

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3774]-101

B. B. M. (I.B.) (Semester - I) Examination - 2010

INDIAN BUSINESS ENVIRONMENT

(New 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 in 20 words each : (Any Ten)

[20]

- (1) Economic Environment
- (2) Topography
- (3) Educational Set-up
- (4) Climate
- (5) Natural Resources
- (6) Noise Pollution
- (7) Resource Management
- (8) Give any two factors effecting growth of Business
- (9) Define Technology.
- (10) Define Industrial Sickness.
- (11) Define Tradition.
- (12) Mention any two Non-renewable Resources.
- (13) Mention the Nature of Technical Environment.

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

- (a) Describe Parallel Economy.
- (b) Explain the Nature of Indian Business Environment.
- (c) Importance of Legal Environment to Set-up Business.
- (d) Effects of Air Pollution.

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

- (a) Describe the Sustainability of Natural Resources.
- (b) Discuss about the Environmental Issues related to Business.
- (c) Describe the Problems related to Water Resource Management.
- (d) Explain how Cultural Set-up affects Business ?

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

- (a) Explain the Nature of Oil Crisis and its impact on Business Environment.
- (b) Discuss the Role of Environment Issues of Indian Business Environment.
- (c) Discuss the Need for Conservation of Natural Resources.
- (d) Describe how Political and Social Set-up affects Business ?

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-102

B. B. M. (I.B.) (Semester - I) Examination - 2010

COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT

(New 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 Personality. Which factors affect Personality Development of an Individual ? Explain. **[15]**

OR

Q.1) What is meant by the term Success ? State and explain factors responsible for Success. **[15]**

Q.2) Explain need and functions of Business Letter. **[15]**

OR

Q.2) Explain Layout of Business Letter. Write an application letter for the post of Accountant in Paramount Pvt. Ltd. **[15]**

Q.3) Explain the terms Positive and Negative Attitude. How will you develop Positive Attitude ? Explain. **[15]**

OR

Q.3) Describe in detail the hints for effective Time Management. **[15]**

Q.4) What is Problem Solving ? Explain Steps in Problem Solving. [15]

OR

Q.4) State and explain merits and demerits of Oral Communication. [15]

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

- (a) Causes of Failure
 - (b) Good Manners and Etiquettes
 - (c) Interpersonal Relationship
 - (d) Assertiveness
 - (e) Internal and External Motivation
 - (f) Importance of Communication
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-103

B. B. M. (I.B.) (Semester - I) Examination - 2010

MICRO ECONOMICS ANALYSIS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instruction :

Options and marks are indicated against the questions.

Q.1) Discuss scope and importance of Micro Economics and explain its limitations. **[15]**

OR

Q.1) Explain how the Market Mechanism works to solve Basic Economic Problems of an Economy. **[15]**

Q.2) Define Price Elasticity of Demand. Explain various types of Price Elasticities and highlight importance of Price Elasticity of Demand in Foreign Trade. **[15]**

OR

Q.2) Explain meaning of Demand Forecasting and discuss various methods of Demand Forecasting. **[15]**

Q.3) Explain various Cost Concepts - Average Cost, Marginal Cost, Fixed Cost, Variable Cost with suitable schedules and graphs and trace their relationship. **[15]**

OR

Q.3) Explain Price Output Determination of a Monopoly Firm in the long period. **[15]**

Q.4) Explain Marginal Productivity Theory of Distribution and its limitations. [15]

OR

Q.4) Explain meaning of Profit. State and explain Dynamic Theory of Profit and Innovation Theory of Profit. [15]

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

- (a) Ricardo's Definition of Rent
 - (b) Law of Demand
 - (c) Meaning and Various Concepts of Revenue
 - (d) Expansion and Contraction of Demand
 - (e) Law of Supply and its Determinants
 - (f) Internal and External Economies of Production
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[3774]-104

B. B. M. (I.B.) (Semester - I) Examination - 2010

BUSINESS ACCOUNTING

(New 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 :

[05]

- (a) Transfer of money or money's worth from one party to another is known as _____.
- (b) A debt which cannot be recovered is called _____.
- (c) Journal is the book of _____ entry.
- (d) Only credit purchases of goods are recorded in _____ book.
- (e) Bank Overdraft means _____ Balance in Cash Book and _____ Balance in Pass Book.

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

- (a) Under Straight Line Method of charging depreciation, amount of depreciation remains fixed throughout the life of the asset.
- (b) In case of credit sales a voucher is prepared.
- (c) Trade Discount is not recorded in the books of accounts.
- (d) Purchase Book and purchases account are Synonymous.
- (e) A Bank Reconciliation Statement is a part of Cash Book.

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

- (a) Plant and Machinery
- (b) Rent
- (c) Patents, Rights and Trade Marks
- (d) State Bank of India
- (e) Mumbai Municipal Corporation

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

- (a) What is Cash Discount ?
- (b) What is a Contra Entry ?
- (c) What is Bank Reconciliation Statement ?
- (d) What is Trial Balance ?
- (e) What is a Debit Note ?

Q.2) From the following Trial Balance of Mr. Ketan Jain, Pune as on 31st March, 2010, prepare Trading and Profit and Loss Account for the year ended 31st March, 2010 and Balance Sheet as on that date after making necessary adjustments : [20]

Trial Balance as on 31st March, 2010

Particulars	Debit Rs.	Credit Rs.
Capital	—	1,00,000
Drawings	12,000	—
Land and Building	60,000	—
Plant and Machinery	20,000	—
Furniture and Fixtures	5,000	—
Leasehold Premises	30,000	—
Sales	—	1,40,000
General Reserve	—	4,000
Sundry Debtors	18,400	—

Particulars	Debit Rs.	Credit Rs.
Loan	—	30,000
Purchases	78,000	—
Return Inward	5,000	—
Freight and Duty	10,000	—
Sundry Expenses	600	—
Printing and Stationery	500	—
Insurance	1,000	—
Reserve for Doubtful Debts	—	1,000
Discount Received	—	380
Bad Debts	400	—
Goodwill	2,000	—
Stock on 1-4-2009	21,300	—
Salaries and Wages	18,500	—
Sundry Creditors		12,000
Trade Expenses	800	—
Cash at Bank	2,600	—
Discount allowed	1,280	—
	2,87,380	2,87,380

Adjustments :

- (1) Stock on hand on 31st March, 2010 was valued at Market Price Rs. 28,500, its cost was Rs. 28,000.
- (2) Of the Sundry Debtors Rs. 400 are bad and should be written off. The Reserve for Doubtful Debts is to be maintained at 5% on Sundry Debtors.
- (3) Depreciate Land and Building at 2% and Plant and Machinery at 20% p.a.
- (4) Prepaid Insurance was Rs. 200.
- (5) Outstanding Salaries was Rs. 2,500.

Q.3) Mr. Shukla purchased furniture worth Rs. 20,000 on 1-4-06. He charges depreciation at the rate of 10% on the Reducing Balance Method. On 1-7-08 he sold out a part of the furniture for Rs. 2,000, the original cost of which on 1-4-06 was Rs. 4,000. The financial year of Mr. Shukla ends on 31st March, every year.

You are required to prepare his Furniture Account for the first four years and to pass journal entries for the transactions of the third year.

[15]

OR

Q.3) On 31st March, 2010 the Pass Book of Dr. Shinde showed a credit balance of Rs. 10,000. On comparing it with Cash Book, following differences were discovered.

- (1) Cheques deposited with Bank before 31st March, 2010, but not yet collected Rs. 4,000.
- (2) Cheques issued upto 31st March, 2010 but not yet presented for payment Rs. 1,500.
- (3) The bank has collected dividend Rs. 250 and has charged Rs. 50 as collection charges. Entries of these transactions do not appear in Cash Book.
- (4) The bank has paid his Electricity Bill Rs. 180 for the month of February, 2010. This transaction appears only in Pass Book.
- (5) The debit column of Bank A/c. in Cash Book is added short by Rs. 100.

Prepare Bank Reconciliation Statement.

[15]

Q.4) Enter the following transactions in the books of Mr. Anil :

[15]

**March,
2010**

- 15 Anil sold his private car for Rs. 85,000 and brought the proceeds into business, of which Rs. 40,000 were deposited into Bank.
- 18 Gave loan to Mahesh Rs. 20,000 by cheque.
- 20 Paid Rs. 2,000 for repairs of Machinery.

- 21 Received a cheque for Rs. 9,000 from Mr. Vasant, debtor, on account and he was allowed discount Rs. 20.
- 25 Anil purchased a cycle for his son for Rs. 4,000.
- 26 Cash sales Rs. 10,000.
- 28 Sold old furniture for Rs. 5,600.
- 29 Purchased a Motor Cycle for business in exchange of goods Rs. 45,000.
- 31 Received interest Rs. 200 on loan given to Mahesh.

Q.5) Prepare Company's Balance Sheet in the prescribed form as per part I of schedule VI with details of all heads. **[10]**

OR

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

- (a) Accounting Standard - 1
 - (b) Going Concern Concept
 - (c) Computerised Accounting
 - (d) Independent Branch
 - (e) Trial Balance
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-105

B. B. M. (I.B.) (Semester - I) Examination - 2010
PRINCIPLES AND PRACTICES OF MANAGEMENT
(New 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 Concept of ‘Management’. State functions of Management. [15]

OR

Q.1) “Management is an Art, Science and Profession.” Do you agree with this statement ? Explain. [15]

Q.2) Explain the term ‘Control’. Discuss advantages and limitations of Control. [15]

OR

Q.2) Distinguish between Taylor’s Scientific Approach and Fayol’s Administrative Management Approach. [15]

Q.3) Define ‘Planning’. Explain various steps in Planning. [15]

OR

Q.3) What is ‘Decision-making’ ? Explain factors affecting Decision-making. [15]

Q.4) What do you mean by 'Delegation of Authority' ? Explain briefly various difficulties in Delegation. **[15]**

OR

Q.4) Define 'Leadership' ? Discuss various Leadership Styles. **[15]**

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

- (a) Techniques of Controlling
- (b) Strategic Management
- (c) Total Quality Management
- (d) Barriers in Communication
- (e) Requisites for Excellent Co-ordination
- (f) Advantages of Business Ethics

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[3774]-106

B. B. M. (I.B.) (Semester - I) Examination - 2010

BUSINESS MATHEMATICS

(New 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 monthly salaries of two persons are in the ratio 3 : 5. If each receives an increase of Rs. 200 in monthly salary, the new ratio is 13 : 21. Find their original salaries.
- (b) Age of Chunni, Siddhi and Falguni are in the ratio of 4 : 6 : 7. If Siddhi is 18 years old, find ages of Chunni and Falguni.
- (c) A certain job can be completed by 12 men in 30 days. How long would 18 men take to perform an identical job.
- (d) Explain terms and formula of Cost Price, Profit, Selling Price and Loss.
- (e) What will be the interest on Rs. 12,000 for two years at 10% p.a. ? How much amount will the borrower repay in all ?
- (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) Explain Simple Interest and Compound Interest and write their formula.
- (b) A sum of Rs. 4,800 amounted to Rs. 6,240 in a certain period. If the rate of simple interest is 12% p.a., find the period.
- (c) Milind purchased 100 tables for Rs. 5,000. He paid for transport Rs. 300, cartages and hamali Rs. 200. At what price each table should be sold to earn a profit of 25% ?
- (d) Two companies have shares of 12% at 124 and 15% at 150 respectively. In which of the shares Sharad should invest his money ?
- (e) Find interest on Rs. 5,000 for 3 years at 8% p.a. compounded half yearly.
- (f) What is the market value of 25% share so that there may be 15% net income after paying tax at 10% ?

Q.3) Attempt any four of the following :

[4x4=16]

- (a) What are the different types of Matrices ? Give detail explanation of any two.
- (b) Two companies have shares of 12% at 124 and 16% at 145. In which of the shares would investment be more profitable.
- (c) 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 $2A + 3B - \frac{1}{2}C$.
- (d) What is Stock Exchange, Face Value, Market Value, Dividend and Bonus Shares ?
- (e) Find value of x, if

$$\begin{vmatrix} 5 & 5 & x \\ x & 5 & 5 \\ 5 & 5 & 4 \end{vmatrix} = 0$$

(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 $A = \begin{bmatrix} 2 & 4 \\ 1 & 3 \end{bmatrix}$ $B = \begin{bmatrix} 3 & 1 \\ 4 & 1 \end{bmatrix}$,

find $2A - B$.

(b) Find value of x, y, z , if :

$$\begin{bmatrix} 2x-1 & 3 \\ 4 & 2 \\ 3z-1 & 5 \end{bmatrix} + \begin{bmatrix} 7 & 2 \\ 1 & y+3 \\ z & -4 \end{bmatrix} = \begin{bmatrix} 10 & 5 \\ 5 & 9 \\ 11 & 1 \end{bmatrix}$$

(c) What are the different Methods of Representing Function. Write any two in detail.

(d) Draw graph of the following function :

$$y = x$$

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

(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) If EMI of some amount for the time span of 15 years at the rate of 11.25 p.a. on the beginning of each year is Rs. 5874.57, then find out loan amount.

(b) What is the difference between Compound Interest and Simple Interest on Rs. 500 for 2 years at 10% p.a. (compounded yearly).

(c) Avinash sold 20 shares of face value Rs. 100 at Rs. 160. The shares were giving dividend of 10%. He paid brokerage 2% for selling the shares. The realised amount is invested in a saving bank at 8% p.a. Then what is the gain or loss after a year ?

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-13

B. F. T. (Semester - I) Examination - 2010

COMMERCIAL GEOGRAPHY - INDIAN

(Old Pattern)

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)** Define Commercial Geography. Explain its nature and scope. **[15]**
- Q.2)** What is Physiography ? Describe Major Physiographical Divisions of India with their commercial importance. **[15]**
- Q.3)** What is Climatic Region ? Describe characteristics of Climatic Regions of India. **[15]**
- Q.4)** What is Agriculture ? Write characteristics of Plantation Agriculture in India. **[15]**
- Q.5)** What is Foreign Trade ? Describe export of India in terms of its volume and composition. **[15]**
- Q.6)** What is the current situation of Industries in India ? Explain major industrial regions of India. **[15]**

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

[20]

- (a) Coal Production in India
 - (b) Problems of Indian Agriculture
 - (c) Food Grains
 - (d) The Krishna River System
 - (e) Importance of Internet in Foreign Trade
 - (f) Importance of Air Ways in International Trade
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[3774]-201

B. B. M. (I.B.) (Semester - II) Examination - 2010

COST ACCOUNTING

(New 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 Expenditure is a part of _____ Overheads.
- (b) Bakeries, Readymade Garment Factories use _____ Method.
- (c) P/V Ratio is the ratio of _____ to sales.
- (d) _____ costs are identifiable.
- (e) Variance is a difference between _____ Cost and Actual Cost.
- (f) _____ Budget covers all other budgets.

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

- (a) Costing deals with the methods and procedures to find out Actual Cost.
- (b) Cost Unit is a unit of produce in relation to which cost may be ascertained.
- (c) Marginal Costing deals with the Variable Costs.
- (d) Prime Cost includes all indirect costs.
- (e) Operating Costing Method is used in Sugar Industries.
- (f) Standard Costing is used in Manufacturing Industry.

[3774]-201

1

P.T.O.

Q.2) What is Cost Accounting ? Explain its objectives. [15]

OR

Q.2 Point out the differences in Cost Accounting and Financial Accounting. [15]

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

- (a) Any two limitations of Financial Accounting
- (b) Sales Budget
- (c) Limiting Factor
- (d) Normal Loss/Abnormal Loss
- (e) Basic Standard/Current Standard

Q.4) Following is the information taken out from the records of M/s. Ashok Enterprises, for the year ending 31st March, 2009. You are asked to prepare a Cost Sheet : [16]

Particulars	Amt. (Rs.)
(1) Stock of Materials (Opening)	1,88,000
(2) Stock of Materials (Closing)	2,00,000
(3) Material Purchased in the year	8,00,000
(4) Material returned to Suppliers due to rejection	1,00,000
(5) Direct Wages paid	2,50,000
(6) Indirect Wages paid	1,00,000
(7) Salaries of Office Staff	1,50,000
(8) Carriage Inward	4,000
(9) Carriage Outward	5,000
(10) Repairs to Machinery	12,000
(11) Factory Power (Electricity)	8,000
(12) Office Rent	15,000
(13) Cash Discount Allowed	1,200

(14) Bad Debts	1,800
(15) Depreciation on Plant and Machinery	8,000
(16) Depreciation on Office Equipments	3,250
(17) Director's Fees	24,000
(18) Fuel	20,000
(19) General Expenses	5,000
(20) Sales Office Expenses	33,600
(21) Manager's Salary (Office and Factory)	48,000
(Note : The manager devotes 80% of his time to factory)	

Q.5) (A) From the following particulars, calculate : **[12]**

- (a) Contribution per unit
- (b) P/V Ratio
- (c) B.E.P. (in units and in rupees)
- (d) What will be the selling price per unit if the B.E.P. is fixed at 25,000 units.

Fixed Expenses Rs. 1,50,000

Selling Price per unit is Rs. 15.

Variable Cost per unit is Rs. 10.

(B) From the following data for a 80% capacity, prepare a flexible budget for 60% and 100% production capacity, with cost per unit : **[12]**

- (a) Production 8,000 units
- (b) Material Cost per unit Rs. 100
- (c) Labour Cost per unit Rs. 50
- (d) Expenses per unit Rs. 20
- (e) Factory Overheads Rs. 50,000 (60% variable)
- (f) Administrative Overheads Rs. 30,000 (60% fixed)

OR

(B) From the following information, calculate :

[12]

- (a) Material Cost Variance
 - (b) Material Price Variance
 - (c) Material Usage Variance
 - (1) Standard quantity of material per unit 5 kg
 - (2) Standard Price Rs. 10 per kg
 - (3) Actual number of units produced 400 units
 - (4) Actual quantity of material used 2,200 kgs
 - (5) Price of Materials Rs. 4.80 per kg
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-202

B. B. M. (I. B.) (Semester - II) Examination - 2010

ELEMENTS OF HUMAN RESOURCE MANAGEMENT

(New 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)** Discuss in detail the role of H. R. Manager in an Organisation and also give qualities of a successful H. R. Manager.
- Q.2)** Explain Concept of Recruitment and discuss various Sources of Recruitment.
- Q.3)** Discuss concept of Performance Appraisal with its need and objectives.
- Q.4)** “Manpower Planning and Career Planning in an Organisation are two sides of the same coin.” - Discuss.
- Q.5)** What is Training ? Discuss various methods of Training in detail.
- Q.6)** Explain the term Attrition. Give different solutions to minimise its evil effects.
- Q.7)** Write short notes : **(Any Four)**
- (a) Quality Circles
 - (b) Time Management
 - (c) Job Evaluation
 - (d) Job Rotation
 - (e) Types of Selection Tests
 - (f) Global Workforce

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-203

B. B. M. (I. B.) (Semester - II) Examination - 2010

MACRO ECONOMIC ANALYSIS

(New 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 Macro Economics with its significance, nature and scope. [15]

OR

Q.1) Explain in detail various functions of Money. [15]

Q.2) State and explain Say's Law of Market with its implications. [15]

OR

Q.2) Critically evaluate Quantity Theory of Money. [15]

Q.3) Explain Concept of Multiplier with special reference to Foreign Trade. [15]

OR

Q.3) Elaborate Keynes' Psychological Law of Consumption. [15]

Q.4) Write in detail Keynesian Theory of Income and Employment. [15]

OR

Q.4) Explain Concept of Inflation with its causes and measures to control it. [15]

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

[20]

- (a) Pigou's Equation
 - (b) Recession
 - (c) Deflation
 - (d) APC and MPC
 - (e) Barter System
 - (f) Value-in-Exchange
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-204

B. B. M. (I.B.) (Semester - II) Examination - 2010

PRINCIPLES OF MARKETING

(New 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)** What is Marketing ? Explain qualities and functions of Marketing Manager. **[16]**
- Q.2)** What is Rural Marketing ? Explain importance and limitations of Rural Marketing. **[16]**
- Q.3)** What is Price Mix ? Explain importance and factors influencing Price Mix. **[16]**
- Q.4)** Discuss Promotion Mix. Explain elements and factors influencing Promotion Mix. **[16]**
- Q.5)** Explain essentials of Market Segmentation. Discuss its benefits to the Marketing Organisations and Customers. **[16]**
- Q.6)** Define Marketing Research. Explain Marketing Research Procedure. **[16]**

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

[16]

- (a) Marketing Information System
 - (b) Product Mix
 - (c) Tele-marketing
 - (d) Limitations of Advertising
 - (e) Product Simplification
 - (f) Concentrated Marketing
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 6

[3774]-205

B. B. M. (I. B.) (Semester - II) Examination - 2010

BUSINESS STATISTICS

(New 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) Describe Stratified Random Sampling with suitable illustration.
- (b) Monthly Consumption of Electricity in units of a certain family in a year is given below :

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

Find average no. of units consumed per month using :

- (i) Mean
- (ii) Median
- (iii) Mode
- (c) Represent the following information by subdivided bar diagram :

	Year 1	Year 2
Material	160	320
Labour	160	220
Overheads	80	100
Profit	80	40

- (d) What is Correlation ? Describe Positive and Negative Correlation with an illustration.

Q.2) (A) The scores of two batsmen A and B in eight innings during a certain season are as below :

Batsman A : 32, 28, 47, 63, 71, 39, 96, 14

Batsman B : 19, 31, 48, 53, 67, 90, 40, 80

Find which of the batsman is more consistent in scoring. Justify your answer. **[10]**

OR

(A) A large car rental agency sells its cars after using them for a year. Among the records kept for each car are mileage X (in '000 km) and maintenance cost Y (in '00 Rs.) for the year. A random sample of 8 cars provided the following information :

Car No.	1	2	3	4	5	6	7	8
X	54	38	33	43	29	31	31	37
Y	118	96	71	65	82	82	77	89

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

(b) Estimate maintenance cost for a car having 46,000 km running. **[10]**

(B) Define Range and Coefficient of Range. Also state merits and demerits of Range. **[05]**

Q.3) (A) (a) A firm manufactures two products A and B on which the profit earned per unit is Rs. 3 and Rs. 4 respectively. Each product is processed on two machines M_1 and M_2 . Product A requires one minute on M_1 and two minutes on M_2 , while B requires one minute on M_1 and one minute on M_2 . Machine M_1 is available for not more than 20 hours while machine M_2 is available for not more than 12 hours during any working day.

Formulate above problem as a L.P.P.

[05]

- (b) Obtain initial basic feasible solution by Vogel's approximation method for the following transportation problem :

Factory	Warehouse			Supply
	D_1	D_2	D_3	
O_1	13	15	16	17
O_2	7	11	2	12
O_3	19	20	9	16
Demand	14	8	23	

[05]

OR

- (A) (a) Following is the distribution of diploma-holders in fine arts according to their monthly wages :

Wages (Rs.)	No. of Diploma-holders
8,000 – 10,000	05
10,000 – 12,000	18
12,000 – 14,000	43
14,000 – 16,000	30
16,000 – 18,000	04

Calculate Value of Median for the above data.

[05]

- (b) For the following data :

100, 24, 14, 105, 21, 35, 106, 16, 100, 72, 68, 103, 61, 90, 20

Find :

- (i) Range
- (ii) Coefficient of Range
- (iii) Quartile Deviation

[05]

- (B) State merits and demerits of Arithmetic Mean.

[05]

Q.4) (A) (a) Define the following terms : **[04]**

- (i) Transportation Problem
- (ii) Balanced Transportation Problem
- (iii) Maturity Claims

(b) Solve graphically the following L.P.P. : **[06]**

Maximize : $Z = 5x_1 + 3x_2$

Subject to : $3x_1 + x_2 \leq 12$

$$x_1 + 2x_2 \leq 14$$

$$x_1 + x_2 \leq 8$$

$$x_1 \geq 0, x_2 \geq 0$$

OR

(A) (a) Represent the following frequency distribution by Histogram :

Profit (Rs '000)	No. of Firms
0 – 50	15
50 – 100	17
100 – 150	24
150 – 200	21
200 – 250	16
250 – 300	7

Also determine mode graphically. **[05]**

(b) The average score of girls in an examination in a school is 67 and that of boys is 63. The average score for the whole class is 64.5, find percentage of girls and boys in the class. **[05]**

- (B) Mr. Chavan has chosen a plan 75-20 at the age of 30 with Sum Assured (S.A.) Rs. 40,000. Further he decides to pay his premium quarterly through salary.

He has also chosen option of double accident benefit and extended permanent disability benefit. It costs him Rs. 2.5 per thousand on sum assured.

Rebate on sum assured for Rs. 50,000 to Rs. 1,00,000 is Re. 1.00 per thousand S.A. He has nothing to pay extra as premium due to quarterly mode of payment. The tabular premium he has to pay is Rs. 66.80. Determine his quarterly premium. [05]

- Q.5) (A) (a)** Following is frequency distribution of number of absent days of students in B.B.M. (I.B.) class of a certain college :

No. of Days Absent	No. of Students
Below 5	25
5 – 10	50
10 – 15	125
15 – 20	37
20 – 25	13
25 – 30	02

Obtain :

- (i) Class mark of 5th class.
- (ii) Class width of 3rd class.
- (iii) Open End Class.
- (iv) No. of students absent for more than 15 days.
- (v) No. of students absent for less than 10 days. [05]

- (b) Two lines of regression are given by $x + 2y - 5 = 0$ and $2x + 3y - 8 = 0$ with $\text{Var}(x) = 12$.

Calculate :

- (i) Mean of x and y .
- (ii) Variance of y .
- (iii) Coefficient of Correlation between x and y . [05]

OR

- (A) (a) The Mean and Standard Deviation of 20 observations are found to be 10 and 2 respectively. Later on it was found that one of the observations, 8 was incorrect. Find new mean and standard deviation, if the wrong observation is replaced by 10. [05]
- (b) Obtain an initial basic feasible solution to the following transportation problem using matrix minimum method :

Factory	Warehouse				Supply
	W_1	W_2	W_3	W_4	
F_1	6	5	8	5	30
F_2	5	11	9	7	40
F_3	8	9	7	13	50
Demand	35	28	32	25	

[05]

- (B) Define Scope of Statistics in Management Sciences and Economics. [05]

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-206

B. B. M. (I.B.) (Semester - II) Examination - 2010

IT IN BUSINESS OPERATIONS

(New 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) With the help of block diagram explain elements of digital computer and their functions. Also explain how data is organised on drives.
- (b) Explain the following :
 - (i) Plotters
 - (ii) LCD
 - (iii) Scanners
 - (iv) Digitizers
- (c) Discuss Network Security Issues in detail.

Q.2) Answer the following : (Any Two)

[16]

- (a) With the help of example explain E-R Diagram and E-R Mapping in detail. Also give advantages and limitations of R.D.B.M.S.
- (b) What are the characteristics of a System ? Explain System Development Life Cycle (SDLC) in detail.
- (c) Explain types of Memories in detail.

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

- (a) Explain different types of Operating Systems in detail.
- (b) Explain Computer Viruses in detail.
- (c) What do you mean by Files and Directories ? Explain Batch Files in detail.

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

- (a) What is Normalisation ? Explain 1st NF, 2nd NF and 3rd NF in detail with example.
- (b) Differentiate between LAN and WAN.
- (c) Explain Internal and External Commands in DOS.

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

- (a) Distinguish between Super Computers and Mainframe Computers.
- (b) Describe steps involved in creating a Website - Internet and Extranet.
- (c) Explain in brief Client - Server Computing.

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[3774]-21

B. F. T. (Semester - II) Examination - 2010

GERMAN

(Foreign Language)

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instruction :

*Use of dictionary is **not** allowed.*

1. Übersetzen Sie den folgenden Text ins Englische ! [10]

Katja Heinemann ist Lehrerin in Bonn. Sie ist 36 Jahre alt. Sie ist ledig und hat ein Kind. Sie arbeitet von 9.00 Uhr bis 5. 00 Uhr. Abends ist sie oft zu Hause mit dem Kind. Katja spielt sehr gut Klavier. Das ist ihr Hobby.

2. Übersetzen Sie ins Deutsche ! (Nur 5) [10]

1. His Name is Martin.
2. Our german class starts at 5 o'clock.
3. I wish to go to Germany.
4. Today I will go for a Party.
5. Mr. Pedro is from France.
6. How are you, Maira?
7. It is a Table.

3. Beantworten Sie 10 der folgenden Fragen! [20]

1. Wie heißt Ihr Vater? Was ist er von Beruf?
2. Wie ist Ihre Telefonnummer?
3. Wie alt ist Ihr Onkel? Wie heißt er?
4. nennen Sie vier Tage!

5. Nennen Sie 4 Monate!
6. Was ist Ihre Muttersprache?
7. Kumiko kommt aus Japan. Was ist ihre Nationalität?
8. Sie sind im Restaurant. Was bestellen Sie?
9. Wie heißen die Hauptstädte von Italien und Frankreich?
10. Nennen Sie vier Berufe!
11. Was machen Sie am Wochenende?
12. Was trinken Sie gern?
13. Schreiben Sie die vier Zahlen! a. 23 b. 45 c. 96 d. 34
14. Wie ist Ihre Telefonnummer?
15. Wie heißen Sie? Woher kommen Sie?

4. GRAMMATIK

[30]

A. Ergänzen Sie die Possessivpronomen! (Nur 4)

1. Kinder, wo ist _____ Mutter?
2. Ich will heute _____ Freund, Hans besuchen.
3. Herr Kohl, wo ist _____ Handtasche?
4. Peter, wo bist du? _____ Lehrerin sucht dich.
5. _____ Eltern kaufen uns ein neues Auto.

B. Ergänzen Sie die Personalpronomen! (Nur 4)

[04]

1. Ich habe kein Buch. Kannst du _____ dein Buch geben?
2. Mein Onkel wohnt in Jammu. Nächstes Jahr will ich _____ besuchen.
3. Das ist meine Katze. _____ heißt Mushi.
4. Wir wohnen in Berlin. Bitte besuchen Sie _____ mal!
5. Da sind meine Freundinnen. Ich lade _____ ein.

C. Ergänzen Sie die richtigen Verbformen!

[06]

(trinken, müssen, an/rufen, nehmen, finden)

1. Du hast Fieber. Du _____ zum Arzt gehen.
2. Jeden Tag _____ Boris seine Freundin _____.
3. Was wollt ihr _____? Sandwich oder Pizza?
4. Wo ist meine Tasche? Ich _____ sie nicht.
5. Amelie _____ Kaffee gern.

D. Setzen Sie die Adjektive ein! (Komparation)

[04]

1. Karin spielt Fußball _____ als Ursula. (gut)
2. Maja ist so _____ wie Arya. (intelligent)
3. Arun ist 11 Jahre alt, Mathew ist 14 und Mayur ist 16. Mayur ist also am _____.
4. Was trinkst du gern? Am _____ trinke ich Cola.

E. Bilden Sie das Präteritum von „haben und sein“! (Nur 3)

[03]

1. Die Stadt Pune _____ vor 5 Jahren sehr angenehm.
2. Ich _____ vor 2 Jahren kein Auto.
3. _____ ihr gestern einen Test?
4. Vor 3 Jahren _____ wir alle in Delhi.

F. Bilden Sie das Perfekt! (Nur 5)

[05]

1. Ich kaufe einen Computer.
2. Ich gehe in die Disko.
3. Am Sonntag spielt mein Bruder Federball.
4. Maja fliegt nach Deutschland.
5. Sharmin studiert Medizin.
6. Lernst du Japanisch?

G. Bilden Sie Sätze! (Nur 4)

[04]

1. Subodh/ Helena/ nächste Woche/ heiraten
2. der / wie lange/ Deutschkurs/ dauern ?
3. Mai/ haben/ die/ im/ Studenten/ Ferien.
4. mein/ Heft/ wo/ sein/ Robert ?
5. um 8 Uhr/ an/fangen/ der/ Film.

5. Schreiben Sie über das folgende Thema!

[10]

Ich

Total No. of Questions : 6]

[Total No. of Printed Pages : 4

[3774]-21

B. F. T. (Semester - II) Examination - 2010

FRENCH

(Foreign Language)

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Use of dictionary is not allowed.

Q1. A. Gabriella Lange est dans le train pour Paris. Elle fait la connaissance d'un passager dans le train. Ecrivez un dialogue de 7 ou 8 répliques.

[10]

OU

B. Vous téléphonez à l'hôtel de la Ville. Vous réservez deux chambres pour vos collègues français pour le weekend. Complétez le dialogue suivant.

[10]

La réceptionniste : Allô ! Bonjour Monsieur/Madame.

Vous : _____

La réceptionniste : Oui, j'écoute.

Vous : _____

La réceptionniste : Oui madame. Pour combien de personnes ?

Vous : Pour deux personnes madame.

La réceptionniste : _____

Vous : C'est au nom de Michel Lange et Pauline Roger pour deux nuits.

La réceptionniste : _____

Vous : Oui, deux chambres avec salle de bains s'il vous plaît.

La réceptionniste : _____

Vous : _____

[3774]-21

5

P.T.O.

Q2. Compréhension

Victor Berni a reçu une lettre d'un client français.

Monsieur,

Je viens à Lyon au mois de février. Je voudrais réserver deux chambres d'hôtel pour ma famille. Nous sommes quatre personnes : ma mère, ma femme, moi et notre fille. Nous cherchons un petit hôtel avec un parking et un restaurant. Nous voudrions deux chambres pour deux personnes avec salle de bains.

En vous remerciant d'avance, je vous prie d'agréer, monsieur, l'expression de mes sentiments les meilleurs.

Eric Hubik

[02]

QA. Répondez aux questions :

1. Eric, combien de chambres veut-il réserver ?
2. Avec qui Eric vient à Lyon ?

[02]

QB. Dites Vrai ou Faux :

1. Eric vient en voiture.
2. Eric a un enfant.

[01]

QC. Donnez le contraire : petit

[10]

3.A. Reliez les deux colonnes:

A

1. Le directeur technique
2. Le 25 décembre
3. Le directeur commercial
4. La gare
5. L'agent immobilier

B

- a. Les activités de vente
- b. chercher un logement
- c. les activités de fabrication
- d. Noël
- e. chercher un train
- f. chercher une robe

[10]

B. Répondez :

1. Nommez deux mois de l'année.
2. Combien de jours y a-t-il dans une semaine?
3. Quel temps fait-il en hiver en France?
4. Nommez deux pays.
5. Que faites-vous le dimanche ?(2 activités)

Q.4. Grammaire et Vocabulaire :	[30]
A. Complétez avec les verbes au présent :	[05]
1. Nous (manger) à la cantine.	
2. Il y (avoir) des directeurs dans le bureau.	
3. Pierre et Jean (faire) le travail.	
4. Tu (écouter) la musique.	
5. Ils (aller) à Paris.	
B. Mettez au négatif:	[01]
1. C'est une belle salle de bains.	
C. Mettez à l'interrogatif :	[01]
1. Cléo cherche un logement.	
D. Mettez au féminin :	[01]
1. Cet homme travaille avec son père.	
E. Mettez au pluriel :	[01]
1. Le directeur parle à son employé..	
F. Ecrivez en lettres :	[02]
1) 75 2) 18	
G. Complétez avec des adjectifs possessifs :	[05]
1. Il travaille dans _____ usine.	
2. Sylvie a rendez-vous avec _____ directeur.	
3. Où allez-vous avec _____ amis ?	
4. Nous allons au cinéma avec _____ famille.	
5. J'écoute _____ professeur .	
H. Complétez avec l'adjectif démonstratif:	[01]
1. _____ étudiant est indien.	
I. Quelle heure est-il?	[01]
10.15 p.m.	
J. Complétez avec des interrogatifs :	[02]
1. _____ part le train? - A midi	
2. _____ est la durée du voyage? – une heure.	

K. Complétez avec des prépositions:

[05]

1. Tu pars en voyage _____ Suisse.
2. _____ printemps il fait beau.
3. Ils vont _____ l'usine.
4. Nous travaillons _____ Infosys.
5. Je suis _____ reception de l'hôtel.

L. Quelle est leur nationalité?

[05]

1. Patricia habite au Danemark . Elle est _____.
2. Linda et Dominique sont du Portugal. Ils sont _____.
3. Karl est du Canada. Il est _____.
4. Frédéric habite en Belgique. Il est _____.
5. Edith est de l'Espagne, Elle est _____.

Q.5.A Ecrivez un paragraphe sur les saisons en Inde (5-6 phrases)

[05]

OU

B. Décrivez votre maison. (5-6 phrases)

[05]

Q.6.A. Traduisez en anglais :

[05]

C'est une maison adaptée au style régional avec un jardin et un balcon. Le rez-de-chaussée comporte un vaste séjour avec une salle à manger et une cuisine. La salle à manger, la chambre, la lingerie et les W-C donnent sur le hall d'entrée. A l'étage, il y a deux chambres, avec salle de bains et W-C. Une chambre donne sur le balcon.

B. Traduisez en français :

[05]

Hello, my name is Elisabeth Pinot. I am the secretary of M. Michel of an enterprise in Germany. I am German but my husband is French. We have two sons. My husband works in a software company.

Total No. of Questions : 8]

[Total No. of Printed Pages : 4

[3774]-21

B. F. T. (Semester - II) Examination - 2010

SPANISH

(Foreign Language)

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Q1- Composición. Elige uno de estos temas : (100 palabras)

[15]

1. Mi fin de semana ideal.
2. Una persona que admiro..
3. Un día importante de mi vida.

Q2 - Lee y contesta las siguientes preguntas :

[10]

Un regalo de Navidad

Era Navidad, y Antonio recibió un mensaje en el que decía que podía ir a recoger, en la estación de tren cercana, una caja de pollos que le enviaba su tío Damián, hermano de la madre de Antonio.

El tío Damián tenía una granja de pollos en un pueblo de Galicia. Antonio estaba muy contento y fue con toda la familia a la estación, a recoger la caja de cartón que contenía los pollos. Por desgracia, en el trayecto entre la estación y la casa de Antonio, la caja se rompió y los pollos comenzaron a correr de un lado a otro por las calles del pueblo.

Antonio y toda la familia empezaron a correr detrás de los pollos. Al día siguiente escribió una carta de agradecimiento al tío Damián, en la que le contaba lo que pasó:

Lamentablemente, los pollos se salieron de la caja. Corrimos detrás de ellos, buscándolos por todas partes y sólo pudimos recuperar nueve.

A los pocos días recibió otra carta del tío Damián, en la que éste decía:
Querido sobrino: No debes lamentarte por tu mala suerte, sino todo lo contrario, porque en la caja que te envié sólo había cuatro pollos.

- 1- ¿Qué decía el mensaje que recibió Antonio en Navidad?
- 2- ¿Quién le envió el regalo?
- 3- ¿Qué tenía el tío Damián?
- 4- ¿Qué hizo Antonio después de leer el mensaje?
- 5- ¿Qué pasó en el trayecto entre la estación y la casa de Antonio?
- 6- ¿Qué comenzaron a hacer los pollos?
- 7- ¿Qué hicieron Antonio y su familia cuando vieron que se salieron los pollos de la caja?
- 8- ¿Qué hizo Antonio el día siguiente?
- 9- ¿Qué decía la carta que le escribió a su tío Damián?
- 10- ¿Qué le respondió el tío Damián?

Q.3. Traduce al inglés :

[10]

En México, si quieres conducir o alquilar un coche, es caro, estresante y a veces peligroso. El autobús, también llamado "camión" en México, es barato, cómodo y relajante. La clase de autobús depende de tu destino y de cuánto quieres gastar.

Si vas en un autobús de primera clase, es como viajar en primera clase en un avión y también tiene muchos servicios, aunque es más lento. Viajar en autobús es una buena manera de practicar el español mientras organizas tu viaje, y después puedes conversar con los otros pasajeros mientras disfrutas del paseo.

Q.4 Elige la respuesta correcta y escribe la frase:

[10]

1. En la calle Preciados _____ unos grandes almacenes.

- a) en b) hay c) están

2. Alberto _____ nervioso hoy porque tiene examen.

- a) es b) tiene c) está

3. Mis padres viven en una casa muy _____, de 1880.

- a) modernas b) limpio c) antigua

4. Me lavo _____ manos antes de comer.

- a) las b) los c) mis

5. ¿Me dices _____ número de teléfono, Pedro?

- a) tu b) tuya c) su

6. ¿Se lo has dicho a _____?

- a) algo b) alguien c) alguno

7. David tiene 3 coches y Laura tiene 2 años. David tiene _____ coches que Laura.

- a) mayor b) más c) grandes

8. ¿A vosotros qué _____ gusta hacer los domingos?

- a) nos b) les c) os

9. No he _____ todavía esa película.

- a) veído b) vuelto c) visto

10. ¿_____ quién es la foto?

- a) A b) De c) En

Q.5 Elige la forma correcta del verbo y escribe la frase:

[10]

- 1 El año pasado yo **conocí/ conozco** a mi marido en Mumbai.
- 2 Cuando estábamos charlando, **llamaron/ llamó** alguien a la puerta.
- 3 Mis padres **estuvieron/ fueron** en España el verano pasado.
- 4 ¿A qué hora **empezó/ empezaba** la clase ayer?
- 5 Carla no **ha terminado/ terminó** el informe ayer.
- 6 Yo **pruebo/ probé** la comida china el mes pasado.
- 7 Cuando **tengo/ tuve** 10 años, **voy/ fui** Alemania.
- 8 El verano pasado **fui/ voy** todos los días a la playa.
- 9 ¿**Has comprado / compraste** algún libro últimamente?

Q6- Elige el verbo adecuado y completa con Presente/ Presente continuo/ Futuro:

[10]

cerrar	ser	estar	matricularse	aprender
toser	lleva	casarse	hacer	dormir

1. Yo trabajo en una tienda de ropa y _____ inglés por las tardes.
2. El próximo año , _____ en un curso de español.

3. ¿ A qué hora _____ el Museo los domingos?
4. En este momento no puede ponerse porque _____ la siesta.
5. Mi novio es alto, moreno y _____ gafas.
6. Está _____ mucho. Tiene que dejar de fumar
7. La semana que viene, Sandra _____ con Paco.
8. ¿Sabes ya lo que _____ este verano?
9. Tengo un examen y _____ muy nerviosa.
10. El nuevo profesor _____ muy simpático.

Q 7- Escribe las frases siguientes en Imperativo:

[05]

1. ¿Puedes hacerme la comida?
2. ¿Puede Ud. venir a mi casa esta tarde?
3. Tienes que poner los libros en la estantería
4. ¿Puede Ud. ir al banco esta tarde?
5. Ud. tiene que apagar la luz antes de salir.

Q8- Traduce al español:

[10]

Antonia Rodriguez, of 35 years, does not have much free time. She works and is also married and has two very small sons. Last year, she visited her cousins in Argentina during summer vacations with her family. She did a lot of shopping there and returned home with a lot of gifts. This year, she has invited her cousins for Christmas celebrations. She is going to decorate her house and make delicious food for them.

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-22

B. F. T. (Semester - II) Examination - 2010

COMMERCIAL GEOGRAPHY - WORLD

(Old Pattern)

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 are Power Resources ? Elaborate on Production and Distribution of Coal in the World. **[15]**

Q.2) Define Environment. How physical environment controls Commercial Activities of the World ? **[15]**

Q.3) Describe Sugar Industries of the World. **[15]**

Q.4) What do you mean by Location of an Industry ? Describe factors controlling location of Industries in the World. **[15]**

Q.5) What are various Modes of Transportation available for Commodities ? What are the advantages and disadvantages of Road Transport ? **[15]**

Q.6) What is Trade ? Elaborate on various problems and prospects of International Trade. **[15]**

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

[20]

- (a) Importance of Communication in International Trade
 - (b) International Transportation System
 - (c) Distribution of Bauxite in the World
 - (d) Indian Cotton Textile Industries
 - (e) Russian Railway : Trans Siberian
 - (f) Effects of Environment on Human Beings
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3774]-23

B. F. T. (Semester - II) Examination - 2010

BASICS OF COMPUTERS - I

(Old Pattern)

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) What do you mean by Computer ? Explain all types of Computers with their features.
- (b) What is System Software ? What is the function of System Software ? Describe some commonly known System Softwares.
- (c) Differentiate between Input and Output Device. Describe any two Input Devices.

Q.2) Solve any four of the following :

[20]

- (a) Describe steps in creating a Website.
- (b) Draw and explain block diagram of Computer.
- (c) Write a note on Plotter.
- (d) List uses of Magnetic Disk.
- (e) Describe the following terms :
 - (i) Intranet
 - (ii) Extranet

[3774]-23

1

P.T.O.

Q.3) Write short notes : (Any Four)

[20]

- (a) Application Software
- (b) World Wide Web
- (c) Telnet Protocol
- (d) Printer
- (e) Uses of Internet

Q.4) Solve any four of the following :

[20]

- (a) Describe Role of Internet Service Provider.
 - (b) Explain different types of Memories.
 - (c) Why to use E-mail ? What are its advantages ?
 - (d) Write a note on Scanner.
 - (e) What is File Transfer Protocol ? List steps involved in downloading or uploading a file using FTP Service.
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-24

B. F. T. (Semester - II) Examination - 2010

INDUSTRIAL ORGANISATION

(Old Pattern)

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) Scientific Management
- (b) Labour Efficiency
- (c) Selling Policies
- (d) Optimum Firm
- (e) Importance of Foreign Trade
- (f) Limitations of Co-operative Societies

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

Q.3) What is Business Combination ? Explain causes of Business Combinations. [15]

Q.4) What is meant by ‘Size of the Firm’. Explain determinants of Size of the Firm. [15]

Q.5) What is Line and Staff Organisation ? Explain its merits and limitations. [15]

Q.6) Explain effects of Industrial Revolution on Industry and Commerce. [15]

Q.7) Distinguish between Railway Transport and Air Transport. [15]

[3774]-24/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-25

B. F. T. (Semester - II) Examination - 2010

ELEMENTS OF HUMAN RESOURCE MANAGEMENT

(Old 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)** What is Training ? How Training Calendar maintains Productivity and Profitability of the Organisation ?
- Q.2)** Explain concept of Merit Rating and give objectives of Merit Rating.
- Q.3)** Explain in detail the Standard Procedure of Selection in an Organisation.
- Q.4)** Discuss in detail the duties and responsibilities of H. R. Manager with qualities required.
- Q.5)** What is Manpower Planning ? Give its objectives. Differentiate between Short Term and Long Term Manpower Planning.
- Q.6)** What is Performance Appraisal ? Discuss in detail the need and objectives of Performance Appraisal.

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

- (a) Succession Planning
 - (b) Job Enrichment
 - (c) Job Enlargement
 - (d) Transfer
 - (e) Kaizen
 - (f) Time Management
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-26

B. F. T. (Semester - II) Examination - 2010

BUSINESS AND WORLD BODIES

(Old Pattern)

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 South-South Co-operation ? Highlight the role of S.S.C. in this respect.

Q.2) What are objectives of WTO ? What are the functions and structure of WTO ? What are the principles of Multilateral Trading System under WTO ?

Q.3) Explain functions and objectives of following World Bank affiliates :

(1) IBRD

(2) IFC

Q.4) Explain scope and functioning of following Regional Trade Agreements :

(1) European Union

(2) NAFTA

(3) MERCOSUR

Q.5) Explain functions and objectives of UNIDO. Compare its working with UNCTAD.

Q.6) Explain Basic Principals of International Law. What do you understand by Void at the Intersection of Sovereign Boundaries ?

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

- (a) Uruguay Round of GATT
 - (b) GATS
 - (c) The Generalized System of Preferences (GSP)
 - (d) The Global System of Trade Preferences (GSTP)
 - (e) Special Drawing Rights
 - (f) TRIPS
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-301

B. B. M. (I.B.) (Semester - III) Examination - 2010

INTERNATIONAL BUSINESS ENVIRONMENT

(New 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. Explain in detail effects of Globalisation on Environment.

OR

Q.1) What care should be taken in Chemicals procurement, distribution and storage ?

Q.2) What is Eco-consumerism ? What are the motivating factors for Eco-consumerism ?

OR

Q.2) What is the role of Marketing in Sustainable Development ?

Q.3) Describe role of Corporate Sector in reducing green house gases.

OR

Q.3) What are the Arguments against Carbon Credits.

Q.4) Explain role of International NGO's in Environmental Awareness.

OR

Q.4) Explain Environmental Ethics. How does it differ from Business Ethics ?

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

- (a) Business Ethics
 - (b) Green Products
 - (c) Special Economic Zones
 - (d) Objectives of W.T.O.
 - (e) Kyoto Protocol
 - (f) Eco-attitude and Eco-behaviour
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-302

B. B. M. (I.B.) (Semester - III) Examination - 2010

PRODUCTION AND OPERATIONS MANAGEMENT

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
 - (2) Figures to the right indicate marks allotted to each question.*
-
-

Q.1) What do you mean by the term 'Production Management' ? State and explain functions of Production Manager. **[16]**

OR

Q.1) What is meant by Continuous Manufacturing System ? Give examples of products that can be manufactured in a Continuous Manufacturing System. Also state advantages of Continuous Manufacturing System. **[16]**

Q.2) State meaning and importance of the term 'Production Design'. What role R and D Department plays in the process of Product Design ? Give examples in support of your views. **[16]**

OR

Q.2) What is meant by 'Routing' and 'Scheduling of Production' ? Explain steps involved in the process of Scheduling of Production. **[16]**

Q.3) Explain the terms : **[16]**

- (1) Time Study
- (2) Motion Study

OR

[3774]-302

1

P.T.O.

Q.3) What is meant by the term 'Ergonomics' ? State factors to be considered in 'Ergonomics'. **[16]**

Q.4) What is meant by Process Flow Chart ? Explain merits of Process Flow Chart. Prepare Process Flow Chart of any hypothetical process. **[16]**

OR

Q.4) Your company has accepted an order for supply of 25,000 Chapatis per day for industrial canteen. List out steps necessary for execution of this order. Imagine any logical data. **[16]**

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

- (a) Product Development
 - (b) SIMO Chart
 - (c) Quality Control Vs. Quality Assurance
 - (d) Master Production Schedule
 - (e) Globalisation of Services
 - (f) 'Ventilation' in any Manufacturing Setup
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-303

B. B. M. (I.B.) (Semester - III) Examination - 2010

INTERNATIONAL ECONOMICS

(New 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 the difference between Inter-regional Trade and International Trade ? **[15]**

OR

Q.1) Write in detail Ricardo's Comparative Cost Theory. **[15]**

Q.2) Critically evaluate Heckscher - Ohlin Theorem. **[15]**

OR

Q.2) Explain concept of Protection Policy with its merits and demerits. **[15]**

Q.3) Distinguish between Static Gains and Dynamic Gains. **[15]**

OR

Q.3) "Trade is an Engine of Economic Growth." Comment. **[15]**

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

OR

Q.4) What do you mean by Terms of Trade ? Explain in detail. **[15]**

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

[20]

- (a) Nature of International Economics
 - (b) Tariff Barriers
 - (c) Functions of WTO
 - (d) Mill's Doctrine
 - (e) Absolute Cost Advantage
 - (f) Leontieff Paradox
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-304

B. B. M. (I.B.) (Semester - III) Examination - 2010

INTERNATIONAL MARKETING

(New 2008 Course)

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)** What is International Marketing ? Discuss scope and objectives of International Marketing in the World of Globalization. **[16]**
- Q.2)** What are the various rules for successful exporting ? **[16]**
- Q.3)** Define Export Documentation. Discuss in detail the Documents required for Export. **[16]**
- Q.4)** Discuss Process of Registration of an Exporter. **[16]**
- Q.5)** Define International Pricing. Discuss its types and factors affecting International Pricing Decision. **[16]**
- Q.6)** Discuss reasons of entering an International Market. **[16]**
- Q.7)** Write short notes : **(Any Four)** **[16]**
- (a) Uniform V/s Market by Market Pricing
 - (b) Labeling, Packaging and Marking of Goods
 - (c) Overseas Agents
 - (d) Quality Control and Pre-shipment Inspection
 - (e) Export Benefits
 - (f) Marine Insurance
-

[3774]-304/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[3774]-305

B. F. T. (I.B.) (Semester - III) Examination - 2010

MANAGEMENT ACCOUNTING

(New 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 scope, advantages and limitations. **[16]**

OR

Q.1) What is Analysis and Interpretation of Financial Statement ? Explain various method of such analysis. **[16]**

Q.2) What do you mean by 'Fund' and 'Flow of Fund' ? Explain the procedure for preparing a Fund Flow Statement. **[16]**

OR

Q.2) What is Working Capital ? Explain the factors affecting the need of Working Capital. **[16]**

Q.3) The following are the Financial Statements of Sun Ltd. for the year 2008-09 : **[16]**

Balance Sheet as on 31-3-2009

Liabilities	Amount	Assets	Amount
1,00,000 Equity Shares of Rs. 10 each	10,00,000	Fixed Assets	12,50,000
General Reserve	9,00,000	Stock	3,50,000
Profit and Loss A/c.	25,000	Sundry Debtors	1,80,000
6% Debentures	2,00,000	Cash	5,15,000
Sundry Creditors	1,20,000		
Proposed Dividends	50,000		
Total Rs.	22,95,000	Total Rs.	22,95,000

Profit and Loss Account for the year ended 31-03-2009 :

Sales	24,00,000
Less : Cost of Goods Sold	16,00,000
Gross Profit	8,00,000
Expenses	7,00,000
Net Profit	1,00,000

You are required to compute the following ratio :

- (a) Current Ratio
- (b) Acid Test Ratio
- (c) Gross Profit Ratio
- (d) Net Income to Capital
- (e) Debt to Equity Ratio
- (f) Fixed Asset to Turnover Ratio

OR

Q.3) Define the term 'Budget' and 'Budgetary Control'. Explain the objectives and limitations of Budgetary Control System. [16]

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

Particulars	Sales	Profit/Loss Rs.
Period - I	7,000 Units	10,000 Loss
Period - II	9,000 Units	10,000 Profit

The selling price per unit Rs. 100.

Calculate :

- (a) Fixed Cost
- (b) P/V Ratio
- (c) Sales at Break-Even Point
- (d) The number of units to be sold to earn a profit of Rs. 40,000.
- (e) Profit when sales are 20,000 units.

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

- (a) Essentials of Management Accounting
- (b) Cash Flow Statement
- (c) Sources of Working Capital
- (d) Limitations of Marginal Costing
- (e) Budget Manual
- (f) Liquidity Ratios

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-306

B. B. M. (I.B.) (Semester - III) Examination - 2010

E-COMMERCE TECHNOLOGY

(New 2008 Pattern)

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 Internet ?
- (c) What are the Domain Names ?
- (d) What is Threats ?
- (e) What is DES ?
- (f) Write any four limitations of EDI.
- (g) What are the types of Electronic Payment Systems ?
- (h) What is imports in E-governance ?

Q.2) Attempt any four :

[4x4=16]

- (a) Explain Goals of E-commerce.
- (b) Explain Evolution of Internet.
- (c) Explain EDI Model in detail.
- (d) What are the strategies for Developing Electronic Commerce ?
- (e) Explain E-cycle of Internet Marketing.

[3774]-306

1

P.T.O.

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

- (a) What is E-commerce ? Explain main activities of E-commerce.
- (b) What is Network ? Explain types of Networks.
- (c) Explain what are shopping bots, give few examples.
- (d) Explain role of Internet in B2B Application.
- (e) Explain working of Firewall in detail.

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

- (a) Explain any four reasons for building one's own website.
- (b) What is Cryptography ? Explain types of Cryptography.
- (c) Differentiate between Extranet and Intranet.
- (d) Discuss PROS and CONS of Online Shopping.
- (e) Explain working of Modern Payment System in detail.

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

- (a) ISP
- (b) Digital Signature
- (c) Electronic Fund Transfer
- (d) E-governance
- (e) Hacking

Total No. of Questions : 5]

[Total No. of Printed Pages : 6

[3774]-31

B. F. T. (Semester - III) Examination - 2010
STATISTICS AND QUANTITATIVE TECHNIQUES
(Old 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 are the Objectives of Classification ? Describe Inclusive and Exclusive Methods of Classification.
- (b) The data below gives sale proceeds (in Rs.) of a shop-keeper on 10 consecutive days :

185 202 193 197 192 212 192 183 195 201

Find average sale proceeds per day, using :

- (i) Arithmetic Mean
- (ii) Median
- (iii) Mode
- (c) Two housewives were asked to rank 10 different brands of detergents. The ranks given by them are as follows :

Detergent	A	B	C	D	E	F	G	H	I	J
Mrs. Patel	1	2	4	8	7	3	5	6	10	9
Mrs. Joshi	2	1	4	7	8	3	6	5	9	10

Compute Spearman's Rank Correlation Coefficient between ranks given by Mrs. Patel and Mrs. Joshi.

(d) What is Transportation Problem ? With reference to a transportation problem define the following terms :

- (i) Feasible Solution
- (ii) Basic Feasible Solution
- (iii) Optimal Solution

Q.2) (A) (a) Following is the frequency distribution of age of Life Insurance Policy-holders :

Age (in years)	Below 10	10-20	20-30	30-40	40-50	Above 50
No. of Policyholders	08	12	40	21	14	05

Find median and modal age for the above frequency distribution.

[07]

(b) Find an initial basic feasible solution by North West Corner Method for the following transportation problem : [03]

Origins	Destinations				Supply
↓	D₁	D₂	D₃	D₄	↓
O₁	23	27	16	18	30
O₂	12	17	20	51	40
O₃	22	28	12	32	53
Demand→	22	35	25	41	

OR

- (A) Two automatic tea filling machines A and B are tested for performance. Machines are supposed to fill 100 gm. tea in each packet. A random sample of 100 filled packets on each machine showed the following distribution :

	No. of Packets	
Weight (in gm.)	Machine A	Machine B
94 – 96	12	10
96 – 98	18	15
98 – 100	20	24
100 – 102	22	20
102 – 104	24	18
104 – 106	4	13

Which machine is more consistent with respect to weight of packets ? Justify your answer. [10]

- (B) What is Correlation ? Describe different types of Correlations. [05]

- Q.3)** (A) In order to study productivity of workers in an industry, ten workers were selected at random and their scores in aptitude test and productivity indices were compiled. A random sample of 10 workers provided the following information :

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

- (i) Calculate Coefficient of Correlation between X and Y.
(ii) Estimate Productivity Index for a worker whose test score is 75. [10]

OR

- (A) (a) Represent the following frequency distribution by histogram. Also determine mode graphically : [06]

Daily Income (in Rs.)	200-300	300-400	400-500	500-600	600-700
No. of Persons	12	23	35	20	10

- (b) Information regarding monthly salaries of two groups A and B is given below :

	Company A	Company B
No. of Workers	500	600
Mean Salary	1860	1750
S. D. of Salary	09	10

Find Combined Mean and Coefficient of Variation for company A and B. [04]

- (B) State merits and demerits of Arithmetic Mean. [05]

- Q.4) (A) (a) The following is initial basic feasible solution of a transportation problem. Check whether it is optimal. If not, find optimum solution :

Factory ↓	Warehouse					
	W ₁		W ₂		W ₃	
F ₁	(5)	2		7		4
F ₂		3		3	(8)	1
F ₃		5	(7)	4		7
F ₄	(2)	1	(2)	6	(10)	2

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) Draw a blank table showing the following information about examination result of a college : [04]

Class : F. Y. B. F. T., S. Y. B. F. T., T. Y. B. F. T.

Grade : Fail, Pass, 2nd Class, 1st Class

Sex : Male, Female

OR

- (A) Fit a second degree curve of the type $Y = a + bX + cX^2$ to the following data :

Year (X)	1975	1976	1977	1978	1979
Index of Jute Export Price (Y)	185	169	191	203	275

Hence obtain estimate of Y when $X = 1981$. [10]

- (B) Describe Utility of Statistics in Management Science and Insurance. [05]

- Q.5)** (A) (a) A company has six jobs to be done on six machines; any job can be done on any machine. The time in hours taken by the machines for different jobs are as given below. Assign machines to jobs so as to minimize total machine hours : [05]

Machines ↓	Jobs					
	I	II	III	IV	V	VI
M_1	2	6	7	3	8	7
M_2	6	1	3	9	7	3
M_3	3	6	5	7	3	5
M_4	2	2	7	8	4	8
M_5	4	9	6	8	7	6
M_6	7	5	5	7	7	5

- (b) The following data relates to cost and profit (expressed in Rs. lakhs) of two firms A and B :

	Firm A	Firm B
Raw Material	50	80
Labour	20	90
Overhead	20	50
Profit	10	30

Represent above data by subdivided bar diagram. [05]

OR

- (A) (a) Find range, coefficient of range and quartile deviation for the following data : [05]

30 26 80 44 70 105 84 68 72 90 25 28 61 86 76

- (b) (i) State any three properties of Regression Coefficients. [03]

- (ii) A set of 10 values has Mean and S.D. is 20 and 10 respectively. If each observation is increased by 5, what will be the new Mean and S.D. of the values. [02]

- (B) Define Population and Sample. What are the advantages of Sampling over Census ? [05]

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-32

B. F. T. (Semester - III) Examination - 2010

MATERIALS MANAGEMENT

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 is compulsory.*
- (2) *Attempt **any 4** questions from the remaining.*

-
-
- Q.1)** Define the term Materials Management. Explain its scope and objectives with reference to International Market Scenario. **[20]**
- Q.2)** Explain in detail the Purchase Procedure to be adopted in Materials Management. **[15]**
- Q.3)** Define role and importance of Imports and Exports in Business Organisation. **[15]**
- Q.4)** Explain necessity of Computerisation in Materials Management. **[15]**
- Q.5)** What do you mean by Codification ? Explain various methods of Codification and its importance. **[15]**
- Q.6)** What is Material Handling ? Explain various types of Material Handling Equipments and their uses. **[15]**
- Q.7)** Write short notes : **(Any Three)** **[15]**
- (a) Types of Warehouses
 - (b) Importance of Standardisation
 - (c) Economic Order Quantity
 - (d) Global Tender
 - (e) Objectives of Supply Chain Management

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3774]-33

B. F. T. (Semester - III) Examination - 2010

BASICS OF COMPUTERS - II

(Old Pattern)

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 Spiral Model. **[10]**
- (b) Define the term Feasibility Study. Explain types of Feasibility Study. **[10]**
- (c) Explain different types of Systems in detail. **[10]**

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

- (a) What do you mean by RDBMS ? Describe its advantages. **[10]**
- (b) Define : **[10]**
 - (i) Entity
 - (ii) Attribute
 - (iii) Relationship
 - (iv) Primary Key
 - (v) Super Key

- (c) Consider table Patient with following attributes and solve SQL queries : [10]

Patient_id, Patient_name, Doctor_name, Disease_name,

- (i) Insert five records in the table.
- (ii) Delete record of patient who is suffering from 'Cancer'.
- (iii) Display list of patients who take treatment from 'Dr. Patil'.
- (iv) Change patient_name 'Mr. Raju' to 'Mr. Kamalakar' whose patient_id is 'P5'.
- (v) Display Structure of Table.

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

- (a) Describe uses of Computer Network. [10]
- (b) Explain any five Computer Viruses in detail. [10]
- (c) Explain different components of LAN. [10]

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

- (a) Write a note on Normalisation. [10]
- (b) What is Topology ? Explain different types of Topologies. [10]
- (c) A manufacturing company appoints certain daily rated labours. They are in the category of skilled, semi-skilled and unskilled. Rate per day is Rs. 120, Rs. 90, Rs. 60 respectively. The daily attendance record is maintained and certified by head of production department at the end of month. Account Department makes payment on the basis of the days attended with appropriate rate.

Construct ER diagram for above case. [10]

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-34

B. F. T. (Semester - III) Examination - 2010

BUSINESS ETHICS

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) *Questions 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) Marxism from Ethical Point of View
- (b) Importance of Social Audit
- (c) Characteristics of Ethical Codes
- (d) Corporate Governance
- (e) Environmental Protection and Business

Q.2) What do you mean by Business Ethics ? Describe main characteristics of Business Ethics. [15]

Q.3) What is Advertising ? Why it is necessary to bring in the Discussion of Ethics in Advertising ? [15]

Q.4) What problems are faced by Consumers in India ? What are the Consumer Rights under Consumer Protection Act, 1986 ? [15]

Q.5) What is Corporate Governance ? Explain its importance in Modern Day Corporate Management. [15]

[3774]-34

1

P.T.O.

Q.6) What is Social Responsibility ? Explain in detail the major Social Responsibilities of Business. **[15]**

Q.7) What are Trade Secrets ? Explain Ethical Behaviour expected from employee, employer and legal consultant. **[15]**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3774]-35

B. F. T. (Semester - III) Examination - 2010

FOREIGN EXCHANGE MANAGEMENT

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

(2) All questions carry equal marks.

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

Q.2) What is Fixed and Floating Exchange Rate ? State its advantages and limitations.

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

Q.4) Define Euro Currency Market. State its features and segments. What are the reasons for Existence of Euro Currency Market ?

Q.5) State various ways and means of Development of Foreign Exchange Relations in International Market.

Q.6) Write short notes : **(Any Four)**

- (a) Purchasing Power Parity
- (b) Balance of Trade
- (c) Direct and Indirect Quote
- (d) Measure to Correct Balance of Payment Difference
- (e) Economic Risk in Foreign Exchange

[3774]-35/1

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3774]-36

B. F. T. (Semester - III) Examination - 2010

GLOBAL CROSS-CULTURAL STUDIES

(Old Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
- (2) All questions carry equal marks.*

Q.1) (A) How are Rural and Urban Communities different from each other. Explain in detail with the help of suitable examples. **[10]**

(B) Define ‘Society’ and state its essential elements. **[10]**

OR

Q.1) (A) Write an essay on the Development of India from Tribal Villages to Urban Slums. **[10]**

(B) Why are norms, values, folkways and mores important in a Society ? Discuss their significance giving suitable examples. **[10]**

Q.2) (A) What are Cultural Stereotypes ? Do they exist ? Explain in detail. **[10]**

(B) “Social Change is a continuous process though its speed may vary from time to time.” Discuss above statement with reference to various factors of Social Change. **[10]**

OR

Q.2) (A) “The Caste System of India is undergoing significant changes due to modernisation.” Discuss in detail. **[10]**

(B) Differentiate between Culture and Civilisation. **[10]**

Q.3) Discuss in detail the concepts of Cultural Adaptation, Cultural Transmission and Cultural Conformity giving relevant examples. [20]

OR

Q.3) Explain how differences in Communication, Negotiation and Decision-making affect Foreign Trade. [20]

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

- (a) Marriage
 - (b) Classes in Indian Society
 - (c) Customs and Law
 - (d) Functions of Family
 - (e) Social Structure in USA
 - (f) Religion
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3774]-401

B. B. M. (I.B.) (Semester - IV) Examination - 2010

SUPPLY CHAIN AND LOGISTICS MANAGEMENT

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 is compulsory.*
- (2) *Answer **any four** out of the remaining.*

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

- (a) Role of Packaging in Material Handling
- (b) Carrying and Forwarding Agent
- (c) Distribution Pattern
- (d) Costs Associated with Distribution
- (e) Types of Warehouses
- (f) Distribution Objectives

Q.2) Describe the parameters that are used to specify the design of a Distribution Channel. [15]

Q.3) What is the importance of Performance Measurement for Managing Supply Chain and Logistics ? [15]

Q.4) Explain in detail the Financial and Non-financial Compensation given to Sales Personnel. [15]

Q.5) What are the various Modes of Transportation available ? Discuss their advantages and limitations. [15]

Q.6) Explain the Concept of Logistics in Distribution and its importance. [15]

[3774]-401/1

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3774]-402

B. B. M. (I.B.) (Semester - IV) Examination - 2010

FOREIGN EXCHANGE OPERATIONS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt **any 5** questions.*
 - (2) All questions carry equal marks.*
-
-

Q.1) Explain various INCO Terms used in International Trade.

Q.2) What do you mean by Exchange Control ? State its objectives and methods of Exchange Control.

Q.3) What are the Powers of Reserve Bank of India as a Regulator to control Foreign Exchange Market ?

Q.4) In respect of Foreign Exchange, explain :

- (1) Direct Quotation
- (2) Spot and Forward
- (3) Indirect Quotation
- (4) Partial Convertibility

Q.5) Explain various Traditional and Modern Ways of Financing Pre and Post-shipment for Import and Export Business.

Q.6) Explain various ways of removing Balance of Payment Dis-equilibrium.

[3774]-402/1

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3774]-403

B. B. M. (I.B.) (Semester - IV) Examination - 2010

INTERNATIONAL BUSINESS IN SERVICE SECTOR

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Question No. 1 is compulsory.*
- (2) Solve **any four** from the remaining.*

-
-
- Q.1)** (A) Define Services. Elaborate on various characteristics of Services with suitable examples. **[10]**
- (B) What are the various factors affecting Global Transferability of Services ? **[10]**
- Q.2)** Explain the role and importance of Foreign Direct Investment in Indian Service Sector with suitable examples. **[15]**
- Q.3)** Discuss various Management Problems in Service Sector. **[15]**
- Q.4)** Explain in detail how Tourism Services has contributed to Global Economy ? **[15]**
- Q.5)** Elaborate the trade related aspects of Intellectual Property Rights Settling Disputes. **[15]**
- Q.6)** Write short notes : **(Any Three)** **[15]**
- (a) Differentiate between Goods and Services
 - (b) Promotion of Services
 - (c) Customer Relationship Management
 - (d) Trade Barriers in Services
 - (e) Service Guarantee

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-404

B. B. M. (I. B.) (Semester - IV) Examination - 2010

INTERNATIONAL AGRICULTURAL BUSINESS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Why do Agricultural Organisations engage in International Business ? [15]

OR

Q.1) Explain Licensing. Discuss Licensing in Global Food Industry. [15]

Q.2) Enumerate efforts made in Exim Policy (2001-2002) to raise India's Share in the World Trade. [15]

OR

Q.2) Discuss in detail Agricultural Marketing Process. [15]

Q.3) What are the various steps taken by the Government to overcome Institutional Constraints to International Agri-Business ? [15]

OR

Q.3) Write a detail note on various Agricultural Marketing Functions. [15]

Q.4) Do a SWOT Analysis of Indian Agro Based Industries. [15]

OR

Q.4) Explain in detail the Export Promotions implemented in order to boost Farm Exports. [15]

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

[20]

- (a) International Marketing Planning
 - (b) Key Challenges to Sugar Industry
 - (c) Quota Restrictions on Agro Products
 - (d) Agricultural Financing
 - (e) Problems in Agricultural Marketing
 - (f) Dairy Industry
-

Total No. of Questions : 8]

[Total No. of Printed Pages : 4

[3774]-405

B. B. M. (I.B.) (Semester - IV) Examination - 2010

BUSINESS TAXATION

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 compulsory.*
 - (2) *Attempt **any four** from the remaining.*
-
-

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

- (a) Previous Year always comprises of the period of 12 months.
- (b) Advance Tax is required to be paid when Income Tax Liability exceeds Rs. 5,000 for all categories of Assesseees.
- (c) It is possible that income from other sources may work out to be Negative Income.
- (d) For a Woman Assessee, age 67, income tax is required to be paid when her total taxable income exceeds Rs. 1,90,000.
- (e) Income Tax return cannot be filed after due date given in Income Tax Rules.

(B) Fill in the blanks : [05]

- (a) While computing Taxable Income from Business and Profession, Depreciation under _____ method is allowable.
- (b) Receipt from Lotteries will be taxed when receipt exceeds Rs. _____.

- (c) Tax Audit is applicable for a person carrying on professional activity when receipts exceed Rs. _____.
- (d) In case of Salary Income, Reimbursement of Medical Expenses becomes taxable when reimbursement exceeds Rs. _____
- (e) If an Assessee himself is Physically Handicapped (Severely), Deduction from Taxable Income is available up to Rs. _____.

(C) Explain the following Concepts : **(Any Five)** **[10]**

- (a) Explain meaning of 'Artificial Judicial Person'.
- (b) What are the three basic conditions for taxing income under the Head 'House Property' ?
- (c) What is Defective Return of Income Tax ?
- (d) Is there any Standard Deduction for House Property Income ?
- (e) Explain the term 'Vocation'.
- (f) What is Long Term Capital Gain Rule for Securities ?

Q.2) Define 'PERSON'. Explain when a person is liable to pay income tax as per section 6 of Income Tax Rules. **[15]**

Q.3) (A) Certain income is not liable to Income Tax. Give eight such illustrations of exempted income. **[08]**

(B) Explain meaning of 'Interest during Pre-construction Period' with suitable illustration. **[07]**

Q.4) In respect of Capital Gain Tax explain : **[15]**

- (a) Transactions which are not considered as transfer
- (b) Capital Asset
- (c) Rule of Index for Acquisition and Improvement

Q.5) From the following information of Miss Gruhalaxmi, calculate income from let out house property (whose fair rent value is Rs. 1,85,000) for Assessment Year - 2010-11 :

- (a) Municipal Valuation Rs. 1,80,000 (Municipal Taxes paid by her Rs. 8,000 and subsequently recovered from tenant). Standard Rent as per Rent Control Act is Rs. 1,75,000.
- (b) Property has been let out at Rs. 13,000 p.m. (The house remained vacant for two months; besides she could not recover rent for one month during the previous year)
- (c) Interest on Loan taken for construction of property, not paid by her Rs. 1,52,500. **[15]**

Q.6) (A) Give nine instances of Income Chargeable to Tax under Residual Head of Income. **[09]**

(B) Discuss provisions U/S 80 of Income Tax Act for : **[06]**

- (a) Medical Insurance
- (b) Medical Treatment for Handicapped Dependent
- (c) Medical Expenses for Handicapped Dependent

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

- (a) Previous Year
- (b) Advance Tax Due Dates and Instalments
- (c) Loss Return under Income Tax Act
- (d) Agriculture Income
- (e) Treatment of Entertainment Allowance in Salary Income Computation
- (f) Power of Income Tax Commissioner

Q.8) Miss Dhanalaxmi provides following details of her Salary Income. Calculate Taxable Income under the head Salary for Assessment Year 2010-11 : **[15]**

Particulars	Rs.
1. Annual Salary credited to her account	4,40,500
2. Tax Deducted at Source	59,500
3. Employer's contribution to recognized P.F. @ 15% p.a.	60,600
4. Interest credited to R.P.F. @ 10% p.a.	31,500
5. Hospital Bill Reimbursed by her Employer	24,000
6. Allowances for Holiday Trip	10,000
7. Club Membership Fees paid by Employer	6,000
8. Academic Research Allowance for Minor Research Project	15,000
(Actual Expenses incurred Rs. 8,500)	
9. House Rent Allowance (Rent paid for Residential Property at A'nagar Rs. 24,900)	47,000
10. Life Insurance Premium paid by her	9,000
11. Tax on employment paid by employer	2,700

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3774]-41

B. F. T. (Semester - IV) Examination - 2010

INTERNATIONAL RELATIONS

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *All questions are compulsory.*
 - (2) *All questions carry equal marks.*
-

Q.1) (A) “The WTO is an instrument for bringing about fundamental changes in the way World Trade is done.” Discuss this statement giving examples. **[10]**

(B) Define the term ‘Nationalism’. Enumerate various factors promoting Nationalism. **[10]**

OR

Q.1) (A) Discuss Indo-China relations since independence. **[10]**

(B) The less developed nations of the world have demanded NIEO. What are its features ? **[10]**

Q.2) (A) Take an overview of Indo-Pak relations since independence. **[10]**

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

OR

Q.2) (A) Discuss Indo-Sri Lanka relations with special reference to LTTE. **[10]**

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

Q.3) Discuss in detail the Indo-USA relations since 1950 to the present day. [20]

OR

Q.3) Enumerate in detail the structure and functions of UN. [20]

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

- (a) Features of India's Foreign Policy
 - (b) OPEC
 - (c) Indo-Nepal Relations
 - (d) European Union
 - (e) Internationalism
 - (f) Ministry of External Affairs
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-42

B. F. T. (Semester - IV) Examination - 2010

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 impact of Culture in International Marketing on Products and Promotion Strategies. Illustrate your answer with suitable examples.
- Q.3)** Explain briefly various modes of entry into International Business. Give examples.
- Q.4)** Describe main Channels of Distribution used in Export Markets. Give examples of suitability of Channels Productwise.
- Q.5)** Explain with the help of an illustration how one can work backwards from a target price in International Market to arrive at a target ex-works cost. If actual cost exceeds this, what are the considerations in costing to overcome the problem ?
- Q.6)** What are the main problems associated with Primary and Secondary Data Collection ? What are the solutions ?

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

- (a) International Product Life Cycle
 - (b) International Franchising
 - (c) Counter Trade
 - (d) Transfer Pricing
 - (e) Advantages and Problems of E-commerce
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-43

B. F. T. (Semester - IV) Examination - 2010

STUDY OF TRADED PRODUCTS

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Question No. 1 is compulsory.

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

Q.1) (A) Write a detailed note on the Indian Agriculture Industry. [10]

(B) Give an Overview of Pharmaceutical Industry in India. [10]

Q.2) What are 'Growth Drivers' of Automobile Industry ? Explain. [15]

Q.3) What is Global Exchange ? Briefly explain Global Exchange governing Precious Metals. [15]

Q.4) What is Channel of Distribution in Cement, Pharmaceuticals and Dairy Products ? [15]

Q.5) Discuss various Motorcycle Segments and the consumer profiles matching those segments. [15]

Q.6) Give an overview of Indian Tractor Industry and its major manufacturers. [15]

Q.7) Write a detailed note on the Leather Industry. [15]

[3774]-43/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-44

B. F. T. (Semester - IV) Examination - 2010

INTERNATIONAL FINANCIAL MANAGEMENT

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt **any five** questions.*
 - (2) All questions and sub-questions carry equal marks.*
 - (3) Figures to the right indicate full marks.*
-
-

Q.1) Define Euro Currency Market. State its various segments and features of Euro Currency Market.

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

Q.3) (A) What is Balance of Trade and Balance of Payments.

(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 role played by RBI in Financing Imports.

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

(B) Describe role played by RBI in Pre-shipment Financing.

Q.6) Explain objective and the role played by International Monetary Fund and Banks for International Settlements.

Q.7) Explain various Methods of Settlement of Debts in International Market.

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-45

B. F. T. (Semester - IV) Examination - 2010
ELEMENTS OF INDUSTRIAL ENGINEERING

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)** “Productivity is a Pre-condition for Industrial Development.”
Explain. **[10]**
- (B)** Discuss various types of Plant Layouts. **[10]**
- Q.2) Write notes : (Any Two)** **[15]**
- (a) Concept of Pmts System
 - (b) Multiple Activity Chart
 - (c) Flow Pattern
 - (d) Bulk Material Handling
- Q.3)** Discuss role of various bio-mechanical factors in building Performance. **[15]**
- Q.4)** Explain scope and applications of Work Study. **[15]**
- Q.5)** Highlight significance of F.W. Taylor’s Management thought in Modern Management. **[15]**
- Q.6)** Discuss safe practices of handling chemical gases as per the governing statutes. **[15]**
- Q.7)** Examine underlying concepts of Value Analysis with reference to Industrial Engineering. **[15]**
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-51

B. F. T. (Semester - V) Examination - 2010

ECONOMICS 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) Define the term 'MNC'. Explain Process of MNCs going to developing countries. **[15]**

OR

Q.1) Discuss Pros and Cons of Cost-based Pricing Policy by citing suitable case of a product. **[15]**

Q.2) What is Foreign Trade Multiplier ? Describe Income Propagation Process of Foreign Trade Multiplier with factors that retard the process. **[15]**

OR

Q.2) Distinguish between Dumping and Anti-dumping Policy. Examine impacts of dumping decisions on the developing countries. **[15]**

Q.3) Examine importance of risk and uncertainty in the process of business. Suggest measures to minimise degree of risks and uncertainties involved in the business. **[15]**

OR

Q.3) Compare suitability of Net Present Value Criterion over the Incremental Rate of Return Criterion. **[15]**

Q.4) Define Pricing Process of a Product. When and how customer determined pricing is adopted by a firm ? [15]

OR

Q.4) There are two projects on the agenda of a firm. The details about the projects are as following : [15]

Project	A	B
Investment	Rs. 1,00,000	Rs. 1,00,000
Outlay		
Cash Flows :		
Year - 1	Rs. 40,000	Rs. 70,000
Year - 2	Rs. 50,000	Rs. 60,000
Year - 3	Rs. 60,000	Rs. 30,000
Year - 4	Rs. 60,000	Rs. 20,000

- (a) Calculate NPV of A and B projects when the re-investment rates are 15% and 18% respectively.
- (b) Apply decision rule and decide which project is best over other and why ?

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

- (a) Challenges for MNCs
- (b) Investment Multiplier
- (c) Risk Management Techniques
- (d) Negotiated Pricing
- (e) Market Oriented Pricing
- (f) Capital Budgeting Process

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-52

B. F. T. (Semester - V) Examination - 2010

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) Project Team
- (b) Multinational Corporations (MNCs)
- (c) Turnkey Contracts
- (d) P.E.R.T. (Programme Evaluation Review Technique)
- (e) Business Combinations at Global Level
- (f) Importance of Diversification Projects

Q.2) Define 'Project Management'. Write in detail the importance of International Project Management in today's world of liberalisation, privatisation and globalisation.

[15]

Q.3) How International Projects are different than Local Projects ? Explain various considerations which are required to be given focus while dealing with global projects.

[15]

- Q.4)** What is Project Appraisal ? Explain its importance while dealing with International Projects. [15]
- Q.5)** Explain role of environment in changing world of today while working for International Project. [15]
- Q.6)** What are different types of risks involved in Global Projects ? How these risks can be minimised ? [15]
- Q.7)** What is Cost-Benefit Analysis ? How it is useful while dealing with International Projects. [15]
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-53

B. F. T. (Semester - V) Examination - 2010

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) Define the term International Law. Explain its concept and nature. **[20]**

OR

Q.1) Define the term Contract. State Conceptual Study of Business Entities of Companies and Firms. **[20]**

Q.2) Explain scope and functions of UNICETRAL, IMO and IDA. **[15]**

Q.3) What is 'Intellectual Property' ? Explain its nature and scope. How it is protected ? **[15]**

Q.4) What do you mean by WTO ? State structure and working of WTO. **[15]**

Q.5) Explain scope, nature and objectives of Foreign Trade [Development and Regulation] Act, 1992. **[15]**

Q.6) Explain 'UNICETRAL Conciliation Rules. State Procedure of Settlement of Disputes in International Commercial Region and Agencies. **[15]**

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

[15]

- (a) UNIDO
 - (b) Nature of Business Laws
 - (c) Scope of Customs Act
 - (d) Objectives of Copyrights
 - (e) Features of Information Technology Act, 2002
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-54

B. F. T. (Semester - V) Examination - 2010

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) Discuss Operating Objectives of Integrated Logistics. [15]

OR

Q.1) Explain role of Logistics in the Economy and in the Organisation. [15]

Q.2) Explain role of Packaging as regards Logistics and Marketing Functions. [15]

OR

Q.2) Discuss importance of accurate cost data for the Logistics Management. [15]

**Q.3) Discuss four components of an Optimal Logistics Organisation.
Explain six ways of improving logistics organisational effectiveness. [15]**

OR

**Q.3) Explain five stages of functional aggregation in an organisation
for effective Management of Logistics. [15]**

**Q.4) What are the vital functions performed by 'Warehousing' in a Supply
Chain Management ? Explain in brief. [15]**

OR

**Q.4) Explain role of I.T. in Physical Distribution of Products under
Logistics Management. [15]**

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

[20]

- (a) Vendor Rating
 - (b) Corporate Retailing
 - (c) Team Management
 - (d) Performance Appraisal
 - (e) Principles of Material Handling
 - (f) Third Party Logistics
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-55

B. F. T. (Semester - V) Examination - 2010

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 GSP Rules of Origin ?
- (b) Export Incentives given by the Government.

Q.2) Explain Registration for Export. Also state what is Physical and Deemed Export.

Q.3) Describe different terms used in Shipping of Goods and various documents used for Shipping.

Q.4) Discuss Air and Water as modes of Transportation with their advantages and limitations.

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

Q.6) Describe role played by Overseas Agents and Remittance of Commission in Exports of Goods.

Q.7) Discuss :

- (a) Shipping Bills
 - (b) Export Benefits in the Form of Indirect Taxes
 - (c) ECGC Services
 - (d) Bill of Lading
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-56

B. F. T. (Semester - V) Examination - 2010

IT FOR WORLD TRADE

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 is compulsory.*
 - (2) *Solve **any four** from the remaining.*
-

Q.1) Explain in brief the following terms : (Any Eight)

[16]

- (1) E-mail
- (2) ISP
- (3) Web Browser
- (4) Portal
- (5) EDI
- (6) Virtual Trade
- (7) Chatting
- (8) IP Address
- (9) Extranet
- (10) Web Page

Q.2) (A) Explain GIS with its benefits.

[08]

(B) Explain in detail Internet Business Model.

[08]

- Q.3)** (A) Explain Concept of Internet. Give limitations of Internet in Advertising. [08]
(B) What are Technology Issues and Opportunities for GIS. [08]
- Q.4)** (A) Explain E-business. Store Fronts with sketch. [08]
(B) Explain in detail the Generic Trade Cycle. [08]
- Q.5)** (A) Explain Concept of Electronic Fund Transfer. [08]
(B) Explain Concept of Intranet in detail and give its benefits. [08]
- Q.6)** (A) Explain in detail different On-line Advertising Methods. [08]
(B) Explain role of IT in Advertising. [08]
- Q.7)** Explain the following terms briefly : (**Any Four**) [16]
(a) On-line Stock Trading
(b) Search Engine
(c) Virtual Trade
(d) Domain Name Services
(e) Types of Organisational Systems
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3774]-61

B. F. T. (Semester - VI) Examination - 2010

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 Pros and Cons and Effect of Globalisation on India's Foreign Trade.
- (B) Explain various ways in which Foreign Trade Relation is established between two different countries.
- Q.2)** (A) State objectives and salient features of Modern Exim Policy of India.
- (B) Discuss main features of India's Foreign Trade, post Independence till 1991.
- Q.3)** (A) Assess Positive Impact of Reforms in India which were introduced to overcome 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 concept of Economic Slow Down. What are the various steps taken by Government to nullify effect of Us Subprime debacle in India ?
- Q.5)** What do you mean by Currency Convertibility on Current and Capital Account ? Is currency fully convertible in India ? If not, discuss current position.
- Q.6)** Explain how RBI controls and regulates 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
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3774]-62

B. F. T. (Semester - VI) Examination - 2010

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 scope and features of Services.

Q.2) What is Services Marketing ? What is Customer Relationship Management ?
How services are classified ?

Q.3) What is W.T.O. ? State its origin. Also explain objectives and scope of W.T.O.

Q.4) Define GATT in Services. Explain its scope. How services are classified as per CPC Systems ?

Q.5) Write detailed note on India's Present Position in World Trade in Services. Also discuss various challenges before India in this regard.

Q.6) Discuss Modern Methods of Imparting Education and Training in Services Sector.

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3774]-63

B. F. T. (Semester - IV) Examination - 2010

BUSINESS PROCESSING AND STRATEGIC MANAGEMENT

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt **any 5** questions.*
 - (2) All questions carry equal marks.*
-

- Q.1)** Define and discuss significance of 'Strategic Management' in the present Cut-throat Competitive Business Environment.
- Q.2)** Discuss impact of changing 'Technological Environment' on the Indian Automobile Sector.
- Q.3)** What is 'Organisational Appraisal' and what are the elements of evaluation in it ?
- Q.4)** Explain Corporate Planning in the Directions of Vision Mission and Goal Formulation.
- Q.5)** Discuss significance of 'Marketing Mix' (7P's) in Strategic Marketing Planning.
- Q.6)** What is 'Management of Change' ? Discuss various barriers to it.
- Q.7)** Explain SWOT Analysis with examples.

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3774]-64

B. F. T. (Semester - VI) Examination - 2010

E-COMMERCE

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Figures to the right indicate full marks.*
 - (2) *Draw neat diagrams wherever necessary.*
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Q.1) Attempt any two :

[2x8=16]

- (a) What is E-market ? Explain three models with diagram.
- (b) Explain Supply Chain and Value Chain.
- (c) What are On-line Services of E-banking ?

Q.2) Attempt any two :

[2x8=16]

- (a) Explain Smart Card.
- (b) What is Encryption and Decryption using Public Key and Private Key ?
- (c) What is B2B ? Explain B2B model for market space.

Q.3) Attempt any two :

[2x8=16]

- (a) What is E-commerce ? Explain framework of E-commerce.
- (b) What is Information Technology ? Explain.
- (c) What is B2C Commerce ? Explain in detail Process of Electronic Shopping.

Q.4) Attempt any two :

[2x8=16]

- (a) What is Electronic Payment System ? Explain.
- (b) What is Electronic Funds Transfer and what are the series of steps for it ?
- (c) Explain Secure Socket Layer with diagram.

Q.5) Write short notes : (Any Two)

[2x8=16]

- (a) Advertising and Marketing in E-commerce
- (b) Advantages of B2B
- (c) Benefits of EDI
