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**[5418]-101**

**F.Y. B.B.A. (IB) (First Semester) EXAMINATION, 2018**

**101 : INDIAN BUSINESS ENVIRONMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to right indicate full marks.

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

- (a) Define Business Environment
- (b) Parallel Economy
- (c) Define Culture
- (d) Define Globalisation
- (e) Climate
- (f) Human Resources
- (g) F.D.I.
- (h) Labour Policy
- (i) Water Resource
- (j) Inflation
- (k) Unemployment
- (l) Legal Environment
- (m) Settlement.

P.T.O.

- 2.** Answer the following in **50** words each (any *two*) : [10]
- (a) Poverty—Explain the concept in detail.
  - (b) What is environment and explain the types of environment.
  - (c) Discuss Political environment.
  - (d) What are the effects of topography on business.
- 3.** Answer the following in **150** words each (any *two*) : [20]
- (a) Discuss the concept of sustainability.
  - (b) Discuss the role of minerals in development of business.
  - (c) Write the classification of natural resources.
  - (d) “Infrastructure is a pre-requisite for business development.” Explain.
- 4.** Answer the following in **300** words each (any *two*) : [30]
- (a) Comment on components of Indian business environment.
  - (b) Write an essay on Physical Environment.
  - (c) Explain the socio-cultural factors affecting business with suitable examples.
  - (d) Explain monetary and fiscal policies.

Total No. of Questions—7]

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**[5418]-102**

**B.B.M./B.B.A. (I.B.) (First Semester) EXAMINATION, 2018**  
**COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Attempt any *four* questions from Question No. 2 to Question No. 7.

1. Write short notes on (any *four*) : [20]
  - (1) External Motivation
  - (2) Layout of Business Letter
  - (3) Silence as a means of Communication
  - (4) Assertiveness
  - (5) Negative Self-esteem.
  
2. Define 'Personality'. Explain the influence of the society, family and school environment on personality. [15]
  
3. What are the various barriers to communication ? How can an organisation overcome the barriers for effective in communication process ? [15]

P.T.O.

4. Explain the salient features of Business letter and write the advantages and limitations of written communication. [15]
5. Explain the concept of Goal setting. What care should be taken while setting goals ? Why does goal setting generally fail. [15]
6. Define stress. Explain the consequences of stress and add a note on Stress Management. [15]
7. Define Leadership. Explain qualities of Successful leader. [15]

Total No. of Questions—5]

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**[5418]-103**

**B.B.M. (I.B.) (First Semester) EXAMINATION, 2018**

**MICRO ECONOMIC ANALYSIS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

(iii) Draw neat and well labelled diagrams wherever necessary.

1. What are the basic economic problems ? Explain the role of market forces in solving them. [15]

*Or*

What is demand ? Explain the determinants of individual demand and market demand with suitable examples. [15]

2. Explain the following cost concepts : [15]

(1) Accounting costs and economic costs

(2) Fixed costs and variable costs

(3) Average cost and marginal cost.

*Or*

What is Supply ? Explain the law of supply with its exceptions. [15]

P.T.O.

3. Explain price and output determination under monopolistic competition. [15]

*Or*

What is price elasticity of demand ? Explain the methods of measuring price elasticity. [15]

4. What is meant by rent ? Discuss the modern theory of rent. [15]

*Or*

Explain the relation between AR and MR under perfect competition and monopoly. [15]

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

- (a) Limitations of microeconomics
- (b) Importance of demand forecasting
- (c) Cost Benefit analysis
- (d) Envelope Curve
- (e) Dynamic Theory of Profit
- (f) Minimum Wages.

Total No. of Questions—5]

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**[5418]-104**

**B.B.M. (I.B.) (First Semester) EXAMINATION, 2018**

**BUSINESS ACCOUNTING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

(iii) Use of calculator is allowed.

1. (A) State whether the following statements are true or false. If false, give *correct* statement (any *five*) : [10]

(a) Rule of Personal Account is Debit the receiver and Credit the giver.

(b) Wages are recorded on the debit side of Profit & Loss Account.

(c) Closing Stock is always valued at market price.

(d) Cash Sales are recorded in Sales Book.

(e) Trial Balance shows only arithmetical accuracy.

(f) Profit & Loss account includes all indirect incomes and expenses.

(g) Depreciation is charged on Current Assets.

P.T.O.

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

- (a) What is a Cash Book ?
- (b) Explain the term Contingent Liability.
- (c) What do you mean by Going Concern Concept ?
- (d) Explain the term Current Asset.
- (e) State the meaning of Dual Aspect.
- (f) Explain the term Prepaid Expenses.
- (g) Write *two* examples of Capital Expenditure.

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

Date December 2017

- 1 Mr. Apoorv started business with Cash Rs. 3,60,000.
- 4 Purchased goods on credit from Mr. Atul Rs, 1,20,000.
- 7 Opened an account in State Bank of India and deposited cash Rs. 1,80,000.
- 10 Sold goods to Ms. Aarti on credit Rs. 48,000.
- 13 Purchased on cash a Computer Rs. 42,000 and a printer Rs. 13,200.
- 17 Paid to Mr. Atul Rs. 1,20,000 by cheque.
- 20 Goods distributed as free sample Rs. 1,200.
- 30 Salary paid to Ms. Aboli Rs. 12,000.

*Or*

Enter the following transactions in Cash Book with Cash and Bank Column of Mr. Rakesh for the month of February 2018 : [16]

- 1 Cash in hand Rs. 1,80,400 and at Bank Rs. 2,78,800.



- 2 Sold goods for cash Rs. 56,620.
- 4 Paid Salary to staff Rs. 18,000.
- 6 Purchased furniture from Ms. Rajni for Rs. 18,970 and paid by cheque.
- 9 Purchased goods for cash Rs. 24,920.
- 12 Paid for advertisement Rs. 5,200.
- 15 Cash withdrawn from the bank for office use Rs. 90,000.
- 17 Shop rent paid Rs. 25,000.
- 19 Proprietor's house rent paid Rs. 17,000.
- 22 Issued cheque to Mr. Ramesh Rs. 15,020.
- 23 Received commission from Mr. Rupesh Rs. 11,960.
- 25 Bank credited interest Rs. 588 and debited bank charges Rs. 104.
- 25 Sold old computer to Mr. Ranjeet Rs. 15,200.

3. From the following Trial Balance of M/s Pravreen Traders, you are required to prepare Trading, Profit & Loss Account for the year ended 31st March, 2018 and the Balance Sheet as on that date : [20]

**Trial Balance as on 31st March, 2018**

<b>Particulars</b>	<b>Debit</b> (Rs.)	<b>Credit</b> (Rs.)
Salaries	1,80,000	—
Insurance	6,600	—
Postage and Telegram	9,600	—

Wages	78,000	—
Opening Stock	1,20,000	—
Carriage inward	24,000	—
Plant and Machinery	1,50,000	—
Buildings	6,00,000	—
Drawings	12,000	—
Office Rent	9,600	—
Bad Debts	2,400	—
Purchases and Sales	6,30,000	9,72,000
Returns	18,000	30,000
Discount	3,600	4,800
Debtors and Creditors	2,78,400	1,80,000
Cash in Hand	5,400	—
Capital	—	4,80,000
10% Bank Loan (Taken on 1st Oct., 2017)	—	4,20,000
R.D.D.	—	10,800
Bank Overdraft	—	30,000
<b>Total</b>	<b>21,27,600</b>	<b>21,27,600</b>

*Adjustments :*

- (1) Stock on 31st March 2018 was valued at Rs. 2,06,400.
- (2) Depreciate Plant and Machinery at 10% p.a., Building at 5% p.a.
- (3) Wages include Rs. 12,000 paid to worker as advance.
- (4) Salary Rs. 18,000 and Office Rent Rs. 2,400 were outstanding.
- (5) Create R.D.D. on debtors Rs. 12,000.

4. (A) From the following Ledger Balances of Mr. Rohan, you are required to prepare Trial Balance as on 31st March, 2018 : [8]

<b>Particulars</b>	<b>Rs.</b>	<b>Particulars</b>	<b>Rs.</b>
Capital	6,00,000	Purchases	5,76,000
Drawings	30,000	Sales	9,84,000
Opening Stock	1,80,000	Sales Return	30,000
Salaries	1,22,400	Debtors	3,00,000
Creditors	1,56,000	Furniture	1,02,000
Rent and Taxes	1,15,200	Insurance	9,600
Discount Received	9,600	Cash in Hand	26,400
Machinery	2,40,000	Printing & Stationery	18,000

- (B) Cash Book of Mr. Shaikh showed the balance of Rs. 21,600 on 31st March, 2018. On the same date Passbook showed different balance. On comparing a Cash Book with a Passbook the following points of difference were noted. You are required to prepare Bank Reconciliation Statement as on 31st March, 2018 : [8]

- (1) Cheque issued but not presented for payment Rs. 5,760.
- (2) Mr. Salim has directly deposited Rs. 12,000 into bank account but information of the same was received in the month of April 2018.
- (3) Cheque deposited into bank but not collected Rs. 8,400.
- (4) Bank has debited passbook for bank charges Rs. 480 but it was not recorded in Cash Book.

- (5) Cheque for Rs. 6,480 issued to Mr. Samlan and encashed by him but wrongly recorded in the Cash Book as Rs. 480.
- (6) Amount of Rs. 12,000 transferred from Current Account to Fixed Deposit Account, recorded in the Passbook but not yet recorded in the Cash Book.

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

*Or*

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

- (a) Difference between Book-keeping and Accounting.
- (b) Accounting Standards in India
- (c) Advantages of Computerised Accounting Software
- (d) Explain the concept of Prudence and Substance over form

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**[5418]-105**

**B.B.M. (I.B.) (I Semester) EXAMINATION, 2018**

**105 : PRINCIPLES AND PRACTICE OF MANAGEMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. What is Management ? Explain principles of Management. [15]

*Or*

Describe Henry Fayol's principles of management.

2. Define Management. Explain the various functions of Management. [15]

*Or*

Define Leadership. Explain qualities and functions of a leader.

3. Explain control and explain essential steps in control process. [15]

*Or*

Discuss Elton Mayo's Hawthorne experiment.

4. What is Organization ? Explain various steps involved in organizing process. [15]

P.T.O.

*Or*

What is Strategic Management ? Explain the role of different strategists and its benefits.

5. Write short notes on (any *four*) : [20]
- (A) SWOT Analysis
  - (B) Total Quality Management
  - (C) Need of Coordination
  - (D) International Management
  - (E) Importance of Management.

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[5418]-106

F.Y. B.B.A. (I.B.) (I Sem.) EXAMINATION, 2018

BUSINESS MATHEMATICS

(2013 PATTERN)

Time : Three Hours

Maximum Marks : 80

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

(ii) Figures to the right indicate full marks.

(iii) Use of calculator is allowed.

(iv) Carrying and using mobile/smart watch is strictly prohibited.

1. Attempt any *four* of the following :

[4×4=16]

(i) Define :

(a) Ratio

(b) Row matrix.

(ii) If

$$X : Y = 3 : 4,$$

find  $(4X + 5Y) : (5X - 2Y)$ .

(iii) At what price will Rs. 3,220 buy shares worth Rs. 3,500. (They are Rs. 100 shares)

(iv) Evaluate :

$$\begin{bmatrix} 1 & 2 & 3 \\ 5 & 8 & 6 \\ 7 & 5 & 5 \end{bmatrix}.$$

P.T.O.

- (v) Find the simple interest on Rs. 68,000 at  $16\frac{2}{3}\%$  per annum for 9 months.
- (vi) Using matrices given below show that matrix addition is commutative :

$$A = \begin{bmatrix} 2 & 5 \\ 5 & 8 \end{bmatrix}, \quad B = \begin{bmatrix} 7 & 9 \\ 4 & 2 \end{bmatrix}.$$

2. Attempt any *four* of the following : [4×4=16]

- (i) Virat Kohli invested Rs. 75,375 to purchase equity shares of a company at market price of Rs. 250 through a brokerage firm, charging 0.5% brokerage. The face value of a share is Rs. 10. How many shares did Virat Kohli purchase ?
- (ii) Define :
- (a) Bonus shares
- (b) Symmetric Matrix.
- (iii) Find cofactors for the following matrix :

$$A = \begin{bmatrix} 5 & 6 & 9 \\ 3 & 5 & 1 \\ 2 & 6 & 3 \end{bmatrix}.$$

- (iv) A sum of Rs. 800 amounts to Rs. 920 in 3 years at simple interest. If the interest rate is increased by 3%, it would amount to how much ?



(v) Define Function. What are different ways to represent a function ?

(vi) Define :

(a) Profit

(b) Loss.

**3.** Attempt any *four* of the following : [4×4=16]

(i) Priyanka buys an article for Rs. 27.50 and sells it for Rs. 28.60. Find her gain percentage.

(ii) Amitabh sold two flats for Rs. 6,75,958 each. On one he gains 16% while on the other he loses 16%. How much does he gain or lose in the whole transaction ?

(iii) Define :

(a) Market value

(b) Face value.

(iv) Evaluate  $A^2 + 5A - 2I$  if :

$$A = \begin{bmatrix} 5 & 7 & 8 \\ 4 & 3 & 1 \\ 3 & 2 & 9 \end{bmatrix}.$$

(v) Define :

(a) Even Function

(b) Odd Function.

- (vi) A mixture contains milk and water in the ratio 4 : 3. If 5 liters of water is added to the mixture, the ratio becomes 4 : 5. Find the quantity of milk in the given mixture.

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

- (i) Divide Rs. 672 in the ratio 5 : 3.  
(ii) Draw graph for the following function :

$$\begin{aligned} F(X) &= X && \text{when } X > 0 \\ &= 0 && \text{when } X = 0 \\ &= -X && \text{when } X < 0 \end{aligned}$$

- (iii) Find inverse of the following matrix :

$$A = \begin{bmatrix} 4 & 6 \\ 5 & 1 \end{bmatrix}.$$

- (iv) Write a note on Types of Shares.  
(v) Define :  
(a) Selling Price  
(b) Cost Price  
(vi) With the help of the following matrices show that matrix addition is associative :

$$A = \begin{bmatrix} 2 & 3 \\ 5 & 1 \end{bmatrix} \quad B = \begin{bmatrix} 4 & 1 \\ 2 & 3 \end{bmatrix} \quad C = \begin{bmatrix} 8 & 3 \\ 1 & 4 \end{bmatrix}.$$

5. Attempt any *two* of the following : [2×8=16]

(i) Test the consistency of the following system of linear equations and solve them using matrix inverse method :

$$4X - 5Y - 2Z = 2$$

$$5X - 4Y + 2Z = -2$$

$$2X + 2Y + 8Z = -1$$

(ii) Shami owns 560 shares of a company. The face value of each share is Rs. 25 and the company declares a dividend of 9%. Calculate :

(a) The dividend Shami would receive.

(b) The rate of interest on his investment considering that Shami bought these shares at Rs. 30 per share in the market.

(iii) Find the inverse of the following matrix using adjoint method :

$$P = \begin{bmatrix} 5 & 7 & -2 \\ -1 & 3 & 6 \\ 4 & 6 & 9 \end{bmatrix}.$$

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**[5418]-202**

**BBM-IB (Semester II) EXAMINATION, 2018**  
**ELEMENTS OF HUMAN RESOURCES MANAGEMENT (2012)**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Solve any *four* questions from Q. No. 1 to Q. No. 6.

(iii) *All* questions carry equal marks.

(iv) Draw neat diagrams wherever necessary.

1. Define Human Resource Management. Explain in detail the duties and responsibilities of HR Manager.
2. What is Manpower Planning ? Explain the objectives and importance of Manpower planning.
3. Explain in detail the challenges and issues involved in HRM at global level.
4. Explain the concept of Recruitment. Explain in detail the sources of Recruitment.
5. Explain the meaning of Performance Appraisal and the errors in PA.
6. What are the recent trends and problems of Attrition and Retention ?

P.T.O.

7. Write short notes on (any *four*) :
- (a) International HRM
  - (b) Job Enrichment
  - (c) Selection
  - (d) Career Planning
  - (e) HRD
  - (f) Training Calendar.

Total No. of Questions—7]

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**[5418]-203**

**BBM (I.B.) (II-Semester) EXAMINATION, 2018**

**MACRO ECONOMIC ANALYSIS (203)**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

- N.B. :—** (i) Question No. 1 (short notes) is compulsory.  
(ii) Attempt any *four* from the remaining questions.  
(iii) Figures to the right indicate full marks.

1. Write short notes (any *four*) : [4×5=20]
  - (a) Relevance of Macro Economics
  - (b) Meaning of : Supply creates its own demand
  - (c) Keynes Psychological Law of Consumption
  - (d) Factors affecting investment
  - (e) Measures to control inflation
  - (f) Paradox of Saving.
  
2. Define Macro Economics. Discuss the scope and limitations of Macro Economics. [15]
  
3. Explain the primary and secondary functions of money. [15]
  
4. Discuss the difference between Cash Balances Approach and Cash Transactions Approach of the Quantity Theory of Money. [15]

P.T.O.

5. What is a Trade Cycle ? Explain the phases of trade cycles. [15]
6. Discuss the concept of Aggrgate Demand and Aggregate Supply. Explain economy's equilibrium with the help of a diagram. [15]
7. What is meant by Investment Multiplier ? How does it operate ? [15]

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**[5418]-204**

**B.B.A. (IB) (Sem. II) EXAMINATION, 2018**

**PRINCIPLES OF MARKETING**

**(2013 Pattern)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

1. Define term Marketing. Explain the functions of Marketing and write the difference between Sales and Marketing. [16]
2. (a) Explain the importance of E-Marketing. [8]  
(b) Explain the challenges in Rural Marketing with suggestions for improvement of Rural Marketing. [8]
3. Explain the concept of Product with different stages of product life style. [16]
4. Explain the term Market Segmentation and various bases used for segmentation. [16]
5. Define elements of promotion mix and different types of Advertising Media. [16]
6. Define Marketing Research and state functions of Marketing Research. [16]

P.T.O.



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

[16]

- (a) Objectives of Marketing Research
- (b) Concentrated Marketing
- (c) Tools of Sales Promotion
- (d) Tele-Marketing
- (e) Functions of Channel.

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**[5418]-205**

**B.B.M. (I.B.) (Sem. II) EXAMINATION, 2018**

**BUSINESS STATISTICS**

**(2013 Pattern)**

**Time : Three Hours**

**Maximum Marks : 80**

- N.B. :—**
- (i) All questions are compulsory.
  - (ii) Figures to the right indicate full marks.
  - (iii) Use of calculator is allowed.
  - (iv) Graph paper will be supplied on demand.

1. Attempt each of the following : [5 each]
- (a) Define Population and Sample. What are the advantages of sampling over census ?
  - (b) Define median as a measure of central tendency. Also state any *two* merits and demerits of median.
  - (c) The following frequency distribution relates to the duration (in seconds) of advertisements on television :

<b>Duration (in Second)</b>	<b>No. of Advertisements</b>
30-35	6
35-40	18
40-45	25
45-50	12
50-55	5
55-60	3

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

P.T.O.

(d) A company sells two different products A and B, making a profit of Rs. 40 and Rs. 30 per unit, respectively. Both the products are produced with the help of a common production process and are sold in two different markets. The production process has total capacity of 30,000 man hours. It takes three hours to produce a unit of A and one hour to produce a unit of B. The market has been surveyed and company officials feel that the maximum number of units of A that can be sold is 8,000 units and that for B is 12,000 units. Subject to these limitations products can be sold in any combination. Formulate this as a Linear Programming Problem to maximize the profit.

2. (A) The following is a frequency distribution of life (in years) of two models of radio :

Life (in years)	No. of set examined of model A	No. of set examined of model B
0-2	5	2
2-4	17	8
4-6	14	12
6-8	8	19
8-10	6	9

(i) Which model of radio has more life on an average ? Justify.

(ii) Which model of radio is more consistent with respect to its life ? Justify. [10]

Or

(A) (a) Solve the following Linear Programming Problem graphically : [5]

Maximize :  $Z = 5x + 3y$

Subject to :

$$4x + 2y \leq 10$$

$$2x + 2y \leq 8$$

$$x, y \geq 0.$$

- (b) The following table gives the mode of transport used by the employees of a certain company :

<b>Mode of Transport</b>	<b>No. of Employees</b>
By walk	55
Bicycle	70
Two-wheeler	390
Bus	210
Train	125

Represent the above data by a pie-diagram. [5]

- (B) Describe stratified random sampling procedure. Also give one real life situation where stratified random sampling can be used. [5]

3. (A) 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 :

<b>Aptitude Score (X)</b>	<b>Productivity Index (Y)</b>
60	68
62	60
65	62
70	80
72	85
48	40
53	52
73	62
65	60
82	81

- (i) Calculate coefficient of correlation between X and Y. [5]
- (ii) Estimate Productivity Index for a worker whose test score is 78. [5]

*Or*

- (A) (a) Solve the following Linear Programming Problem graphically : [5]

$$\text{Minimize } Z = 10x + 8y$$

Subject to :

$$4x + 2y \geq 5$$

$$2x + 2y \geq 3$$

$$x, y \geq 0.$$

- (b) Find range, coefficient of range and quartile deviation for the following data :

30, 26, 80, 44, 70, 105, 84, 68, 72, 90, 25, 28, 61, 86, 76. [5]

- (B) What are the objectives of Classification ? Describe Inclusive and Exclusive methods of classification. [5]

4. (A) (a) Monthly Consumption of Electricity in units of a certain family in a year is given below : [5]

210, 207, 315, 240, 232, 216, 208, 209, 215, 300, 290, 240.

Find average number of units consumed per month using :

(i) Arithmetic mean

(ii) Median

(iii) Mode.

- (b) For a certain bivariate data, the following information is available. 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) The regression coefficients of X on Y and Y on X. Hence find the correlation coefficient between X and Y. [5]

Or

- (A) (a) The following data relates to the number of defective items found in 20 boxes, each containing 5 items :  
4, 2, 3, 5, 4, 1, 3, 5, 4, 0, 1, 1, 0, 2, 3, 2, 1, 2, 1, 3.

Prepare a frequency distribution of number of defective items. [5]

- (b) The weekly expenditure on fuel (in Rs.) of 120 persons is given below :

Expenditure	No. of Persons
150-200	15
200-250	-
250-300	30
300-350	-
350-400	20

Find the missing frequencies if median of the above frequency distribution is 280. [5]

- (B) Define the following terms with respect to Linear Programming Problem (LPP) :

- (i) Decision variable
- (ii) Feasible solution
- (iii) Infeasible solution
- (iv) Objective function
- (v) Optimal solution. [5]

5. (A) (a) The following frequency distribution relates to the overtime of workers in a factory :

Overtime	No. of Workers
4-8	7
8-12	15
12-16	28
16-20	33
20-24	38
24-28	29

Find the upper quartile ( $Q_3$ ) and mode for the above frequency distribution. [7]

- (b) If the Correlation Coefficient between X and Y is 0.8, then state Correlation Coefficient for each of the following : [3]

- (i) X,  $-Y$   
(ii)  $-X - 10$ ,  $-Y + 25$   
(iii)  $2X - 8$ ,  $3Y + 8$ .

Or

- (A) (a) Answer the questions using the following frequency distribution of age of 50 citizens : [6]

Age (in years)	No. of Citizens
Below 30	3
31-40	7
41-50	-
51-60	16
61-70	8
Above 70	2

- (i) State the type of classification

- (ii) Identify open end classes and state them
  - (iii) Find missing frequency
  - (iv) Find class mark of fifth class
  - (v) Obtain class boundaries of fourth class
  - (vi) Find class width of 2nd class.
- (b) Suppose 20 values are stored in cells A1 to A20 of MS-Excel worksheet. State function with syntax used in MS-Excel to compute Arithmetic mean and Quartiles ( $Q_1$ ,  $Q_2$ ,  $Q_3$ ) for the above-stored values. [4]
- (B) Describe Scope of Statistics in Management Science and Economics. [5]



Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-206**

**B.B.A. (IB) (Second Semester) EXAMINATION, 2018**

**206 : IT IN BUSINESS OPERATIONS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Draw figures wherever necessary.

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

(a) Explain the classification of Computer.

(b) Explain ER Diagram. Explain the types of Relationships.

(c) What is Software ? Explain the difference between Hardware and Software.

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

(a) What is SDLC ?

(b) Write a short note on IT Act.

(c) Explain the concept of files and Directories.

P.T.O.

- 3.** Answer the following (any *two*) : [20]
- (a) What is Printer ? Explain its types.
  - (b) What is MS-PowerPoint ? Explain its features.
  - (c) What is System ? Explain the types of systems.
- 4.** Answer the following (any *two*) : [20]
- (a) Explain Prototyping.
  - (b) Explain Encryption and Decryption process.
  - (c) Explain the feasibility study in detail.
- 5.** Answer the following (any *two*) : [20]
- (a) Explain any two Internal and *two* External commands in DOS.
  - (b) Explain various types of charts in MS-Excel.
  - (c) What is Operating System ? Explain the services provided by an Operating System.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-301**

**B.B.M. (I.B.) (Third Semester) EXAMINATION, 2018**

**INTERNATIONAL BUSINESS ENVIRONMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

1. What are 'toxic chemicals' ? Explain the care that needs to be taken in procurement, distribution and storage of toxic chemicals. [16]

*Or*

Explain the WTO principles that undermine modern environmental protection. [16]

2. Explain the role of marketing in Sustainable Development. [16]

*Or*

Explain the motivating factors and barriers to eco-consumerism. [16]

3. Explain the role of Co-operative Sector in reducing Greenhouse Gases. [16]

*Or*

What are the sources of Carbon Offsets and Technologies to reduce emission ? [16]

P.T.O.

4. Explain the concept of Environmental Ethics. What are essential for Environmental Ethics ? [16]

*Or*

What are the main activities of international NGOs in environmental awareness ? [16]

5. Write short notes on (any *four*) : [16]
- (a) SEZs in India
  - (b) Kyoto's flexible mechanisms
  - (c) Industrial ecology
  - (d) Africa Waste Trade
  - (e) Waste management
  - (f) Business Policies.

Total No. of Questions—5]

[Total No. of Printed Pages—2

<b>Seat No.</b>	
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**[5418]-302**

**B.B.M. (I.B.) (Third Semester) EXAMINATION, 2018**  
**302 : PRODUCTION AND OPERATIONS MANAGEMENT**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. Define Production Management. Explain various functions of Production Management. [15]

2. What is Production Development ? Which factors responsible for production Development ? [15]

*Or*

What do mean by Product Design ? Which factors affecting on Product Design ?

3. Define Motion Economy. Explain detail note on Principles of Motion Economy. [15]

*Or*

Distinguish between quality control and quality circle.

P.T.O.

4. What is Work Study ? Explain Concept, Scope and Applications of Work Study. [15]

*Or*

What is Ergonomics ? Explain Importance and Bio-mechanical factors of Ergonomics.

5. Write short notes on (any *four*) : [20]
- (a) Status Governing safety
  - (b) Kaizen effects of Globalisation
  - (c) Concept of outsourcing
  - (d) Plant layout objectives
  - (e) PMTS systems
  - (f) Activity sampling.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-303**

**B.B.M. (I.B.) (Third Semester) EXAMINATION, 2018**

**INTERNATIONAL ECONOMICS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

**1.** Define International Economics. Explain its scope and importance. [15]

*Or*

What do you understand by “comparative advantage” ? Explain how trade under comparative cost advantage is gainful to the trading countries. [15]

**2.** What are Terms of Trade ? With the help of suitable example, explain the concepts of Barter Terms of Trade and Income Terms of Trade. [15]

*Or*

“An underdeveloped country is doomed to remain backward unless it resorts to protectionism.” Discuss. [15]

**3.** Why do countries gain from trade with each other ? Explain the terms Static Gains and Dynamic Gains from trade. [15]

P.T.O.

*Or*

Explain the role of World Trade Organization (WTO). [15]

4. Compare and contrast the role of International Monetary Fund (IMF) and the World Bank. [15]

*Or*

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

5. Write short notes on (any *four*) : [20]
- (a) Inter-regional Trade and International Trade
  - (b) Arguments for Free Trade
  - (c) GATT
  - (d) Concept of factor endowment
  - (e) Organizational structure of WTO
  - (f) Absolute Cost Advantage.



Total No. of Questions—7]

[Total No. of Printed Pages—2

<b>Seat No.</b>	
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**[5418]-304**

**B.B.M. (I.B.) (Third Semester) EXAMINATION, 2018**

**INTERNATIONAL MARKETING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

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

1. Define International Marketing. Explain the scope and objectives of International Marketing.
2. What are the salient features of recent Export-Import Policy and facilities offered to the exporters ?
3. Explain briefly the documents for Export.
4. What is meant by Marine Insurance ? Explain the types of Marine Insurance Policies.
5. What is International Pricing ? Discuss its types and factors affecting Pricing Decisions.

P.T.O.

6. Explain Market Entry Strategies employed by firms in International Marketing.
7. Write short notes on any *four* :
- (1) Labelling & Packaging.
  - (2) Free Trade Zone
  - (3) Uniform Pricing
  - (4) Green channel facility
  - (5) Shipping and customs clearance of Goods
  - (6) Export Promotion Schemes.

Total No. of Frages—6 + Questions—6] [Total No. of Printed Pages—8

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**[5418]-305**

**B.B.M./B.B.A. (I.B.) (Third Semester) EXAMINATION, 2018**  
**GERMAN**  
**(Foreign Language Paper-I)**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

**N.B. :—** (i) All questions are compulsory.  
(ii) Use of dictionary is not allowed.

**Frage I. Beantworten Sie die folgenden Fragen. (Nur 5)**

**[5]**

1. Was sind Ihre Hobbys?
2. Nennen Sie drei Gegenstände im Klassenzimmer!
3. Wo ist Eiffelturm? In welchem Land ist er?
4. Was essen Sie gern?
5. Wo waren Sie gestern Abend?
6. Wie heißt Ihr Freund/ Ihre Freundin? Wie alt ist er/ sie?
7. Nennen Sie drei Getränke!

**Frage II. Übersetzen Sie ins Englisch.**

**[10]**

- A. Heidi Klum kommt aus Bergisch Gladbach. Sie ist Model und präsentiert Mode von internationalen Designern. Sie hat eine Mode-Kollektion und sie macht Werbung für H&M und McDonalds. Heidi Klum arbeitet international, in Paris, New York, Mailand und Düsseldorf. Sie spricht Deutsch, Englisch und Fransösisch. Heidi Klum wohnt in Manhattan und Bergisch Gladbach. Sie hat eine Tochter, Leni. Designer-Mode ist ihr Job, zu Hause mag sie aber Jeans und T-shirts. Sie macht viel Sport: Ballett und Jazz-Dance.
- B. Ich wohne jetzt seit sechs Monaten in Deutschland. Meine Wohnung hier ist sehr schön: groß und hell. Ich habe drei Zimmer, eine Küche und ein Bad. Meine Wohnung in Japan ist nur sehr klein. Hier in Deutschland habe ich 83 qm. Das ist fantastisch. Leider habe ich keinen Balkon. Das finde ich nicht gut. In Japan hat jede Wohnung einen Balkon. Ja, und das Badezimmer in Deutschland ist nicht schön. Die Toilette und das Bad sind zusammen. Das gefällt mir nicht. In japan gibt es die Toilette und das Bad immer extra. In deutschland schläft man im Schlafzimmer, isst im Esszimmer und wohnt im Wohnzimmer.

P.T.O.

**Frage III. Wortschatz.**

A. Schreiben Sie die Zahlen ins Worte! (nur 4) [4]  
25, 346, 178, 69, 412

B. Ergänzen Sie die Vokale! (nur5) [5]

1. B\_\_lk\_\_n
2. dr\_\_\_\_
3. zus\_\_mm\_\_n
4. b\_\_z\_\_hlen
5. g\_\_t\_\_n
6. Spr\_\_ch\_\_

C. Was passt nicht? [4]

1. Schrank, Mikrowelle, Tisch, Bett
2. Tasche, Kreide, Bleistift, Tafel
3. bestellen, bezahlen, lesen, essen
4. Deutsch, Englisch, Türkisch, Italien

D. Ordnen Sie zu! [4]

- |                            |                        |
|----------------------------|------------------------|
| 1. Woher kommt Alisha?     | A. Prima, danke.       |
| 2. Wo warst du gestern?    | B. ein Glas Bier.      |
| 3. Wie geht's?             | C. Ich war im Konzert. |
| 4. Was trinkt Herr Müller? | D. Sie kommt aus Wien. |

**Frage IV. Grammatik**

A. Ergänzen Sie die Verben in richtigen Formen.(nur 5) [5]

(sehen, haben,lesen, trinken,essen, fahren)

1. Walter \_\_\_\_\_ zwei Schwester.
2. Paul, \_\_\_\_\_ du Pizza gern?
3. Maja und Maria \_\_\_\_\_ nach Italien.
4. Ich \_\_\_\_\_ einen Kaffee.
5. Wir \_\_\_\_\_ den Film ‚Golmaal‘.
6. Jeden Morgen \_\_\_\_\_ Herr Müller eine Zeitung.

B. Ergänzen Sie die Personalpronomen. (nur 5) [5]

1. Das Buch ist interessant. \_\_\_\_\_ kostet 250 Rupien.
2. Das ist unser Haus. \_\_\_\_\_ wohnen hier.
3. Wo wohnst du, Paula? - \_\_\_\_\_ wohne in Mumbai.
4. Melanie ist klug. \_\_\_\_\_ Studiert Medizin.

5. Was lernt \_\_\_\_\_, Kinder?
6. Dieser Schrank ist neu. \_\_\_\_\_ ist nicht teuer.

**C. Ergänzen Sie den Artikel. (bestimmt/ unbestimmt/ Nom/ Akk) (nur 5) [5]**

1. Ist das \_\_\_\_\_ Lernplakat?
2. \_\_\_\_\_ Stuhl ist neu.
3. Trinken Sie \_\_\_\_\_ Tee?
4. Mein Haus hat \_\_\_\_\_ Balkon.
5. Im Arbeitszimmer habe ich \_\_\_\_\_ Regal
6. Wann beginnt heute \_\_\_\_\_ Rockkonzert?

**D. Ergänzen Sie den Possessivartikel. (nur 5) [5]**

1. Jutta, ist das \_\_\_\_\_ Heft.
2. Das ist \_\_\_\_\_ klassenzimmer. Wir lernen hier.
3. Ich habe ein Buch, aber \_\_\_\_\_ Buch ist nicht interessant.
4. Herr Schneider, was macht \_\_\_\_\_ Frau?
5. Das ist Markos. \_\_\_\_\_ Vater ist Lehrer.
6. Anje und Norbert, \_\_\_\_\_ Wohnung ist sehr schön.

**E. Ergänzen Sie die Verben ‚sein‘ oder ‚haben‘ im Präteritum. (nur 5) [5]**

1. Mein Großvater \_\_\_\_\_ Arzt.
2. Damals \_\_\_\_\_ mein Bruder in der 6. Klasse.
3. Wir \_\_\_\_\_ ein großes Haus.
4. Maria \_\_\_\_\_ Geburtstag.
5. Die Blumen \_\_\_\_\_ für Lili.
6. Meine Schwester \_\_\_\_\_ viele Bücher.

**F. Bilden Sie Fragen. (nur 5) [5]**

1. Das ist ein Radio.
2. Herr Tang kommt aus China.
3. Ja, Magda studiert Deutsch.
4. Arnold Schwarzenegger ist Politiker.
5. Mein Zimmer ist groß.
6. Nein, sie bezahlen zusammen.

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

Viele Schulen in Deutschland haben eine Europaperspektive. Sie haben Partnerschulen und planen internationale Internetprojekte und Programme mit anderen Schulen in Europa. In Deutschland lernen alle Schülerinnen und Schüler eine oder zwei Fremdsprachen in der Schule.

Erich Hoffmann ist Lehrer für Französisch und Spanisch an einer Schule in Bremen. Seine Schule hat Partnerschulen in ganz Europa und in den USA. Herr Hoffmann fährt im Sommer mit 22 Schülern aus dem Spanischkurs nach Alicante. Sie lernen schon seit zwei Jahren Spanisch und die Schülerinnen und Schüler von der Partnerschule in Alicante lernen Deutsch.

Peter ist im Spanischkurs von Herrn Hoffmann. In Spanien wohnt er bei Antonios Familie und geht auch mit Antonio in die Schule. Antonio ist Peters Lernpartner. Sie schreiben E-Mails und machen zusammen Projekte im Internet auf Deutsch oder auf Spanisch. Peter sagt: „Das Europaprogramm ist super!“

**Frage 1. Beantworte die Fragen. (nur 4)**

**[4]**

1. Welche Sprachen unterrichtet Herr Hoffmann?
2. Wo wohnt Peter in Spanien?
3. Wie viele Schüler aus dem Spanischkurs fahren im Sommer nach Alicante?
4. Was machen die Kinder in diesem Projekt?
5. Wie lange lernen die Schüler Spanisch?

**Frage 2. Richtig oder Falsch?**

**[4]**

1. Die Schülerinnen und Schüler in Deutschland lernen nur eine Fremdsprache
2. Herr Hoffmanns Schule hat Partner Schulen in Amerika und in Europa.
3. Die Schüler machen zusammen Projekte im Internet auf Deutsch.
4. Die Schulen in Deutschland haben Partnerschulen in Europa.

Frage VI. Schreiben Sie 8 bis 10 Sätze über das Thema.

**[10]**

„Mein Haus“ oder „Meine Familie“

FRENCH

Time : Three Hours

Maximum Marks : 80

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

(ii) Use of dictionary is not allowed.

Q.1. Complétez un dialogue

(10)

A. M. Paul Masson arrive à l'hôtel METZ. Elle a une chambre réservée. Il a la chambre 301 au troisième étage. Complétez le dialogue.

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

Le réceptionniste : \_\_\_\_\_ .

M. Masson : Au nom de M. Paul Masson.

Le réceptionniste : \_\_\_\_\_ .

M. Masson : C'est à quel étage ?

Le réceptionniste : \_\_\_\_\_ Voici les clés .

M. Masson : Merci. C'est où ?

Le réceptionniste : \_\_\_\_\_ . Montez au troisième étage. La chambre est juste en face de l'ascenseur.

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

Le réceptionniste : \_\_\_\_\_ . En face des escaliers.

OU

B. Mlle. Caro Dupaix téléphone au standard de la société 'SZX'. Elle veut rencontrer M. Stanislas, le directeur. M. Stanislas n'est pas là. Elle parle à la standardiste. Complétez le dialogue.

Mlle. Dupaix : Bonjour monsieur. Je voudrais parler à M. Stanislas, s'il vous plaît.

Le réceptionniste : \_\_\_\_\_ ?

M. Dupaix : Mlle Dupaix.

Le réceptionniste : \_\_\_\_\_ ?

M. Dupaix : Eh bien, c'est pour notre dossier, « Suez ».

Le réceptionniste : \_\_\_\_\_ ?

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

Le réceptionniste : \_\_\_\_\_ .

M. Dupaix : Merci bien.

Le réceptionniste: \_\_\_\_\_ . Au revoir.

**Q. 2. Grammaire et vocabulaire**

**A. Mettez au pluriel :**

(4)

1. Il n'aime pas le plateau-repas.
2. Le lit la lettre.

**B. Mettez au négatif :**

(4)

1. Ils arrivent par train.
2. On parler du temps.

**C. Complétez avec des prépositions**

(3)

1. Vous organisez une conférence \_\_\_\_\_ vos collaborateurs.
2. Le webmestre ses coordonnées \_\_\_\_\_ un mél.
3. Combien coûte la chambre \_\_\_\_\_ personne ?

**D. Complétez avec des adjectifs possessifs.**

(3)

1. Elle part en voyage d'affaires avec \_\_\_\_\_ directeur.
2. Gérard a un fille. \_\_\_\_\_ fille s'appelle Janine.
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'Inde \_\_\_\_\_ est Indien.

**F. Dites vrai ou faux :**

(3)

1. L'hôtesse de l'air aide les passagers dans un avion.
2. La capitale de l'Espagne est Lyon.
3. Un habitant de l'Allemagne est Allemand.

**G. Complétez avec des mots donnés : (d'emploi, correspondant, tarifs, senior,)**

(4)

En France, il existe de différents \_\_\_\_\_. Ils \_\_\_\_\_ à l'âge ou à la situation (\_\_\_\_\_, junior, famille nombreuse, demandeur \_\_\_\_\_, etc).

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

(4)

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

**I. Écrivez en mots:**

(4)

60, 54, 91, 72.

**J. Quelle heure est-il?**

(4)

1.) 7.25 a.m. 2) 12.30 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 ?

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

A

1. E.Leclerc
2. France-Télécom
3. Allô !
4. Métro

B.

- a) Bonjour, Société GDF
- b) Hypermarchés.
- c) Transport en commun.
- d) Télécommunications.

**Q.4. Présentez la personne suivante (5)**

Nom : Ferreira  
Prénom: Catherine  
Nationalité: Portugaise  
Pays de résidence: La France.  
Situation de famille: Mariée  
Nombre d'enfants: 1 fille  
Secteur d'activité professionnelle: Vente sur Internet

**OU**

Nom : Isabella  
Prénom: Smith  
Nationalité: Anglaise  
Pays de résidence: La Belgique.  
Situation de famille: Célibataire  
Secteur d'activité professionnelle: Chef des ressources humaines

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

**(5)**

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

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

**(10)**

1. We are visiting the city.
2. You have a meeting with M. Gabon.
3. Don't hang up, please.
4. I'm calling you because I am in London.
5. My husband likes 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. Je déteste les longs trajets. Je n'aime pas les plateaux-repas. Pendant le voyage, je préfère dormir et je ne regarde jamais les films.

**A. Dites vrai ou faux :**

**(3)**

1. Mathieu aime l'avion.
2. Il préfère lire dans le vol.
3. Il regarde toujours les films.

**B. Cherchez le contraire dans le texte : chaud, aimer**

**(2)**

Total No. of Questions—6]

[Total No. of Printed Pages—3

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**[5418]-306**

**B.B.A. (I.B.) (III Sem.) EXAMINATION, 2018**

**306 : MANAGEMENT ACCOUNTING**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

1. What do you mean by 'Management Accounting' ? Explain the difference between Management Accounting and Cost Accounting.
2. What is Fund Flow Statement ? Explain the difference between Fund Flow Statement and Profit and Loss Account.
3. The following information is available from the Balance Sheet of a Company as on 31st March, 2017. Calculate the following ratios from the information given below :  
Current Ratio, Acid Test Ratio, Debt Equity Ratio, Stock Turnover Ratio, Debtors Turnover Ratio, Return on Capital Employed Ratio, Gross Profit Ratio, Net Profit Ratio.

P.T.O.

**Balance Sheet as on 31st March, 2017**

<b>Liabilities</b>	<b>Rs.</b>	<b>Assets</b>	<b>Rs.</b>
Equity Share Capital		Land & Building	9,00,000
8,000 shares of		Plant & Machinery	8,00,000
Rs. 100 each	10,00,000	Furniture	2,80,000
14% Debentures	6,00,000	Stock	1,50,000
15% Long-term Loan	6,00,000	Debtors	60,000
Bank Overdraft	50,000	Cash	1,10,000
Sundry Creditors	35,000		
Bills Payable	15,000		
<b>Total</b>	<b>23,00,000</b>		<b>23,00,000</b>

*Additional Information :*

Sales Rs. 6,00,000, Gross Profit Rs. 2,40,000, Net Profit Rs. 1,20,000.

4. A company produces 1,00,000 units at selling price Rs. 20 each. The Variable Cost per unit is Rs. 12 and Total Fixed Cost is Rs. 4,00,000.

Show Break-even Point in units and in amount, P/V Ratio, Margin of Safety considering above information.

Also show the effects on P/V Ratio, BEP and Margin of Safety of the following (any *two*) :

- (i) 20% increase in physical volume of sales
- (ii) 5% decrease in variable cost
- (iii) 10% increase in selling price.

5. The Budgeted Expenses for the production of 10,000 units are as follows :

<b>Particulars</b>	<b>Cost Per unit/Rs.</b>
Material	70
Labour	25
Variable Overheads	20
Fixed Overheads (Rs.10,000)	10
Administrative Expenses (Fixed Rs. 50,000)	05
Variable Expenses (Direct)	05
Selling and Distribution Expenses (10% Fixed)	13

Prepare Flexible Budget for 8,000 units and 6,000 units of production.

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

- (a) Advantages of Ratio Analysis
- (b) Features of Management Accounting
- (c) Format of Fund Flow Statement
- (d) Graphic Presentation of Break-even Point
- (e) Role of Management Accountant in Modern Business
- (f) Comparative Statements and Common Size Statement.

Total No. of Questions—7]

[Total No. of Printed Pages—2

<b>Seat No.</b>	
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**[5418]-401**

**B.B.M. (IB) (Fourth Semester) EXAMINATION, 2018**

**401 : FOREIGN EXCHANGE OPERATIONS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) All questions carry equal marks.

(iii) Figures to the right indicate full marks.

**1.** Write short notes (any *four*) :

(a) FEDAI (Foreign Exchange Dealers Association of India)

(b) International Fisher Effect

(c) Bid and Ask rate as in Foreign Exchange Quotation

(d) Revolving Letter of Credit

(e) FEMA (Foreign Exchange Management Act).

**2.** What do you mean by Exchange Control ? Explain various methods of Exchange Control, in detail.

**3.** Explain the nature of Forex Market. Who are the Speculators and what role do they play in Forex market ?

P.T.O.

4. Explain various INCO Terms used in International Trade.
5. Define Letter of Credit. Explain in brief, various types of LCs.
6. Define BOP (Balance of Payment). Explain various components of B.O.P. as per RBI Format. Comment on current situation of B.O.P. in India.
7. Explain the Purchasing Power Parity theory. What are the advantages and limitations of PPP Theory ?

<b>Seat No.</b>	
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**[5418]-403**

**B.B.M. (IB) (Semester IV) EXAMINATION, 2018**

**INTERNATIONAL AGRICULTURAL BUSINESS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

- N.B. :—** (i) Question No. 1 is compulsory.  
(ii) Attempt any *four* questions from the rest.  
(iii) Figures to the right indicate full marks.

1. Write short notes on (any *two*) : [16]
  - (a) Quota restrictions
  - (b) Constraints in export of processed food
  - (c) Scope of international agri-business.
2. Explain the strategic advantage to Indian agro-products. [16]
3. Write a detailed note on the meaning, scope and future prospects for food processing industry. [16]
4. What is the role of State Trade Corporation in importing cereals, oils, etc. [16]
5. Distinguish between agri-product marketing and manufactured product marketing. [16]
6. Explain the problems and defects in Indian Agricultural Marketing. [16]



Total No. of Questions—6]

[Total No. of Printed Pages—3

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**[5418]-404**

**B.B.M. (I.B) (IV Sem.) EXAMINATION, 2018**

**BUSINESS TAXATION**

**(2013 Pattern)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

1. What is exempted income ? Explain the specifically exempted income u/s 10 of Income Tax Act, 1961.
2. Explain in detail concept of capital assets. Distinguish between short-term and long-term capital gain.
3. What are the various Authorities involved in Administration of Income Tax ?
4. Write short notes on (any *four*) :
  - (a) Person
  - (b) Agriculture Income
  - (c) Tax Deduct at Source
  - (d) Cost of Improvement
  - (e) Advance payment of tax
  - (f) Service Tax.

P.T.O.

5. Mr. Sreyesh has two residential houses in self occupation, particulars of which for the financial year 2017-18 are as under :

<b>Particulars</b>	<b>House A</b>	<b>House B</b>
Municipal Valuation	8,00,000	10,00,000
Fair Rent	7,50,000	12,70,000
Standard Rent	7,60,000	12,80,000
Annual Rent	-	-
Municipal Tax paid	15,000	20,000
Insurance premium paid	10,000	9,000
Interest on borrowed capital	2,70,000	2,70,000
Loan taken for construction on	01/04/2013	01/04/2013
Construction is completed on	05/08/2016	05/08/2016

Find out the income from house property of Mr. Sreyesh for the assessment year 2018-19.

6. Mr. Arin is working as a Branch Manager at Pune, has furnished the following details of his income for the year ended 31/03/2018 :
- (1) Basic Salary Rs. 50,000 per month.
  - (2) Dearness Allowance 50% of basic salary which considered for retirement benefit.
  - (3) Employer's contribution to his Recognized Provident Fund is 15%.
  - (4) Entertainment Allowance Rs. 1,000 p.m.
  - (5) Transport Allowance Rs. 2,500 p.m.
  - (6) Children Education Allowance Rs. 6,000 p.a.  
(Mr. Arin having two sons and one daughter)
  - (7) The interest credited to R.P.F. at 8% per annum Rs. 88,000.

- (8) House Rent Allowance Rs. 5,000 per month. He pays a rent Rs. 9,000 per month.
- (9) Income from Business Rs. 1,00,000.
- (10) He received Interest on Bank Deposit (fixed) Rs. 10,000.
- (11) He deposited Rs. 50,000 as a fixed deposit for 6 years in SBI Bank.
- (12) He received dividend from Domestic Company Rs. 20,000.
- (13) He paid donation to government for promotion of Family Planning Rs. 25,000.
- (14) He paid Rs. 1,50,000 as housing loan repayment for his house which includes Rs. 45,000 as amount of interest on loan for the year 2017-18.
- (15) Employer has deducted Rs. 55,000 as advance income tax from his salary and professional tax of Rs. 2,500.

Compute his total income and tax liability for the assessment year 2018-19.

Total No. of Frages—6+Questions—6] [Total No. of Printed Pages—11

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**[5418]-405**

**B.B.M./B.B.A. (I.B.) (IV SEM.) EXAMINATION, 2018  
GERMAN  
Paper-I  
(Foreign Language)  
(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

**N.B. :—** (i) All questions are compulsory.  
(ii) Use of dictionary is not allowed.

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

**[5]**

1. Was macht Ihre Mutter?
2. Was besuchen die Touristen in Ihrem Land?
3. Wie ist das Wetter im Dezember?
4. Ihr Freund hat Kopfschmerzen. Was soll er machen?
5. Was tragen Sie zur Party gern?
6. Nennen Sie drei Gemüsesorten!

**Frage 2: Übersetzen Sie ins Englische!**

**[10]**

Mein Name ist Klaus Stephan. Ich arbeite als Automechaniker in einer Audi-Werkstatt in Emden. Wir sind fünf Kollegen. Unsere Arbeitszeit ist von 7 Uhr 30 bis 17 Uhr. Mittagspause ist von 12 bis 13 Uhr. Oft arbeiten wir bis 18 Uhr. Am Samstag müssen drei Kollegen bis mittags arbeiten. Wir machen den Service für alle Audi-Modelle. Meine Aufgaben sind: Diagnose, Termine machen, reparieren und Kunden beraten.

Schokolade – wer kann da schon nein sagen? Im internationalen Vergleich essen die Schweizer und Schweizerinnen am meisten Schokolade. Im Jahr 2003 haben sie pro Kopf 11,3 Kilo Schokolade gegessen. In Europa folgt auf Platz zwei Dänemark mit 8,4 Kilo. Die Schweizer essen aber nicht nur viel Schokolade, sie produzieren und exportieren sie auch. Im Jahr 2003 hat die Schweiz 51% von ihren Schokoladeprodukten in über 130 Länder exportiert.

P.T.O.

**Frage 3: Wortschatz**

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

**[5]**

- (i) Ich möchte T-Shirts kaufen. Ich gehe ins \_\_\_\_\_.
- (ii) Unsere Deutsch \_\_\_\_\_ heißt Frau Weber. Sie unterrichtet gut.
- (iii) Zum \_\_\_\_\_ isst man Brot und Omelett und trinkt Kaffee.
- (iv) BMW Group produziert \_\_\_\_\_.
- (v) Von März bis Mai haben wir \_\_\_\_\_ in Indien. Es ist sehr heiß.
- (vi) Westen:Osten, Norden: \_\_\_\_\_

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

**[5]**

- (i) Fotos \_\_\_\_\_
- (ii) eine Postkarte \_\_\_\_\_
- (iii) am Computer \_\_\_\_\_
- (iv) einkaufen \_\_\_\_\_
- (v) mit einem Bus \_\_\_\_\_
- (vi) Fieber \_\_\_\_\_

**(c) Bilden Sie Sätze: (Nur 5)**

**[5]**

- (i) gehen, wann, ins Kino, wir?
- (ii) einen Spaziergang, jeden Tag, Herr Weber, macht.
- (iii) das Cricketspiel, am Wochenende, sieht, Robert.
- (iv) am Telefon, ich, mit Freunden, spreche.
- (v) kosten, die Bücher, viel, nicht.
- (vi) du, zum Geburtstag, was, kaufst?

**(d) Welches Wort passt nicht?**

**[5]**

- (i) Salat – Pommes – Saft – Currywurst
- (ii) Kundin – Pilotin – Ingenieurin – Ärztin
- (iii) Speisekarte – Flugkarte – bestellen – Menü
- (iv) essen – beliebt – schreiben – sagen
- (v) Butter – Fleisch – Milch – Käse

**Frage 4: Grammatik:**

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

[5]

- (i) Welchen Film \_\_\_\_\_ du sehen?
- (ii) Wo \_\_\_\_\_ ich einen Stadtplan kaufen?
- (iii) Der Job ist eine große Chance. Du \_\_\_\_\_ hart arbeiten.
- (iv) In diesem Konzert \_\_\_\_\_ Sie Alkohol nicht mitbringen.
- (v) Die Kinder \_\_\_\_\_ lieber ins Restaurant gehen und keinen Film sehen.
- (vi) Wie \_\_\_\_\_ ich "Good morning" auf Deutsch sagen?

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

[5]

- (i) die Boatclubstraße entlang gehen (Sie)
- (ii) den Text gut lesen (du)
- (iii) eine Minute warten (ihr)
- (iv) nicht so viel rauchen (Sie)
- (v) den Fernseher hier stellen (ihr)
- (vi) mehr Sport machen (du)

**(c) Ergänzen Sie das Perfekt: (Nur 5)**

[5]

(kommen, hören, beginnen, markieren, kochen, spielen)

- (i) Das Seminar \_\_\_\_\_ schon um 9 Uhr \_\_\_\_\_.
- (ii) Die Gäste \_\_\_\_\_ in einem BMW \_\_\_\_\_.
- (iii) Ich \_\_\_\_\_ die wichtige Information mit einem roten Kuli \_\_\_\_\_.
- (iv) Die müde Annika \_\_\_\_\_ nicht so gut \_\_\_\_\_.
- (v) Tom \_\_\_\_\_ selbst die Nudeln \_\_\_\_\_.
- (vi) Herr Weber \_\_\_\_\_ ein altes Musikstück \_\_\_\_\_.

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

[5]

- (i) Ah! Der Schlüssel ist \_\_\_\_\_ dem Sofa.
- (ii) \_\_\_\_\_ 11 Uhr treffen wir uns im Cafe.
- (iii) \_\_\_\_\_ Lesen kann ich nicht gut konzentrieren.
- (iv) Wir nehmen ein Taxi bis \_\_\_\_\_ Busbahnhof.
- (v) \_\_\_\_\_ Montag dauert der Unterricht zwei Stunden.
- (vi) Eis schmeckt besser \_\_\_\_\_ Schokoladensauce.

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

- (i) Ein interessant\_\_ Buch steht im Regal.
- (ii) Die Firma hat einen gut\_\_ Plan für das Projekt.
- (iii) Alt\_\_ Leute leben oft allein.
- (iv) Wir haben eine lang\_\_ Pause gemacht.
- (v) Die schön\_\_ Wohnung da ist von Herr Meier.
- (vi) Der jünger\_\_ Bruder von John studiert Biologie.

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

- (i) Das Programm war super.
- (ii) Sara fährt nach Paris.
- (iii) Die Tasche kostet 1000 Rupien.
- (iv) Das Heft ist auf dem Tisch.
- (v) Herr Beckers trinkt Wein gern.
- (vi) Die Studenten machen eine Radtour im April.

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

Haben Sie das gewusst? Deutschland steht im Safttrinken international auf Platz eins! Im Jahr 2004 hat jeder Deutsche circa 40 Liter Saft getrunken. Apfelsaft ist mit etwa 13 Litern im Jahr das beliebteste Saftgetränk. Viele finden, er schmeckt besser als Orangensaft. In Deutschland mischt man Apfelsaft oft mit Mineralwasser. Das Getränk heißt dann Apfelschorle und schmeckt nicht so süß. Apfelschorle ist nicht nur bei Sportlern ein beliebtes Fitnessgetränk. Bei langen Autofahrten ist eine Apfelschorle in der Pause besser als eine Tasse Kaffee.

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

1. Wieviel Apfelsaft trinken die Deutschen im Jahr?
2. Was ist besser bei langen Autofahrten?
3. Was finden Sie besser - Apfelsaft oder Kaffee?
4. Nennen Sie zwei Maskulin Nomen aus dem Text.

**b) Richtig oder falsch? (4)**

1. Im Safttrinken ist Deutschland auf Position eins.
2. Im Jahr 2004 hat jeder Deutsche jeden Tag circa 40 Liter Saft getrunken.
3. Orangensaft findet man besser als Apfelsaft.
4. Apfelsaft schmeckt nicht so süß.

**c) Welches Wort passt? (2)**

1. Apfelsaft plus Mineralwasser ist \_\_\_\_\_.
2. Für Sportler ist Apfelschorle ein \_\_\_\_\_.

**Frage 6:** Schreiben Sie 5-7 Sätze über das Thema: **[5]**

**Meine Stadt / Kleider / Meine Reise**



FRENCH

Time : Three Hours

Maximum Marks : 80

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

(ii) Use of dictionary is not allowed.

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

A. Une journaliste interviewe M. Lalande, directeur de la société BEAUX.

Complétez le dialogue :

Journaliste : \_\_\_\_\_.

M. Lalande : Bonjour. Notre société a été créée en 1960 par mon grand-père.

Journaliste : \_\_\_\_\_.

M. Lalande : Nous vendons des savons, des shampoings, des crèmes, de gels...

Journalistes : \_\_\_\_\_.

M. Lalande : Nous vendons aux pharmacies, aux hôpitaux, aux hôtels, aux salons de beauté...

Journaliste : \_\_\_\_\_.

M. Lalande : En Provence et notre siège-social se trouve à Paris.

Journaliste : \_\_\_\_\_.

M. Lalande : Notre entreprise est une PME. Nous employons 250 personnes.

**OU**

B. Gérard Pinet, va dans une agence immobilière.

L'agent immobilier : \_\_\_\_\_.

M. Pinet : Bonjour madame. Je cherche un appartement à louer.

L'agent : \_\_\_\_\_ ?

M. Pinet : Je voudrais un séjour et 3 chambres.  
 L'agent : \_\_\_\_\_ .  
 M.Pinnet : Je préfère un appartement à centre-ville, à proximité de la gare.  
 L'agent : \_\_\_\_\_ .  
 M. Pinet : Il est grand ?  
 L'agent : \_\_\_\_\_ .  
 M.Pinnet : Quel est le loyer ?  
 L'agent : \_\_\_\_\_ .

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

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

1. L'employé déjeune à la cantine.
2. Cet appartement donne sur le parc.

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

Le client a rendez-vous avec le directeur.

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

1. Avant le déjeuner, je bois de l'eau.
2. L'entreprise se trouve au sud.

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

1. On met le savon dans \_\_\_\_\_ bacs.
2. Janine Dupont est directrice \_\_\_\_\_ production.

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

1. Ce sont des chocolats \_\_\_\_\_ lait classiques.
2. Ils parlent \_\_\_\_\_ employés.

**F. Complétez avec des adjectifs démonstratifs:** (2)

1. \_\_\_\_\_ entreprise est leader dans le domaine des produits d'hygiène.
2. Ils veulent \_\_\_\_\_ appartement.

**G. Complétez avec des adjectifs possessifs:** (2)

1. Ils montrent \_\_\_\_\_ passeport.
2. Nous partons en vacances avec \_\_\_\_\_ amis.

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

1. Nancy cherche/cherche des chaussures de marque.
2. Elles viennent /venons d'Angleterre.
3. Je ne vois/voyons pas son prix.

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

1. Elles (partir – passé composé) en avion.
2. Nous (manger – présent) une salade de fruits.
3. Tu ne (venir - futur) pas avec les clients?

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

1. Nous prenons le chèvre-chaud.
2. Nous produisons les gels.
3. Vous offrez les fleurs à votre hôtesse.

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

\_\_\_\_\_, on mélange des huiles \_\_\_\_\_ avec de la soude. Ensuite, ce \_\_\_\_\_ est chauffé \_\_\_\_\_ 120° et 130°.

(mélange, d'abord, végétales, entre)

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

1. Le savon de Marseilles existe depuis 500 ans.
2. Les TPE sont les grandes entreprises.
3. Les grandes entreprises ont plus de 250 employés..

**M.Écrivez en mots:** (2)

1. 40    2. 79

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

1. 11h45      2. 16h10      3. 5h 30

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

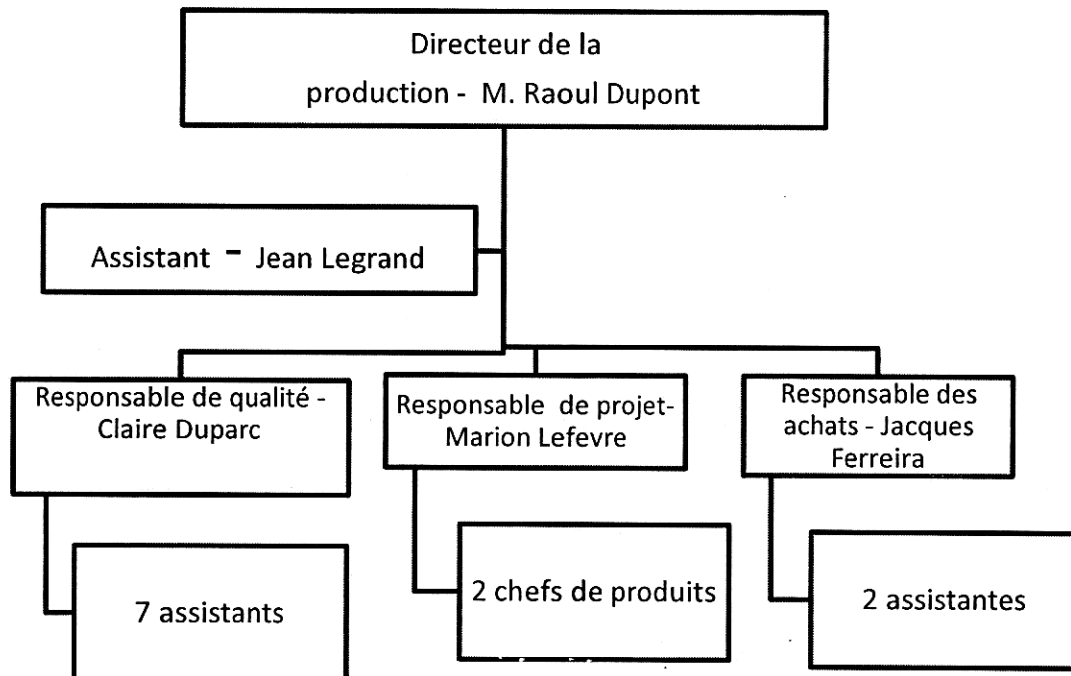
1. Quel cadeau offre-t-on aux hôtes ?
2. Quels vêtements portez-vous au college?
3. Quels plats conseillez-vous aux Français en visite de votre pays ?
4. À quelle heure votre college finit-il?

**(B) Reliez les colonnes :** (4)

- | A                      | B                        |
|------------------------|--------------------------|
| 1. Chèvre chaud        | (a) Un dessert.          |
| 2. L'effectif          | (b) Entrée               |
| 3. La tarte aux pommes | (c) Aide-comptable       |
| 4. Comptable           | (d) Le nombre d'employés |

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

**Voici l'organigramme de l'entreprise LOCABURO. Ecrivez en forme de paragraphe.**



**OU**

B. Décrivez le processus de fabrication de jus d'orange. Utilisez les mots suivants : lavez, remplir, stériliser, fermer, d'abord, puis, après, ensuite, enfin, bouteilles ...

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

En France, le style de vêtements portés au travail dépend du secteur d'activité, de la fonction ou du statut des personnes et de la culture.

Les personnes portent des tenues plus décontractées et « branchées » dans la publicité, la mode et les métiers artistiques. Les vêtements sont plus classiques dans les secteurs de la finance, des assurances, du conseil etc.

En règle générale, si la fonction nécessite un contact avec des clients ou des partenaires, les personnes s'habillent de manière classique.

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

1. This is a good idea.
2. I always keep a bottle of water.
3. I play tennis on Thursday.
4. Do you want something else?
5. She is very organized.
6. Then this paste is washed.

**Q. VI Compréhension de texte :**

Hygiène et sécurité

Les visites médicales sont obligatoires.

Le personnel doit impérativement respecter les consignes de sécurité qui sont affichés dans l'entreprise.

Il est interdit au personnel de prendre ses repas dans les bureaux.

Sauf autorisation exceptionnelle, les boissons alcoolisées sont interdites dans les locaux de l'entreprise.

Il est formellement interdit de fumer dans l'enceinte de l'entreprise.

**A. Dites vrai ou faux**

**(5)**

1. Le personnel peut prendre ses repas dans les bureaux.
2. Les boissons alcoolisées sont interdites dans le bureau.
3. On peut fumer dans les bureaux.
4. Les visites médicales sont obligatoires.
5. Le personnel doit respecter les consignes dans les bureaux.

Total No. of Questions—6]

[Total No. of Printed Pages—2

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**[5418]-501**

**BBM (IB) (V Semester) EXAMINATION, 2018**  
**BUSINESS ETHICS (501)**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

1. Explain the following cases as Ethical or Unethical with justification :  
[20]
  - (a) The idea of demonetization by Indian Government
  - (b) Hybrid fruits in market are seen in large quantity
  - (c) Employees are allowed to use computer services for approved personal purposes and then employer monitored usage without employee's knowledge.
  - (d) Popularity and use of Ayurvedic products.
2. Explain the nature and importance of Ethics. [15]
3. Briefly describe the types of Business ethics. [15]
4. What is the relationship between Justice and Economic Systems.  
[15]
5. What are the types of Ethics according to the functions of business ? [15]

P.T.O.

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

[15]

- (a) Evolutionary ethics
- (b) Bribery and corruption
- (c) Difference between morality and ethics
- (d) Disposal of waste
- (e) Foreign trade ethics.



Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-502**

**B.B.M. (I.B.) (V Semester) EXAMINATION, 2018**

**502 : BUSINESS LAW**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. Define 'Contract'. Enumerate the essential features of a contract. [15]

*Or*

What do you mean by a 'Discharge of Contract' ? What are the various ways in which contract may be discharged ? [15]

2. Who is an 'Unpaid Seller' ? Explain the various rights given to an unpaid seller under the Sale of Goods Act, 1930. [15]

*Or*

Define, explain and distinguish 'Condition' and 'Warranty' in a contract of Sale of Goods. [15]

3. Define and explain the term 'Partnership'. Distinguish between 'Partnership' and 'Company'. [15]

P.T.O.

*Or*

Define and explain the concept of 'Articles of Association'. Discuss its contents. [15]

4. Define 'Consumer'. Explain the salient features of the 'Consumer Protection Act, 1986'. Describe in brief the rights of consumers under the 'Consumer Protection Act, 1986'. [15]

*Or*

Define and explain the concept of 'Trademark' with illustrations. Discuss its types. [15]

5. Write explanatory notes on (any *four*) : [20]
- (a) Kinds of Contract
  - (b) Free Consent
  - (c) Concept of 'Goods' under the Sale of Goods Act, 1930
  - (d) Joint Hindu family business
  - (e) 'Complaint' under the 'Consumer Protection Act, 1986'
  - (f) Patentable Inventions.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-503**

**B.B.M. (I.B.) (V Semester) EXAMINATION, 2018**

**INTERNATIONAL RELATIONS (503)**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. What is an international relations ? Explain the importance and objectives of international relations. [15]

*Or*

What do you understand by legal relations ? Explain the areas of international law. [15]

2. What do you mean by North Atlantic Free Trade Agreement (NAFTA) ? Explain the structure and functions of NAFTA. [15]

*Or*

What is dumping ? Explain the types and causes of dumping. [15]

3. What do you understand by dualism in Indian society ? Discuss the dualistic nature of Indian economy. [15]

P.T.O.

*Or*

What is ethical system ? Explain the implications of Hinduism and Buddhism Religions. [15]

4. What do you understand by TRIPs ? Explain the implications of Trade Related Intellectual Property Rights [TRIPs]. [15]

*Or*

What is World Trade Organisation (WTO) ? State WTO provisions relating to preferential treatment of developing countries. [15]

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

- (a) Trade relations
- (b) Quotas
- (c) Types of Tariffs
- (d) Anti-dumping
- (e) European Union
- (f) SAARC.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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**[5418]-504**

**B.B.M. (I.B.) (V Semester) EXAMINATION, 2018**  
**INTERNATIONAL BANKING AND FINANCE (504)**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

- N.B. :—** (i) Q. No. 7 is compulsory.  
(ii) Attempt any *four* questions from the rest.  
(iii) *All* questions carry equal marks.  
(iv) Figures to the right indicate full marks.

1. Discuss in detail the primary functions of Commercial Banks. [16]
2. What are commercial banks ? Explain the role of commercial banks in financing imports and exports. [16]
3. Explain the role and importance of EXIM Bank and Export Credit Guarantee Corporation in financing foreign trade. [16]
4. Explain the concept of Letters of Credit. Discuss the working of Letters of Credit in international trade. [16]
5. What is meant by FDI and Private Equity ? Explain the role of FDI and Private Equity in foreign trade. [16]

P.T.O.

- 6.** Examine the role of World Bank and IMF in International Banking and Finance. [16]
- 7.** Write short notes on (any *four*) : [16]
- (a) Types of Hedging Techniques
  - (b) Features of the Euro Currency market
  - (c) FCNR and NRE accounts
  - (d) Bank for International Settlements (BIS)
  - (e) Meaning and definition of banks
  - (f) ADR and GDR.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-505**

**T.Y. B.B.M. (I.B.) (Fifth Semester) EXAMINATION, 2018**

**505 : BUSINESS REPORTING AND ANALYSIS**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

(iii) Draw neat and well labelled diagrams wherever necessary.

1. Define Business Report and explain the scope of Business Report. [15]

*Or*

Explain preparing Business Plans. [15]

2. Explain Human Resource need and forecasting. [15]

*Or*

Explain Marketing Report in detail. [15]

3. Explain the factors to be considered in Business Analysis. [15]

*Or*

Explain various Tools and Techniques used in Business Analysis and Interpretation. [15]

P.T.O.

4. Explain Inter-Company and Intra-Company Analysis. [15]

*Or*

Explain Company Analysis and Economic Analysis. [15]

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

- (1) Porter's Five Force Analysis
- (2) Finance Report
- (3) Factors affecting Business Report
- (4) Preparing for Business Meeting
- (5) Users of Business Report
- (6) BCG Matrix.



Total No. of Questions—5]

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**[5418]-506**

**B.B.M. (I.B.) (V Semester) EXAMINATION, 2018**

**E-COMMERCE TECHNOLOGY**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

**1.** Answer the following : [8×2=16]

- (a) List any *four* Internet service providers.
- (b) List types of websites with examples.
- (c) What is EPS ?
- (d) What is meant by Electronic Cash ?
- (e) What is meant by B2C ?
- (f) What are different technical components of E-Commerce ?
- (g) Write down any *four* uses of internet.
- (h) Explain use of smart card.

**2.** Answer the following (any *four*) : [4×4=16]

- (1) Explain advantages and disadvantages of Online shopping.
- (2) Write down different E-Commerce applications.
- (3) What are different components of internet ?
- (4) What is EPS ?
- (5) Explain RSA algorithm.

P.T.O.

- 3.** Answer the following (any *four*) : [4×4=16]
- (1) What are the different advantages and disadvantages of Internet ?
  - (2) Explain any *two* modern payment system.
  - (3) Explain E-cycle of Internet marketing.
  - (4) What are different types of website promotions ?
  - (5) Explain RTGS.
- 4.** Answer the following (any *four*) : [4×4=16]
- (1) Write down advantages and disadvantages of E-Commerce.
  - (2) What are applications of EDI and limitations of EDI ?
  - (3) Write down difference between intranet and extranet.
  - (4) What is Domain ? Explain steps of registration of website.
  - (5) What is meant by C2G ? Explain with example.
- 5.** Write short notes on (any *four*) : [4×4=16]
- (a) E-Governance in India
  - (b) EDI
  - (c) C2G
  - (d) Applications of internet
  - (e) Internet service provider.

Total No. of Questions—6]

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**[5418]-601**

**B.B.A. (I.B.) (VI Semester) EXAMINATION, 2018  
IMPORT AND EXPORT PROCEDURE (601)  
(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) *All* questions carry equal marks.

1. State the various classifications of exports and discuss the advantages and disadvantages of each category of exports.
2. Explain the methods of payments for imports.
3. Elaborate the following with suitable examples :
  - (a) Packing
  - (b) Packaging
  - (c) Labelling
  - (d) Marking
4. Give an introduction of service tax in India and explain the exemptions of service tax.
5. Explain the Duty Exemption Schemes which enable duty free imports of inputs.
6. Write notes on (any *two*) :
  - (a) Commercial Invoice
  - (b) Generalized System of Preferences
  - (c) Concept of Warehousing.

Total No. of Questions—5]

[Total No. of Printed Pages—2

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**[5418]-602**

**B.B.A. (I.B.) (VI Semester) EXAMINATION, 2018**

**INTERNATIONAL BUSINESS LAW (602)**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Figures to the right indicate full marks.

1. What is the meaning of International Law ? Explain in brief United Nation's Role in the development of International Economic and Trade Laws.

*Or*

Explain in brief structure, objectives, types of Trans National Corporations (TNCs). Enumerate the problems arising from Trans National Corporations (TNCs.). [15]

2. Discuss the objectives and role of United Nations Conference on Trade and Development (UNCTAD). Explain in brief how far it is effective.

*Or*

Describe the composition of United Nations Commission on International Trade Law (UNCITRAL) and explain in brief the functions, organization and methods of work of UNCITRAL. [15]

P.T.O.

3. Explain relevant provisions of UNCITRAL Model Law on Electronic Commerce.

*Or*

Write a note on International Convention governing Bill of Lading along with the relevant provisions specified in Brussels Convention.

[15]

4. Explain the role of World Trade Organization (WTO) Dispute Redressal System in the globalised world and state in detail the procedural aspects of Dispute Settlement Body (DSB) and its jurisdiction.

*Or*

Describe in detail International Centre for Settlement of Investment Disputes (ICSID), its structure, functions and procedure. [15]

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

- (1) International Commercial Arbitration and Enforcement of Foreign Awards
- (2) Foreign Trade (Regulation and Development) Act, 1992
- (3) Penal Provisions under the Customs, Act, 1962
- (4) Indian Government Trade Representatives abroad
- (5) Scope and objectives of International Law
- (6) Organization for Economic Co-operation and Development (OECD)

Total No. of Questions—7]

[Total No. of Printed Pages—2

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**[5418]-603**

**B.B.M. I.B. (VI Semester) EXAMINATION, 2018**

**STUDY OF GLOBAL ECONOMICS (603)**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

(iii) Figures to the right indicate full marks.

1. Explain the factors of changing world order of the world economies. [15]
2. Elaborate the impact of World Bank and IMF on developing countries. [15]
3. Enlist the actors in International Labour Relations. Explain key issues in International Labour Relations. [15]
4. What is Energy Crisis ? Explain causes for Energy Crisis. [15]
5. What is Liberalisation ? Explain advantages and disadvantages of Liberalisation. [15]

P.T.O.

6. Enumerate the Trade and Economic relations between India and Europe. [15]
7. Write short notes on (any *four*) : [20]
- (a) Challenges of Globalisation
  - (b) Commodity Crisis
  - (c) International Trade Centre
  - (d) ASEAN
  - (e) BRIC's Report.

Total No. of Questions—7]

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**[5418]-604**

**T.Y. B.B.M. I.B. (VI Semester) EXAMINATION, 2018**

**604 : INTERNATIONAL PROJECT MANAGEMENT**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

(ii) Attempt any *four* out of the rest.

(ii) Figures to the right indicate full marks.

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

- (a) Different types of projects
- (b) Need for strategy in Project Management
- (c) Gantt Charts
- (d) Cost of Project Management
- (e) Training and Education
- (f) Cultures useful in International Projects.

**2. Give the meaning and definition of 'Project Management'. Explain the 7S Framework of Project Management.** [15]

**3. Explain the technical aspects and financial aspects in Project Analysis.** [15]

P.T.O.



4. Write a detailed note on Quality Performance Planning and Project Structure Teams. [15]
5. Describe the different viewpoints of Project Control System in detail. [15]
6. Explain the concepts 'Future Challenges for Project Management' and 'Managing Change'. [15]
7. Give the meaning of 'Social Cost Benefit Analysis'. Explain the application and principles of Cost Benefit Analysis. [15]

Total No. of Questions—5]

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**[5418]-605**

**B.B.M. (I.B.) (VI Semester) EXAMINATION, 2018**  
**SUPPLY CHAIN AND LOGISTICS MANAGEMENT**  
**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 80**

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

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

1. Give meaning of basic concept about distribution system. Explain need in distribution system logistics. [15]

*Or*

What is Physical Distribution system ? Elaborate the analysis of distribution cost in physical distribution.

2. What is control system ? Discuss the factors efficiency productivity in control system. [15]

*Or*

What do you mean by customer satisfaction channel ? Explain customer satisfaction channel strategy decision.

3. What is Motivation of intermediaries ? Explain the factors in motivational tools and control areas. [15]

P.T.O.

*Or*

What is channel of distribution ? Explain in detail objectives of channel distribution and pattern of distribution.

4. Define logistics integration. Explain in detail functional areas of logistics integration. [15]

*Or*

Define the term of Physical distribution management. Explain the factors required for distribution analysis control and management.

5. Write short notes on (any *four*) : [20]
- (1) Setting distribution objectives
  - (2) Elements of total cost in physical distribution system
  - (3) Channel management
  - (4) Transportation
  - (5) Logistics management
  - (6) Developing channel design.

Total No. of Questions—3]

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**[5418]-606**

**B.B.M. I.B. (VI Semester) EXAMINATION, 2018**

**RESEARCH METHODOLOGY**

**(2013 PATTERN)**

**Time : Two Hours**

**Maximum Marks : 50**

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

(ii) Figures to the right indicate full marks.

1. Define the term research. Explain the types of research. [20]

*Or*

What is primary data ? State the methods of collection of primary data. [20]

2. Define secondary data. Explain the advantages and disadvantages of secondary data. [15]

*Or*

Define the term report. State the steps involved in report writing. [15]

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

(a) Data interpretation

(b) Data classification

(c) Data coding

(d) Secondary data

(e) Research design.