[3674]-101

B. B. M. (IB) (Semester - I) Examination - 2009

INDIAN BUSINESS ENVIRONMENT

(2008 Pattern)

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

Instructions :

　　(1) All questions are compulsory.

　　(2) Figures to the right indicate full marks.

Q.1) Answer in 20 words each : **(Any Ten)**　　　　　　**[20]**

　　(1)　Social Environment

　　(2)　Ecosystem

　　(3)　Climate

　　(4)　Resources

　　(5)　Non-renewable Resources

　　(6)　Green House Effect

　　(7)　Marine Pollution

　　(8)　Need for Conservation of Resources

　　(9)　Legal Environment

　　(10)　Hazardous Waste Management

　　(11)　List down any two effects of Global Warming.

　　(12)　Mention any two environmental problems that affect growth of Business

　　(13)　Define Tradition.

Q.2) Answer in 50 words each : **(Any Two)** [10]

   (a)   Explain need of Renewable Resources.

   (b)   Discuss Strategy of Conservation of Natural Resources.

   (c)   Importance of Cultural Environment to set up Business

   (d)   Effects of Oil Crisis on Business

Q.3) Answer the following in 150 words each : **(Any Two)** [20]

   (a)   Describe problems related to Water Resources Management.

   (b)   Explain Nature of Social Injustice.

   (c)   Explain strategy for solving regional imbalance.

   (d)   Give an account of the impact of 'Kyoto Protocol'.

Q.4) Answer in detail in 300 words each : **(Any Two)** [30]

   (a)   Explain Environment of Indian Business.

   (b)   Discuss effects of social set up on Business Environment.

   (c)   Explain Strategy for Conservation of Mineral Resources.

   (d)   Critically examine Impact of 'Noise Pollution'.

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Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-102

B. B. M. (IB) (Semester - I) Examination - 2009

COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

(3) Draw figures wherever necessary.

Q.1) Define Positive and Negative Attitude. Explain factors affecting Attitudes.   **[15]**

OR

Q.1) What is Goal Setting ? Why goal setting fails ? Also explain concept of SMART Goals in detail.   **[15]**

Q.2) Write an application letter for the post of Exports Manager of VLC Dynamics Ltd. alongwith resume.   **[15]**

OR

Q.2) Explain importance of Business Letters. Write a Sales Letter to promote Sales of Laptops.   **[15]**

Q.3) What is Communication ? Explain how you will overcome Barriers in Communication ?   **[15]**

OR

Q.3) What is Self Esteem ? State and explain types of Self Esteems in detail.   **[15]**

Q.4) Define Success. Describe Hurdles in Achieving Success.   **[15]**

OR

Q.4) Define Personality. Explain factors affecting Personality Development. **[15]**

Q.5) Write short notes : **(Any Four)**   **[20]**

     (a)   Internal and External Motivation

     (b)   Interpersonal Relationship

     (c)   Team Work

     (d)   Qualities of a Successful Leader

     (e)   Cross Cultural Communication

     (f)   Management of Change

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[3674]-103

B. B. M. (IB) (Semester - I) Examination - 2009

MICRO ECONOMICS ANALYSIS

(2008 Pattern)

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

Instructions :

   (1) All questions are compulsory.

   (2) Figures to the right indicate full marks.

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

Q.1) What are the Basic Economic Problems ? Explain role of Market Forces in solving Economic Problems. **[15]**

OR

Q.1) Define Demand. Differentitate between Individual Demand and Market Demand. Explain determinants of Demand. **[15]**

Q.2) State and explain features of Perfect Competition. **[15]**

OR

Q.2) What do you mean by Supply ? Explain in detail the factors affecting Supply. **[15]**

Q.3) What is Price Elasticity of Demand ? Explain methods of measuring Price Elasticity of Demand. **[15]**

OR

Q.3) What do you mean by Economies and Diseconomies of Scale ? Explain relationship between Economies of Scale and shape of the Long Run Average Cost (LAC) Curve. **[15]**

Q.4) Critically examine Modern Theory of Rent. **[15]**

OR

Q.4) Trace relationship between Total Revenue (TR), Average Revenue (AR) and Marginal Revenue (MR) of a Competitive Firm. **[15]**

Q.5) Write short notes : **(Any Four)** **[20]**

    (a) Usefulness of Concept of Elasticity of Demand in the field of Foreign Trade

    (b) Relationship between AC and MC in Short Run

    (c) Scope of Micro-economics

    (d) Concept of Minimum Wages

    (e) Dynamic Theory of Profit

    (f) Features of Monopolistic Competition

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[3674]-104

B. B. M. (IB) (Semester - I) Examination - 2009

BUSINESS ACCOUNTING

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

      (3) Use of calculator is allowed.

Q.1) (A) Fill in the gaps :   [05]

      (a) Accountancy begins where _____ ends.

      (b) _____ an asset which cannot be seen.

      (c) Bank Overdraft Balance as per Pass Book has _____ Balance.

      (d) Amount withdrawn by owner for personal use is called as _____.

      (e) Amount of Depreciation remains fixed under _____ Method of Depreciation.

   (B) State whether the following statements are **true** or **false** :   [05]

      (a) Accounting Standard 2 deals with depreciation accounting.

      (b) In Purchase Day Book only cash purchases are recorded.

      (c) Contra Entry Transactions are recorded on both sides of the Cash Book.

      (d) Every company has to prepare its final accounts in prescribed format as per Companies Act, 1956.

      (e) Foreign Branch is an Independent Branch.

(C) Classify the following Accounts into Real, Nominal and Personal : **[05]**

    (a)   Land and Building

    (b)   Salary

    (c)   Pune Municipal Corporation

    (d)   Depreciation

    (e)   Bank of Maharashtra

(D) Answer in one sentence each : **[05]**

    (a)   What is Depreciation ?

    (b)   What is Trade Discount ?

    (c)   What do you mean by Narration ?

    (d)   What do you mean by Bank Reconciliation Statement ?

    (e)   What is Bank Overdraft ?

Q.2) From the following Trial Balance of Bharat Deshpande, Mumbai, prepare Trading and Profit and Loss Account for the year ended 31st March, 2009 and the Balance Sheet as on that date after taking into account the following adjustments : **[20]**

Particulars	Debit Rs.	Credit Rs.
Bharat's Capital	–	2,00,000
Land and Building	87,000	–
Plant and Machinery	17,500	–
Goodwill	20,000	–
Bharat's Drawings	22,600	–
Cash in Hand	1,800	–
Stock on 1st April, 2008	27,000	–
Wages	10,000	–

Particulars	Debit Rs.	Credit Rs.
Purchases Less Returns	69,000	–
Carriage Inward	1,000	–
Traveller's Commission	6,000	–
Insurance	2,000	–
Motor Car	3,000	–
Carriage Outward	1,000	–
Sales Less Returns	–	94,000
Salaries	15,000	–
Bank Charges	100	–
Reserve for Doubtful Debts	–	2,000
Debtors	20,000	–
Creditors	–	7,000
	3,03,000	**3,03,000**

Adjustments :

(1) On 31st March, 2009, the Stock was valued at Rs. 46,000.

(2) Insurance Premium amounting to Rs. 800 is prepaid.

(3) Outstanding Salaries amounted to Rs. 1,000.

(4) Depreciate Plant and Machinery @ 10% p.a. and Motor Car @ 20% p.a.

(5) Create a Reserve for Doubutful Debts @ 10% on Debtors.

Q.3) Journalise the following transactions in the books of Mrs. Leela :   **[15]**

March, 2009

1   Mrs. Leela started business with Cash Rs. 50,000 and Bank Balance Rs. 50,000.

4   Purchased Goods from Mrs. Meena worth Rs. 1,00,000.

8   Sold Goods to Mrs. Teena worth Rs. 10,000 and received a cheque from her Rs. 9,800 in full settlement.

10   Purchased Postal Stamps worth Rs. 100.

14   Commission received Rs. 500 from Mrs. Rupali.

16   Purchased Goods from Mrs. Peena worth Rs. 5,000 and paid her by cheque of Rs. 4,900 in full settlement.

20   Mrs. Leela withdrew Cash Rs. 500 and Goods of Rs. 200 purchased for personal use.

22   Mrs. Leela exchanged Rs. 1,000 note with bank against Rs. 100 notes.

OR

Q.3) Enter the following transactions of Shri Premchand in the three columnar Cash Books. (Ignore Narrations)   **[15]**

March, 2009

1   Commenced business with cash Rs. 15,000.

3   Deposited Rs. 10,000 in Bank.

4   Paid by cheque to Khurana Rs. 900 who allowed discount of Rs. 50.

7   Paid cash for freight Rs. 50.

9   Received by cheque Rs. 400 from Poonam which is endorsed to Preeti.

10   Banked Rs. 500.

12   Withdrew from bank Rs. 500 for office use and Rs. 400 for personal use.

14   A crossed cheque of Rs. 750 is received from Meena.

18   Received a cheque from Mahavir Rs. 280 in full settlement of Rs. 300.

20   Mahavir's cheque is deposited into bank.

26 Bank debited A/c. for Rs. 100 for bank charges and credited A/c. for Rs. 200 for interest collected.

28 Sold goods worth Rs. 1,000 to Ramesh.

31 Ramesh paid Rs. 800 by cash and Rs. 200 by cheque.

Q.4) On 1st January, 2006, Kishor Ltd., Kalyan purchased a secondhand machine for Rs. 80,000 and spent Rs. 20,000 on its cartage, repairs and installation. On 30th September, 2007 this machine is sold for Rs. 50,000. Depreciation is to be provided @ 20% p.a. according to written down value method.

Prepare Machinery Account and Depreciation Account for the first three years assuming that the accounts are closed on 31st March every year. **[15]**

Q.5) From the following Trial Balance as on 31st March, 2009 prepare Beta Ltd's Balance Sheet in the prescribed format of Companies Act, 1956 : **[10]**

Particulars	Debit (Rs.)	Credit (Rs.)
Preliminary Expenses	5,000	–
Provision for Tax	–	50,000
10,000 Shares of Rs. 10 each, Rs. 5 paid up	–	50,000
Land and Building	2,50,000	–
Cash in Hand	45,000	–
Staff Provident Fund	–	25,000
Bank Overdraft	–	38,000
Furniture	1,00,000	–
Sundry Creditors	–	50,000
Sundry Debtors	1,00,000	–

Particulars	Debit (Rs.)	Credit (Rs.)
10% Govt. Bonds	25,000	–
Fixed Deposits	50,000	–
Outstanding Salaries	–	50,000
General Reserve	–	25,000
11% Debentures	–	1,50,000
Prepaid Insurance	25,000	–
Bank Loan (Stock Hypothecation)	–	1,50,000
Dividend Equalisation Reserve	–	12,000
	6,00,000	**6,00,000**

OR

Q.5) Write short notes : **(Any Two)** [10]

(a) Foreign Branch

(b) Objectives of Financial Accounting

(c) Benefits of Accounting Standards

(d) Accounting Software Packages

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Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-105

B. B. M. (IB) (Semester - I) Examination - 2009
PRINCIPLES AND PRACTICES OF MANAGEMENT
(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

Q.1) What is Management ? Explain its nature and scope.   **[15]**

OR

Q.1) Explain various principles of Management.   **[15]**

Q.2) Describe contribution of F. W. Taylor in Management.   **[15]**

OR

Q.2) Describe Elton Mayo's Howthorne Experiments.   **[15]**

Q.3) What is Planning ? State its nature and process.   **[15]**

OR

Q.3) What is Control ? Explain features and types of Controls.   **[15]**

Q.4) Explain need and importance of Co-ordination.   **[15]**

OR

Q.4) What is Strategy ? Explain various types of Strategies.   **[15]**

Q.5) Write short notes : **(Any Four)**   **[20]**

    (a)   Purposes of Management

    (b)   Importance of Leadership

    (c)   Delegation of Authority

    (d)   Importance of Controlling

    (e)   Strategic Management in India

    (f)   Total Quality Management

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[3674]-106

B. B. M. (IB) (Semester - I) Examination - 2009

BUSINESS MATHEMATICS

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

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

(3) *Use of pocket calculator is allowed.*

(4) *Mobile calculators are not allowed.*

Q.1) Attempt **any four** of the following :   [4x4=16]

(a) The population of a city according to 1971 census was 84,500 and it rose to 1,11,200 in 1981. Find percentage increase in the population.

(b) Explain terms and formula of Cost Price, Profit, Loss and Selling Price.

(c) The sum of ages of father, mother and daughter is 85 years and their ages are in the ratio 8 : 7 : 2. Find their ages.

(d) A student finishes a book by reading 30 pages per day in 16 days. If he wants to finish book in 12 days how many pages should he read everyday ?

(e) A sum doubles itself in 6 years. Find rate of simple interest.

(f) A salesman gets 5% commission in his sales. If he gets a commission of Rs. 870 in a month, find his sales in that month.

Q.2) Attempt **any four** of the following : [4x4=16]

   (a)   Find simple interest on Rs. 4,980 at 12% p.a. for 8 months. What is the amount ?

   (b)   The cost of manufacturing a T.V. set is Rs. 7,680. For how much should the price be marked for sale so that a clear profit of 25% is obtained after allowing 20% trade discount ?

   (c)   Anil buys 10 shares of Rs. 100 each at Rs. 125 of a company. If the company pays a dividend at 12%, what is the percentage return on his investment ?

   (d)   Find amount at the end of 5 years of a sum of Rs. 2,000 at 8% p.a. compounded quarterly.

   (e)   A man purchased shares of market value 106 of Rs. 13,568 and earns dividend of Rs. 896. Find rate of dividend.

   (f)   Explain Simple Interest and Compound Interest and write their formula.

Q.3) Attempt **any four** of the following : [4x4=16]

   (a)   Which is the better investment 8% at Rs. 80 or 15% at Rs. 120 ?

   (b)   What is (i) Preferential Share (ii) Equity Share (iii) Bonus Share ?

   (c)   If $A = \begin{bmatrix} 2 & 4 \\ 1 & 3 \end{bmatrix}$, $B = \begin{bmatrix} 3 & 1 \\ 4 & 1 \end{bmatrix}$, find $2A - B$.

   (d)   What are different types of Matrices ? Write in detail about any two.

   (e)   Evaluate the following determinant :

$$\begin{vmatrix} 4 & 0 & 2 \\ 2 & 10 & 2 \\ 3 & 9 & 1 \end{vmatrix}$$

   (f)   Find range of the following :

      (i) $f(x) = 4x - 3$ for $-2 \leq x \leq 5$

      (ii) $f(x) = 2 - 3x$ for $-1 \leq x \leq 4$

Q.4) Attempt **any four** of the following :   [4x4=16]

(a) If $A = \begin{bmatrix} 1 & 2 \\ 3 & 4 \end{bmatrix}$ $B = \begin{bmatrix} 2 & 3 \\ -4 & 2 \end{bmatrix}$ $C = \begin{bmatrix} 8 & 6 \\ 4 & 4 \end{bmatrix}$,

find $2A + 3B - \frac{1}{2}C$.

(b) Write down matrices of the coefficients of the following sets of equations. State their orders :

(i) $x + 2y = 5$

$5x - 3y = -1$

(ii) $x + y = 3$

$y + z = 5$

$2z + x = 7$

(iii) $x + y + z = 12$

$x + z = 8$

$y - z = -1$

(c) What is Relation ? What are different types of Functions ? Write any one in detail.

(d) If $f(x) = x^2 - 3x + 2$ $0 \leq x \leq 5$, then

find $f(1)$, $f(3)$, $f(4)$, $f(5)$ whenever exists.

Also find x if $f(x) = 12$.

(e) Draw graph of Identity Function.

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

Q.5) Attempt **any two** of the following :   [8x2=16]

(a) An investor has two options for investment :

(i)   A share at Rs. 600 with 100% dividend.

(ii) A share at Rs. 185 with 30% dividend.

Which investment is better and why ?

(b) Find EMI of a loan of Rs. 50,000 to be repaid in equal monthly instalments. Interest is charged at 12% p.a. on the loan outstanding at the beginning of each month and the timespan is 10 years. (Monthly reduction)

(c) A sum of money amounts to Rs. 11,840 at the end of 4 years and to Rs. 13,760 at the end of 6 years at the same rate of simple interest. Find sum and rate of interest.

Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-11

B. F. T. (Semester - I) Examination - 2009
BUSINESS COMMUNICATION
(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

      (3) Draw figures wherever necessary.

Q.1) What are various types of Communications ? Explain.   **[15]**

OR

Q.1) Explain merits and demerits of Group Discussion.   **[15]**

Q.2) Draft an application letter for the post of a Joint Director in Reliance Industries Ltd. along with resume.   **[15]**

OR

Q.2) What is a Letter of Enquiry ? Write a Letter of Enquiry to Ashok Pharmaceuticals Ltd. seeking information about the prices of various products.   **[15]**

Q.3) What is Listening ? Explain types of Listening.   **[15]**

OR

Q.3) Give tips for making presentations effective.   **[15]**

Q.4) What is Interview ? Give guidelines which you will give an interviewee before an interview.   **[15]**

OR

Q.4) What are the Objectives of Meetings ? Explain kinds of Meetings. **[15]**

Q.5) Write short notes : **(Any Four)** [20]

    (a)   E-mailing

    (b)   Tele Conferencing

    (c)   Presentation Skills

    (d)   Faxes

    (e)   Non-verbal Communication

    (f)   Notices

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[3674]-12

B. F. T. (Semester - I) Examination - 2009

GENERAL MATHEMATICS

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

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

(3) *Use of pocket calculator is allowed.*

(4) *Mobile calculators are not allowed.*

Q.1) Attempt **any four** of the following :   [4x5=20]

(a) Two numbers are in the ratio 7 : 8 and their sum is 195. Find numbers.

(b) Find Simple Interest on Rs. 10,000 for 3 years at 5% Rate of Interest.

(c) The Rate of Commission is increased from 5 to 8%. Still the income of an agent remains the same. Find percentage change in his sales.

(d) Define the terms :

   (i) Simple Interest

   (ii) Profit

   (iii) Loss

   (iv) Commission

(e) Find capacity of the tank in litres, if length, breadth and height of a cuboidal water tank are 2m, 1.6m and 1.8m. respectively.

(f) A sum of money is borrowed on 5th May and is repaid on 11th of July in the same year. If the simple interest paid is Rs. 100 @ 4% p.a., find sum borrowed.

Q.2) Attempt **any four** of the following : [4x5=20]

(a) Find volume of a cuboid whose length, breadth and height are 20cm, 19cm and 10cms respectively.

(b) Prove that :

$\sin^2\theta + \cos^2\theta = 1$

(c) Define the following terms :

(i) Percentage

(ii) Ratio

(iii) Interest

(iv) Proportion

(v) Principal

(d) Find sum due and true discount, if present worth (p.w.) of a bill due half year hence at 6% is Rs. 3,600.

(e) What sum will amount to Rs. 4,000 in 3 years at 6% p.a. Compound Interest ?

(f) A sum of money doubles itself in 6 years. Find Rate of Simple Interest.

Q.3) Attempt **any four** of the following : [4x5=20]

(a) Avinash purchased a scooter costing Rs. 6,000. What will be the selling price, if he obtains 10% profit on it.

(b) How long will a sum of money take to double itself at 5% p.a. Compound Interest ?

(c) Explain the term Commission. Explain functions of Broker.

(d) A motorcycle costing Rs. 12,000 was sold for Rs. 10,400 after two years. Find Percentage Loss.

(e) A commission agent gets 5% commission on the sale of an article costing Rs. 540. If he receives Rs. 8,910 as commission in a month, then how many articles are sold by him ?

(f) A camera when sold for Rs. 1,674 resulted in a loss of 7%. What was cost price of the camera ?

Q.4) Attempt **any four** of the following : [4x5=20]

(a) Solve the equations :

10m + 4n = 18

4m + 6n = 16

(b) If radius of a sphere is 30cm, find its volume.

(c) An oil container of cylindrical shape has radius 0.2m and height 0.4m. Find capacity of container in litres. (π = 3.14)

(d) Show that :

$$\sqrt{\frac{1 + \sin A}{1 - \sin A}} = \sec A + \tan A.$$

(e) The present value of an annuity of Rs. 3,600 per year is Rs. 12,000 and its amount at the same rate for the same period is Rs. 15,000. Find Rate of Interest.

(f) Define the term Simple Annuities. Write down important formula of present value of Perpetuity, Simple Immediate Annuity and their relationship.

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[3674]-13

B. F. T. (Semester - I) Examination - 2009

COMMERCIAL GEOGRAPHY - INDIAN

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Question No. **7** is compulsory.*

    *(2) Attempt **any four** questions from question nos. **1** to **6**.*

    (3) Draw neat diagram wherever necessary.

    (4) Use of map stencil is allowed.

Q.1) What is Commercial Geography ? Describe approaches of Commercial Geography. **[15]**

Q.2) What is Physiography ? Describe major physiographical divisions of India with their commercial importance. **[15]**

Q.3) What is Climate ? Describe factors controlling climatic conditions in India. **[15]**

Q.4) What is Agriculture ? Write characteristics of Plantation Agriculture in India. **[15]**

Q.5) What is the current situation of Industries in India ? Explain major industrial regions of India. **[15]**

Q.6) What is Foreign Trade ? Describe import of India in relation to its volume and composition. **[15]**

Q.7) Write short notes : **(Any Four)** [20]

    (a)   States in India

    (b)   The Krisha River System

    (c)   Himalayan Climate of India

    (d)   Problems of Indian Agriculture

    (e)   Importance of Water Ways in International Trade

    (f)   Coal Production in India

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Total No. of Questions : 5]   [Total No. of Printed Pages : 7

[3674]-14

B. F. T. (Semester - I) Examination - 2009

ACCOUNTANCY

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

      (3) Use of calculator is allowed.

Q.1) (A) State whether the following statements are **true** or **false** :   [05]

    (a) Drawing Account is a Real Account.

    (b) Cash Purchases are recorded in Purchases Book.

    (c) Carriage paid on purchase of new machinery is debited to Machinery Account.

    (d) Liabilities always show Debit Balance.

    (e) Ledger is a book of Prime Entry.

  (B) Write word, term or phrase which can substitute each of the following :   [05]

    (a) Expenses due but not paid

    (b) Brief explanation of the transaction

    (c) The discount which is deducted from the Invoice Price.

    (d) Excess of Income over Expenses

    (e) Irrecoverable Debts

(C) Fill in the blanks : **[05]**

(a) Debit Balance of Profit and Loss Account indicates _____.

(b) In Cash Book only _____ transactions are recorded.

(c) When Goods are sold on Cash _____ Account is credited.

(d) Trial Balance is prepared at the _____ of the accounting year.

(e) Goodwill is _____ Asset.

(D) Write short notes : **(Any One)** **[05]**

(a) Importance of Book-keeping

(b) Types of Bank Accounts

Q.2) Pass journal entries for the following transactions. Post them to Ledger Account and balance the same : **[16]**

January, 2008

1   Started business with cash Rs. 10,000.

2   Bought Goods worth Rs. 5,000.

4   Sold Goods to Ramesh Rs. 2,000.

5   Sold Goods for Cash Rs. 1,500.

16   Ramesh returned goods worth Rs. 150.

17   Received from Ramesh Rs. 1,800.

28   Sold Goods to Ravi on Cash Rs. 1,000.

30   Paid Salaries Rs. 1,200.

OR

Q.2) Prepare Trial Balance from the following as on 31-12-08 : **[16]**

Opening Stock	20,000
Debtors	28,000
Bills Payable	10,101
Purchases	40,000
Wages	8,500
Return Outward	2,500
Salaries	2,700
Office Expenses	2,446
Building	44,800
Bills Receivable	4,000
Bank Balance	6,655
Capital	90,000
Drawing	2,400
Bank Overdraft	3,000
Insurance	1,300
Machinery	30,000
Creditors	21,500
Rent Paid	1,800
Sales	70,000
R.D.D.	400
Travelling Expenses	1,400
Return Inward	3,500
General Reserve	4,000
Interest due but not received	1,000
Outstanding Wages	2,000
Prepaid Insurance	1,000
Commission received in Advance	500
Furniture	4,500

Q.3) Record the following transactions of Shri Anil for the month of January, 2008 in a Cash Book with Cash, Bank and Discount Columns and Balance the Cash : **[16]**

January, 2008

1   Cash on hand Rs. 200.

2   Bank Overdraft Rs. 3,000.

3   Issued Cheque to Ramchandra for Rs. 2,500 on account of Rs. 2,600.

5   Received Cheque from Somesh for Rs. 3,250 on account of Rs. 3,300 and deposited cheque into Bank.

7   The Bank has paid Rs. 250 on account of Insurance Premium.

9   Deposited Rs. 100 in the Bank.

11   Made Cash Sales Rs. 3,500 and Cash Purchases Rs. 900.

15   Purchase Machinery for Rs. 7,000 the amount being paid by cheque.

19   Direct Deposit by Ravi Rs. 4,800.

26   Received cross cheque from Preetam for Rs. 2,000 on account of Rs. 2,200.

28   Paid Office Expenses Rs. 300.

29   Paid Office Rent by cheque Rs. 350.

OR

Q.3) Enter the following transactions, only those that appear in Purchase Book, Sales Book, Purchase Return Book, Sales Return Book : **[16]**

January, 2008

1   Purchased Goods from Anita Rs. 12,000 less 10% T.D.

2   Sold Goods to Meena Rs. 15,000 less 10% T.D.

3   Purchased Machinery from Sunil Rs. 25,000.

4   Purchased Goods from Sunita Rs. 5,000.

5   Sold Goods to Reena Rs. 6,000.

10   Return Goods to Anita Rs. 1,000.

15   Return Goods from Meena Rs. 500.

25   Return Goods to Sunita Rs. 800.

30   Paid Rent Rs. 500.

Q.4) From the following Trial Balance of Ashok prepare Trading and Profit and Loss Account for the year ended 31-03-02 and Balance Sheet as on that date : **[16]**

Trial Balance as on 31st March, 2002

Particulars	Debit Rs.	Credit Rs.
Opening Stock	1,20,000	–
Salaries	4,000	–
Wages	8,000	–
Freight on Purchase	5,000	–
Purchases	1,20,000	–
Bills Receivable	1,200	–
Rent	7,500	–
Sales	–	2,53,000
Bills Payable	–	1,000
Sundry Creditors	–	32,600
Return Outward	–	1,500
Plant and Machinery	20,000	–
Travelling Expenses	5,300	–
Repairs	1,600	–
Cash at Bank	2,000	–
Building	50,000	–
Return Inward	1,000	–
Debtors	35,000	–
Office Expenses	5,000	–
Drawing	6,500	–
Capital	–	50,000
Loan from Bank	–	54,000
	3,92,100	**3,92,100**

Adjustments :

(1) Closing Stock Rs. 35,000.

(2) Depreciate Plant and Machinery at 5% and Building at $2^1/_2$ p.a.

(3) Outstanding Expenses : Wages Rs. 1,000 and Salaries Rs. 500.

(4) Prepaid Rent is Rs. 500.

Q.5) Prepare Bank Reconciliation Statement from the following details as on 31-12-2008 : **[12]**

(1) Bank Balance as per Cash Book Rs. 6,000.

(2) Cheque received and deposited into the Bank but not cleared Rs. 2,000.

(3) Cheque issued but not presented for payment Rs. 1,500.

(4) Bank debited our account for Bank Charges Rs. 30 but it is not recorded in the Cash Book.

(5) Rs. 900 directly deposited in our account by our customer Rajesh.

(6) Bank credited our account by collecting interest Rs. 150 but it is not entered in the Cash Book.

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

Q.5) Raj Company Limited has submitted Trading and Profit and Loss Account for the year ended 31-12-08 as following : **[12]**

Calculate :

(a) Gross Profit Ratio

(b) Net Profit Ratio

(c) Operating Ratio

Trading and Profit and Loss Account
for the year ended 31-12-08

Dr.   Cr.

Particulars	Rs.	Particulars	Rs.
To Opening Stock	60,000	By Sales	3,50,000
To Purchases	1,60,000	By Closeing Stock	80,000
To Wages	40,000		
To Factory Expenses	44,000		
To Gross Profit c/d	1,26,000		
	4,30,000		**4,30,000**
To Office Expenses	45,000	By Gross Profit b/d	1,26,000
To Sales Expenses	10,000	By Profit on Sales of Furniture	10,000
To Loss on Sale of Land	4,000		
To Net Profit	77,000		
	1,36,000		**1,36,000**

Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-15

B. F. T. (Semester - I) Examination - 2009

ECONOMICS

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

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

Q.1) Define Micro-economics. Explain nature, scope and limitations of Micro-economics. **[15]**

OR

Q.1) State Basic Economic Problems. How do markets solve Economic Problems ? **[15]**

Q.2) Define Price Elasticity of Demand. What are the types of Price Elasticity of Demand ? **[15]**

OR

Q.2) Critically examine Keynesian Theory of Income and Employment. **[15]**

Q.3) Define Interest. Explain Loanable Funds Theory of Interest. **[15]**

OR

Q.3) Explain concepts of Total Cost (TC), Average Cost (AC) and Marginal Cost (MC). Why is short run AC curve 'U' shaped ? **[15]**

Q.4) What is Inflation ? Explain concept of Cost Push Inflation. **[15]**

OR

Q.4) What is Profit ? Distinguish between Gross Profit and Net Profit. Explain Risk Bearing Theory of Profit. **[15]**

Q.5) Write short notes : **(Any Four)**   **[20]**

    (a)   Cross Elasticity of Demand

    (b)   Difference between GDP and GNP

    (c)   Deflation

    (d)   Circular Flow of Income and Expenditure

    (e)   Concept of Opportunity Cost

    (f)   Relation between AR and MR under Monopoly

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Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-16

B. F. T. (Semester - I) Examination - 2009

PRINCIPLES AND PRACTICES OF MANAGEMENT

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

Q.1) Explain meaning, nature and importance of Management.   **[15]**

OR

Q.1) "Management is an art of getting work done through people." Discuss. **[15]**

Q.2) Explain concept and process of Decision-making.   **[15]**

OR

Q.2) Explain role and functions of Material Management.   **[15]**

Q.3) Explain different theories of Leadership.   **[15]**

OR

Q.3) What do you mean by Delegation of Authority ? Discuss its need and importance.   **[15]**

Q.4) Describe Contribution of Henry Fayol in the field of Management. **[15]**

OR

Q.4) Write in detail on Management of Change.   **[15]**

Q.5) Write short notes : **(Any Four)** [20]

    (a)   Globalization

    (b)   Management of Crises

    (c)   Leadership

    (d)   Types of Communications

    (e)   Motivation

    (f)   Steps involved in Process of Planning

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[3674]-201

B. B. M. (I.B.) (Semester - II) Examination - 2009

COST ACCOUNTING

(2008 Pattern)

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

Instructions :

   (1) All questions are compulsory.

   (2) Figures to the right indicate full marks.

   (3) Use of calculator is allowed.

Q.1) (A) Fill in the blanks : **(Any Five)**   **[05]**

  (a) Advertisement Expenses are the part of _____ Overheads.

  (b) _____ Cost remains constant irrespective of changes in output.

  (c) Factory Cost + Office Overheads = _____.

  (d) Marginal Cost is _____ Sales over Contribution.

  (e) Standard Cost is _____ Cost.

  (f) All indirect expenses are known as _____.

 (B) State which of the following statements is **true** or **false** : **[05]**

  (a) Cost Accounting System is historic in nature.

  (b) Depreciation on Office Building is a part of Administrative Overheads.

  (c) Financial Accounting is evolved through Cost Accounting.

  (d) P/V ratio remains constant for all levels of activities.

  (e) At B.E.P., Contribution is equal to Total Fixed Cost.

  (f) Marginal Costing deals with Variable Cost.

Q.2) State and explain advantages and limitations of Cost Accounting. **[15]**

OR

Q.2 What is Classification of Cost ? How Costs are classified behaviourwise ? **[15]**

Q.3) Write short notes : **(Any Three)** **[15]**

    (a)   Any two limitations of Financial Accounting

    (b)   Master Budget

    (c)   Limiting Factor

    (d)   Controlwise Classification of Costs

    (e)   Normal Loss/Abnormal Gain

Q.4) Calculate Prime Cost, Factory Cost, Cost of Production and Total Cost from the following data : **[16]**

Particulars	Rs.
Direct Wages	15,000
Direct Expenses	3,000
Oil and Cotton Waste	150
Opening Stock of Raw Material	10,000
Purchases of Material (Raw)	70,000
Closing Stock of Raw Material	25,000
Carriage Inward	5,000
Wages of Watchman	1,500
Bad Debts	750
Electric Power (Factory)	300
Rent (Factory)	3,000
Rent (Office)	1,500
Repairs to Plant	1,000
Repairs to Company Office	1,500
Carriage Outword	200
Electricity (Office)	500

	Rs.
Advertising	1,000
Depreciation on Machinery	1,000
Depreciation on Delivery Van	1,000
Manager's Salary	12,000

(Manager is looking after office only)

Q.5) (A) AMCO Co. Ltd., has supplied you the following information :

Year 2008

	1st Term	2nd Term
Sales	Rs. 8,10,000	Rs. 10,26,000
Profit	Rs. 21,600	Rs. 64,800

The Fixed Cost is constant for the whole year.

Calculate :

(a) P/V Ratio

(b) Fixed Cost

(c) Profit at Sales Level Rs. 6,48,000

(d) Sales to earn profit Rs. 1,08,000 [12]

(B) The following are the particulars of Standard and Actual Production of Product 'Z' :

Standard Quantity per unit 10 kg

Standard Price per kg Rs. 8

Actual Number of units produced 500 units

Actual Quantity of Material used 4,400 kgs

Actual Price per kg Rs. 9

Calculate :

(a) Material Cost Variance

(b) Material Price Variance

(c) Material Usage Variance [12]

OR

(B) A factory produces 20,000 units. The budgeted expenses are :

Item	Per unit (Rs.)
Raw Material	75
Direct Labour	20
Direct Expenses	25
Overheads	15
Fixed Overheads (Rs. 4,00,000)	20
Administrative Overheads (Fixed)	10
Selling Expenses (10% fixed)	15
Distribution Expenses (25% Fixed)	20
Total Cost per unit	200

Prepare a Budget for 15,000 and 10,000 units.   [12]

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[3674]-202

B. B. M. (I.B.) (Semester - II) Examination - 2009

ELEMENTS OF HUMAN RESOURCE MANAGEMENT

(2008 Pattern)

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

Instructions :

> *(1) Solve **any five** questions.*
>
> *(2) All questions carry equal marks.*
>
> *(3) Draw figures wherever necessary.*

Q.1) Explain duties and responsibilities of H. R. Manager in detail.

Q.2) "For maintaining long term relationship with the employees succession planning and career planning are the important devices." Discuss.

Q.3) What is Recruitment ? Discuss various Sources of Recruitment in detail.

Q.4) Explain concept of Training Calendar. How it is useful to the H. R. Manager in developing and maintaining higher level of efficiency in the organisation ?

Q.5) Explain in detail the methods of Merit Rating.

Q.6) Explain concept of Attrition. Discuss various solutions for the problems faced by the organisation due to Attrition.

Q.7) Write short notes : **(Any Four)**

   (a) Kizen

   (b) Transfer

   (c) Job Description

   (d) Job Rotation

   (e) Quality Circles

   (f) Downsizing

[3674]-203

B. B. M. (I.B.) (Semester - II) Examination - 2009

MACRO ECONOMICS ANALYSIS

(2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　　(1)　All questions are compulsory.

　　　　(2)　Figures to the right indicate full marks.

Q.1) Explain nature and scope of Macro Economics with its limitations. **[15]**

OR

Q.1) Critically evaluate Cash Balance Approach. **[15]**

Q.2) State and explain Keynes' Psychological Law of Consumption. **[15]**

OR

Q.2) Explain Say's Law of Market. **[15]**

Q.3) Describe phases of Trade Cycle and also explain controlling measures of Trade Cycle. **[15]**

OR

Q.3) State and explain Keynesian Theory of Income and Employment. **[15]**

Q.4) Explain Quantity Theory of Money. **[15]**

OR

Q.4) What do you mean by Deflation ? Explain causes of Deflation and measures to control it. **[15]**

Q.5) Write short notes : **(Any Four)** [20]

    (a)   Primary Functions of Money

    (b)   Average Propensity to Save and Marginal Propensity to Save

    (c)   Investment Multiplier

    (d)   Depression

    (e)   Inflation

    (f)   Autonomous and Induced Investment

    (g)   Paradox of Saving

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[3674]-204

B. B. M. (I.B.) (Semester - II) Examination - 2009

PRINCIPLES OF MARKETING

(2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　(1) Attempt **any five** questions.

　　　(2) All questions carry equal marks.

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

Q.1) Define Marketing. Discuss various approaches to Marketing.　**[16]**

Q.2) What is Marketing Planning ? Explain components and importance of Marketing Planning.　**[16]**

Q.3) What are the 4p's of Marketing ? Discuss their importance in the changing market situations.　**[16]**

Q.4) Define 'Advertising'. Discuss benefits of advertising to the Consumer, Manufacturer, Salesman and Society.　**[16]**

Q.5) What are the two approaches of segmenting a Market ? Explain different ways to Segmentation.　**[16]**

Q.6) Discuss concept and need of Marketing Research. State limitations of Marketing Research.　**[16]**

Q.7) Write short notes : **(Any Four)** [16]

    (a)   E-marketing

    (b)   Marketing Information Centre

    (c)   Role of Marketing Manager

    (d)   Elements of Promotion Mix

    (e)   Features of Rural Marketing

    (f)   Sales Promotion

_____

[3674]-205

B. B. M. (IB) (Semester - II) Examination - 2009

BUSINESS STATISTICS

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

      (3) Use of calculator is allowed.

      (4) Graph paper will be supplied on demand.

Q.1) Attempt **each** of the following :   **[05 each]**

    (a)   What do you mean by Central Tendency ? What are the requirements of good measure of Central Tendency ?

    (b)   The data below gives number of books sold by a shopkeeper on 10 days.

        280, 140, 280, 180, 340, 250, 260, 250, 280, 247

        Find average number of books sold using –

        (i)   mean

        (ii)   median

        (iii) mode

(c)   The following is a frequency distribution of weights (in gms.) of 50 apples :

Weight (in gms)	60-80	80-100	100-120	120-140	140-160
No. of Apples	5	14	17	10	4

Draw Histogram for the above data and obtain value of mode graphically.

(d)   Define Insurance. What are its objectives ?

Q.2) (A)   In a production process, operator's performance ratings as given by the number of good items turned out per 100 units and their experience (in number of years) were compiled. A random sample of 10 operators provided the following information :

Operator's Experience (X)	8	6	16	12	18	4	3	10	5	12
Performance Rating (Y)	80	76	87	88	89	68	78	80	75	83

(a)   Calculate Coefficient of Correlation between X and Y.

(b)   Estimate performance of an operator who has 12 years of experience.   **[10]**

OR

(A) Following is the frequency distribution of daily wages of 100 labourers of a coal mine :

Wages (in Rs.)	No. of Labourers
260 – 270	6
270 – 280	16
280 – 290	27
290 – 300	23
300 – 310	16
310 – 320	10
320 – 330	2

Calculate :

(a)   Mean

(b)   Median

(c)   Mode   **[10]**

(B) Define the following terms :   **[05]**

(a)   Frequency of a Class

(b)   Classmark of a Class

(c)   Open End Class

(d)   Less than Cumulative Frequency

(e)   More than Cumulative Frequency

Q.3) (A) The minimum weight of a special purpose brick is 5 kg and it contains two basic ingredients B_1 and B_2. B_1 costs Rs. 5 per kg and B_2 costs Rs. 8 per kg. Strength considerations dictate that the brick should contain not more than 4 kg of B_1 and a minimum of 2 kg of B_2. Since the demand for the product is likely to be related to the price of brick, find out graphically the minimum cost of the brick satisfying the above conditions.   **[10]**

OR

(A) (a) The following table relates to the number of items of an industrial product sold by two salesmen P and Q in 10 months in a year :

Salesman	No. of Items Sold									
P	44	80	76	48	52	72	68	56	60	54
Q	48	75	54	60	63	69	72	51	57	66

(i) Which salesman sells more items on an average ? Justify.

(ii) Which salesman is more consistent ? Justify. **[08]**

(b) The management of a hotel has employed 5 cooks and 10 waiters. The monthly salaries of a cook and a waiter are Rs. 3,000 and Rs. 2,500 respectively. Find mean salary of the employees together. **[02]**

(B) State merits and demerits of Standard Deviation. **[05]**

Q.4) (A) (a) Explain meaning of Regression. Define Regression Coefficients. State any two properties of Regression Coefficients. **[05]**

(b) The two equations of regression lines are found to be $2Y - X = 22$ and $4X - Y = 24$.

Find :

(i) Means of X and Y.

(ii) Regression Coefficients of X on Y and Y on X.

(iii) Correlation Coefficient. **[05]**

OR

(A) (a) Define the following terms : **[05]**

(i) Objective Function

(ii) Feasible Solution

(iii) Balanced Transportation Problem

(iv) Non-degenerate Basic Feasible Solution of Transportation Problem

(b) Determine an initial basic feasible solution to the following transportation problem using North-West Corner Rule :

Origin	Destination				Supply
	D_1	D_2	D_3	D_4	
O_1	6	4	1	5	6
O_2	8	9	2	7	1
O_3	4	3	6	2	10
Demand	7	5	3	2	17	**[05]**

(B) Explain Systematic Sampling Method. **[05]**

Q.5) (A) (a) The following is expected expenditure for printing 1,000 copies of a book :

	Rs.
Author's Remuneration	18,000
Paper	39,000
D.T.P.	9,750
Cover Page : Designing, Printing	7,500
Binding	15,750

Represent above data by Pie-diagram. **[05]**

(b) Calculate Quartile Deviation and its coefficient for the following data :

Size of Item	11	12	13	14	15	16	17
Frequency	8	13	25	36	23	15	8

[05]

OR

(A) (a) If the Correlation Coefficient between X and Y is 0.3, state Correlation Coefficient between

(i) X, –Y

(ii) –X, –Y

(iii) 2X, 3Y

(iv) X – 10, Y + 15

(v) $\dfrac{X - 10}{3}$, $\dfrac{10 - Y}{4}$ [05]

(b) A construction company moves material from 3 plants X, Y, Z to 4 project sites A, B, C, D. The requirement of material at the site and the capacities of plants are given below. The table below gives transportation cost per truck load from each plant to every site. Using VAM, find initial basic feasible solution.

Plant	Site				Capacity
	A	B	C	D	
X	8	6	10	9	56
Y	4	3	15	18	75
Z	18	5	3	7	42
Requirement	28	32	45	68	173

[05]

(B) Describe Scope of Statistics in Economics and Industry. [05]

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[3674]-206

B. B. M. (I.B.) (Semester - II) Examination - 2009

IT IN BUSINESS OPERATIONS

(2008 Pattern)

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

Instructions :

　　　　(1)　*All questions are compulsory.*

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

Q.1) Answer the following : **(Any Two)**　　　　　　　　**[16]**

　　(a)　What is a System ? Explain characteristics and types of Systems in detail.

　　(b)　Define Entity, Relationships and Attributes. Draw E-R Diagram for the following example :

　　　　An organisation has several departments. Each department has number of employees. A job can be done by many or one employee, but one employee can do only one job at a time.

　　　　A data structure may be shown as follows :

　　　　Employee(EMP No, Name, Address, Grade)

　　　　Department(Dept No, Name, Function)

　　　　Job(Job No, DESC, Duration, Resources)

　　(c)　Explain types of Memory in detail.

Q.2) Answer the following : **(Any Two)** [16]

   (a)   Explain characteristics of Computers, Elements of Digital Computers and Functions. Explain Data Organisation in Computers in detail.

   (b)   What is Client Server Computing ? Explain in brief.

   (c)   Explain Prototyping Approach in detail.

Q.3) Answer the following : **(Any Two)** [16]

   (a)   Explain Normalisation with suitable example of 3NF.

   (b)   Explain Input/Output Devices in detail.

   (c)   Explain Multitasking and Batch Operating Systems.

Q.4) Answer the following : **(Any Two)** [16]

   (a)   Explain Batch Files.

   (b)   Explain LAN and WAN.

   (c)   Give advantages and limitations of RDBMS.

Q.5) Answer the following : **(Any Two)** [16]

   (a)   Explain Super Computers and Mainframe Computers.

   (b)   Describe steps involved in creating a Website - Internet. Also explain Minicomputers.

   (c)   Describe role of Internet Service Provider.

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[3674]-21

B. F. T. (Semester - II) Examination - 2009

FRENCH

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Use of dictionary is not allowed.

Q.1) **(A)** M. Robert Macuk arrive à Paris de New York. Il prend le train pour aller à Orléans. Il veut rentrer à Paris le soir. Il va à la gare et il réserve un ticket. Ecrivez un dialogue de 7-8 répliques avec l'employé à la gare.   **[10]**

OU

    (B) Complétez le dialogue :   **[10]**

M. Palmer est à la réception de l'hôtel de « Pont Neuf ». Il demande où est la piscine.

M. Palmer	_____
Le réceptionniste	Ah ! Oui M. Palmer vous avez une chambre réservée. Avez-vous une pièce d'identité s'il vous plaît ?
M. Palmer	_____
Le réceptionniste	Merci, monsieur, voulez-vous remplir la fiche ?
M. Palmer	_____
Le réceptionniste	Voilà votre clef.
M. Palmer	_____

Le réceptionniste   Là-bas, monsieur

M. Palmer   _____

Le réceptionniste   A partir de 6 h, monsieur.

Q.2) Compréhension :

M. Alberto Santos vient de Portugal. Il est directeur général et il parle français. Il est portugais et il a 50 ans. Il est marié. Sa femme s'appelle Audry et elle est grecque. Elle a une fille de vingt ans et un fils de 15 ans. Claude, sa fille travaille comme réceptionniste dans une grande entreprise. Elle parle portugais et grec. Son frère, Philippe parle trois langues, portugais, grec et français. Il est étudiant à Paris. Ils sont heureux d'habiter à Paris.

    (a)   Répondez aux questions :   **[02]**

        (i)   Quelle est la profession de M. Alberto ?

        (ii) Combien d'enfants a-t-il ?

    (b)   Dits Vrai ou Faux :   **[02]**

        (i)   M. Alberto Santos est célibataire.

        (ii) La fille de M. Santos s'appelle Audry.

    (c)   Donnez le contraire : grande   **[01]**

Q.3) (A) Reliez les deux colonnes :   **[10]**

'A'		**'B'**	
(a)	Dirige l'ensemble des activités de l'entreprise	(i)	Ça me plait
(b)	Une pièce d'identité	(ii)	Le 15 août
(c)	Votre voyez votre directeur	(iii)	Bonjour monsieur
(d)	Une belle maison	(iv)	Directeur générale
(e)	L'Assomption	(v)	Un passeport

(B) Répondez : [10]

    (a) Quel est le dernier mois de l'année ?

    (b) Comment fait-il en hiver ?

    (c) Nommez deux professions.

    (d) Où allez-vous pour prendre un avion ?

    (e) Combien de frères ou de sœurs avez-vous ?

Q.4) GRAMMAIRE ET VOCABULAIRE : [30]

    (a) Complétez avec des adjectifs possessifs : [05]

        (i) Je travaille dans _____ entreprise.

        (ii) Il va avec _____ amis.

        (iii) Vous habitez avec _____ sœurs.

        (iv) Vendez-vous _____ maison ?

        (v) Je demande _____ nom.

    (b) Complétez avec les verbes au présent : [05]

        (i) Nous (habiter) à Pune.

        (ii) Elle (s'appeler) Garcia.

        (iii) Les touristes (venir) de Delhi.

        (iv) Est-ce que vous (pouvoir) réserver une chambre.

        (v) Nous (être) à la réception d'une usine.

    (c) Quelle est leur nationalité ? [05]

        (i) Dominique est de France. Il est _____.

        (ii) Claudine est de Canada. Elle est _____.

        (iii) Je suis de l'Angleterre, je suis _____.

        (iv) Il est de l'Inde, il est _____.

        (v) Il est de Danemark, il est _____.

(d) Ecrivez les chiffres en lettres :   **[02]**

    (i)   90

    (ii) 18

(e) Quelle heure est-il ?   **[01]**

11 a.m.

(f) Mettez au féminin :   **[01]**

Il parle avec son nouveau directeur.

(g) Mettez au pluriel :   **[01]**

Le bel appartement a une grande chambre.

(h) Mettez au négatif :   **[01]**

Je travaille dans un restaurant.

(i) Mettez à l'interrogatif :   **[01]**

La chambre donne sur le parking.

(j) Complétez avec l'adjectif démonstratif :   **[01]**

_____ appartement est très petit.

(k) Complétez avec des interrogatifs :   **[02]**

    (i)   A _____ heure est le vol ? – A midi

    (ii) _____ parle en français ? – M. Durant

(l) Complétez avec des prépositions :   **[05]**

    (i)   Je travaille _____ la société Tata Motors.

    (ii) C'est un voyage _____ affaires.

    (iii) Je réserve une chambre _____ mon ami.

    (iv) Ils vont _____ Canada.

    (v) Il est chef de production _____ une usine de voitures.

Q.5) (A) Vous décrivez votre nouvel appartement à votre ami. Ecrivez 5/6 phrases. **[05]**

OU

(B) Ecrivez un paragraphe sur les saisons en France. Ecrivez 5/6 phrases. **[05]**

Q.6) (A) Traduisez en anglais : **[05]**

Si vous voulez voyager en France, prenez le train en France. Il y a six gares à Paris et la plupart des grandes lignes partent de Paris. Avant de prendre le train vous pouvez acheter le billet de la billetterie automatique. Elle vous permet d'acheter un billet sans réservation jusqu'au moment de votre départ. Vous pouvez retirer aussi une réservation commandée et échanger une réservation pour un départ.

(B) Traduisez en français : **[05]**

I would like to reserve two rooms for my director and his wife. They are four persons. They are arriving from Strasbourg by car. They want a hotel with parking. They also want the rooms with a bathroom for three nights. Is there a swimming pool in your hotel ?

———————

Total No. of Questions : 7]   [Total No. of Printed Pages : 2

[3674]-22

B. F. T. (Semester - II) Examination - 2009

COMMERCIAL GEOGRAPHY - WORLD

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) Question No. 7 is compulsory.

*(2) Attempt **any four** questions from question nos. 1 to 6.*

(3) Draw neat diagram wherever necessary.

(4) Use of map stencil is allowed.

Q.1) What is Man and Environment Relationship ? Describe Cultural Environment with its impact on Commercial Activities.   **[15]**

Q.2) What are Commercial Activities of Man ? Describe physical factors controlling Commercial Activities of Man.   **[15]**

Q.3) What are Power Resources ? Write an account on Production of Coal Production in the World.   **[15]**

Q.4) Explain Weber's Theory of Industrial Location.   **[15]**

Q.5) Write an account on Sugar Industries in the World.   **[15]**

Q.6) What are the types of International Trade ? Describe Prospects of International Trade with their problems.   **[15]**

Q.7) Write short notes : **(Any Four)** [20]

    (a)   Tertiary Activities of Man

    (b)   World Distribution of Copper

    (c)   Paper and Paper Pulp Industries in India

    (d)   Panama Canal

    (e)   Hydro-electricity in the World

    (f)   Importance of Resources in Foreign Trade

———————

[3674]-23

B. F. T. (Semester - II) Examination - 2009
BASIC OF COMPUTERS - I

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

Q.1) Solve **any two** of the following :   [20]

   (a)   Define Computer. Explain different types of Computers.

   (b)   Why Input/Output Devices are necessary for a Computer System ? Explain any two input devices.

   (c)   What is the use of Plotter ? What type of users need it ? Explain working mechanism of Drum Plotter.

Q.2) Solve **any four** of the following :   [20]

   (a)   What are the basic components of CPU of a Computer System ? Describe role of each component in the functioning of a Computer System.

   (b)   What do you mean by Secondary Storage ? How it differs from Primary Storage ?

   (c)   State uses of Magnetic Tape.

   (d)   Write a note on Application Software.

   (e)   Describe the following terms :

       (i)   Internet

       (ii)   Intranet

Q.3) Write short notes : **(Any Four)** [20]

    (a)   Digitizer

    (b)   www

    (c)   Magnetic Disk

    (d)   Mouse

    (e)   Electronic Mail

Q.4) Solve **any four** of the following : [20]

    (a)   Explain FTP.

    (b)   What is the use of Output Device ? List some Output Devices.

    (c)   Describe stages in creating a Web Site.

    (d)   Write a note on ROM.

    (e)   Explain the following terms :

        (i)   Web Client

        (ii)   www Browser

—————————

[3674]-24

B. F. T. (Semester - II) Examination - 2009
INDUSTRIAL ORGANISATION
(Old Course)

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

Instructions :

　　　　*(1) Question No. **1** is compulsory.*

　　　　*(2) Solve **any four** questions from the remaining.*

　　　　(3) Figures to the right indicate full marks.

Q.1) Write short notes : **(Any Four)**　　　　　　　　　**[20]**

　　　(a)　Emergence of Multinational Corporations in India

　　　(b)　Scientific Management

　　　(c)　Effects of Acquisition

　　　(d)　Importance of Foreign Trade

　　　(e)　Organisation Finance

Q.2) "A successful businessman is born and not made." Comment.　**[15]**

Q.3) What do you mean by 'Business Combination' ? Explain with an example meaning of Mergers and Acquisitions with their effects.　**[15]**

Q.4) Define Functional Organisation. Explain its merits and limitations.　**[15]**

Q.5) What do you mean by Labour Productivity ? Explain with importance.　**[15]**

Q.6) What do you mean by 'Optimum Firm' ? Explain factors which affect size of the Firm.　　　　　　　　　　　　　　　**[15]**

[3674]-25

B. F. T. (Semester - II) Examination - 2009

ELEMENTS OF HUMAN RESOURCE MANAGEMENT

(Old Course)

Time : 3 Hours]　　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

   *(1)　Solve **any five** questions.*

   (2)　All questions carry equal marks.

   (3)　Draw figures wherever necessary.

Q.1) Explain concept of Human Resource Management. How it helps in developing Human Relations ?

Q.2) Discuss in detail the concept and procedure of Manpower Planning.

Q.3) Explain in detail the process of selection in an Organisation.

Q.4) Define the term Training. Give various needs of Training. How Training and Development is different from Education ?

Q.5) What is Performance Appraisal ? Discuss various methods of Performance Appraisal in detail.

Q.6) Discuss in detail the duties and responsibilities of H. R. Manager. What qualities are required for a successful H. R. Manager ?

Q.7) Write short notes : **(Any Four)**

(a)   SWOT Analysis

(b)   Promotion

(c)   Job Rotation

(d)   Time Management

(e)   Training Calendar

(f)   Succession Planning

————————

[3674]-26

B. F. T. (Semester - II) Examination - 2009

BUSINESS AND WORLD BODIES

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Attempt **any five** questions.*

    (2) All questions carry equal marks.

Q.1) What do you understand by International Cartels ? Illustrate your answer giving operation and structure of OPEC or any other Cartel.

Q.2) What are the different forms of International Economic Integration ? Give examples of various trade blocks to illustrate your answer.

Q.3) What do you understand by South-South Co-operation ? Explain its objectives.

Q.4) Explain following principles of International Law for Business :

    (a)   The Act of State Doctrine

    (b)   The Treatment and Rights of Aliens

    (c)   The Doctrine of Comity

Q.5) Explain the functions and objectives of following World Bank affiliates :

    (a)   IDA

    (b)   IFC

Q.6) Explain the functions and objectives of UNIDO. Compare its working with UNCTAD.

Q.7) Write short notes : **(Any Four)**

    (a)   Special Drawing Rights

    (b)   TRIPS

    (c)   MIGA

    (d)   Principles of Multilateral Trading System under WTO

    (e)   Uruguay Round of GATT

    (f)   IMF Quotas

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Total No. of Questions : 5]　　　　　　[Total No. of Printed Pages : 2

[3674]-301

B. B. M. (IB) (Semester - III) Examination - 2009
INTERNATIONAL BUSINESS ENVIRONMENT
(2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) All questions carry equal marks.

Q.1) Explain the term Globalisation. What are the Positive and Negative Impacts of Globalisation on Enviornment ?

OR

Q.1) Explain in detail the role of W.T.O. in Environmental Pollution.

Q.2) What is Environmental Marketing ? Explain it components in detail.

OR

Q.2) Explain in detail the role of Business Strategies in Sustainable Marketing.

Q.3) Describe the role of Corporate Sector in reducing Greenhouse Gases.

OR

Q.3) What are Carbon Credits ? What are the arguments against Carbon Credits ?

Q.4) What do you mean by Business Ethics ? Explain the principles of Business Ethics.

OR

Q.4) Explain with examples the term Green Industries. What are the characteristics of Green Industries ?

Q.5) Write short notes : **(Any Four)**

    (a)   Electronic Waste

    (b)   Green Products

    (c)   Factors Encouraging Illegal Trade

    (d)   Industrial Ecology

    (e)   Environmental Ethics

    (f)   Special Economics Zones (SEZ's)

———————

Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-302

B. B. M. (I.B.) (Semester - III) Examination - 2009

PRODUCTION AND OPERATION MANAGEMENT

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

   (1) All questions are compulsory.

   (2) Figures to the right indicate full marks.

Q.1) Define the term 'Production Management'. State and explain role and responsibilities of Production Manager in a Multi-product Company.   **[16]**

OR

Q.1) Explain with practical examples various types of Production Systems. **[16]**

Q.2) What do you mean by the term 'Product Design' ? Explain factors influencing Product Design.   **[16]**

OR

Q.2) Explain meaning, objectives and scope of Production Planning and Control.   **[16]**

Q.3) "Scheduling of Production Programme is almost not possible in jobbing concerns." Do you agree with this view ? How the job order industries schedule their Production Programme ? Explain case of any turnkey industry.   **[16]**

OR

Q.3) Explain fundamental techniques of Time and Motion Study. How it promotes productivity ?   **[16]**

Q.4) (A) Distinguish between Production and Productivity. **[04]**

(B) Design at least six partial parameters measuring the productivity of a Management Institute with enrollment of 1,000 students. **[12]**

Q.4) What do you mean by Industrial Safety ? State provisions of The Factories Act, 1948 in relation to safety of Industrial Workers. **[4+12=16]**

Q.5) Write short notes : **(Any Four)** **[4x4=16]**

(a) Effects of Good Lighting on Efficiency of Workers

(b) SIMO Chart

(c) ISO 9000

(d) Ergonomics

(e) Multi-skill Technology and its Impact on Cost

(f) Product Simplification as Applicable to Consumer Durables

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[3674]-303

B. B. M. (IB) (Semester - III) Examination - 2009
INTERNATIONAL ECONOMICS
(2008 Pattern)

Time : 3 Hours]　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　(1)　*All questions are compulsory.*

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

Q.1) Define International Economics with its meaning, nature and scope. **[15]**

OR

Q.1) What is the difference between Inter-regional Trade and International Trade ? **[15]**

Q.2) Explain in detail Absolute Cost Advantage Theory. **[15]**

OR

Q.2) What do you mean by Free Trade ? Write in detail Arguments For and Against Free Trade. **[15]**

Q.3) Explain concept of Terms of Trade with determining factors. **[15]**

OR

Q.3) Critically evaluate Ricardo's Theory of Comparative Cost. **[15]**

Q.4) Explain objectives and functions of World Bank. **[15]**

OR

Q.4) What do you mean by Tariff Barriers ? Explain different types of Tariffs. **[15]**

Q.5) Write short notes : **(Any Four)** [20]

    (a)   Significance of International Trade

    (b)   Leontieff Paradox

    (c)   Special Drawing Rights

    (d)   Dynamic Gains from Trade

    (e)   Infant Industry Argument for Protection

    (f)   Factor Endowment

    (g)   Functions of WTO

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Total No. of Questions : 7]   [Total No. of Printed Pages : 2

[3674]-304

B. B. M. (IB) (Semester - III) Examination - 2009

INTERNATIONAL MARKETING

(2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Attempt **any five** questions.*

    (2) All questions carry equal marks.

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

Q.1) Define International Marketing. Explain challenges and opportunities of International Marketing.   **[16]**

Q.2) Explain recent Import Export Policies and Procedures in detail.   **[16]**

Q.3) State procedure and importance of :   **[16]**

    (a) Quality Control and Pre-shipment Inspection

    (b) Marine Insurance

Q.4) State rules for successful exporting. Which factors should be considered while segmenting market for International Marketing ?   **[16]**

Q.5) Explain objectives and functions of EXIM Bank.   **[16]**

Q.6) (A) State functions of W.T.O.   **[08]**

    (B) Write a note on GATT.   **[08]**

Q.7) Write short notes : **(Any Four)** [16]

    (a)   Objectives of International Marketing

    (b)   Custom Clearance in Export Business

    (c)   Pre-shipment Credit

    (d)   Importance of Export Packing

    (e)   Objectives of Quality Control

    (f)   Special Problems in International Marketing

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Total No. of Questions : 5]　　　　　[Total No. of Printed Pages : 3

[3674]-305

B. B. M. (IB) (Semester - III) Examination - 2009

MANAGEMENT ACCOUNTING

(2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　　(1) *All questions are compulsory.*

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

　　　　(3) *Use of calculator is allowed.*

Q.1) Define the term 'Management Accounting'. Explain its principal techniques and systems. **[16]**

OR

Q.1) What is analysis and interpretation of Financial Statement ? Explain various methods of such analysis. **[16]**

Q.2) Explain meaning and importance of Fund Flow Statement. How does it differ from Cash Flow Statement ? **[16]**

OR

Q.2) What is 'Working Capital' ? Explain factors determining the requirement of Working Capital. **[16]**

Q.3) Calculate the following Ratios : **[16]**

　　(a)　Current Ratio

　　(b)　Stock Turnover

　　(c)　Debtors Turnover

　　(d)　Turnover to Fixed Assets

　　(e)　Selling Expenses to Sales

　　(f)　Operating Ratio

Balance Sheet as on 31-03-2008

Liabilities	Amount	Assets	Amount
50,000 Shares of Rs. 10 each	5,00,000	Land and Buildings	5,00,000
General Reserve	4,00,000	Plant and Machinery	2,00,000
Sundry Creditors	2,00,000	Stock	1,50,000
Profit and Loss A/c.	1,50,000	Sundry Debtors	2,50,000
		Bank	1,50,000
Total Rs.	**12,50,000**	**Total Rs.**	**12,50,000**

Profit and Loss A/c. for the year ending 31-3-2008

Dr.   Cr.

Particulars	Amount	Particulars	Amount
To Opening Stock	2,50,000	By Sales	18,00,000
To Purchases	10,50,000	By Closing Stock	1,50,000
To Selling Expenses	1,00,000	By Profit on Sale of Fixed Assets	50,000
To Administration Expenses	2,30,000		
To Other Overheads	20,000		
To Net Profit	3,50,000		
Total Rs.	**20,00,000**	**Total Rs.**	**20,00,000**

OR

Q.3) Define the terms 'Budget' and 'Budgetary Control System'. Explain its objectives and limitations. **[16]**

Q.4) The turnover and profits during the two periods were as follows : **[16]**

Particulars	Sales (Rs.)	Profits (Rs.)
Period - I	40 Lakhs	4 Lakhs
Period - II	60 Lakhs	8 Lakhs

Assuming that the cost structure and selling prices remain the same in the two periods,

calculate :

(a)   Profit Volume Ratio

(b)   Break-even Point Sales

(c)   The Sales required to earn a profit of Rs. 10 lakhs

(d)   Margin of Safety in Period II

(e)   Profit when sales are Rs. 50 lakhs

Q.5) Write notes : **(Any Four)**   [16]

(a)   Scope of Management Accounting

(b)   Leverage Ratios

(c)   Proforma of Sources and Applications of Fund

(d)   Computation of Working Capital

(e)   Advantages of Marginal Costing

(f)   Types of Budgets

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[3674]-306

B. B. M. (I.B.) (Semester - III) Examination - 2009

E-COMMERCE TECHNOLOGY

(2008 Course)

Time : 3 Hours]　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　(1)　All questions are compulsory.

　　　(2)　Write your assumptions clearly.

　　　(3)　Draw neat diagrams wherever required.

Q.1) Answer the following :　　　　　　　　　　**[2x8=16]**

　　(a)　What is Encryption ?

　　(b)　What is DES ?

　　(c)　What is B2G and B2C ?

　　(d)　Which are main activities of E-commerce ?

　　(e)　Write any four limitations of EDI.

　　(f)　What is E-commerce ?

　　(g)　What are the types of Electronic Payment Systems ?

　　(h)　What are the Domain Names ?

Q.2) Attempt **any four** :　　　　　　　　　　**[4x4=16]**

　　(a)　Differentiate between Extranet and Intranet.

　　(b)　Explain various Applications of EDI.

　　(c)　Explain Goals of E-commerce.

　　(d)　Explain Value Exchange System.

　　(e)　What is Virus ? How it spreads ?

Q.3) Attempt **any four** : [4x4=16]

    (a)   Explain different types of Networks.

    (b)   Explain role of Internet in B2B Application.

    (c)   Discuss PROS and CONS of Online Shopping.

    (d)   Explain implementation of Digital Signature.

    (e)   What are Internet Service Providers ? Explain various types of Internet Service Providers.

Q.4) Attempt **any four** : [4x4=16]

    (a)   Explain advantages and disadvantages of E-commerce.

    (b)   What is Computer Crime ? Explain types of Computer Crimes.

    (c)   Explain different benefits of Website.

    (d)   Explain different components of Internet Information Technology Structure.

    (e)   Explain World Wide Web.

Q.5) Write short notes : **(Any Four)** [4x4=16]

    (a)   Hacking

    (b)   E-governance of India

    (c)   Evolution of Internet

    (d)   Firewall

    (e)   Credit Card System

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Total No. of Questions : 5]   [Total No. of Printed Pages : 5

[3674]-31

B. F. T. (Semester - III) Examination - 2009

STATISTICS AND QUANTITATIVE TECHNIQUES

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

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

(3) *Use of calculator is allowed.*

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

Q.1) Attempt **each** of the following :   [05 each]

(a)   What is Tabulation ? Explain different parts of Statistical Table.

(b)   Represent the following frequency distribution by histogram :

Quantity of Milk Collected (liter per day)	1-100	100-200	200-300	300-400	400-500
No. of Societies	35	80	150	70	45

Also determine mode graphically.

(c)   State requisites of good measure of Central Tendency.

(d) Find an initial basic feasible solution by VAM for the following transportation problem :

Origin	Destination				Supply
	D_1	D_2	D_3	D_4	
O_1	23	27	16	18	30
O_2	12	17	20	51	40
O_3	22	28	12	32	53
Demand	22	35	25	41	

Q.2) (A) (a) The following data represents goals scored by two teams in football matches :

No. of goals scored	0	1	2	3	4
No. of matches by team A	20	12	08	03	02
No. of matches by team B	18	10	07	06	04

(i) Which team scores more goals on an average ? Justify.

(ii) Which team is more consistent ? Justify. **[08]**

(b) The mean salary of 77 workers in a certain factory is Rs. 1,560. The mean salary of 32 of them is Rs. 1,500 and that of the next 25 of the remaining is Rs. 1,640. Find mean salary of remaining 20 workers. **[02]**

OR

(A) The profit (in lakhs of Rs.) earned by company in x^{th} year is tabulated below :

Year (X)	1	2	3	4	5	6	7
Profit (Y)	10	12	18	20	15	13	16

Fit a second degree curve of the type $Y = a + bX + cX^2$ to the above data. Also estimate profit in 9th year. **[10]**

(B) What do you mean by Classification ? Describe Inclusive and Exclusive Methods of Classification. **[05]**

Q.3) (A) (a) Following is the frequency distribution of shops according to daily sales in supermarket on a particular day :

Daily Sales (in '000 Rs.)	10-20	20-30	30-40	40-50	50-60	60 and above
No. of Shops	12	23	47	08	03	02

Find median and modal daily sales for the above frequency distribution. **[07]**

(b) For a bivariate data : correlation coefficient

$r = 0.4$, $\sum (x - \bar{x})(y - \bar{y}) = 108$, Var $(Y) = 9$

$\sum (x - \bar{x})^2 = 900$. Find number of pairs of observations. **[03]**

OR

(A) (a) The algebra test was given to 400 high school children of whom 150 were boys and 250 were girls. The results were as follows :

$n_1 = 150$, $\bar{X}_1 = 72$, $\sigma_1^2 = 7.0$

$n_2 = 250$, $\bar{X}_2 = 73$, $\sigma_2^2 = 6.4$

Find coefficient of variation for combined group. **[05]**

(b) Six singers in a music contest were ranked by two judges X and Y as follows :

Singers	A	B	C	D	E	F
Ranks by Judge (X)	5	6	4	3	2	1
Ranks by Judge (Y)	6	2	1	3	4	5

Compute Spearman's rank correlation coefficient between X and Y. Hence comment on the judgement of two judges. **[05]**

(B) Describe uses of Statistics in Industry and Insurance. **[05]**

Q.4) (A) (a) Solve the following assignment problem to minimize total cost : **[06]**

Machines	Job				
	A	**B**	**C**	**D**	**E**
M₁	11	10	18	5	9
M₂	14	13	12	19	6
M₃	5	3	4	2	4
M₄	15	18	17	9	12
M₅	10	11	19	6	14

(b) The starting weekly salaries (in Rs.) of 9 employees recruited in a firm are :

1500, 1750, 1680, 1820, 1750, 2000, 1725, 1575, 1750.

Find mean, median and mode. **[04]**

OR

(A) (a) Present the following information using pie-chart : **[05]**

Mode of Transport	Bus	Train	Aeroplane	Taxi	Own Vehicle
No. of Passengers	1500	2000	250	750	500

(b) The two equations of regression lines are found to be $X - 4Y = 5$ and $X - 16Y = -64$. The variance of Y is 1. Find :

(i) means of X and Y,

(ii) variance of X,

(iii) regression coefficients of Y on X and X on Y. **[05]**

(B) What is Correlation ? Describe different types of correlations with illustrations. **[05]**

Q.5) **(A)** **(a)** The following is initial basic feasible solution of a transportation problem. Check whether it is optimal. It not, find optimum solution :

Factory	Warehouse			
	W_1	W_2	W_3	W_4
F_1	|6	㉘ |5	|8	② |5
F_2	㉟ |5	|11	|9	⑤ |7
F_3	|8	|9	㉜ |7	⑱ |13

Figures in the right hand top corners of each cell denote transportation cost per unit and numbers in the circle of the cells denote assignment made. **[06]**

(b) What do you mean by Dispersion ? State different measures of Dispersion. **[04]**

OR

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

Test Score (X)	16	22	28	24	29	25	16	23	24
Sales ('000 Rs.) (Y)	35	42	57	40	54	51	34	47	45

(i) Calculate coefficient of correlation between X and Y.

(ii) Predict sale of a salesman having score 30. **[10]**

(B) State merits and demerits of Median. **[05]**

Total No. of Questions : 7]   [Total No. of Printed Pages : 1

[3674]-32

B. F. T. (Semester - III) Examination - 2009
MATERIALS MANAGEMENT
(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Question No. **1** is compulsory.*

    *(2) Attempt **any 4** questions from the remaining.*

Q.1) What is Materials Management ? Describe objectives and importance of Materials Management in the context of Global Competition. **[20]**

Q.2) Explain Principles of Efficient and Effective Warehousing Management. State how items are classified in Warehouse. **[15]**

Q.3) Describe various principles of Material Handling. State equipments which are used in Material Handling. **[15]**

Q.4) Explain various Legal Aspects in Buying. **[15]**

Q.5) State importance and scope of Standardisation and Codification in Materials Management. **[15]**

Q.6) "In every function of Materials Management use of Computerisation is inevitable." Do you agree with this ? Justify you answer. **[15]**

Q.7) Write short notes : **(Any Three)** **[15]**

    (a) Economic Order Quantity

    (b) ABC Analysis

    (c) Supply Chain Management

    (d) Letter of Credit

    (e) JIT and Kanban

[3674]-33

B. F. T. (Semester - III) Examination - 2009
BASIC OF COMPUTERS - II
(Old Course)

Time : 3 Hours]　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　(1)　All questions are compulsory.

　　(2)　Figures to the right indicate full marks.

Q.1) Attempt **any two** of the following :

　(a)　Describe various stages of SDLC in detail.　　**[10]**

　(b)　Explain concept of Fact Finding Techniques and explain the following fact finding techniques :　　**[10]**

　　　(i)　Interviews

　　　(ii)　Questionnaire

　(c)　Explain the term System with suitable example and all its elements.　　**[10]**

Q.2) Attempt **any two** of the following :

　(a)　Write a note on RDBMS.　　**[10]**

　(b)　Define :　　**[10]**

　　　(i)　primary key

　　　(ii)　tuple

　　　(iii)　entity

　　　(iv)　strong entity set

　　　(v)　super key

(c) Consider the following country table and solve SQL queries : **[10]**

Coutry_code, Country_name, Capital, Population.

(i) Insert five records in the table.

(ii) Display list of country whose population is greater than 1,00,00,000.

(iii) Delete record whose capital is 'ABC'.

(iv) Change population of the country from 3,00,00,000 to 5,00,00,000 whose country code is 'C101'.

(v) Describe structure of table.

Q.3) Attempt **any two** of the following :

(a) Explain concept of Topology with any two types in detail. **[10]**

(b) Describe Wide Area Network (WAN). **[10]**

(c) Describe the following : **[10]**

   (i) Client Server Model

   (ii) Network Security Issues

Q.4) Attempt **any two** of the following :

(a) Explain Normalization and its normal form with suitable example. **[10]**

(b) Construct ER diagram for Library. **[10]**

University Library has many books. Books are written by different authors. Books are classified into different categories. Library purchases books from specific book seller of different publishers. Members of library are either staff members or students.

(c) (i) Describe uses of Internet. **[05]**

   (ii) Write a note on Virus. **[05]**

[3674]-34

B. F. T. (Semester - III) Examination - 2009

BUSINESS ETHICS

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Question No. **1** is compulsory. Solve **any four** questions from question nos. **2** to **7**.*

    (2) Figures to the right indicate full marks.

Q.1) Write short notes : **(Any Four)**   **[20]**

    (a)   Copyright

    (b)   Need of Environmental Protection

    (c)   Computer Viruses and Hackers

    (d)   Gandhian Philosophy and Business Ethics

    (e)   Conventional Morality

Q.2) What do you mean by Business Ethics ? How Ethics is useful to build a Good Society ? Explain Major Ethical Systems.   **[15]**

Q.3) What is Social Audit ? Write its advantages and limitations.   **[15]**

Q.4) (A)   What are the Consumer Rights under Consumer Protection Act, 1986 ?   **[08]**

    (B)   Enumerate Islamic Ethics.   **[07]**

Q.5) Describe advantages of Formal Committees, Control and Audit System for enforcing Ethical Behaviour. **[15]**

Q.6) (A) Write characteristics of Ethical Code. **[08]**

(B) What are the Professional Ethical Codes ? **[07]**

Q.7) What Ethical Issues are faced by Marketing Manager ? How to resolve them ? **[15]**

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[3674]-35

B. F. T. (Semester - III) Examination - 2009

FOREIGN EXCHANGE MANAGEMENT

(Old Course)

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

Instructions :

　　*(1) Attempt **any five** questions.*

　　(2) All questions carry equal marks.

Q.1) Explain the Role of Commercial Banks in Foreign Exchange Market.

Q.2) What is Floating Exchange Rate ? State its advantages. How it differs from Fixed Exchange Rate.

Q.3) Explain the provisions of FERA and FEMA in respect of Management and Control of Foreign Market in India.

Q.4) What is Letter of Credit ? State various parties to the Letter of Credit. Also state what is revolving Letter of Credit.

Q.5) Define Euro Currency Market. State its features and segments. What are the reason for Existence of Euro Currency Market ?

Q.6) What is Foreign Exchange Risk ? State how it is managed ?

Q.7) Write short notes : **(Any Four)**

    (a)   Purchasing Power Parity

    (b)   Balance of Trade

    (c)   Direct and Indirect Quote

    (d)   Measure of Correct Balance of Payment Difference

    (e)   Economic Risk in Foreign Exchange

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Total No. of Questions : 4]   [Total No. of Printed Pages : 2

[3674]-36

B. F. T. (Semester - III) Examination - 2009

GLOBAL CROSS-CULTURAL STUDIES

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) All questions carry equal marks.

Q.1) (A) Explain impact of Technology on changing socio-cultural habits in India.   **[10]**

(B) Discuss concept of Caste in India. Which factors are responsible for changes in the Caste System.   **[10]**

OR

Q.1) (A) Explain concepts of 'Customs' and 'Law' and differentiate between the two.   **[10]**

(B) Define 'Family' and explain various functions of Family.   **[10]**

Q.2) (A) How are Culture and Civilization different from each other ? Enumerate points of difference between the two, giving suitable illustrations.   **[10]**

(B) Define 'Marriage'. Discuss significance of Marriage in Society.   **[10]**

OR

Q.2) (A) Define Social Structure and enumerate differences in the Social Structure of USA and India.   **[10]**

(B) Differentiate between the Rural and Urban Community.   **[10]**

Q.3) "Culture specific trends in communication, negotiation and decision-making affect the role of a Manager in the Modern World." Discuss giving relevant examples. **[20]**

OR

Q.3) "Understanding the process of cultural adaptation, cultural transmission and cultural conformity is imperative in the formulation of Business Strategies." Comment. **[20]**

Q.4) Write short notes : **(Any Four)** **[20]**

    (a) Religion and Morality

    (b) Social Classes

    (c) Society

    (d) Westernization

    (e) Problems of an Indian Foreigner in a White Man's World

    (f) Folkways and Mores

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Total No. of Questions : 4]　　　　　　[Total No. of Printed Pages : 2

[3674]-401

B. F. T. (Semester - IV) Examination - 2009
INTERNATIONAL RELATIONS

Time : 3 Hours]　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　　(1)　All questions are compulsory.

　　　　(2)　All questions carry equal marks.

Q.1) (A)　Enumerate objectives and salient features of India's Foreign Policy. **[10]**

　　　　(B)　Take an Overview of Indo-China Relations from 1950 to 2009. **[10]**

OR

Q.1) (A)　Explain structure and functions of ECOSOC and Security Council. **[10]**

　　　　(B)　Define 'Nationalism' and examine role of various factors in the promotion of Nationalism. **[10]**

Q.2) (A)　Define 'International Relations'. What is the subject matter of International Relations ? **[10]**

　　　　(B)　Discuss causes and consequences of World War II. **[10]**

OR

Q.2) (A)　What are the major developments in the world in the post cold war period ? **[10]**

　　　　(B)　Trace development of Indo-USA Relations in the last decade. **[10]**

Q.3) Take an Overview of Indo-Pak Relations from 1947 to 2009. **[20]**

OR

Q.3) What are the features of the NIEO proposed by the Less Developed Nations of the World ? What means have they suggested for achieving the objectives of NIEO ? **[20]**

Q.4) Write short notes : **(Any Four)** **[20]**

    (a)   OPEC

    (b)   WTO

    (c)   Indo-Sri Lanka Relations

    (d)   G-15

    (e)   Globalization

    (f)   Indo-Russia Relations

Total No. of Questions : 7]   [Total No. of Printed Pages : 2

[3674]-402

B. F. T. (Semester - IV) Examination - 2009

INTERNATIONAL   MARKETING

Time : 3 Hours]   [Max. Marks : 80

Instructions :

   *(1) Answer **any five** questions.*

   (2) All questions carry equal marks.

Q.1) What is Globalisation ? What are its implications on International Marketing ?

Q.2) Explain merits and demerits of Product Standardisation Vs. Product Adaptation in International Marketing. Give Mandatory and Non-mandatory Product Adaptation examples.

Q.3) Comment on following International Pricing Strategies :

   (a) Marginal Costing Strategy

   (b) Life Cycle Based Pricing

   (c) Differential Pricing

   (d) Transfer Pricing

Q.4) Explain advantages and problems associated with E-commerce. What are the factors leading to the growth of E-commerce ?

Q.5) Explain briefly various modes of entry into International Business. Give examples.

Q.6) How would you analyse Foreign Markets to indentify and select a Particular Market for your product or service ?

Q.7) Write short notes : **(Any Four)**

    (a)   Counter Trade

    (b)   Communication Adaptation in International Markets

    (c)   Global Retailers

    (d)   Challenges of International Marketing Research

    (e)   International Product Life Cycle

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Total No. of Questions : 6]   [Total No. of Printed Pages : 1

[3674]-403

B. F. T. (Semester - IV) Examination - 2009

STUDY OF TRADED PRODUCTS

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) Question No. 1 is compulsory.

    *(2) Attempt **any four** from the remaining.*

    (3) Figures to the right indicate full marks.

Q.1) (A)   Explain various products which belong to the Engineering Sector. **[10]**

    (B)   Explain Segments of Pharmaceuticals Products. **[10]**

Q.2) Explain classification of Indian 4 Wheeler Industry and its segmentwise features. **[15]**

Q.3) Name various Tractor Companies of India and Tractor Segmentation and Analysis. **[15]**

Q.4) Discuss Bulk Drugs and Formulations in the Pharmaceutical Sector. **[15]**

Q.5) Which are our major export markets for 'Spices' ? What measures are needed to improve Spice Exports ? **[15]**

Q.6) Give a complete overview of 'Indian Leather Industry'. **[15]**

[3674]-404

B. F. T. (Semester - IV) Examination - 2009

INTERNATIONAL FINANCIAL MANAGEMENT

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Attempt **any five** questions.*

    (2) All questions carry equal marks.

Q.1) (A) Define Euro Currency Market. What are its Centers ? Also state its features.

    (B) Explain Indirect Methods used by RBI to control Foreign Exchange Market.

Q.2) What do you mean by Risk in Foreign Exchange ? Explain various types of Risk involved.

Q.3) (A) What is Cash, Spot and Forward in Foreign Exchange ?

    (B) Explain various factors for fluctuations in Foreign Exchange Rate in the Market.

Q.4) (A) State Direct Method of Exchange Control used by RBI in Foreign Exchange Market.

    (B) State the role played by RBI in Financing Imports.

Q.5) (A) Explain how the Risk in Foreign Exchange is managed ?

    (B) Describe the role played by RBI in Post Shipment Financing.

Q.6) (A) Explain the objectives and the role played by World Bank and Bank for International Settlement as International Financing Agency.

(B) Explain various methods of Settlement of Debts in International Market.

Q.7) Write short notes : **(Any Two)**

(a) Balance of Trade

(b) Partial Conversion of Currency

(c) International Monatory Fund

(d) Interest Rate Parity

[3674]-405

B. F. T. (Semester - IV) Examination - 2009
ELEMENTS OF INDUSTRIAL ENGINEERING
(2005 Pattern)

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

Instructions :

　　　　(1) Question Nos. 1 and 2 are compulsory.
　　　　*(2) Solve **any** 3 out of the remaining.*
　　　　(3) Figures to the right indicate full marks.

Q.1) (A)　What do you understand by Work Study ? Explain its scope
　　　　　　in Industrial Engineering.　　　　　　　　　　　　**[10]**

　　　　(B)　Elaborate various principles of Material Handling.　　**[10]**

Q.2) Write notes : **(Any Two)**　　　　　　　　　　　　　**[15]**

　　　　(a)　Effect of Heat and Noise on Performance

　　　　(b)　Gilbreth's Contribution to Management

　　　　(c)　Activity Sampling

　　　　(d)　Time Study Rating

Q.3) Discuss Contribution of Taylor to Industrial Management.　　**[15]**

Q.4) How does the lay-out of plant help in improving flow patterns and
　　　　safety in the plant ?　　　　　　　　　　　　　　　**[15]**

Q.5) "Industrial Safety depends upon availability of a large variety of
　　　　equipments." Discuss.　　　　　　　　　　　　　　**[15]**

Q.6) "Method Study will be complete only when questioning techniques are
　　　　perfect." Explain.　　　　　　　　　　　　　　　　**[15]**

Q.7) "Value Analysis is a crucial component of Industrial Engineering."
　　　　Discuss giving examples.　　　　　　　　　　　　　**[15]**

Total No. of Questions : 5]   [Total No. of Printed Pages : 2

[3674]-501

B. F. T. (Semester - V) Examination - 2009
ECONOMIC ANALYSIS FOR BUSINESS DECISIONS

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

Q.1) Discuss problems faced by MNCs in the developing countries with suitable example. **[15]**

OR

Q.1) State meaning of Investment Multiplier. Describe in detail the process of investment multiplier working with an appropriate example. **[15]**

Q.2) What do you know about Exporter's Cost ? Discuss factors affecting International Pricing of a Product. **[15]**

OR

Q.2) State meaning of Market Oriented Pricing. When and how a Market Oriented Pricing Policy is adopted by a firm ? **[15]**

Q.3) Describe advantages and disadvantages of Dumping Policy from the point of developing countries. **[15]**

OR

Q.3) What is Capital Budgeting ? Explain steps involved in the Capital Budgeting Process. **[15]**

Q.4) Discuss in detail Decision-making Process under Risk and Uncertainty with a suitable example of a firm that you studied in the syllabus. **[15]**

OR

Q.4) Describe in depth the pros and cons of Incremental Rate Return (IRR) criterion. **[15]**

Q.5) Write notes : **(Any Four)** **[20]**

    (a)   Local Agitations and MNC

    (b)   Exporter's Cost

    (c)   Pricing Policy of a Firm

    (d)   Mark-up Pricing

    (e)   Project Appraisal

    (f)   Cost-Benefit Analysis

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[3674]-502

B. F. T. (Semester - V) Examination - 2009

INTERNATIONAL PROJECT MANAGEMENT

Time : 3 Hours]　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　*(1) Question No. **1** is compulsory.*

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

　　　(3) Figures to the right indicate full marks.

Q.1) Write short notes : **(Any Four)** 　　　　　　　　　　**[20]**

　　(a)　Trade Opls.

　　(b)　Project Team

　　(c)　Project Plan

　　(d)　Complexities in Project Management

　　(e)　Governance Risk

　　(f)　Policies for Good Internal Controls

Q.2) What is Project Appraisal ? Explain any one Method of Appraisal
　　in detail. 　　　　　　　　　　　　　　　　　　　**[15]**

Q.3) What is Project Management ? Explain in detail the role of Research
　　and Development in Project Management. 　　　　　　　**[15]**

Q.4) Explain in detail any two types of Projects. 　　　　　**[15]**

Q.5) What are different types of Risks ? Explain how these risks are
　　managed ? 　　　　　　　　　　　　　　　　　　　**[15]**

Q.6) Explain different considerations required to be considered in International Project Management. **[15]**

Q.7) Write a detailed note on emergence and growth of Multinational Corporations. [M.N.C's.] **[15]**

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[3674]-503

B. F. T. (Semester - V) Examination - 2009
INTERNATIONAL BUSINESS LAWS

Time : 3 Hours]　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　*(1)　Question No. **1** is compulsory.*

　　*(2)　Answer **any four** questions from the remaining.*

Q.1) What do you knows about Business Laws ? State their concept and nature in brief.　　　　　　　　　　　　　　**[20]**

OR

Q.1) Define the term Contract. State essentials of a Valid Contract.　**[20]**

Q.2) Explain objectives, scope and functions of ILO, IMO and IBRS.　**[15]**

Q.3) Compare and discuss features of Trademarks and Copyrights as Intellectual Properties.　　　　　　　　　　　　　**[15]**

Q.4) What do you mean by WTO ? Explain in brief basic principles of WTO Trading System.　　　　　　　　　　　　　**[15]**

Q.5) State scope, nature and objectives of International Marine and Shipping Act.　　　　　　　　　　　　　　　**[15]**

Q.6) Explain Law of Seas regarding Contiguous Zone, Continental Shelf and Exclusive Economic Zone.　　　　　　　　**[15]**

Q.7) Write short notes : **(Any Three)**   **[15]**

    (a)   IFC

    (b)   Nature of International Laws

    (c)   Objectives of Foreign Trade

    (d)   Features of Information Technology Act, 2002

    (e)   Functions of WTO

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[3674]-504

B. F. T. (Semester - V)   Examination - 2009

INTEGRATED LOGISTICS MANAGEMENT

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Attempt **all five** questions.*

    (2) Figures to the right indicate full marks.

Q.1) (A) Discuss meaning of Logistics.   **[05]**

    (B) What are the Elements of Logistics ?   **[10]**

OR

Q.1) (A) Explain need and nature of Logistical Co-ordination.   **[07]**

    (B) Discuss barriers to the Internal Logistics Integration.   **[08]**

Q.2) What are the elements of Customer Service ? Discuss the same in brief.   **[15]**

OR

Q.2) Explain factors that should be considered for Evaluating Performance of Logistical System.   **[15]**

Q.3) Explain essential qualities of a Successful Logistics Manager.   **[15]**

OR

Q.3) Explain meaning and importance of 'Decision Support System'.   **[15]**

Q.4) Explain impact of product features on designing a Channel of Distribution. **[15]**

OR

Q.4) Discuss important processes which support Integrated Supply Chain Management. **[15]**

Q.5) Write short notes : **(Any Four)** **[20]**

    (a)   Role of I.T. in Warehousing

    (b)   Cost and Revenue Analysis for Logistical Decisions

    (c)   Vendor Development and Rating

    (d)   Strategy of Physical Distribution

    (e)   Facility Location

    (f)   Corporate Retailing

[3674]-505

B. F. T. (Semester - V) Examination - 2009

IMPORT AND EXPORT PROCEDURES

Time : 3 Hours]   [Max. Marks : 80

Instructions :

*(1) Attempt **any five** questions.*

(2) All questions carry equal marks.

Q.1) Explain :

(a)   What is Mate Receipt ?

(b)   Off-line Registration for Import.

Q.2) (A)   Explain On-line Registration for Import and Export.

(B)   State various provisions of Marine Insurance in Import Export Trade.

Q.3) Describe different INCO Terms used in Shipping of Goods.

Q.4) Discuss various modes of Transport used in Export of Goods.

Q.5) What is Duty Drawback ? Explain various Duty Drawback and Fiscal Incentive Schemes introduced by the Government.

Q.6) Define the term Letter of Credit ? Explain various parties to Letter of Credit. What is the liability of Issuing Bank in Letter of Credit Transaction ?

Q.7) Write short notes : **(Any Three)**

(a)   Shipping Bills

(b)   Post Shipping Financing

(c)   External Commercial Borrowing

(d)   Physical and Indirect Exports

(e)   Revolving Letter of Credit

[3674]-506

B. F. T. (Semester - V) Examination - 2009

IT FOR WORLD TRADE

Time : 3 Hours]   [Max. Marks : 80

Instructions :

 (1) Question No. **1** *is compulsory.*

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

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Q.1) Explain in brief the following terms : **(Any Eight)**   **[16]**

 (1) HTTP

 (2) Chatting

 (3) w.w.w.

 (4) E-mail

 (5) Hub

 (6) ISP

 (7) EDI

 (8) Virtual Mall

 (9) Protocol

 (10) Web Browser

Q.2) (A) Explain in detail Internet Business Model.   **[08]**

 (B) Explain Electronic Shopping Process in detail.   **[08]**

Q.3) (A) Explain G.I.S. with its benefits. **[08]**

(B) Explain concept of Internet. Give limitations of Internet in Advertising. **[08]**

Q.4) (A) Explain concept of Electronic Fund Transfer. **[08]**

(B) Explain On-line Service Travels and Auctions in detail. **[08]**

Q.5) (A) Explain in detail Electronic Banking. **[08]**

(B) Give in detail various services provided by Internet. **[08]**

Q.6) (A) What is Portal ? Explain briefly the types of Portals. **[08]**

(B) Compare Generic Trade Cycle and Internet. **[08]**

Q.7) Explain the following terms briefly : **(Any Four)** **[16]**

(a) Electronic Fund Transfer

(b) Domain Name Services

(c) E.D.I.

(d) E-mail

(e) Telnet

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Total No. of Questions : 7]   [Total No. of Printed Pages : 2

[3674]-601

B. F. T. (Semester - VI) Examination - 2009

FOREIGN TRADE POLICIES OF INDIA

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Attempt **any five** questions.*

    (2) All questions carry equal marks.

Q.1) (A) Define Globalisation. Explain its features. Assess its Impact on Indian Economy.

    (B) Explain the Historical Development of India's Foreign Trade.

Q.2) (A) State the objectives and salient features of Modern Exim Policy of India.

    (B) Discuss main features of India's Foreign Trade till 1991.

Q.3) (A) Assess the Positive Impact of Reforms in India which were introduced to overcome the Balance of Payment Crisis in 1991.

    (B) Explain various Incentives and Export Promotion measures offered by Indian Government under New Exim Policy of India.

Q.4) Explain provision of FERA and FEMA which has given Desired Direction to India's Foreign Trade.

Q.5) What do you mean by Full Convertibility of Currency ? How it differ from Partial Convertibility of Money ?

Q.6) Explain how RBI Controls and Regulate Growth of Foreign Trade under Liberalisation and Globalisation.

Q.7) Write short notes : **(Any Four)**

    (a)   Current Account and Capital Account Convertibility

    (b)   Liberalised Economy

    (c)   Exchange Restriction Power of RBI

    (d)   Achievement of EXIM Bank

    (e)   Authorised Money Changers

    (f)   Negative Side of Globalisation

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[3674]-602

B. F. T. (Semester - VI) Examination - 2009
WORLD TRADE IN SERVICES SECTOR

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

Instructions :

　　　　*(1) Attempt **any five** questions.*

　　　　(2) All questions carry equal marks.

Q.1) Define the term Services. Explain its scope and features of Services.

Q.2) What is Services Marketing ? Explain its importance in Global Business Context.

Q.3) What are the Criteria of Measurement of Customer Satisfaction ? Also state the importance of CRM in the Context of Globalisation.

Q.4) What is W.T.O. ? State its origin. Also explain objective and scope of W.T.O.

Q.5) Define GAT in Services. Explain its scope. How the services are classified as per CPC Systems ?

Q.6) Write detail note on India's present position in Word Trade in Services. Suggest various steps Indian Business should follow to improve the situation.

Q.7) Assess the Direct and Indirect impact of Education and Training in Services Sector.

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[3674]-603

B. B. A. (Semester - VI) Examination - 2009

BUSINESS POLICY AND STRATEGIC MANAGEMENT

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

Instructions :

    *(1) Question No. **1** is compulsory.*

    *(2) Attempt **any 4** from the remaining.*

    (3) Figures to the right indicate full marks.

Q.1) (A) Discuss Research and Development Strategies.   **[10]**

    (B) What are the obstacles faced by companies with respect to Global Strategic Planning ?   **[10]**

Q.2) Explain why 'Mission' is needed for any organisation ? What are the characteristics of a 'Mission Statement' ?   **[15]**

Q.3) Discuss various Barriers to Change.   **[15]**

Q.4) Discuss various factors of Global Environment.   **[15]**

Q.5) Explain with examples 'Strategic Business Units'.   **[15]**

Q.6) Explain factors affecting 'Resource Allocation'.   **[15]**

[3674]-604

B. F. T. (Semester - VI) Examination - 2009

E-COMMERCE

Time : 3 Hours]   [Max. Marks : 80

Instructions :

   (1) Figures to the right indicate full marks.

   (2) Draw neat diagrams wherever necessary.

Q.1) Attempt **any two** :   [2x8=16]

   (a)   What are the On-line Services of Cyber Banking ?

   (b)   Explain Supply Chain and Value Chain.

   (c)   What is E-market ? Explain.

Q.2) Attempt **any two** :   [2x8=16]

   (a)   What are the limitations of Electronic Cash ?

   (b)   What is Encryption and Decryption using Public Key and Private
         Key ?

   (c)   What is Information Technology ? Explain.

Q.3) Attempt **any two** :   [2x8=16]

   (a)   What is B2B E-commerce ? Explain B2B Model for Buyer
         Oriented Market Space.

   (b)   What is Digital Signature ? Explain with diagram how Digital
         Signature works.

   (c)   What is E-commerce ? Explain Framework of E-commerce.

Q.4) Attempt **any two** :   [2x8=16]

    (a)   What is the difference between Technical Implementation and Business Implementation ?

    (b)   Explain Secure Socket Layer with diagram.

    (c)   What is Electronic Payment System ? Explain.

Q.5) Write short notes : **(Any Two)**   [2x8=16]

    (a)   Technical and Non-technical Limitations of E-commerce

    (b)   Advantages and Disadvantages of B2B

    (c)   Inter Organisational Systems

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