAT No. :

P-8784

[Total No. of Pages : 3

[6145]-306
B.B.A./B.B.M. (IB)
B - 305 : GERMAN - I
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Frage I. Beantworten Sie die folgenden Fragen! [3]

(Answer the following questions.)

1. Wo wohnen Sie?
2. Haben Sie Geschwister? Wie viele Geschwister haben Sie?
3. Wie heißt die Hauptstadt von Österreich?

Frage II. Übersetzen Sie ins Englisch! [3]

(Translate into English)

1. Mario ist Lehrer von Beruf.
2. Morgen fahre ich nach London.
3. Ich bin nicht verheiratet.

Frage III. Wortschatz (Vocabulary)

A] Schreiben Sie die Zahlen in Wörter! (Write the numbers in words) [3]

1. 444
2. 892
3. 95

B] Ergänzen Sie die Vokale! (Fill in the blank with suitable Vowels) [3]

1. T__sch
2. Schw__ __ z
3. Fr__ __ nd

C] Ergänzen Sie das richtige Wort! (Fill in the blank with suitable word) [3]

1. Italien, Polen, Indien sind _____ .
2. Oktober, September, März sind _____ .
3. Bus, Auto, U-Bahn sind _____ .

D] Welches Wort passt nicht! (Pick the odd one out) [3]

1. Auto – Fahrrad – Freund - Motorrad
2. Sprachen – machen – trinken - essen
3. Pilot – Bett – Lehrer - Arzt

P.T.O.

Frage IV. Grammatik (Grammar)

A) Ergänzen Sie die Verben in richtigen Formen! (Fill in the blank with suitable Verb) [3]

(sein, haben, arbeiten, sprechen, kommen, lernen)

1. Was _____ Sie von Beruf, Herr Müller?
2. _____ du einen Hund oder eine Katze?
3. Welche Sprachen _____ du?

B) Ergänzen Sie die Personalpronomen! (Fill in the Personal Pronoun) [3]

1. Frau Schmidt kommt aus Deutschland. _____ wohnt in Hamburg.
2. Rebecca backt gern, aber _____ kocht nicht so gern.
3. Tanya und Paco gehen ins Kino. _____ sehen einen Film.

C) Ergänzen Sie den Artikel! (bestimmt/ unbestimmt/ Nominativ/ Akkusativ). (Fill in the blank with appropriate Article) [3]

1. Ich habe _____ Laptop. _____ Laptop ist grau.
2. Ich habe _____ Flasche. _____ Flasche ist rot.
3. München ist _____ Stadt in Deutschland. _____ Stadt ist sehr schön.

D) Ergänzen Sie die Possessivartikel! (Fill in the blank with Possessive Article) [3]

1. Maya, ist Verena _____ Mutter?
2. Spielt _____ Bruder Tennis am Wochenende?
3. Maria ist _____ beste Freundin.

E) Ergänzen Sie die Verben „sein“ oder „haben“ im Präteritum! (Fill in the blank with past tense of the given verb) [3]

1. Elsa _____ vor einem Jahr in Indien. (sein)
2. Meine Oma _____ einen Hund und eine Katze. (haben)
3. Am Montag _____ wir krank. (sein)

F) Bilden Sie die Fragen! (Frame questions with reference to the underlined part) [3]

1. Die Tasche kostet 50 Euro.
2. Am Sonntag spielt Sabine Tennis.
3. Mein Freund Max kommt aus England.

Frage V Lesen Sie den Text und beantworte die Fragen! (Comprehension)

[10]

Karina (16) hat seit einem Jahr ein eigenes Pferd. Ihr Pony 'Sally' ist 13 Jahre alt. Karina besucht eine Schule in München. Sie ist in der 9. Klasse. Sie hört Musik gerne. Abends liest sie Bücher im Bett. Ihre Hobbys sind Singen, Radfahren und Schlafen.

Serkan (18) ist ein sportlicher Typ. Er spielt Fußball und ist ein guter Schwimmer. Er hört auch Musik – Hip – Hop, Rap, Soul. Serkan besucht eine Schule in Berlin.

Giovanna Rothmaier, von Beruf Sekretärin, kommt aus Mailand. Sie wohnt seit vier Monaten in Innsbruck. Ihr Mann Herbert ist Österreicher. Giovanna hat keine Arbeit. Sie hat viel Zeit und lernt jeden Tag Deutsch. Zweimal in der Woche besucht sie einen Sprachkurs.

A. I. Sind die folgenden Aussagen richtig oder falsch?

[4]

1. Karinas Pony ist 13 Jahre alt.
2. Serkan kann nicht gut schwimmen.
3. Giovanna wohnt in Mailand.
4. Giovanna besucht jeden Tag einen Sprachkurs.

B. Beantworten Sie bitte die Fragen!

[6]

1. Wie alt ist Karina? Welche Hobbys hat sie?
2. Wo liegt Sarkans Schule? Was spielt er gerne?
3. Was ist Giovanna von Beruf? Welche Sprache lernt sie?

Frage VI. Schreiben Sie 6-8 Sätze über das Thema. (Nur 1)

(Write an Essay on one of the topics given below)

[4]

1. Meine Freizeitaktivitäten
Oder
2. Mein Deutschunterricht



Total No. of Questions : 4]

SEAT No. :

P-6030

[Total No. of Pages : 2

[6145]-307

S.Y. B.B.A. (IB)

A306 : SUPPLY CHAIN MANAGEMENT - I
(2019 Pattern) (Semester - III) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All Questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) A) Fill in the blanks.

[5 × 1 = 5]

- i) A supply chain is made up of a series of a processes that involve an input, _____ & an output.
 - a) shipment
 - b) supplier
 - c) customer
 - d) transformation
- ii) Storing inventory requires _____ and as inventory increases so do these costs.
 - a) Space & workers
 - b) Workers & equipment
 - c) Space & equipment
 - d) Space, workers & equipment
- iii) _____ includes design & administration of systems to control the flow of material, WIP and finished inventory to support business unit strategy.
 - a) Material management
 - b) Logistic management
 - c) Bill of materials
 - d) None of above
- iv) The concept of supply chain is related management of _____.
 - a) Storage of raw materials
 - b) Flow of goods & services
 - c) Fulfillment of orders
 - d) Satisfaction of customers
- v) Inventory can be calculated using _____ for sorting optimal levels of inventory.
 - a) EOQ
 - b) ABC Analysis
 - c) both a & b
 - d) none of above

P.T.O.

B) Match the following pairs : [5]

Column A	Column B
i) Warehouse	a) Environment protection
ii) Forward logistics	b) Tracking of goods
iii) Reverse Logistics	c) Flow of product to customer
iv) Barcoding	d) Backward flow of products
v) Green supply chain management	e) Storage of goods

Q2) Long Answer Question (Solve any 1 out of 2) : [10]

- a) Define supply chain management? Explain objectives & functions of Supply chain management.
- b) Explain Porters Model of value chain supply chain management?

Q3) Long Answer Questions (Solve any 1 out of 2) : [10]

- a) Define Logistic Management? Explain importance of logistic management.
- b) What is Warehousing? Explain types of warehousing?

Q4) Write Short Notes (Solve any 4) : [4 × 5 = 20]

- a) Global supply chain management
- b) Channel conflict
- c) Marshalling
- d) Current trends in SCM
- e) Customer Relationship Management
- f) Storekeeping



Total No. of Questions : 4]

SEAT No. :

P8736

[Total No. of Pages : 2

[6145]-308

S.Y. B.B.A. (INTERNATIONAL BUSINESS)

306 B : LOGISTICS MANAGEMENT - I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the Blanks: [5]

- a) The Word Logistics derived from a French Word _____ that Means war pertaining Movement and supply of armies.
 - i) Loger
 - ii) Lager
 - iii) Procurement
 - iv) Procure
- b) _____ is defined as the process of identifying, developing and utilizing the best source of supply for the enterprise regardless of the location.
 - i) Global Meeting
 - ii) Global Trading
 - iii) Global Sourcing
 - iv) Global Calling
- c) _____ refers to the process in which large number of buyers requirements are accumulated or integrated to form demand for a large volume of product.
 - i) Group strategy
 - ii) Group purchasing
 - iii) Group formation
 - iv) Wholesaling
- d) _____ refers to the resources that a manufacturing unit holds in stock to sell it or to convert the items into a valuable product for creating Utility
 - i) Inventory
 - ii) Supply
 - iii) Selling
 - iv) Procurement
- e) _____ refers to the set of activities including storage of commodities in a Systematic manner to make them available conveniently whenever required .
 - i) Storing
 - ii) Warehousing
 - iii) Franchising
 - iv) Trading

P.T.O.

B) Match the pairs : [5]

- | Part I | Part II |
|----------------------|---|
| a) Outbound logistic | i) Assigning arrival time |
| b) Milk Run | ii) Place where goods are stored until custom duties are paid |
| c) Outsourcing | iii) Delivering Mixed loads |
| d) Bonded warehouse | iv) Third Party Involvement |
| e) Scheduling | v) Movement from Manufacturing Unit to Customer. |

Q2) Attempt any one of the following:- [10]

- a) Define logistic? Explain third party logistic in details.
- b) What is sourcing of Material? Explain global Sourcing in details.

Q3) Attempt any one of the following:- [10]

- a) What is Inventory Management? Explain different types of inventories.
- b) Define warehousing? Explain different types of Warehouses.

Q4) Write Short notes (Any 4) : [20]

- a) E-Procurement.
- b) Reverse Logistics.
- c) Fourth Party logistic.
- d) Mode of Transportation.
- e) Role of IT in SCM.
- f) Just in Time.



Total No. of Questions : 3]

SEAT No. :

P6031

[Total No. of Pages : 2

[6145]-401

S.Y.B.B.A (I.B.)

401 : IMPORT EXPORT PROCEDURE

(2019 CBCS Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) A) Multiple Choice Questions (Attempt any 5 out of 6) [5×1=5]

- a) _____ represents the bringing of foreign goods or services in another country, where the products will be processed, used or exported.
- b) _____ is an arrangement in which “one Manufacturer or service firm distributes a second firm’s products or services.
- c) _____ Number is a ten digit code required for export as well as import.
- d) _____ is a record that contains point of interest with regards to the quality, review, design, mass, weight and cost of the exported merchandise and the terms and conditions on which their transportation will occur.
- e) _____ is an incentive scheme to promote export from the country.
- f) EPZ stands for _____.

B) Match the following. [5×1=5]

- | | |
|-----------------------|-------------------------|
| a) Indirect Export | i) Licensing |
| b) Foreign Production | ii) Distributor |
| c) Direct Export | iii) Countrytrade |
| d) DGFT | iv) EXIM Policy 2000-01 |
| e) DFRC | v) IEC |

P.T.O.

- C) True or false (Attempt any 4 out of 5) [4×1=4]
- a) Exporting is the most traditional and well established form of operating in foreign market.
 - b) Excise duty is a tax imposed by the central government on goods manufactured in country.
 - c) A certificate of origin is a formal official statement issued by either a chamber of commerce or industry indicating where the goods were manufactured.
 - d) Performa invoice document is not essential for importing Goods.
 - e) Multimodal Transport can be viewed as “the chain that interconnects different links or modes of transport.

Q2) Write Short Notes (Solve any 3/4) **[3×8=24]**

- a) Explain Method of entering International Market.
- b) Explain Registration with Director General of foreign Trade obtaining Importer Exporter Code number.
- c) Define Import and explain documents used in an import Transaction.
- d) Explain Duty drawback & Remittance scheme.

Q3) Write Long Notes (Solve any 2/4) **[2×16=32]**

- a) Describe various categories of Export.
- b) Explain various documents used for the transportation of Goods.
- c) What are the legal dimensions of the import procedure?
- d) Why the foreign market is different than domestic market? Explain strategy for identifying foreign market.



Total No. of Questions : 3]

SEAT No. :

P-6032

[Total No. of Pages : 2

[6145]-402

S.Y. B.B.A. (IB)

402 : RESEARCH METHODOLOGY

(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) A) Fill in the Blanks (any 5). [5]

- i) Literature review help researcher to identify the _____ of the work that have been done so far.
 - a) Hypothesis
 - b) Objectives
 - c) Scope
 - d) Title
- ii) _____ is the name of the conceptual framework in which the research is carried out.
 - a) Literature Review
 - b) Research Plan
 - c) Research Design
 - d) Framework
- iii) Authenticity of a research finding is its _____.
 - a) References
 - b) Objectivity
 - c) Limitation
 - d) Scope
- iv) The list of special terms and phrases used is given in the form of a _____.
 - a) Bibliography
 - b) Webliography
 - c) Objectives
 - d) Glossary
- v) Bibliography means _____.
 - a) Authenticity
 - b) Index
 - c) Table of Contents
 - d) List of Books Referred
- vi) In a _____ interview, the questions are not pre decided.
 - a) Structured
 - b) Unstructured
 - c) Online
 - d) Telephonic

P.T.O.

B) Match the following : [5]

- | | |
|--|---------------------------|
| i) Focus group | a) Non-random sampling |
| ii) Non-probability sampling | b) Subjective |
| iii) Last stage of research writing is | c) Qualitative Data |
| iv) Data interpretation should be | d) Blue print of research |
| v) Research design | e) Report Writing |

C) True or False (any 4) [4]

- i) Exploratory research based on existing studies.
- ii) Cluster sampling involves grouping the population.
- iii) In Unstructured Interview a set of pre-decided questions are set.
- iv) Research report is considered as a medium to communicate research work with relevant people.
- v) Coding is the first step of data processing.

Q2) Short Answer (any 3). [24]

- a) Explain the challenges before researchers in India
- b) State and explain the components of research design.
- c) State the precautions to be taken while in writing a Research Report.
- d) Explain concept of Open and Closed ended questions with example.

Q3) Long Answer (any 2) : [32]

- a) State and Explain the steps involved in Report Writing?
- b) Discuss the different sources of secondary data.
- c) What is hypothesis? Describe the qualities of Good hypothesis.
- d) What are the different types of research design?



Total No. of Questions : 3]

SEAT No. :

P6033

[Total No. of Pages : 3

[6145]-403
S.Y.B.B.A. (I.B.)
403 : BUSINESS ETHICS
(2019 CBCS Pattern) (Semester -IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Compulsory Question : (Objective type Questions)

Q1) A) Multiple Choice Questions: [10]

- a) Ethics is important for _____.
 - i) Top management
 - ii) Middle level managers
 - iii) Non-managerial employees
 - iv) All of them
- b) Values and ethics shape the;
 - i) Corporate unity
 - ii) Corporate discipline
 - iii) Corporate culture
- c) Corporate differences is ethics to do with?
 - i) The wider community
 - ii) Business
 - iii) Right and Wrong
 - iv) Nothing
- d) Leader acts more as bosses then leadership style is.
 - i) Positive style
 - ii) Negative style
 - iii) Autocratic style
 - iv) Democratic style
- e) FTC is an abbreviation for _____.
 - i) Federal Trade Commission
 - ii) Federal Trade Company
 - iii) Financial Trade Commission
 - iv) Financial Trade Corporation

P.T.O.

- f) Most companies begin the process of establishing organizational programs by developing.
- i) Ethic training program
 - ii) Codes of Conduct
 - iii) Ethics enforcement mechanism
 - iv) Hidden agendas
- g) The Environmental Protection Act was established in the year _____.
- i) 1986
 - ii) 1977
 - iii) 1981
 - iv) 2010
- h) In which year did the word sustainable development come into existence.
- i) 1992
 - ii) 1978
 - iii) 1980
 - iv) 1987
- i) Which one of the following cause global warming.
- i) Radiative forcing
 - ii) Earth gravitation force
 - iii) Oxygen
 - iv) Centripetal force
- j) Which of the following would most effectively act as the primary objective of business organization?
- i) To make profit
 - ii) To procure resources
 - iii) To communicate with shareholders
 - iv) To mediate between the organization and the environment

B) Answer in one sentence :

[5]

- a) Define Business Ethics.
- b) Define Code of Ethics
- c) What is Decision making?
- d) What is Sustainable Development?
- e) Define Stakeholder?

- C) Fill in the blanks: [5]
- a) _____ said that Ethics deals with the right actions of individuals.
 - b) If business pay _____ honestly and on time, the government will effectively meet their obligations.
 - c) _____ interest groups represent people or organizations with similar concerns and priorities.
 - d) Business development depends on the _____ growth.
 - e) Environmental ethics is of primary importance for today's generation to have a _____ and sustainable future.

Q2) Long answer questions (Any three) [30]

- a) Explain the Ethics in contemporary Business?
- b) Explain the importance of promoting an Ethical Business Climate.
- c) Explain Government policies for promoting economic interest.
- d) Explain the different principles of environmental ethics.
- e) What are the social responsibilities of a business organization towards society?

Q3) Write short notes on (any four) [20]

- a) The 3 C's of Business Ethics.
- b) Silent features of Whistle-Blower Act.
- c) Relationship management skill.
- d) Relationship management structure.
- e) Types of human values.
- f) Difference between Ethics and Laws.



Total No. of Questions : 3]

SEAT No. :

P6034

[Total No. of Pages : 3

[6145]-404

S.Y.B.B.A. (IB)

404 : MANAGEMENT INFORMATION SYSTEM

(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Neat diagrams must be drawn wherever necessary.*

Q1) A) Multiple choice questions.

[5]

- a) The following are the advantages of MIS
 - i) It is a decision support system
 - ii) Helps in resource allocation
 - iii) Maintains vast data
 - iv) All of the above
- b) Prototyping helps in _____.
 - i) Creating a working model of a system.
 - ii) Increasing workload
 - iii) Increasing costs
 - iv) Supporting resource management
- c) Decision support system assist in _____.
 - i) Taking programmed decisions
 - ii) Providing data for uprogrammed decisions
 - iii) Both (i) & (ii)
 - iv) None of the above
- d) In computing, _____ is a network security system that monitors & controls network traffic based on security rules.
 - i) Spyware
 - ii) Cookie
 - iii) Spam
 - iv) Frewall
- e) In a phising attack phishers often develop _____.
 - i) Fake website
 - ii) Fake email-id
 - iii) Virus
 - iv) None of the above

P.T.O.

B) Match the pairs : [5]

- | Group A | Group B |
|---------------------|---------------------------|
| a) Information | i) System's energy |
| b) Spiral Model | ii) Competitive advantage |
| c) Component of DSS | iii) Four phases |
| d) Trojan Horse | iv) User interface |
| e) Synergy | v) Virus |

C) Answer in one sentence. [5]

- Name any 2 antivirus softwares.
- Name any 2 types of information.
- What is meant by executive support system?
- What is meant by systems approach?
- What is meant by information security?

D) Fill in the blanks. [5]

- Raw data when processed is called as _____.
- MIS stands for _____.
- _____proposed the spiral model.
- AI stands for _____.
- IPR stands for _____.

Q2) Long answer questions (Any 3):

[30]

- a) Explain in detail objectives & importance of MIS.
- b) Explain in detail various approaches to system building.
- c) Explain in detail various models of decision making.
- d) Explain meaning of DSS. Explain its characteristics & components.
- e) Explain the need & importance of information security & control.

Q3) Short Notes (any 4 out of 6) :

[20]

- a) Case tools.
- b) Expert systems.
- c) Ethical issues in information Protection.
- d) Information system for organisational change.
- e) Knowledge based expert system.
- f) IPR in intellectual Property rights.



Total No. of Questions : 6]

SEAT No. :

P6035

[Total No. of Pages : 4

[6145]-405
S.Y. B.B.A. (IB)
A 405 : FRENCH - II
(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q.1. Complétez le dialogue suivant (UN au choix)

[10]

A. M. Jacques Dubosc arrive à l'hôtel 'BARCELONE'. Il a une chambre réservée.
Il a la chambre 401 au 4^e étage. Complétez le dialogue.

M. Dubosc : Bonjour, monsieur. J'ai une chambre réservée ici.

Le réceptionniste : _____ .

M. Dubosc : Au nom de M. Dubosc.

Le réceptionniste : _____ .

M. Dubosc : Elle est à quel étage ?

Le réceptionniste : _____ Voici les clés .

M. Dubosc : Merci. C'est où ?

Le réceptionniste : _____ . Montez au deuxième étage.

La chambre est juste en face de l'ascenseur.

M. Dubosc : D'accord. Et le restaurant, c'est où ?

Le réceptionniste : _____ . À côté des escaliers.

OU

B. Demain, M. Vincent va aller en voyage d'affaires à Nice. Il vérifie son planning avec sa secrétaire, Nathalie.

M. Vincent: Excusez-moi Nathalie. Je voudrais _____ .

Nathalie : Oui, j'arrive.

M. Vincent: Alors, demain, je _____ .

Nathalie: Oui, monsieur. Demain vous partez de l'aéroport Paris-Orly.

M. Vincent: Par _____ ?

Nathalie: Par le vol Air France. Embarquement à 7h 40, puis décollage à 8h 05.

M. Vincent: Et l'arrivée à _____ ?

Nathalie: Vous arrivez à Nice à 9 h 25.

M. Vincent: Et le soir _____ ?

Nathalie: Le soir, vous prenez le vol de 18h 30 pour arriver à Paris à 19h 35.

P.T.O.

M. Vincent: Merci, c'est parfait.

Q.2. Grammaire

[10]

A. Choisissez la bonne réponse

(2)

1. Le directeur prend/prends le vol.
2. Les journalistes va/vont écrire l'article.
3. Vous a / avez choisi ?

B. Choisissez la bonne réponse (2 au choix)

(2)

1. Je déjeune (à/dans) 12h.

2. Ce sont des chocolats (au/à) lait.
3. Vous êtes invités (de/chez) des Français.

C. Choisissez la bonne réponse (2 au choix)

(2)

1. Vous donnez vos/votre passeport..
2. Il téléphone à son/sa frère.
3. Ils partent en vacances avec ses/leurs amis.

D. Choisissez la bonne réponse (2 au choix)

(2)

1. Ces/ce trains vont à Paris.

2. Jean a acheté ce/ces journaux.

3. Le directeur sort avec ces/cette cliente.

E. Choisissez la bonne réponse (accord des adj) (2 au choix)

(2)

1. Les clients espagnols/espagnole habitent au Portugal.
2. J'étudie les nouveaux/nouvelles circuits.
3. La cuisine français/française est délicieuse.

Q.3. Vocabulaire

[10]

A. Répondez au questions (2 au choix)

(4)

1. Quel plat conseillez-vous à des Français dans votre pays ?
2. Nommez deux activités culturelles à faire dans votre ville.
3. Quel âge avez-vous ?

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

A.

1. Un aller-retour
2. Un steak
3. Une agence
4. Le serveur

B.

- a. Plat principal
- b. Sert le repas dans un restaurant
- c. pour voyager en train
- d. de publicité

C. Donnez le contraire (2 au choix) (2)

1. C'est un grand hôtel
2. Il part le quinze juin.
3. Il fait très froid

Q.4. Compréhension (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 n'enlevez pas les chaussures.
2. Vous arrivez à l'heure.
3. Vous choisissez votre place à table.

B. Donnez le contraire : accepte

C. Donnez l'infinitif : offrez

Q.5. A. Traduisez en anglais (4)

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

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

B. Traduisez en français (3 au choix) (6)

1. I eat at the canteen.

2. This is a good idea.

3. First, I choose a salad.

4. I have an appointment in the evening.

Q.6. Écrivez un paragraphe (UN au choix)

(5)

A. Décrivez les restaurants en France. (2 au choix)

B. Décrivez votre emploi du temps.



Total No. of Questions : 5]

SEAT No. :

P-8785

[Total No. of Pages : 3

[6145]-406
S.Y. B.B.A. (IB)
B405 : GERMAN - II
(2019 Pattern) (Semester-IV)

Time : 2½ Hours]

[Max. Marks : 50

Frage 1: Beantworten Sie die folgenden Fragen!

[3]

(Answer the following questions)

1. Was machen Sie am Sonntag?
2. Nennen Sie zwei Städte in Deutschland.
3. Woher kommen Sie?

Frage 2: Übersetzen Sie ins Englisch !

[5]

(Translate into English)

Mein Haus ist sehr groß. Es hat auch einen Garten. Der Garten ist nicht groß. Das Haus hat zwei Badezimmer mit Toiletten. Ein Badezimmer ist für meine Frau und mich. Ein Badezimmer ist für meine Kinder. Ich habe drei Kinder, Sabine ist vier, Klaus fünf und Maria sieben Jahre alt. Mein Wohnzimmer ist auch sehr groß und hell.

Frage 3: Wortschatz (Vocabulary)

A. Ergänzen Sie das richtige Wort !

[3]

(Fill in the blank with suitable word)

(Malediven, Hunger, Termin)

1. Tobias hat einen _____ beim Arzt.
2. Wir wollen nach _____ fahren.
3. Ich möchte etwas essen. Ich habe _____.

B. Welches Verb passt am besten?

[3]

(Pick out the suitable verb)

(geht, spricht, lernt)

1. Frau Haller _____ Japanisch.
2. Mein Mann _____ fünf Sprachen.
3. Wohin _____ ihr? – In den Park.

P.T.O.

C. Bilden Sie die Sätze !

[3]

(Build sentences)

1. Mara, Gitarre, sehr gut, kann, spielen
2. geht, mein Vater, jeden Tag, joggen
3. wir, zum Frühstück, nur Brot und Käse, essen ?

D. Welches Wort passt nicht !

[2]

(Pick the Odd one out)

1. wollen – gehen – können – dürfen
2. Tasse – Gabel – Glas – Teller

Frage 4: Grammatik :

[4]

A. Ergänzen Sie das Perfekt !

(Fill in the blank with suitable Verb in perfect tense)

1. Die Studenten _____ ein Buch _____. (lesen)
2. Wir _____ gestern viel Musik _____.! (hören)
3. Amaya _____ als Kind gut Gitarre _____. (spielen)
4. _____ du im Garten _____? (fotografieren)

B. Ergänzen Sie die Präposition !

[4]

(Fill in the preposition)

1. Maria ist krank. Sie muss _____ Arzt gehen.
2. Mein Auto war kaputt. Ich bin heute _____ dem Bus gefahren.
3. Das Handy liegt _____ dem Schreibtisch.
4. Dieses Geschenk ist _____ meine Freundin.

C. Ergänzen Sie die Adjektivendungen

[4]

(Fill in the blank with Adjective ending)

1. Ich sitze oft in dem klein___ Arbeitszimmer.
2. Warum trägst du diesen kurz___ Rock?
3. Die intelligent___ Frau kommt aus Dresden.
4. Das nett___ Kind heißt Klaus.

D. Ergänzen Sie die Modalverben!

[3]

(Fill in the blank with Model verb)

1. Der Arzt sagt, ich _____ keine Schokolade essen. (dürfen)
2. Meine Schwester _____ zu Hause bleiben. (müssen)
3. Tina _____ sehr gut Tennis spielen. (können)
4. Im Museum _____ man nicht fotografieren. (dürfen)

E. Schreiben Sie die Sätze im Imperativ!

[3]

(Write the sentence in imperative)

(bestellen, trinken, anmachen, ausmachen)

1. „Habt ihr Durst? _____ dann den Apfelsaft! Er ist im Kühlschrank.“
2. „Es ist so laut! Ich kann nicht schlafen. _____ bitte das Radio _____!“
3. „Was essen Sie, Frau Schmidt?“ – „_____ Sie eine Pizza mit Schinken für mich. Die schmeckt mir.“

Frage 4: Lies den Text und beantworte die Fragen!

[8]

(Comprehension)

Erkan Zaimoglu, 32, aus München hat im Mai den Arbeitsplatz gewechselt. Er hat im Juli nur ein paar Tage Urlaub bekommen. Er hat bis Mai für ein Designbüro gearbeitet und verkauft jetzt Softwarelösungen für Arztpraxen. Im Juli hat er schon 25 Kunden in Süddeutschland besucht und beraten. Er hat fünf Systeme verkauft. Sein Chef findet das toll. Erkan sagt: „Mein Urlaub? Ich hatte nur drei Tage frei und habe in der Sonne auf dem Balkon gegessen und viel gelesen. Das war okay.“

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 heiß 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 Spaß gemacht. Wir sind spät aufgestanden und haben uns gut erholt.“

Claudine Fischer, 27, aus Halle ist im Moment arbeitslos. Sie hat eine Tochter Nadja (4). Sie bekommt 440 Euro Arbeitslosengeld. Urlaub? „Nur auf Balkonien“, sagt sie. Im Sommer hat sie Nadja oft früher aus dem Kindergarten abgeholt. Sie sind dann mit der Bahn nach Röblingen gefahren. Dort gibt es einen See. Sie sind geschwommen und hatten viel Spaß. Einmal haben sie im Zelt am See übernachtet.

A. Beantworten Sie die folgenden Fragen. (4)

1. Was für eine Arbeit macht Erkan?
2. Warum hat Erkan im Juli nur ein paar Tage Urlaub bekommen?
3. Was haben Cora und ihr Mann in Mallorca gemacht?
4. Warum war Claudine im Urlaub auf „Balkonien“?

B. Richtig oder falsch? (4)

1. Claudine hat im Sommer im Garten gearbeitet.
2. Erkan muss beruflich viel reisen.
3. Cora ist letztes Jahr nach Röblingen gefahren.
4. Erkan hat in der Sonne auf dem Balkon gegessen und viel gelesen.

Frage 5: Schreiben Sie 6-8 sätze über das Thema:

[5]

(Write an Essay on one of the topics given below)

1. Meine Freizeitaktivitäten
2. Mein Tagesablauf



Total No. of Questions : 4]

SEAT No. :

P-6036

[Total No. of Pages : 2

[6145]-407

S.Y. B.B.A. (IB)

**A406 : INTERNATIONAL WAREHOUSE & SUPPLY
CHAIN MANAGEMENT - II**

(2019 Pattern) (Semester - IV) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple Choice Questions : [5]

- i) _____ encompasses the principles and processes involved in running the day to day operations of a warehouse.
 - a) Warehouse management
 - b) Retail nmnagement
 - c) Logistics management
 - d) Chain management
- ii) _____ is the management of the flow of goods and services and includes all processes that transform raw materials into final products.
 - a) Warehouse management
 - b) Purchase
 - c) Supply chain management
 - d) Sales
- iii) Warehouse _____ means the location that is most suited for the company that will add up to their benefit.
 - a) Setup
 - b) Location
 - c) System
 - d) Cost
- iv) The installation of automated systems in _____ is a rising trend.
 - a) Purchase
 - b) Sales
 - c) Management
 - d) Logistics

P.T.O.

v) _____ presents several critical supply chain management challenges to enterprises and organizations.

- a) Storage
- b) Facilities
- c) Globalization
- d) Costs

B) Match the pairs : [5]

A	B
Stock management	competition at international scale
WMS	can be based on storage space
E-SCM	inventory management
Global competition	warehouse management system
Warehouse costs	effective utilization of internet

Q2) Long answer questions (Attempt any 1 out of 2) : [10]

- a) What is Warehouse Management? Explain Modern warehouse operations in detail.
- b) What is supply chain management? Explain its impact on business globally.

Q3) Long answer questions (Attempt any 1 out of 2) : [10]

- a) Explain in detail the impact of Supply Chain on Stores and Warehousing.
- b) What is International Supply chain? Explain the issues in International Supply Chain Management.

Q4) Short notes (Attempt any 4 out of 6) : [20]

- a) Types of warehouses
- b) Explain E-SCM and its benefits
- c) Role of a warehouse manager
- d) Warehousing Cost Analysis
- e) Role of government in warehousing and supply chain efficiency.
- f) Functions of Warehouses.



Total No. of Questions : 4]

SEAT No. :

P-6037

[Total No. of Pages : 2

[6145]-408

S.Y. B.B.A. (IB)

**B406 : INTERNATIONAL LOGISTICS & PORT
MANAGEMENT - II**

(2019 Pattern) (Semester - IV) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *Question 1 is compulsory.*
- 2) *Solve any 1 from Question 2 & 3.*
- 3) *Figures to the right indicate full marks.*

Q1) A) Multiple Choice Questions : [5]

- i) _____ is defined as an international shipping application to store number of pieces of freight in huge containers and transporting them as a single unit.
 - a) CONCOR
 - b) Container
 - c) Containerization
 - d) Freight Booking.
- ii) _____ are the ports that limit the array of transit of commodities.
 - a) Sea Port
 - b) Mono Functional Port
 - c) Poly Functional Port
 - d) Smart Port
- iii) _____ is a mechanism where the organization chooses third party business to outsource its activities like distribution warehousing and fulfilment services.
 - a) 4PL
 - b) 3PL
 - c) 6PL
 - c) 7PL
- iv) _____ is a document that is provided by the shipping agency for the goods that are transported from one destination to another and is given consent by the representatives of carrying vessel.
 - a) Certificate of Origin
 - b) Bill of Lading
 - c) Bill of Exchange
 - d) Commercial Invoice

P.T.O.

v) _____ is a place that opens the path for loading and unloading vessels.

- a) Warehouse
- b) Harbor
- c) Storage Terminal
- d) Port

B) Match the pairs : [5]

- | | |
|-------------------------------|--|
| 1. Drum containers | a) Weapons |
| 2. Special Domestic Division | b) Swap Bodies Container |
| 3. CONCOR | c) 1997 |
| 4. Special Purpose Container | d) Used for carrying liquid material in bulk |
| 5. Non Standardized Container | e) 1989 |

Options:

- a) 1-c, 2-d, 3-e, 4-b, 5-a
- b) 1-d 2-c, 3-e, 4-a 5-b
- c) 1-e, 2- c, 3- a, 4-b, 5-d
- d) 1-d, 2-c, 3-a, 4-b, 5-e

Q2) Long Answer Question (Solve any 1 out of 2) : [1 × 10 = 10]

- a) What do you mean by Containerization? State the advantages and constrains of containerization.
- b) Define the term Port. Elucidate the phases of Port Development.

Q3) Long Answer Question (Solve any 1out of 2) : [1 × 10 = 10]

- a) Define the term International Logistics. State the documents required for International Logistics.
- b) Define CONCOR and elaborate its services and functions offered by CONCOR.

Q4) Write Short Notes (Solve any 4 out of 6) : [4 × 5 = 20]

- a) Bill of Exchange
- b) Functions of 3 PL
- c) Scope of International Logistics
- d) Role of C & F Agent
- e) Road Multimodal Transportation
- f) Packing List.



Total No. of Questions : 6]

SEAT No. :

P6038

[Total No. of Pages : 2

[6145]-501

T.Y.B.B.A. (I.B.)

GC - 501 : INTERNATIONAL RELATIONS

(2019 CBCS Pattern) (Semester -V)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) A) Multiple Choice Questions: [5]

- a) _____ is also referred as 'Foreign Relations' which is basically an interaction between organization, people and Government belonging to various countries.
 - i) International Relations
 - ii) State Relations
 - iii) Multi corporation Relations
 - iv) Trade Relations
- b) Economic Indicators help to understand the _____ of a country and compare with other nations in the world.
 - i) Transportation Health
 - ii) Production Health
 - iii) Economic Health
 - iv) Cultural Health
- c) The European Union (EU) and Political integration between _____ European countries that together cover much of the continent.
 - i) 22
 - ii) 24
 - iii) 20
 - iv) 27
- d) BRICS is an acronym for _____ Russia, India, China and South Africa.
 - i) Bhutan
 - ii) Bangladesh
 - iii) Brazil
 - iv) Britain
- e) _____ is a Condition where a society can be economically and socially divided.
 - i) Dualism
 - ii) Demonetization
 - iii) Distribution
 - iv) Division

P.T.O.

- B) Match the following. [5]
- | | |
|-----------------------------|----------------------------------|
| a) Socio Cultural Relations | i) Afghanistan |
| b) NAFTA | ii) Religious Beliefs and Values |
| c) SAARC | iii) Mexico |
| d) WTO | iv) Export Restrictions |
| e) Quotas | v) Transparency of trade policy |

- C) Define the Following Terms (any 5 out of 6) [5]
- Socio Cultural Relations.
 - Regional Cooperation.
 - BREXIT.
 - TRIPs.
 - Quotas.
 - Dumping.

Solve any three from (Q.2 to Q.5): [3×15=45]

Q2) Explain the importance and scope of International Relations in the world.

Q3) What is European Union? Describe the Organization Structure of European Union and their Current Practices.

Q4) Explain the Causes and Solutions or Policy for inequality of Income in India.

Q5) Define regional Economic integration. Discuss the advantages and disadvantages of regional economic integration.

Q6) Write Short Notes. (Any two out of 5): [2×5=10]

- Legal Relations
- NAFTA
- BRICS
- WTO
- Tariffs



Total No. of Questions : 3]

SEAT No. :

P-6039

[Total No. of Pages : 3

[6145]-502

T. Y. B.B.A.

502 : INTERNATIONAL BUSINESS LAW

(2019 Pattern) (Semester-V) (CBCS)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates :

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

Q1) A) Multiple Choice Questions.

[5]

- i) NAFTA is _____
 - a) Non Agricultural Free Trade Agreement
 - b) North American Free Trade Agreement
 - c) North American Free Tariffs Agreement
 - d) Non Agricultural Focused Trade Agreement
- ii) _____ means any vehicle, vessel, aircraft or any other means of transport including any animal.
 - a) Baggage
 - b) Import
 - c) Licence
 - d) Conveyance
- iii) The International Court of Justice is located in_____
 - a) The Hague
 - b) New York
 - c) London
 - d) Kabul
- iv) What is the full form of 'World Bank'?
 - a) Universal Bank for Reconstruction and Development.
 - b) International Bank for Reconstruction and Development.
 - c) World Bank for Reconstruction and Development.
 - d) Global Bank for Reconstruction and Development.
- v) Which one is called Bretton Woods Twin's?
 - a) IBRD & IDA
 - b) IMF & IFL
 - c) IMF & IBRD
 - d) IDA & IFC

P.T.O.

- B) Fill in the blanks and rewrite the sentence. [5]
- IFC stands for _____
 - FEMA stands for _____
 - Indian Diamond Institute is a Society registered under the _____
 - _____ includes unaccompanied baggage but does not include Motor Vehicles.
 - _____ is engaged in standard formulation, certification marking and laboratory testing.
- C) Answer in One Sentence. [5]
- What is International Law?
 - Full form of UNCITRAL.
 - What is Letter of Credit?
 - Define Export.
 - Full form of FICCI.
- D) Match the pairs. [5]

Group (A)	Group (B)
a) Export Promotion Council	i) Concept of State sovereignty.
b) Alternative Dispute Resolution	ii) FIVE Developmental Challenges.
c) Commodity Boards	iii) Designated by Ministry of Commerce
d) Territorial Principle	iv) Non Profit organization under Companies Act.
e) UNDP	v) Arbitration

- Q2)** Long Answers. (Attempt any three). [30]
- Explain in detail Principles of International Trade Laws.
 - What is “Bill of Lading” in International Law? Highlight International Convention Governing Bill of Lading.
 - How does the International Clauses for Settlement of Investment Disputes function. Explain in detail.
 - Explain the provisions of The Customs Act, 1962.
 - What is FEMA? Explain the main regulations provided by FEMA.

Q3) Short Notes. (Attempt any four).

[20]

- a) Functions of UNDP
- b) Objectives of Public International Law
- c) UNCITRAL Model for International Payments.
- d) International Commercial Arbitration.
- e) Autonomous support to Indian exporters.
- f) Ministry of Commerce



Total No. of Questions : 3]

SEAT No. :

P6040

[Total No. of Pages : 3

[6145]-503
T.Y.B.B.A. (I.B.)
503 : BUSINESS REPORTING & ANALYSIS
(2019 Pattern) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) A) Objective Type Questions (Multiple Choice Questions) [5×1=5]

- a) _____ are useful for quickly collecting data from a big group of participants.
 - i) Observation
 - ii) Interview
 - iii) Survey
 - iv) Focus Group
- b) Under the _____ new products are manufactured by using the previously produced things.
 - i) Extractive Industry
 - ii) Secondary Industry
 - iii) Primary Industry
 - iv) Tertiary Industry
- c) The _____ statement reveals all sources and uses of a company's money during the accounting period.
 - i) Cash-flow
 - ii) Income
 - iii) Balance Sheet
 - iv) None of these
- d) Which of the following is not a part of Market Analysis?
 - i) Market Segmentation
 - ii) Future outlook and trends
 - iii) Analysis of competitors
 - iv) Labour
- e) Products classified as _____ are in high growth industries and maintain high market share.
 - i) Cash Cows
 - ii) Stars
 - iii) Dogs
 - iv) All of these

P.T.O.

B) Match the Pairs. [5]

- | A | B |
|------------------------------------|--|
| a) Formal Report | i) Comparison of two or more Departments |
| b) Extractive Industry | ii) Brainstorming |
| c) Five forces Analysis | iii) Prescribed form |
| d) Tools used in Business Analysis | iv) Water of Air |
| e) Intra Company Analysis | v) Michael Porter |

C) Answer in one sentence [5]

- a) Define Growth Patterns.
- b) What do you mean by Value chain?
- c) Definition of business analysis.
- d) What are Marketing reports?
- e) What do you mean by Intra Company Analysis?

D) Fill in the blanks [5]

- a) Under _____ many raw materials are mixed to produce a more useful product.
- b) The _____ portrays the product portfolio of a firm on two important parameters, the relative share and the growth rate of market.
- c) _____ helps to know the concepts of costing and accounting.
- d) _____ is a process in which the strengths and weaknesses of an economy are analysed.
- e) For public sector organisations, _____ confirm standards they need to meet to gain budgets.

(KPIs, Annual General Meetings, Economic Analysis, Financial Reports, Synthetic Industry External Analysis, Genetic Industry, BCG Matrix)

Q2) Long Answer Questions (Any 3)

[3×10=30]

- a) Define Business Report, Explain types of Business Report.
- b) Explain the Elements of Business Plan.
- c) Explain the advantages and Disadvantages of Intra and Inter Company Analysis.
- d) Explain the Tools and Techniques used in Business Analysis and Interpretation.
- e) State and Explain the importance of Business Report.

Q3) Short Notes (any 4)

[4×5=20]

- a) Essentials of a Good Report.
- b) Characteristics of Key Performance Indicators (KPIs).
- c) Marketing Report.
- d) Explain Value Chain.
- e) Different Users of Business Report.
- f) Note on Global Opportunities and Diversification.



Total No. of Questions : 3]

SEAT No. :

P-6041

[Total No. of Pages : 3

[6145]-504

T.Y. B.B.A. (IB)

504 : FOREIGN EXCHANGE MANAGEMENT

(2019 Pattern) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) All Questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) A) Multiple Choice Questions.

[5]

- a) Foreign Exchange Management Act passed in the Year
 - i) 1997
 - ii) 1998
 - iii) 1999
 - iv) 2000
- b) An authorized person under FEMA does not include _____
 - i) an authorized dealer
 - ii) an authorized money charger
 - iii) an offshore banking unit
 - iv) an exchange broker
- c) The Foreign Exchange transactions involve Monetary transactions _____.
 - i) among residents of the same country
 - ii) between residents of two countries only
 - iii) between residents of two or more countries
 - iv) among residents of at least three country
- d) The reduction in the value of a currency due to market forces is known as _____.
 - i) revaluation
 - ii) depreciation
 - iii) appreciation
 - iv) none of the above

P.T.O.

- e) The FEDAI was established in _____.
- | | |
|-----------|----------|
| i) 1956 | ii) 1957 |
| iii) 1958 | iv) 1959 |

B) Match the following : [5]

- | | |
|--------------------------------|--|
| a) FEMA | i) 1973 |
| b) FERA | ii) 1999 |
| c) Demand for foreign Exchange | iii) Visible exports less visible imports |
| d) Balance of Trade | iv) Imports of Goods and Services |
| e) Surplus in Balance | v) Visible exports more than visible imports |

C) One sentence : [5]

- a) What is meant by foreign exchange Rate?
- b) What is meant by Balance of Trade?
- c) What is meant by SWIFT?
- d) What is meant by TT selling rate
- e) What does the acronym FEMA stand for?

D) Fill in the blanks : [5]

- a) Under _____ system exchange rate is freely determined by the market with no interference from central authority.
- b) FERA stands for _____.
- c) _____ of currency is the fall is the value of domestic currency is relation to foreign currency.
- d) The largest foreign exchange market in the world
- e) FEMA has replaced

Q2) Answer the following questions in detail. (any 3 out of 5) : **[30]**

- a) Explain the features of FEMA in detail.
- b) What is meant by 'managed exchange rate'? Explain its advantages & limitations.
- c) Explain in detail the functions of foreign exchange market.
- d) Write in detail about techniques of exposure management.
- e) Write in detail about various foreign currency accounts.

Q3) Write short notes (any four out of six) : **[20]**

- a) Fema - importance.
- b) Merchant rates.
- c) Current Account and capital account.
- d) Multinational banking.
- e) SWIFT payment system.
- f) Exchange control.



Total No. of Questions : 3]

SEAT No. :

P6042

[Total No. of Pages : 2

[6145]-505

T.Y. B.B.A. (I. B.)

**505 (A) : INTERNATIONAL MARKETING MANAGEMENT - I
(2019 Pattern) (Semester - V)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. [5]

- i) _____ is exporting feanchising, licensing or complete entry of a marketing organization into another country.
 - a) International marketing
 - b) Domestic marketing
 - c) Digital marketing
 - d) e-marketing
- ii) _____ is a one which the main members of a distribution channel work together as a unified force.
 - a) Digital marketing
 - b) Vertical marketing
 - c) Horizontal marketing
 - d) Hybrid marketing
- iii) _____ is a word, letter or figure or a combination of all three
 - a) Brand name
 - b) Trade name
 - c) Brand mark
 - d) Trade characters
- iv) _____ pricing is based on the sum of all costs connected with delivering a product or service
 - a) Cost-based pricing
 - b) Value based pricing
 - c) Demand pricing
 - d) Seasonal pricing
- v) _____ is a organised effort to selling job to secure the greatest effectiveness for advertising and for dealer's help.
 - a) Sales promotion
 - b) Personal selling
 - c) Publicity
 - d) Public relation

P.T.O.

- B) Define the term : [5]
- i) Publicity
 - ii) Export pricing
 - iii) Domestic planning
 - iv) Channel of distribution
 - v) Franchising

Q2) Long answer questions (Any two) : [20]

- a) Explain challenges and opportunities in international marketing.
- b) What are the factors influencing the market selection decision?
- c) Explain international branding strategies.
- d) Explain advantages and limitations of personal selling.

Q3) Write short notes on (Any four) : [20]

- a) Sponsorship marketing
- b) Importance of price mix
- c) Types of packaging
- d) International marketing planning
- e) International market segmentation
- f) Merger



Total No. of Questions : 4]

SEAT No. :

P6043

[Total No. of Pages : 2

[6145]-506

T.Y.B.B.A. (IB)

**505 (B) : INTERNATIONAL FINANCIAL MANAGEMENT - I
(2019 Pattern) (Semester - V)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple Choice Question: [5]

- a) Letter of Credit is created by _____
 - i) Exporter
 - ii) Importer
 - iii) Exporter's Bank
 - iv) Importer's Bank
- b) _____ can be called as Indian convergence of IFRS
 - i) Ind AS
 - ii) AS
 - iii) Ind GAAP
 - iv) AS GAAP
- c) The first system developed for maintaining exchange rates where value of currency was linked to gold was called as _____
 - i) Bretton Woods
 - ii) Gold Standard
 - iii) Flexible
 - iv) Free Float
- d) Export of tangible goods- Import of tangible goods = _____
 - i) Balance of Trade
 - ii) Balance of payments
 - iii) Deficit
 - iv) Surplus
- e) The full form of FII is _____
 - i) Foreign Institutional Investors
 - ii) Foreign Individual Investor
 - iii) Friendly foreign Investor
 - iv) Foreign Institutional Inquirer

B) Match the following pairs: [5]

A	B
a) Depository Receipts	i) Issued at discount redeemed at par
b) Euro Bonds	ii) Issued by foreign entity in local currency
c) Deep Discount Bonds	iii) Certificate of shares of foreign companies
d) Foreign Bonds	iv) Issued in non local currency of country
e) Floating Rate bonds	v) Different interest rates through maturity

P.T.O.

- Q2)** Solve any ONE out of two: **[10]**
- a) What is balance of Payments? Explain the components of Balance of payments.
 - b) Write in detail about World Bank and IMF.

- Q3)** Solve any ONE out of two: **[10]**
- a) Explain in detail about the different types of bonds.
 - b) Discuss in detail about IFRS and convergence of Indian Accounting standards with IFRS.

- Q4)** Write Short Notes on: (any 4) **[4×5=20]**
- a) Gold Standard and Bretton woods System
 - b) International Credit Rating Agencies
 - c) ADR and GDR
 - d) International Capital Markets
 - e) Factoring
 - f) Bank for International Settlement



Total No. of Questions : 3]

SEAT No. :

P-6044

[Total No. of Pages : 2

[6145]-507

T.Y. B.B.A. (IB)

**506A : LEGAL DIMENSIONS IN INTERNATIONAL
MARKETING - II**

(2019 Pattern) (CBCS) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All Questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) A) Select the correct option (Attempt any 4 out of 5) : [4]

- i) WTO regulates and facilitates _____.
 - a) Politics
 - b) International Trade
 - c) Funds
 - d) Marketing
- ii) WTO is headquartered in _____.
 - a) Paris
 - b) Geneva
 - c) New York
 - d) London
- iii) IMF is headquartered in _____.
 - a) Paris
 - b) Geneva
 - c) Washington D.C.
 - d) London
- iv) The first UNCTAD conference took place in _____.
 - a) Paris
 - b) Geneva
 - c) Washington D.C.
 - d) London
- v) UNCTAD was established by _____.
 - a) United Nations General Assembly
 - b) United Nations Security Council
 - c) ECOSOC
 - d) United Nations Secretariat

P.T.O.

B) Match the pairs : [4]

- | | |
|-----------|---------|
| i) UNCTAD | a) 1995 |
| ii) IMF | b) 1973 |
| iii) FERA | c) 1945 |
| iv) WTO | d) 1964 |

C) State True or False : [4]

- i) The WTO Agreement related to investment measures is TRIPS.
- ii) IMF belongs to World Bank group.
- iii) FEMA is a regulatory mechanism that enables the Reserve Bank of India to pass regulations and the Central Government to pass rules relating to foreign exchange in tune with the Foreign Trade policy of India.
- iv) The primary objective of UNCTAD is to formulate policies relating to all aspects of development including trade, aid, transport, finance and technology.

Q2) Solve any TWO : [14]

- a) Explain the Principles of International Business Contract.
- b) Explain functions of WTO.
- c) Explain TRIP.
- d) Explain the Nature and complexities of International trade law.

Q3) Solve any TWO : [24]

- a) Explain WTO Provisions on Anti-Dumping.
- b) Explain FERA.
- c) Explain the Taxation Treaties.
- d) Explain the restrictions on trade in endangered species and other commodities as based on international conventions.



Total No. of Questions : 4]

SEAT No. :

P-6045

[Total No. of Pages : 3

[6145]-508

T.Y. B.B.A. (I.B.)

**B-506 : LEGAL DIMENSIONS IN FINANCIAL
MANAGEMENT - II**

(2019 Pattern) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple Choice Questions :

[5]

- i) 'A' and 'B' agreed to deal in smuggled goods and share the profits. 'A' refuses to give 'B's share of profit. In this case _____.
 - a) B can enforce the agreement in the court
 - b) B can only claim damages
 - c) B has no remedy as the contract is illegal
 - d) B can enforce the contract and claim damages
- ii) An agreement to pay money or money's worth on the happening or non-happening of a specified uncertain event, is a _____.
 - a) Wagering agreement
 - b) Contingent contract
 - c) Quasi contract
 - d) Uncertain agreement
- iii) The Doctrine of Indoor Management is a protection that is available to _____.
 - a) Shareholders
 - b) Outsiders who deal with the company
 - c) Board of Directors
 - d) Creditors

P.T.O.

- iv) XYZ Ltd. is having 15% share capital held by X Ltd. and 50% held by Central Government and 10% held by State Government and 25% held by other people then that company (XYZ Ltd.) will be _____.
- a) Government Co. b) Private Co.
c) Public Co. d) Dormant Co.
- v) Wrongful dishonour of cheque by a banker having sufficient funds in the account of customer, the court may award.
- a) Mitigation of damages b) Contemptuous damages
c) Quantum Meruit d) Exemplary damages

B) Match the pairs : [5]

Group (A)	Group (B)
a) Board Meeting	i) Once in a year
b) Auditor	ii) Under special circumstance
c) Annual General Meeting	iii) Minimum 4 meetings in a year
d) Extra Ordinary General Meeting	iv) Prepared after the meeting
e) Minutes of Meeting	v) Auditor's Report

Q2) Attempt any one : [10]

- a) What do you mean by Discharge of a contract? Explain in detail different modes of discharge of a contract.
- b) Explain in detail various stages in formation of company.

Q3) Attempt any one : [10]

- a) What is WTO? Explain basic principles of WTO.
- b) What is Foreign Income? Explain rules regarding 'Taxation of Foreign Income'.

Q4) Write short notes (Any four) :

[20]

- a) Types of share capital.
- b) Free consent.
- c) TRIPs and TRIMs.
- d) Ease of Doing Business.
- e) Antidumping Duties.



Total No. of Questions : 3]

SEAT No. :

P6046

[Total No. of Pages : 3

[6145]-601

T.Y.B.B.A. (I.B.)

GC - 601 : NEW VENTURE CREATION AND START - UPS

(2019 CBCS Pattern) (Semester -VI)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) A) Fill in the Blanks. [5]

- a) Entrepreneurial culture and growth orientation consists of all of the following except:
 - i) Encouraging employees to generate ideas
 - ii) Focusing on opportunities
 - iii) The desire to grow at a slow and controlled pace
 - iv) Being creative
- b) A _____ is a professional money manager who makes risk investment from a pool of equity capital to obtain a high rate of return on investments.
 - i) venture capitalist
 - ii) entrepreneur
 - iii) businessman
 - iv) buyer
- c) A new venture's business plan is important because _____.
 - i) It helps to persuade others to commit funding to the venture
 - ii) Can help demonstrate the viability of the venture
 - iii) Provides a guide for business activities by defining objectives
 - iv) All the above
- d) _____ can be defined as a specifically evolved work plan intend to achieve a Specific objective within a specific period of time.
 - i) Idea generation
 - ii) Opportunity Scanning
 - iii) Project
 - iv) Strategy
- e) To provide financial assistance to entrepreneurs the government has set up a number of _____.
 - i) Financial advisors
 - ii) Financial intermediaries
 - iii) Industrial estates
 - iv) Financial institutions

P.T.O.

B) Match the following. [5]

- | | |
|---|-----------|
| a) District Industries Centers (DICs) | i) 1978 |
| b) Industrial Development Corporation (IDC) | ii) 1954 |
| c) Khadi and Village Industries Commission (KVIC) | iii) 1956 |
| d) National Small Industries Corporation (NSIC) | iv) 1955 |
| e) Small Industries Development Bank of India (SIDBI) | v) 1990 |

C) Answer in one sentence. (attempt any 5) [5]

- a) Industrial Development Corporation (IDC).
- b) E-commerce.
- c) Feasibility study.
- d) Legal Feasibilities.
- e) Entrepreneurship.
- f) Service Plan.

D) Fill in the blanks. [5]

- a) _____ is conducted to determine whether a proposed business has sufficient management expertise, organizational competence, and resources to successfully launch its business.
- b) SIDBI was set up as a subsidiary of _____.
- c) The term 'Entrepreneur' was derived from French word _____.
- d) Angels Investors usually provides _____ type of financing.
- e) An individual who starts, creates and manages a new business can be called as _____.

Q2) Answer the following questions. (Attempt any 3) [30]

- a) Explain in detail the Process of Entrepreneurial decision making.
- b) Explain the tools and techniques of Competitor Analysis.
- c) Explain the role of social media and Websites in New Venture Development.
- d) What do you mean by Business Plan? Explain the Need & Scope of Business Plan.
- e) Explain in detail the Ethics and Social responsibility of Entrepreneurs.

Q3) Write a Short notes. (attempt any 4) [20]

- a) Activities of SFC.
- b) Significance of Project Report Preparation.
- c) Legal Constraints and Documentation in start-ups.
- d) Role of Entrepreneurship in Economic Development.
- e) Political Feasibilities.



Total No. of Questions : 3]

SEAT No. :

P-7862

[Total No. of Pages : 3

[6145]-602A

T.Y. B.B.A. (IB)

**602 : INTERNATIONAL PROJECT MANAGEMENT
(2019 Pattern) (Semester - VI)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Multiple Choice Questions :

- A) Select the correct answer from given options : **[5 × 1 = 5]**
- i) A program is referred to a group of :
 - a) plans
 - b) people and work
 - c) related projects
 - d) unrelated projects
 - ii) What is the first step in project planning?
 - a) Establish the objectives and scope.
 - b) Determine the budget.
 - c) Select the team organizational model.
 - d) Determine project constraints.
 - iii) Creating project team and assigning their responsibilities are done during which phase of a project management?
 - a) Initiation
 - b) Planning
 - c) Execution
 - d) Closure
 - iv) What is the first step in developing a risk management plan?
 - a) Analyse the risks.
 - b) Estimate the likelihood of the risks occurring.
 - c) Identify potential project risks.
 - d) Develop a risk mitigation plan.
 - e) Estimate the potential impact of risk on the project goals.

P.T.O.

- v) Which of the following is an important document to be prepared while signing a contract in project?
- a) Project team activities
 - b) Scope statement
 - c) Project charter
 - d) Work packages
 - e) Project funding

B) Match the pairs : [5 × 1 = 5]

- | | |
|--|---|
| i) Planning | a) a document defining the terms and conditions related to a task |
| ii) Information or comments about something that you have done which tells you how good or bad it is | b) Project Schedule |
| iii) Charter | c) Project Strategy |
| iv) Gantt Chart | d) Feedback |
| v) Cost Reduction | e) Deciding in advance what to do, how to do, when to do, and who is to do it |

C) Answer the following questions in one sentence each. [5 × 1 = 5]

- i) Which chart is used to control the project activities?
- ii) What is a WBS?
- iii) What is a critical path in project planning?
- iv) What is a Project?
- v) What is Scheduling in project management?

D) Fill in the blanks. [5 × 1 = 5]

- i) The PERT in project management means program evaluation and _____ technique.
- | | |
|--------------------|-------------------|
| a) resource | b) reconciliation |
| c) reconsideration | d) review |

- ii) There is _____ correlation between project complexity and project risk.
- a) an unknown b) a positive
c) no d) a negative
- iii) A(n) _____ is a point in time that marks the beginning or end of an activity in a project network design.
- a) event b) slack
c) forward time d) free time
- iv) The process of reducing total time that it takes to complete a project by employing additional resources is called _____.
- a) Crashing b) Time reduction
c) Eliminating d) Closure
- v) The nature of a project is _____.
- a) permanent b) temporary
c) simple d) all of the above

Q2) Long Answer Questions : (Solve any 3 out of 5) [3 × 10 = 30]

- a) What is 'Project'? Explain in detail the phases with examples.
- b) Explain in details the 7S of project Management.
- c) How the study of different cultures be useful in International Project Management? Give appropriate examples.
- d) Explain in detail the need for strategy in Project Management with reference to various strategies.
- e) What is Project Analysis? What are the factors to be considered while analysing a project?

Q3) Short Notes - (Solve any 4 questions out of 6) [4 × 5 = 20]

- a) Skills required for a successful Project Manager
- b) Critical Path Analysis
- c) Feedback and corrective action
- d) Gantt Charts
- e) Project Audit
- f) Resource Co-ordination



Total No. of Questions : 3]

SEAT No. :

P6048

[Total No. of Pages : 2

[6145]-603

T.Y.B.B.A. (I.B.)

603 : DECISION MAKING AND RISK MANAGEMENT

(2019 Pattern) (Semester -VI)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) A) Fill in the blanks (Attempt any 5 out of 6) [5×1=5]

- a) _____ decision making process implies the ability to surpass common or traditional thinking.
 - i) Impulsive
 - ii) Conventional
 - iii) Creative
 - iv) Transmission
- b) In creative decision-making process, _____ concept signifies igniting the mind to imagine all possibilities, without any restrictions, with or without direction.
 - i) Brainstorming
 - ii) Collateral
 - iii) Elimination
 - iv) Delegation
- c) Myers Briggs Model is also called as _____.
 - i) Z Model
 - ii) Y Model
 - iii) MBIT Model
 - iv) D Model
- d) As per Herbert and Simon, _____ try to make an optimal benefit in the decision-making process.
 - i) Maximizers
 - ii) Satisfices
 - iii) Optimistic
 - iv) Pessimistic
- e) _____ approach is used especially in case of non-programmed decision.
 - i) Prospective
 - ii) Retrospective
 - iii) Introspective
 - iv) Thoughtful
- f) In _____, specific procedures are already set up for structured problems and it is a repetitive decision, which can be handled by a routine approach.
 - i) Non-Programmed Decisions
 - ii) Programmed Decisions
 - iii) Risk Decisions
 - iv) Strategic Decisions

P.T.O.

- B) Match the following. [5]
- | | |
|------------------------------|---|
| a) VUCA | i) Process of Abstraction |
| b) Myers Briggs Model | ii) Action based on limited information |
| c) Ladder of Inference | iii) Overconfidence |
| d) Bounded Rationality Model | iv) Risk Management |
| e) Cognitive biases | v) Consideration of Human side |

- C) True or False (Attempt any 4 out of 5). [4×1=4]
- a) IDEAL Problem-solving model depicts four phases of solving a problem.
 - b) Conventional decision-making process considers new information and multiple scenarios of how the future will evolve.
 - c) Rational Decision-Making Model is also known as Classical Model.
 - d) Exploring the available channels is the first step in the effective decision-making process.
 - e) Competent leaders, who possess the required skills sets, can efficiently execute the tasks directed by the followers.

- Q2)** Short notes (Attempt 3 out of 4) [3×8=24]
- a) OODA Loop Model.
 - b) IDEAL Problem-Solving Model.
 - c) EQ Vs IQ Decision Making Perspective.
 - d) Strategies to deal with Workplace problems.

- Q3)** Long Answer (Attempt 2 out of 4) [2×16=32]
- a) What is decision making? Explain the different types of decisions taken in an organization?
 - b) What do you mean by Problem solving? Explain the different steps in Creative Problem solving?
 - c) What do you mean by decision making? Explain the barriers in Effective decision making?
 - d) What is Risk analysis? Explain the different techniques of Qualitative Risk analysis?



B) Match the Pairs : [5]

Column - I

Column - II

- | | |
|---------------------------|-----------------------------|
| a) Kisan Call Centre | i) Agreement on Agriculture |
| b) Apex | ii) ITES Application |
| c) AOA | iii) NABARD |
| d) Minimum Needs Program | iv) Processing the product |
| e) Agricultural Marketing | v) Nutrition |

C) Answer in one sentence (Any 5) : [5]

- i) What do you mean by RRB?
- ii) What do you mean by Agriculture marketing?
- iii) What do you mean by Microfinancing?
- iv) What do you mean by a marketing plan for exports?
- v) What do you mean by contract farming?
- vi) Write any two Agri exports products from India to foreign countries.
- vii) What do you mean by terms of payment in Agri exports?

D) Fill in the Blanks (Any 5) : [5]

- i) Seeds, Fertilizers, feed, chemicals etc. include in _____ sector.
- ii) _____ is also known as the grower's market.
- iii) _____ is one of the largest Microfinance Company announced its first rainfall insurance program in India.
- iv) Secondary market is also called as _____.
- v) Agricultural products are mainly _____ in nature.

Q2) Write Long Answer (Any 3) :

[3 × 10 = 30]

- a) Explain role of cooperative institutions in Agriculture credit.
- b) Explain export documentation & procedure in India for Agri exports.
- c) Explain in detail about types of Agriculture Marketing.
- d) Explain the concept & application of ICT in Agribusiness.

Q3) Write Short Notes (Any 4) :

[4 × 5 = 20]

- a) Concept of Self-Help Group
- b) Types of Contract Farming
- c) Characteristics of Cooperation
- d) WTO Agreement on Agriculture
- e) Role of NABARD



Total No. of Questions : 3]

SEAT No. :

P6050

[Total No. of Pages : 2

[6145]-605

T.Y.B.B.A. (I.B.)

605 A : INTERNATIONAL SERVICE MANAGEMENT (I)
(2019 Pattern) (Semester - VI) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) Compulsory Question: (Objective Type Questions). [10×1=10]

- a) What is the prime reason for difficulties in service marketing?
 - i) Perishability
 - ii) Availability
 - iii) Separability
 - iv) Intangibility
- b) Among the following, which is not a tangible dominant?
 - i) Furniture
 - ii) Cars
 - iii) Cosmetics
 - iv) Investment Management
- c) Which among the following is not an element of marketing stimulus?
 - i) Product
 - ii) Price
 - iii) Politics
 - iv) Place
- d) The difference between customer expectations and perceptions is known as _____.
 - i) Service Delight
 - ii) Service Satisfaction
 - iii) Service Gap
 - iv) Supplier Gap
- e) The personal factors that influence consumer behaviour include?
 - i) Occupation
 - ii) Motivation
 - iii) Income & Lifestyle
 - iv) Both (i) and (iii)
- f) _____ is not an element of physical evidence.
 - i) Employee dress
 - ii) Employee Training
 - iii) Equipment
 - iv) Facility design

P.T.O.

Total No. of Questions : 3]

SEAT No. :

P6051

[Total No. of Pages : 2

[6145]-606

T.Y.B.B.A. (IB)

**B-605 : INTERNATIONAL HUMAN RESOURCE
MANAGEMENT - I**

(CBCS 2019 Pattern) (Semester - VI)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blank with the most appropriate alternative (any 4) [4]

- a) Which of these statements are not true?
 - i) Diversity, is leveraged through inclusion
 - ii) Inclusion is a pre-requisite for the functioning of a diverse workforce
 - iii) You can drive diversity and inclusion at the workplace as different yet effective strategies
 - iv) Diversity and inclusion both form an integral part of any organization's diversity and inclusion strategy
- b) Human resource management emphasis _____
 - i) Development of people
 - ii) Punishment of people
 - iii) Adoption of people
 - iv) None of these
- c) _____ is a performance appraisal technique that involves agreement between employee and manager on goals to be achieved in a given period.
 - i) Rating scales
 - ii) BARS
 - iii) BOS
 - iv) MBO
- d) In which decade did HRM originate?
 - i) 1950s
 - ii) 1970s
 - iii) 1980s
 - iv) 1990s
- e) The internal aspects of environment include _____.
 - i) Organisational structure
 - ii) Social issues
 - iii) Political issues
 - iv) Economic issues

P.T.O.

B) Match the following. [4]

1) Host Country	a) Done at the National Level.
2) Domestic HRM	b) Approach reflects the geographic strategy & structure of MNE's.
3) Diversity	c) Forms the foundation block of the International Compensation
4) Regio - Centric	d) Multidimensional
5) Basic Salary	e) Employees are belonging to the nation in which the subsidiary is situated

C) True or False (Any 4) [4]

- a) Domestic HRM is done at the state level.
- b) Polycentric approach reflect the geographic strategy and structure of MNEs.
- c) E-recruitment has the potential to reduce geographical barriers to employment on a global scale.
- d) Creativity is a term similar to diversity.
- e) Home country is one where the headquarter of MNC & TNC is located.

Q2) Write a short answer (Any 2) [14]

- a) International labour market.
- b) Challenges in international performance management.
- c) Cross Culture Theory.
- d) Global Challenges in HRM in the 21st Century.

Q3) Write a short answer (Any 2) [24]

- a) Define International Human Resource Management (IHRM) and write importance and scope of international Human Resource Management (IHRM).
- b) What is Expatriation? Explain Challenges of an expatriate.
- c) Explain the forms of compensation and Key components of international compensation.
- d) Define Organisational Culture. Explain types and strategies of organisational Culture.



Total No. of Questions : 3]

SEAT No. :

P-6052

[Total No. of Pages : 2

[6145]-607

T.Y. B.B.A. (IB)

**A 606 : BRAND MANAGEMENT - II
(2019 Pattern) (CBCS) (Semester - VI)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) Compulsory Question : (Objective Type Questions) [10]

A) Multiple choice questions : [5]

- i) The act of creating a brand is known as _____.
 - a) Branding
 - b) Brand Management
 - c) Brand Hierarchy
 - d) Brand Building
- ii) _____ is how an organization structures and names the brands within its Portfolio.
 - a) Awareness
 - b) Brand architecture
 - c) Brand Differentiation
 - d) Brand Commitment
- iii) When a particular product is available with the same brand name throughout the world, it is known as _____.
 - a) International brand
 - b) National Brand
 - c) Family brand
 - d) Brand Management
- iv) _____ Refers to what the brand can be linked, mental connection to and recall of brand.
 - a) Brand Hierarchy
 - b) Brand Equity
 - c) Branding
 - d) Brand Association
- v) _____ Refers to a brand's objective i.e functional attributes in relation to other brands.
 - a) Brand position
 - b) Product position
 - c) Brand relationship
 - d) Both a and b

P.T.O.

B) Answer in one sentence : [5]

- i) Define Brand.
- ii) What is Brand Equity?
- iii) What is Brand Personality?
- iv) Define Brand Loyalty.
- v) What is Brand Audit?

Q2) Long answer questions (any two) : [20]

- a) Define Branding. Explain its importance.
- b) Explain the challenges and opportunities in Branding.
- c) Explain the role of social media in brand building.
- d) What is Global Branding? Explain the advantages of Global Branding.

Q3) Write short notes on (any four) : [20]

- a) Brand Equity Concept
- b) Managing and Sustaining Brands Long-term
- c) Brand Associations
- d) Brand Licensing
- e) Brand Loyalty
- f) Point of Distribution



Total No. of Questions : 3]

SEAT No. :

P-6053

[Total No. of Pages : 2

[6145]-608

T. Y. B.B.A. (IB)

606 : CROSS CULTURAL RELATIONSHIPS - II
(2019 Pattern) (Semester-VI) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates :

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

Q1) A) Multiple Choice Questions. [5]

- i) The Word “Culture” is derived from the Latin Word _____ related to cult or worship.
 - a) Culture
 - b) Cultura
 - c) Cultural
 - d) All of the above
- ii) Hofstede suggest that culture consist of shared _____ that control individual responses to their environment.
 - a) Social Stimuli
 - b) Mental programs
 - c) Knowledge
 - d) Attitude
- iii) Culture is transmitted through the process of _____ and interacting with social environment.
 - a) Talking
 - b) Learning
 - c) Hearing
 - d) Governing
- iv) _____ refers to a set of skills that allows you to understand and learn about people whose cultural background is not the same as yours.
 - a) Cultural Sensitivity
 - b) Cultural Diversity
 - c) Cultural Negotiations
 - d) Cultural norms
- v) The biggest problem likely experienced by the seller of product in different cultures is lack of_____
 - a) Supply of Culture
 - b) Demand of Culture
 - c) Cultural Awareness
 - d) Profit from Culture

P.T.O.

B) Match the Following. [5]

Group 1	Group 2
1) Communication	a) Way of Life
2) Culture	b) Uncertainty Avoidance Index
3) Hofstede	c) Message Decoding
4) Cultural Dimensions	d) Long Term Orientation
5) Prime 21 st Century Skills	e) Critical thinking
	f) Symbolic Communication

Q2) Answer the following questions (Solve any 2) [20]

- a) What is Cross Culture? Explain in brief Elements of Culture and Cultural Diversity.
- b) What is Nonverbal Communication? Explain in details the cross-cultural communication process.
- c) Explain in details managing international careers: challenges and opportunities for the 21st century.
- d) Explain Cross-Cultural Differences and Managerial Implications.

Q3) Write Short Notes (Solve any 4) [20]

- a) Explain Cultural Values and Barriers
- b) Explain Geert Hofstede Model.
- c) Explain challenges and issues in doing business across borders.
- d) Explain Cross culture negotiations and rewards.
- e) Explain Cross-cultural communication failures.
- f) Cross Cultural Sensitivity

