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Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[4374]-101**

**B. B. M. (I.B.) ( Semester - I ) Examination - 2013**

**INDIAN BUSINESS ENVIRONMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instruction :**

*All questions are compulsory.*

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**Q.1) Answer the following in 20 words each : (Any Ten)**

**[20]**

- (a) Define Business
- (b) Water Resources
- (c) Infrastructure
- (d) Noise Pollution
- (e) Poverty
- (f) Weather
- (g) Non-renewable Resources
- (h) Cultural Environment
- (i) Characteristics of Business Environment
- (j) Global Warming
- (k) Environment Problems affecting Growth
- (l) Green House Gases
- (m) Industry Sickness

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

- (a) Describe Parallel Economy.
- (b) Explain Political Set-up and Social Set-up in Business.
- (c) Discuss Regional Imbalance.
- (d) What are the objectives of Monetary and Fiscal Policy ?

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

- (a) What are the problems affecting Growth of a Business ?
- (b) Write a note on Renewable and Non-renewable Resources.
- (c) Explain the need of Educational Environment for the Business.
- (d) What is the impact of Oil-crisis on Business ?

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

- (a) Explain Inflation and its types in detail.
  - (b) What are different types of Unemployment ?
  - (c) Discuss Macro Environment in detail.
  - (d) Describe Kyoto Protocol and its importance on Environment Issues.
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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-102**

**B. B. M. (I.B.) ( Semester - I ) Examination - 2013**

**COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

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**Q.1)** Discuss the General Principles of Effective Communication with examples. **[15]**

**OR**

**Q.1)** Explain the salient features of Business Letter and write the advantages of Written Communication. **[15]**

**Q.2)** Explain the Guidelines for Good Listening and discuss various Barriers to Listening. **[15]**

**OR**

**Q.2)** Discuss the importance of Motivation to the workers in a factory. How Communication Techniques can be used for motivating workers effectively ? **[15]**

**Q.3)** How can Informal Communication contribute to the effectiveness of a group and group decision making power ? Explain with suitable examples. **[15]**

**OR**

**Q.3)** Explain Concept of Goal Setting and what care should be taken while Setting Goals ? **[15]**

**Q.4)** Define Attitude. What are the factors affecting Attitude ? Explain. **[15]**

**OR**

**Q.4)** Describe in detail the hints for effective Time Management. **[15]**

**[4374]-102**

**1**

**P.T.O.**

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

**[20]**

- (a) Silence as a means of Communication
  - (b) Types of Cross Cultural Barriers
  - (c) Assertiveness
  - (d) Importance of Body Language in Communication
  - (e) Good Manners and Etiquettes
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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4374]-103

**B. B. M. (I.B.) ( Semester - I ) Examination - 2013**

**MICRO ECONOMICS ANALYSIS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

*Instructions :*

- (1) *All questions are compulsory, respective options and marks are indicated against the respective questions.*
- (2) *Illustrate with suitable diagrams wherever required.*

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**Q.1)** State and explain the Basic Economic Problems that every Economic System has to solve.

**OR**

**Q.1)** Define Price Elasticity of Demand and explain different types of Price Elasticity of Demand.

**Q.2)** Explain the different types of Costs. Why is the Average Cost Curve 'U-shaped' ?

**OR**

**Q.2)** State and explain the Law of Supply with the help of illustrations. Discuss the factors determining supply.

**Q.3)** Explain Concept of Monopolistic Competition. How does a Monopolistic Firm attain short term equilibrium ?

**OR**

**Q.3)** Define Monopoly. Explain price output determination of a Monopoly Firm in the long period.

[4374]-103

1

**P.T.O.**

**Q.4)** Explain the Modern Theory of Rent.

**OR**

**Q.4)** Discuss the three concepts of Revenue. Trace the relationship between AR and MR Curves under Monopoly and Monopolistic Competition.

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

- (a) Dynamic and Risk Bearing Theory of Profit
  - (b) Demand Forecasting - Meaning and Methods
  - (c) Internal and External Economies and Diseconomies
  - (d) Exceptions to the Law of Demand
  - (e) Collective Bargaining
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Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[4374]-104

B. B. M. (I.B.) ( Semester - I ) Examination - 2013

**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) Balance due to Bank represents bank \_\_\_\_\_.
- (b) A reduction allowed on the catalogue price of the goods is called \_\_\_\_\_.
- (c) Every business transaction has \_\_\_\_\_ fold effect.
- (d) A \_\_\_\_\_ debt is a debt which cannot be recovered.
- (e) The left hand side of account is called \_\_\_\_\_ side.

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

- (a) Purchase Book and Purchase Account are synonymous.
- (b) Capital is a liability to the business.
- (c) Cash Book is a Journal as well as Ledger.
- (d) Trade Discount is an incentive for prompt payment.
- (e) Depreciation is charged on the Current Assets only.

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

- (a) Central Bank of India A/c.
- (b) Live Stock A/c.
- (c) Investment A/c.
- (d) Land A/c.
- (e) Commission A/c.

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

- (a) What is Contra Entry ?
- (b) What is Sales Book ?
- (c) What is Balancing ?
- (d) What is Bearer Cheque ?
- (e) What is the Rule of Personal A/c. ?

**Q.2)** From the following Trial Balance of Mr. Nath as on 31st March, 2012. Prepare Trading and Profit and Loss Account for the year ended 31st March, 2012 and Balance Sheet as on that date after making necessary adjustments : [20]

**Trial Balance as on 31st March, 2012**

| Debit Balance                       | Rs.      | Credit Balance                  | Rs.      |
|-------------------------------------|----------|---------------------------------|----------|
| Income Tax                          | 2,400    | Sales                           | 3,20,000 |
| Prepaid Insurance                   | 1,600    | Discount                        | 3,800    |
| Insurance Expenses                  | 4,300    | Loan from Bank                  | 1,20,000 |
| Purchases                           | 3,08,000 | Reserve for Doubtful Debts      | 5,000    |
| Carriage Inward                     | 2,750    | Reserve for Discount to Debtors | 2,000    |
| Wages and Salaries                  | 24,000   | Creditors                       | 24,500   |
| Travelling Expenses                 | 37,800   | Capital A/c.                    | 32,500   |
| Advertisement                       | 4,000    |                                 |          |
| Bad Debts                           | 1,400    |                                 |          |
| Reserve for Discount from Creditors | 3,000    |                                 |          |
| Discount                            | 3,000    |                                 |          |



| <b>Debit Balance</b>                          | <b>Rs.</b>      | <b>Credit Balance</b> | <b>Rs.</b>      |
|---|-----------------|-----------------------|-----------------|
| Drawings                                      | 11,000          |                       |                 |
| Interest on Capital                           | 750             |                       |                 |
| Interest on Loan from<br>Bank                 | 3,000           |                       |                 |
| Office Rent<br>(for 1-9-2011 to<br>30-5-2012) | 3,000           |                       |                 |
| Commission                                    | 2,900           |                       |                 |
| Debtors                                       | 90,000          |                       |                 |
| Cash Balance                                  | 4,900           |                       |                 |
|   | <b>5,07,800</b> |                       | <b>5,07,800</b> |

**Adjustments :**

- (1) Closing Stock amounted to Rs. 37,000 (Market Value Rs. 30,000).
- (2) Outstanding Liabilities were :
  - (a) Advertisement Expenses Rs. 1,200.
  - (b) Interest on Bank Loan Rs. 3,000.
- (3) Maintain reserve for doubtful debts @ 3% on debtors. Reserve for discount to debtors @ 2%. Reserve for discount to creditors @ 2%.
- (4) Mr. Nath's son works as an accountant, professional charges paid to him accounting to Rs. 3,000 were included in Drawing A/c.

**Q.3)** From the following transactions in the journal of 'Karishma' for March, 2012 :

[15]

- March 1 Karishma started business with Cash Rs. 15,000.
- March 3 Purchased goods on credit Rs. 1,000 at 10% Trade Discount.
- March 7 Sold goods to Rekha on credit Rs. 800 @ 5% Trade Discount.
- March 12 Paid Salaries Rs. 2,000.

- March 16 Goods destroyed by fire Rs. 400.
- March 20 Received cash from Sudhir Rs. 500.
- March 25 Goods distributed as free samples worth Rs. 200.
- March 29 Interest paid Rs. 80.
- March 31 Income Tax paid Rs. 600.

**OR**

**Q.3)** Enter the following transaction in Abhay's Cash Book with Cash, Discount and Bank Coloumn : **[15]**

**March, 2012**

- 1 Abhay started business with Rs. 75,000.
- 5 Opened bank account with Bank of Baroda and deposited Rs. 60,000.
- 7 Purchased goods from 'A and Co.' and paid by cheque Rs. 3,000.
- 8 Received for cash sales Rs. 975.
- 15 Cash Rs. 975 deposited into Bank of Baroda.
- 18 Purchased Stationery for cash R. 200.
- 20 Received cheque from 'C and Co.' Rs. 1,350 (net) after allowing Rs. 75 as discount.
- 20 Received cheque from 'B and Co.' Rs. 1,500 on account and deposited the cheque into bank on same day.
- 22 Paid 'D and Co.' by cheque Rs. 2,250 in full settlement of their claim from bank for office use for Rs. 2,340.
- 30 Drawn from bank for office use Rs. 6,000.
- 30 Paid Salary Rs. 750 by cheque.
- 31 Drawn for personal use Rs. 2,000.

**Q.4)** Mr. X purchased machinery on 1 April, 2010, Rs. 1,50,000. He purchased further machinery on 1st October, 2010 costing Rs. 1,00,000 and on 1st July, 2011 costing Rs. 50,000.

Show Machinery Account assuming that the financial year ending is 31st March every year. The rate of depreciation to be charged @ 10% p.a. Straight Line Method. **[15]**

**Q.5)** Give the detail format of Corporate Balance Sheet as required by Schedule VI of Companies Act, 1956. **[10]**

**OR**

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

- (a) Cash Book
  - (b) Money Measurement Concept
  - (c) Journal
  - (d) Depreciation
-

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-105**

**B. B. M. (I.B.) ( Semester - I ) Examination - 2013**

**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.*

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**Q.1) Define the term Management. State various functions of Management. [15]**

**OR**

**Q.1) Comment “Management is an Art, Science and Profession.” [15]**

**Q.2) Describe Elton Mayo’s Hawthorne Experiment. [15]**

**OR**

**Q.2) Define Planning. Discuss the advantages and limitations of Planning. [15]**

**Q.3) Define Communication. Discuss the importance of Communication in an Organisation. [15]**

**OR**

**Q.3) Define Leadership. Discuss various Leadership Styles adopted by Leaders. [15]**

**Q.4)** What do you mean by Decentralisation ? Discuss the factors determining Decentralisation in any Organisation. **[15]**

**OR**

**Q.4)** Discuss the Social Responsibility of Management. **[15]**

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

- (a) Total Quality Management
  - (b) Levels of Decision
  - (c) International Management
  - (d) Importance of Forecasting
  - (e) Features of Control Process
  - (f) Importance of Strategic Management
-

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4374]-107

**B.E.T. ( Semester - I ) Examination - 2013**

**COMMERCIAL GEOGRAPHY - INDIAN**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Question No. 7 is compulsory.*
- (2) *Attempt **any four** from Q. Nos. 1 to 6.*
- (3) *Draw a neat diagram wherever necessary.*
- (4) *Use of map stencil is allowed.*

- 
- 
- Q.1)** What is Commercial Geography ? Explain approaches of Commercial Geography. [15]
- Q.2)** Give an account of Ganga River System in India. [15]
- Q.3)** Describe characteristics of Climatic Regions of India. [15]
- Q.4)** Explain the problems and prospects of Indian Agriculture. [15]
- Q.5)** Explain the factors affecting the Industrial Location. [15]
- Q.6)** What is Foreign Trade ? Describe import of India in relation to its Volume and Composition. [15]
- Q.7)** Write short notes : **(Any Four)** [20]
- (a) Scope of Commercial Geography
  - (b) Geographical and Relative Location of India
  - (c) Cash Crops
  - (d) Coal Production in India
  - (e) Sugar Industry in India
  - (f) Types of Communication

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Total No. of Questions : 5]

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[4374]-201

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**

**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.*

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**Q.1) (A) Fill in the blanks :**

**[051**

- (a) \_\_\_\_\_ Control is a broader term than Budgeting.
- (b) \_\_\_\_\_ is a very important indicator of the Profit Earning Capacity of Business.
- (c) P/V Ratio is the ratio of \_\_\_\_\_ to Sales.
- (d) Aggregate of all Direct Costs is known as \_\_\_\_\_.
- (e) In contract Costing, the Cost Unit is \_\_\_\_\_.

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

- (a) Marginal Cost = Total Cost - Fixed Cost.
- (b) Costing is the Technique and Process of Ascertaining Cost.
- (c) Fixed Cost per unit is always fixed.
- (d) Job Costing is suitable for special order concerns.
- (e) All Indirect Expenses are called as Overheads.

**Q.2)** Define the term 'Cost'. Explain various Elements of Cost with suitable example. [15]

**OR**

**Q.2)** Explain Concept of Cost, Costing, Cost Accounting and Cost Accountancy. State Advantages of Cost Accounting. [15]

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

- (a) Flexible Budget
- (b) Break-even Point
- (c) Cost Unit
- (d) Retention Money
- (e) Process Costing

**Q.4)** The following details have been obtained from the books of M/s. Cement India Ltd. for one month. You are required to prepare Cost Sheet : [16]

| <b>Particulars</b>                          | <b>Rs.</b> |
|---|------------|
| Stock of Raw Materials on 1st April, 2012   | 75,000     |
| Stock of Raw Materials on 30th April, 2012  | 91,500     |
| Direct Wages                                | 52,500     |
| Indirect Wages                              | 2,750      |
| Sales                                       | 2,11,000   |
| Work-in-progress on 1st April, 2012         | 28,000     |
| Work-in-progress on 30th April, 2012        | 35,000     |
| Purchases of Raw Material                   | 66,000     |
| Factory Rent and Power                      | 15,000     |
| Depreciation on Plant and Machinery         | 3,500      |
| Expenses on Purchases                       | 1,500      |
| Carriage Outward                            | 2,500      |
| Advertisement                               | 3,500      |
| Office Rent and Taxes                       | 2,500      |
| Traveller's Wages and Commission            | 6,500      |
| Stock of Finished Goods on 1 April, 2012    | 54,000     |
| Stock of Finished Goods on 30th April, 2012 | 31,000     |



**Q.5) (A)** A company has prepared the following budget estimate for the year 2011-12 :

|                                |   |              |
|--------------------------------|---|--------------|
| Sales                          | – | 15,000 units |
| Fixed Cost                     | – | Rs. 34,000   |
| Sales Value                    | – | Rs. 1,50,000 |
| Variable Cost per unit - Rs. 6 |   |              |

**You are required to calculate :**

- (a) P/V Ratio
- (b) BEP (Sales)
- (c) Margin of Safety [12]

**(B)** Dabur Chemicals Ltd., Nagpur has given you the following information at 50% capacity of the production of 5,000 units during the month of March, 2009 :

| <b>Particulars</b>                | <b>Cost Per unit Rs.</b> |
|-----------------------------------|--------------------------|
| Materials                         | 50                       |
| Labour                            | 30                       |
| Variable Overheads                | 20                       |
| Fixed Overheads (Rs. 50,000)      | 10                       |
| Admn. Overheads (90% Fixed)       | 10                       |
| Selling Expenses (25% Fixed)      | 08                       |
| Distribution Expenses (20% Fixed) | 05                       |
| <b>Total</b>                      | <b>133</b>               |

You are required to prepare Flexible Budget at 60%, 70% capacity. [12]

**OR**

(B) From the following data, calculate :

[12]

- (a) Material Cost Variance
- (b) Material Price Variance
- (c) Material Usage Variance

| <b>Raw Material</b> | <b>Standard</b>             | <b>Actual</b>               |
|---------------------|-----------------------------|-----------------------------|
| X                   | 40 units Rs. 50<br>per unit | 50 units Rs. 50<br>per unit |
| Y                   | 60 units Rs. 40<br>per unit | 60 units Rs. 45<br>per unit |

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Total No. of Questions : 7]

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**[4374]-202**

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**  
**ELEMENTS OF HUMAN RESOURCE MANAGEMENT**  
**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.
- (3) Draw diagrams/sketch wherever necessary.

- 
- 
- Q.1)** Explain the role of H. R. Manager in an Organisation. State various objectives of Human Resource Management.
  - Q.2)** Explain 'Recruitment'. State various Sources of Recruitment.
  - Q.3)** Explain 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)** Explain what is Training ? Explain various methods of Training in detail.
  - Q.6)** Discuss in detail various trends of Attrition and give suitable solutions for solving the problem of Attrition.
  - Q.7)** Write short notes : **(Any Four)**
    - (a) TQM
    - (b) Re-engineering
    - (c) Job Enrichment
    - (d) Labour Turnover
    - (e) Promotion
    - (f) Strategic HRM

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**[4374]-202/1**

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-203**

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**

**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.*

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**Q.1) What is Money ? Describe in detail the function of Money. [15]**

**OR**

**Q.1) Define Macro-economics. Explain the nature and importance of Macro-economics. [15]**

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

**OR**

**Q.2) Explain the Cash Balance Approach of Cambridge Economists. [15]**

**Q.3) Critically evaluate the Quantity Theory of Money. [15]**

**OR**

**Q.3) Explain the determination of Keynes Theory of Income and Employment. [15]**

**Q.4) Define Consumption Function. Explain the determinants factors of Consumption Function. [15]**

**OR**

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

**[4374]-203**

**1**

**P.T.O.**

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

**[20]**

- (a) Inflation
  - (b) Paradox of Saving
  - (c) Effective Demand
  - (d) APS and MPS
  - (e) Autonomous Investment
  - (f) Foreign Trade Multiplier
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Total No. of Questions : 7]

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**[4374]-204**

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**

**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)** Describe the Socially - Oriented Marketing Concept. Explain the importance and limitations of Marketing. **[16]**
- Q.2)** What is Rural Marketing ? Discuss various problems faced in 'Rural Marketing' and suggest solutions. **[16]**
- Q.3)** Define 'Product Life Cycle'. Explain various stages of 'Product Life Cycle'. **[16]**
- Q.4)** Define 'Advertising'. Discuss the benefits of Advertising to the Consumer, Manufacturer, Salesman and Society. **[16]**
- Q.5)** Define 'Market Segmentation'. Explain benefits and limitations of Market Segmentation. **[16]**
- Q.6)** Define 'Marketing Research'. Explain the scope and objectives of 'Marketing Research'. **[16]**

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

**[16]**

- (a) Role of Marketing Manager
  - (b) E-marketing
  - (c) Marketing Mix
  - (d) Sales Promotion
  - (e) Concentrated Marketing
  - (f) Importance of Marketing Information System
-

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Total No. of Questions : 5]

[Total No. of Printed Pages : 5

**[4374]-205**

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**

**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.

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**Q.1) Attempt each of the following :**

**[05 each]**

- (a) Describe Systematic Sampling Procedure.
- (b) Write merits and demerits of Arithmetic Mean.
- (c) Mr. Sharma has taken insurance policy having following details :

Sum Assured : Rs. 80,000

Type : Endowment

Term : 25 years

Mode : Half Yearly

Date of Commencement : 07-09-1995

Due Date of last premium paid : 07-09-2010

Accrued Bonus Rs. 800 per thousand S.A.

Surrender Value Factor 25%

Find the Surrender Value as on 03-10-2010.

**[4374]-205**

**1**

**P.T.O.**



- (d) Find the Initial Basic Feasible Solution of following Transportation Problem by using North - West Corner Method :

| Factory       | Distribution Centres |      |      |      | Monthly Production (in quintal) |
|---------------|----------------------|------|------|------|---------------------------------|
|               | W                    | X    | Y    | Z    |                                 |
| A             | 10                   | 8    | 5    | 4    | 7000                            |
| B             | 7                    | 9    | 15   | 8    | 8000                            |
| C             | 6                    | 10   | 14   | 8    | 10000                           |
| <b>Demand</b> | 6000                 | 6000 | 8000 | 5000 |                                 |

- Q.2) (A)** (a) The minimum weight of a special purpose brick is 5 kg and it contains two basic ingredients  $B_1$  and  $B_2$ .  $B_1$  costs Rs. 5 per kg and  $B_2$  costs Rs. 8 per kg. Strength considerations dictate that the brick should contain minimum of 4 kg of  $B_1$  and a minimum of 2 kg of  $B_2$ . Since the demand for the product is likely to be relative to the price of brick. Formulate the above Linear Programming Problem. [06]
- (b) The mean hourly wage of 100 labours working in a factory, running two shifts of 60 and 40 workers respectively is Rs. 38. The mean hourly wage of 60 labours working in the morning shift is Rs. 40. Find the mean hourly wage of 40 labours working in the evening shift. [04]

**OR**

- (A) Lives of two models of refrigerators in a survey are as follows :

| Life (No. of Years)     |         | 0-2 | 2-4 | 4-6 | 6-8 | 8-10 | 10-12 |
|-------------------------|---------|-----|-----|-----|-----|------|-------|
| Number of Refrigerators | Model A | 5   | 16  | 13  | 7   | 5    | 4     |
|                         | Model B | 2   | 7   | 12  | 19  | 9    | 1     |

- (a) What is the average life of each model of these refrigerators.
- (b) Which model has greater uniformity ? Justify. [10]

- (B) What is Scatter Diagram ? Describe differed types of Correlation using Scatter Diagram. [05]

- Q.3)** (A) The Production Manager of a Company maintains that flow time in days(y) depends on number of operations (X) to be performed. The following data gives necessary information :

|          |   |    |    |    |    |    |    |    |    |    |
|----------|---|----|----|----|----|----|----|----|----|----|
| <b>X</b> | 2 | 2  | 3  | 4  | 4  | 5  | 6  | 6  | 7  | 7  |
| <b>Y</b> | 8 | 13 | 14 | 11 | 20 | 10 | 22 | 26 | 22 | 25 |

- (a) Compute Correlation Coefficient between X and Y and interpret it.  
 (b) Estimate Flowtime (Y) when number of operations performed are 10. [10]

**OR**

- (A) (a) Solve the following Transportation Problem by Vogel's Approximation Method to obtain Initial Basic Feasible Solution :

| <b>To \ From</b> | <b>D</b> | <b>E</b> | <b>F</b> | <b>Supply</b> |
|------------------|----------|----------|----------|---------------|
| <b>A</b>         | 6        | 4        | 1        | 50            |
| <b>B</b>         | 3        | 8        | 7        | 40            |
| <b>C</b>         | 4        | 4        | 2        | 60            |
| <b>Demand</b>    | 20       | 95       | 35       | 150           |

- (b) The data below gives the yearly profits (in thousand of Rs.) of two companies A and B :

| <b>Year</b> | <b>Profits (in '000 Rs.)</b> |                    |
|-------------|------------------------------|--------------------|
|             | <b>Company 'A'</b>           | <b>Company 'B'</b> |
| 1994-95     | 120                          | 90                 |
| 1995-96     | 135                          | 95                 |
| 1996-97     | 140                          | 108                |
| 1997-98     | 160                          | 120                |
| 1998-99     | 175                          | 130                |

Represent the data by Means of Multiple Bar Diagram. [04]

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

**Q.4** (A) (a) Define Regression Coefficient of X on Y and Y on X and state any three properties of Regression Coefficients. [05]  
 (b) Compute Range, Coefficient of Range, Quartile Deviation and Coefficient of Quartile Deviation for the following data :

54, 51, 58, 59, 52, 52, 51, 57, 55, 58, 56 [05]

**OR**

(A) (a) Following data relates to the number of defective items found in 20 boxes, each containing 5 items. Prepare a frequency distribution of number of defective items : [05]

4, 2, 3, 5, 4, 1, 3, 5, 4, 0,  
 1, 1, 0, 2, 3, 2, 1, 2, 1, 3

(b) Obtain Initial Basic Feasible Solution by using Matrix Minima Method for the following Transportation Problem : [05]

| Depot<br>Unit      | B <sub>1</sub> | B <sub>2</sub> | B <sub>3</sub> | B <sub>4</sub> | Stock |
|--------------------|----------------|----------------|----------------|----------------|-------|
| A <sub>1</sub>     | 2              | 3              | 5              | 1              | 8     |
| A <sub>2</sub>     | 7              | 3              | 4              | 6              | 10    |
| A <sub>3</sub>     | 4              | 1              | 7              | 2              | 20    |
| <b>Requirement</b> | 6              | 8              | 9              | 15             | 38    |

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

**Q.5** (A) (a) Calculate Mode for the following data : [04]

| Wages                   | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 |
|-------------------------|------|-------|-------|-------|-------|
| <b>No. of Employees</b> | 22   | 38    | 46    | 35    | 20    |

- (b) An incomplete frequency distribution is given below :

| <b>Class Interval</b> | 10-20 | 20-30 | 30-40 | 40-50 | 50-60 | 60-70 | 70-80 |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|
| <b>Frequency</b>      | 12    | 30    | –     | 65    | –     | 25    | 18    |

Calculate missing frequencies if Median of the data is 46 and total frequency is 229. [06]

**OR**

- (A) (a) Solve the following Linear Programming Problem by Graphical Method :

$$\text{max. } z = 48x + 40y$$

$$\text{subject to : } 2x + y \leq 90$$

$$x + 2y \leq 80$$

$$x + y \leq 50$$

$$x \geq 0, y \geq 0$$

[06]

- (b) For a bivariate data, the mean value of X is 20 and the mean value of Y is 45. The regression coefficient of Y on X is 4 and that of X on Y is  $\frac{1}{9}$ . Find :

(i) Correlation Coefficient between X and Y.

(ii) The Standard Deviation of X if Standard Deviation of Y is 12.

(iii) Coefficient of Variation of X. [04]

- (B) Explain Absolute and Relative Measures of Dispersion. [05]

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-206**

**B. B. M. (I.B.) ( Semester - II ) Examination - 2013**

**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.*

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

- (a) Explain characteristics and block diagram of Computer.
- (b) Explain the term Computer Networking. Discuss the types of Computer Networks.
- (c) What is Software Development Life Cycle ? Explain its process.

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

- (a) Construct an ER diagram for a Car Insurance Company that has a set of Customers. Each customer owns one or more cars. Each are has associated with more cars. Each can has associated with zero to any number of recorded accidents.
- (b) Explain the different Fact Finding Techniques in detail.
- (c) Explain the following :
  - (i) Desktop
  - (ii) RAM
  - (iii) Control Panel
  - (iv) Printer

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

- (a) What is an Operating System ? Explain the services provided by an Operating System.
- (b) Discuss the features of Micro and Mini Computers.
- (c) What is Disk Operating System ? Explain the difference between DOS and Windows.

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

- (a) Explain ERD. Explain tools of ERD.
- (b) Explain the following commands with proper syntax, usage and example :
  - (i) copy
  - (ii) format
  - (iii) del
  - (iv) dir
- (c) What is Computer Topology ? Explain the types of Topology.

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

- (a) What is Internet ? Explain the role of ISP.
- (b) What do you mean by Secondary Storage ? Explain any one in detail.
- (c) Explain SQL Statement with example :
  - (i) INSERT
  - (ii) SELECT

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-301**

**B. B. M. (I.B.) ( Semester - III) Examination - 2013**

**INTERNATIONAL BUSINESS ENVIRONMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

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**Q.1)** What are Toxic Chemicals ? How do Human Beings get exposed to them ? **[16]**

**OR**

**Q.1)** Explain WTO Principles that undermine Modern Environmental Protection. **[16]**

**Q.2)** Discuss the role of Marketing in sustainable development. **[16]**

**Or**

**Q.2)** Explain the role of Business Strategies in sustainable development. **[16]**

**Q.3)** What are the Sources of Carbon Offsets and Technologies to reduce emission ? **[16]**

**OR**

**Q.3)** What are the measures that the Corporate Sector take in reducing Green House Gases ? **[16]**

**Q.4)** What is Business Ethics ? Explain the Principles of Business Ethics. **[16]**

**OR**

**[4374]-301**

**1**

**P.T.O.**

**Q.4) Explain the following concepts :** **[16]**

- (a) Corporate Social Responsibility
- (b) Corporate Compliance

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

- (a) Carbon Credits
  - (b) Role of International NGO's in Environmental Awareness
  - (c) Kyoto's Flexible Mechanism
  - (d) Green Products
  - (e) Environmental Marketing Mix
  - (f) Green Peace
-



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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-302**

**B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**PRODUCTION AND OPERATIONS MANAGEMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

- (1) All questions are compulsory.*
- (2) Each question carries 16 marks.*

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**Q.1)** What do you mean by the term Production System ? Explain the role of Production Department in achieving the goals of the Organisation.

**OR**

**Q.1)** What is meant by Standardisation of Product ? Explain with appropriate examples various Standardised Products in the area of your choice.

**Q.2)** What is meant by Materials Flow Pattern ? Explain the link between Material Flow Pattern and Plant Layout.

**OR**

**Q.2)** Explain the term Master Production Schedule and prepare a Model Master Production Schedule for a Company of your choice.

**Q.3)** Define the term 'Method Study' and state its objectives.

**OR**

**Q.3)** What is Work Sampling ? What are its uses ?

**Q.4)** What do you mean by 'Ergonomics' ? Explain the interface between 'Ergonomics' and 'Production Efficiency'.

**OR**

**Q.4)** Explain the term 'Quality Circle'. Write an imaginary report of a Meeting of Quality Circle Members of a Manufacturing Company.

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

- (a) PMTS Systems
- (b) ISO Certification
- (c) Safety Regulations
- (d) Impact of Noise on Industrial Efficiency
- (e) Measures to Enhance Productivity
- (f) Simplification of Production Processes

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Total No. of Questions : 5]

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**[4374]-303**

**B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**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.*

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**Q.1) Discuss in detail the Heckscher - Ohlin Theory of International Trade. [15]**

**OR**

**Q.1) Distinguish between Internal Trade and International Trade. Why is there need for a separate theory of International Trade ? [15]**

**Q.2) What do you mean by Terms of Trade ? What are the factors affecting Terms of Trade of a Country ? [15]**

**OR**

**Q.2) State the evolutions and functions of World Trade Organisation. [15]**

**Q.3) Describe the objectives and functions of World Bank. [15]**

**OR**

**Q.3) Explain the different barriers that Obstruct Free Trade. [15]**

**Q.4) What is Protection Policy ? State and explain the arguments for and against Protection. [15]**

**OR**

**Q.4) Discuss the Organisation and Structure of International Monetary Fund. Explain the achievements and shortcomings of the Fund. [15]**

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

**[20]**

- (a) Scope of International Economics
  - (b) Arguments against Free Trade
  - (c) Dynamic Gains from Trade
  - (d) TRIPs
  - (e) Inter-regional Trade and International Trade
  - (f) Import Quotas
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[4374]-304**

**B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**INTERNATIONAL MARKETING**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

- (1) Solve **any five** questions.*
- (2) All questions carry equal marks.*
- (3) Use of appropriate corporate examples will be appreciated.*

- 
- 
- Q.1)** Explain Concept of International Marketing with challenges and opportunities in International Market. **[16]**
- Q.2)** Explain the features of Exim Policy - 1997. **[16]**
- Q.3)** What are the different documents required for Exports ? **[16]**
- Q.4)** Explain Market Entry Strategies employed by firms in International Marketing. **[16]**
- Q.5)** Explain golden rules for successful Exporting. **[16]**
- Q.6)** Explain the procedure for Manufacturing Goods for Export and their Inspection by Government Authorities. **[16]**

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

**[16]**

- (a) Packaging in International Marketing
  - (b) Functions of WTO
  - (c) Finance for Exports
  - (d) Excise Clearance of Export Goods
  - (e) Registration of Exports
  - (f) Uniform Pricing
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Total No. of Questions : 5]

[Total No. of Printed Pages : 3

**[4374]-305**

**B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**MANAGEMENT ACCOUNTING**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) All questions are compulsory and carry equal marks.  
 (2) Use of simple calculator is allowed.

**Q.1)** Define and distinguish between 'Management Accounting' and 'Financial Accounting'.

**OR**

**Q.1)** What do you understand by Ratio Analysis ? Explain various advantages and limitations of Ratio Analysis.

**Q.2)** Describe the meaning and importance of Fund Flow Statement. Explain the procedure for preparing a Fund Flow Statement.

**OR**

**Q,2)** The following is the Balance Sheet of BCA Limited, Pune as on 31st March, 2012 :

**Balance Sheet**

| Liabilities             | Amount           | Assets                | Amount           |
|-------------------------|------------------|-----------------------|------------------|
| Share Capital           | 10,00,000        | Land and Building     | 15,00,000        |
| General Reserve         | 7,00,000         | Plant and Machinery   | 10,00,000        |
| Profit and Loss Account | 8,00,000         | Furniture             | 7,00,000         |
| 16% Debentures          | 15,00,000        | Sundry Debtors        | 5,00,000         |
| Sundry Creditors        | 6,00,000         | Bills Receivables     | 3,00,000         |
| Bills Payables          | 4,00,000         | Stock                 | 8,00,000         |
| Bank Overdraft          | 3,00,000         | Marketable Securities | 3,00,000         |
|                         |                  | Cash                  | 2,00,000         |
|                         | <b>53,00,000</b> |                       | <b>53,00,000</b> |

Sales during the last year was Rs. 30,00,000 with the gross profit of Rs. 6,00,000.

**You are required to calculate the following ratios :**

- (a) Current Ratio
- (b) Liquid Ratio
- (c) Absolute Liquidity Ratio
- (d) Debt Equity Ratio
- (e) Inventory Turnover Ratio
- (f) Debtors Turnover Ratio
- (g) Creditors Turnover Ratio
- (h) Working Capital Turnover Ratio

**Q.3)** Define the terms 'Budget' and 'Budgetary Control'. Explain various objectives, advantages and limitations of Budgetary Control System.

**OR**

**Q.3)** The following particulars are obtained from the cost records of EX Limited and EY Limited :

| <b>Particulars</b>              | <b>EX Limited<br/>(Rs.)</b> | <b>EY Limited<br/>(Rs.)</b> |
|---------------------------------|-----------------------------|-----------------------------|
| Selling Price                   | 60                          | 80                          |
| Material Cost @ Rs. 5/- per kg  | 25                          | 30                          |
| Labour Cost @ Rs. 20/- per hour | 14                          | 20                          |
| Variable Overheads              | 6                           | 10                          |
| Total Fixed Cost                | 15,000                      | 50,000                      |
| Number of Units                 | 2,000                       | 2,500                       |

- (a) You are required to calculate : (i) Profit Volume Ratio, (ii) Break-even Point and (iii) Margin of Safety of both the companies and suggest which of the companies is most profitable when the demand for the product is increasing.
- (b) What will be the change in your computations if sales price of both the companies is increased by 10% and the fixed cost is decreased by 10%.



**Q.4)** Describe the meaning of Working Capital. Explain various factors affecting the need of Working Capital.

**OR**

**Q.4)** BCA Limited, Pune has furnished you the following estimated information for the forthcoming year :

- Estimated Output during the year 1,20,000 units
- Sales Price is Rs. 90.
- The Estimated Cost Price consists of :
  - Raw Material – Rs. 30
  - Labour Cost – Rs. 18
  - Overheads – Rs. 12
- The management wants to maintain stock of raw material of Rs. 2,50,000 and stock of finished goods equal to the sales of the next month.
- The Work-in-progress will remain in stock for two weeks and for which labour cost and overheads should be considered at 50% and 60% respectively.
- Sales are made with one month credit and purchases are made with one and half month credit.
- Labourers are paid on monthly basis.
- The time lag in payment of overheads is twenty days.
- Add 10% of your computation for contingency.

You are required to prepare a statement showing the estimated amount of Working Capital.

**Q.5)** Write short notes **any two** of the following :

- (a) Distinction between Management Accounting and Cost Accounting
- (b) Leverage Ratios
- (c) Assumptions and Limitations of Marginal Costing

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Total No. of Questions : 5]

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**[4374]-306**

**B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**E-COMMERCE TECHNOLOGY**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *All questions carry equal marks.*
- (2) *Black figures to the right indicate full marks.*

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**Q.1) Attempt any two :**

**[2x8=16]**

- (a) Explain Electronic Payment System and types of Electronic Payment System.
- (b) What is E-commerce ? Explain Advertising and Marketing in E-commerce.
- (c) What do you mean by Internet Advertising ? State advantages and limitations of Internet Advertisement.

**Q.2) Attempt any two :**

**[2x8=16]**

- (a) What is Encryption and Decryption ?
- (b) What is Hacking ?
- (c) What is the need of Security ? Explain different Security Tools.

**Q.3) Attempt any two :**

**[2x8=16]**

- (a) Define Electronic Business. Explain the Architecture of E-business with diagram.
- (b) What are the challenges for E-governance ?
- (c) Write in detail the Planning and Creation of Intranet.

**[4374]-306**

**1**

**P.T.O.**

**Q.4) Attempt any two :**

**[2x8=16]**

- (a) Explain the Electronic Market Modules in brief.
- (b) Write in detail the Website Features.
- (c) Write the EDI within B2B.

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

**[2x8=16]**

- (a) Shopping Bots
  - (b) Electronic Cash
  - (c) ICES - Imports
-

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Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[4374]-307**

**B. F. T. / B. B. M. (I.B.) ( Semester - III ) Examination - 2013**

**BASICS OF COMPUTERS - II**

**(Old 2004 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

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

- (a) Describe Various DML Commands. [10]
- (b) Explain the Prototyping Model. [10]
- (c) Define System with example and describe following types of System : [10]
- (i) Open and Closed System
- (ii) Deterministic and Probabilistic System

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

- (a) Write a note on Natural Join. [10]
- (b) Define : [10]
- (i) Domain
- (ii) Primary Key
- (iii) Cardinality
- (iv) Single Valued Attribute
- (v) Entity Set
- (c) Consider the following Actor Table and solve SQL queries : [10]  
(Act\_no, Act\_name, Movie\_name, Release\_year)
- (i) Insert two records in Actor Table.
- (ii) Display all actors of movie 'Dhoom'.
- (iii) Display all movies of actor 'Kajol'.
- (iv) Count all movies released in year 2012.
- (v) Display actorwise movie details.

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

- (a) Explain the term : LAN, WAN, MAN. [10]
- (b) Define Network. Explain various uses of Network. [10]
- (c) Explain various types of Viruses. [10]

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

- (a) Define Feasibility Study. Explain the following types of Feasibility Study : [10]
    - (i) Technical Feasibility Study
    - (ii) Operational Feasibility Study
    - (iii) Economical Feasibility Study
  - (b) Explain the term Normalisation with suitable example. [10]
  - (c) A grocery market 'G-MART' comprises of wholesale grocery merchants. Grocery Merchants buy all grocery items directly from farmers. Any merchant can buy an item from only one farmer (that is, if he buys rice from farmer 'A', he cannot buy from anyone else.). There are registered small shop owners who buy from wholesale grocery merchants. The wholesale merchants can sell to many small shop owners. Each small shop owner hires street vendors and sells his product.  
  
Construct E-R Diagram for above case. [10]
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Total No. of Questions : 6]

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**[4374]-401**

**B. B. M. (I.B.) ( Semester - IV ) Examination - 2013**

**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.

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

- (a) Distribution Objective
- (b) Carrying and Forwarding Agent
- (c) Distribution Cost
- (d) Channel Strategy
- (e) Warehousing
- (f) Motivation of Channel Members

**Q.2) Define Distribution System. Explain required Parameters in Distribution Channel Design. [15]**

**Q.3) “Logistics and Customer Satisfaction”. Discuss the relevance. [15]**

**Q.4) State role of Transportation. Write Modes of Transportation in details. [15]**

**Q.5) Define Distributors. Explain Control of Distributors in Physical Distribution. [15]**

**Q.6) Explain factors in the Selecting of Distribution Channel Partner. [15]**

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Total No. of Questions : 6]

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[4374]-402

**B. B. M. (I.B.) ( Semester - IV ) Examination - 2013**

**FOREIGN EXCHANGE OPERATIONS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Question No. 1 is compulsory.*
- (2) *Attempt **any four** from the rest.*
- (3) *All questions carry equal marks.*

- 
- 
- Q.1)** State the meaning of Fixed and Flexible Exchange Rate. Explain its features, advantages and limitations.
  - Q.2)** State various Direct and Indirect Methods of Exchange Control applied RBI to regulate FOREX Market.
  - Q.3)** Explain various reasons for Disparity in Balance of Trade and Balance of Payment. State it is removed.
  - Q.4)** State various methods of Financing Pre-shipment Trade Transaction. (Including Traditonal and Modern Sources of Financing)
  - Q.5)** Do you feel that Commercial Banks Play vary important role in Financing FOREX Trade ? Substantiate your answer with specific point areas.
  - Q.6)** Write essay notes : **(Any Two)**
    - (a) Features of FEMA
    - (b) Fixed and Revolving LC
    - (c) Pourchasing Power Parity

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[4374]-402/1

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Total No. of Questions : 6]

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**[4374]-403**

**B. B. M. (I.B.) ( Semester - IV ) Examination - 2013**  
**INTERNATIONAL BUSINESS IN SERVICE SECTOR**  
**(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) (A) What are the various principles of World Trade Organisation ? [10]**
- (B) Differentiate between Marketing of Services and Marketability of Goods. [10]
- Q.2) What are various Management Problems in Service Sector ? [15]**
- Q.3) Explain how Tourism Services have grown in India over past years ? [15]**
- Q.4) State how Service Sector has contributed to the growth of Indian Economy ? [15]**
- Q.5) What are the four modes of Service Supply under GATS ? Explain with examples. [15]**
- Q.6) Write short notes : (Any Three) [15]**
- (a) Pricing in Services
  - (b) Retailing Services in India
  - (c) Globalisation of Services
  - (d) Ethical Promotion of Services

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**[4374]-403/1**



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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[4374]-404**

**B. B. M. (I.B.) ( Semester - IV ) Examination - 2013**

**INTERNATIONAL AGRICULTURAL BUSINESS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Question No. 1 is compulsory.*
- (2) *Solve any four from the remaining.*
- (3) *Figures to the right indicate full marks.*

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**Q.1) Solve the following cases :**

- (a) 1,200 containers of frozen peas sent by Arav were rejected by V. S. Agency. Suggest him the remedial measures and give information regarding care to be taken while exporting processed food. **[10]**
- (b) Suresh, young graduate in Agri-Business Management, decides to enter into floriculture as a adviser, advise him on following points :
  - (i) The Resources required to set up a farm.
  - (ii) Procedure to Procure Government Funding. **[10]**

**Q.2) Explain in detail the scope for Agro-based Industries in India. [15]**

**Q.3) Explain the provisions and procedure for International License for Food Industry. [15]**

**Q.4) Describe in detail the provisions in EXIM Policy (2006-07) in the light of special efforts to promote Agro-based Commodities. [15]**

**Q.5)** Enumerate the characteristics of Dairy Industry in India. Discuss the product range and future prospects of Dairy Industry. **[15]**

**Q.6)** Explain Concept of Agri Marketing and distinguish between Agri Product Marketing and Manufactured Product Marketing. **[15]**

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

(a) Sugar Industry

(b) Role of State Trading Corporation in importing cereals

(c) Importance of Agri Marketing

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Total No. of Questions : 6]

[Total No. of Printed Pages : 2

[4374]-405

**B. B. M. (I.B.) ( Semester - IV ) Examination - 2013**

**BUSINESS TAXATION**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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**Q.1)** Answer the following :

- (a) What do you mean by Residual Head of Income ? Explain at least 12 items Taxable under this head.
- (b) Write eassy note on 'Residence and Tax Liability'.

**Q.2)** In respect of Business and Profession as a source of Income, explain :

- (a) Expenses deductible purly on payment basis.
- (b) Specifically Non-deductible Expenses from Income from Business Profession.

**Q.3)** Compute Gross Total Income in Case of the following :

Mr. Rohit Roy is working with ABC Corporation in New Delhi. His Net Salary Income is Rs. 9,80,000 p.a. after deducting following :

- (1) Professional Tax Rs. 2,500
- (2) Income Tax Rs. 25,500
- (3) Provident Fund Rs. 48,900
- (d) Loan Repayment Rs. 30,500.

Medical Expenses reimbursed Rs. 40,000 against legally exemption limit. He has 3 children for their education he is recurring 2,500 p.m. as Education Allowance. Income from House Property Rs (-) 70,000 (loss) other income 80,000.

**Q.4)** Explain specifically exempted Income u/s 10 of Income Tax Act, 1961.  
(Atleast 16 such instances).

**Q.5)** In respect of Salary Income, explain any two of the following with example about its taxability :

- (a) Gratuity Income
- (b) Voluntary Retirement sum received
- (c) Pension

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

- (a) Agricultural Income
  - (b) Previous Year
  - (c) Perquisite
  - (d) Interest during Preconstruction Period
  - (e) Revised Return
-

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-501**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**BUSINESS ETHICS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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**Q.1)** Explain the meaning of Ethics. Explain the nature and importance of Ethics. **[15]**

**OR**

**Q.1)** Define 'Business Ethics'. Explain the types of Business Ethics. **[15]**

**Q.2)** Explain the importance of Ethics in the context of Global Economy. **[15]**

**OR**

**Q.2)** Explain Ethics relating to Environment Protection. **[15]**

**Q.3)** What is 'Functional Ethics' ? Explain types of Ethics according to Functions of Business. **[15]**

**OR**

**Q.3)** Explain in detail Ethics relating to Consumer Protection. **[15]**

**Q.4)** Explain the meaning of Corporate Ethics. State the importance of Corporate Ethics. **[15]**

**OR**

**[4374]-501**

**1**

**P.T.O.**

**Q.4)** Explain the meaning of Professional Ethics. Give any five examples of Professional Ethics. **[15]**

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

- (a) Meaning of Moral
  - (b) Corporate Responsibility
  - (c) Industrial Pollution and Business Ethics
  - (d) Ethical Behaviour
  - (e) Ethics in Advertising
  - (f) Ethics and Social Responsibility
-

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-502**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**BUSINESS LAW**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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**Q.1)** Define and explain 'Proposal' in a Contract. Explain the rules for Valid Proposal. **[15]**

**OR**

**Q.1)** What is 'Breach of Contract' ? Explain various remedies available in Breach of Contract. **[15]**

**Q.2)** Define Delivery of Goods and explain its kinds. State the rules relating to Delivery of Goods. **[15]**

**OR**

**Q.2)** Who is 'Unpaid Seller' ? What are his rights against Goods ? Explain. **[15]**

**Q.3)** Elaborate Concept of Partnership. How Partnership differs from a Company ? **[15]**

**OR**

**Q.3)** State and explain the Rights of a Partner against his Fellow Partners. **[15]**

**Q.4)** What is 'Patent' ? What are important features of a Patent ? Explain with illustrations. **[15]**

**OR**

**Q.4)** Define and explain in brief following terms under the Consumer Protection Act, 1986 : **[15]**

- (a) Consumer
- (b) Complaint
- (c) Complainant

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

- (a) Wagering Agreements
  - (b) Caveat Emptor
  - (c) Kinds of Partnership
  - (d) District Forum
  - (e) E-commerce
  - (f) Trademarks
-



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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-503**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**INTERNATIONAL RELATIONS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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**Q.1)** Critically discuss the Concept of 'Caste' in Indian Social Structure. What changes are evident in the current scenario.

**OR**

**Q.1)** Define 'Culture'. How does Culture impact Work Place and International Trade ?

**Q.2)** Critically discuss the role of World Bank and IMF as Institutions of International Economic Co-operation.

**OR**

**Q.2)** Examine the WTO with reference to its evolution, objectives, organisation and functions.

**Q.3)** Discuss Concept of Free Trading Agreements and Preferential Trading Agreements with reference to NAFTA and SAPTA.

**OR**

**Q.3)** Explain in detail how Subsidies, Tariffs and Quotas affect International Trade ?

**Q.4)** Explain TRIPS and enumerate various Intellectual Property Rights granted under TRIPS.

**OR**

**[4374]-503**

**1**

**P.T.O.**

**Q.4)** Define Dumping. Explain various types of Dumping and enumerate the effects of Dumping on an Economy.

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

- (a) European Union
  - (b) GATS
  - (c) SAARC
  - (d) TRIMS
  - (e) Religion
  - (f) Commodity Agreements
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[4374]-504**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**INTERNATIONAL BANKING AND FINANCE**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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**Q.1)** Why Letter of Credit is a popular form of Financing Foreign Trade Transaction ? State the liabilities of Paying Bank in LC Transaction.

**Q.2)** Explain modern ways and means of Financing Import Trade in FOREX Market.

**Q.3)** State features of following with limitation :

- (a) FCNR A/c.
- (b) NRNR A/c.
- (c) NRE A/c.

**Q.4)** What do you mean by ECB ? State its features, advantages and limitations.

**Q.5)** Explain role played by RBI in Regulating Foreign Exchange Market.

**Q.6)** What do you understand by Post-shipment Finance ? State various Methods of Post-shipment Financing.

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[4374]-505**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**BUSINESS REPORTING AND ANALYSIS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- 
- 
- Q.1)** Define Business Reporting. What are the factors affecting Business Reporting ?
- Q.2)** What are the different sources of collecting Internal and External Data ?
- Q.3)** What is a Marketing Report ? Explain the Methods of Marketing Research.
- Q.4)** What do you understand by Business Analysis ? Explain the Process of Business Analysis.
- Q.5)** Describe the process for conducting Economic Analysis.
- Q.6)** What is HR Forecasting ? State the need for HR Forecasting.
- Q.7)** Write short notes : **(Any Four)**
- (a) Risk Analysis
  - (b) PESTLE Analysis
  - (c) Primary Data
  - (d) Essentials of a Good Report
  - (e) Demand Forecasting

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**[4374]-505/1**

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Total No. of Questions : 6]

[Total No. of Printed Pages : 5

**[4374]-506**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**FOREIGN LANGUAGE**

**PAPER - I**

**FRENCH**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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**Q.1) (A)** Vous achetez un billet de train aller-retour pour aller de Paris à Lille. **[10]**

Complétez le dialogue suivant :

L'employé : Bonjour monsieur / madame.

Vous : \_\_\_\_\_

L'employé : Aller simple ou aller-retour ?

Vous : \_\_\_\_\_

L'employé : Cinquante-huit euros, monsieur / madame.

Vous : \_\_\_\_\_

L'employé : A seize heures vingt, monsieur / madame.

Vous : \_\_\_\_\_

L'employé : Quai numéro deux.

Vous : \_\_\_\_\_

**OU**

**[4374]-506**

**1**

**P.T.O.**

- (B) Sylvie Duparc a rendez-vous avec madame Bouvier, chef des ventes. [10]

Complétez le dialogue suivant :

La réceptionniste : Bonjour, madame.

Sylvie : \_\_\_\_\_

La réceptionniste : C'est de la part de qui ?

Sylvie : \_\_\_\_\_

La réceptionniste : Madame Bouvier arrive.

Sylvie : \_\_\_\_\_

Madame Bouvier : Je suis Anne Bouvier, chef des ventes.  
Heureuse de faire votre connaissance.

Sylvie : \_\_\_\_\_

**Q.2) GRAMMAIRE ET VOCABULAIRE :**

- (a) **Mettez au pluriel :** [04]

(i) L'ingénieur travaille dans cette usine.

(ii) La secrétaire parle au directeur.

- (b) **Mettez au négatif :** [04]

(i) Le train arrive à 5 heures.

(ii) Il fait froid ce soir.

- (c) **Complétez avec une préposition :** [03]

(i) Mathieu habite \_\_\_\_\_ Londres.

(ii) \_\_\_\_\_ été, il fait chaud.

(iii) Jean a une réservation \_\_\_\_\_ cet hôtel.

- (d) **Complétez avec des adjectifs possessifs :** [04]

(i) Ils vont au jardin avec \_\_\_\_\_ cousins.

(ii) Natalie téléphone à \_\_\_\_\_ mère.

(iii) Tu parles à \_\_\_\_\_ professeur.

(iv) Les étudiants font \_\_\_\_\_ devoir.

(e) **Complétez avec les mots justes :** [02]

- (i) Didier habite en Suisse. Il est \_\_\_\_\_.
- (ii) La capitale de la France, c'est \_\_\_\_\_.

(f) **Dites Vrai ou Faux :** [03]

- (i) Il y a quatre gares à Paris.
- (ii) La fête de Noël, c'est le 31 décembre.
- (iii) Strasbourg et Lyon sont deux villes françaises.

(g) **Complétez avec les mots suivants :** [04]

*(pont, onze, semaines, août)*

Les salariés français ont cinq \_\_\_\_\_ de congés payés par l'employeur. Quand le jour férié est un jeudi ou un mardi, les Français font le \_\_\_\_\_. Ils partent en vacances en \_\_\_\_\_. Il y a \_\_\_\_\_ jours fériés par an.

(h) **Mettez les verbes entre parenthèses à la forme qui convient :** [04]

- (i) Vous (aller) à Angers.
- (ii) Jean (manger) au restaurant avec ses collègues.
- (iii) Ils (venir) en auto.
- (iv) Tu (aimer) la cuisine chinoise.

(i) **Ecrivez en lettres :** [03]

- (i) 89
- (ii) 11
- (iii) 75

(j) **Quelle heure est-il ?** [04]

1.15 p.m., 10.30 a.m.

**Q.3) (A) Répondez : (3 au choix)** [06]

- (1) Nommez deux jours de la semaine.
- (2) Nommez deux moyens de transport.
- (3) Comment appelle-t-on un habitant de l'Australie ?
- (4) Combien de jours y a-t-il au mois de juin ?

(B) **Reliez les deux colonnes :** [04]

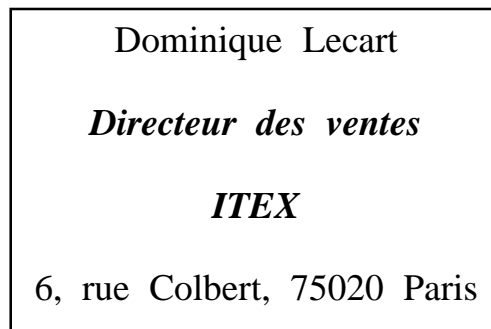
‘A’

‘B’

- |                                |                                    |
|--------------------------------|------------------------------------|
| (1) Le directeur financier     | (i) La fête nationale de la France |
| (2) Le 14 juillet              | (ii) Les activités financières     |
| (3) Une gare à Paris           | (iii) Un Américain                 |
| (4) Un habitant des Etats-Unis | (iv) Montparnasse                  |

**Q.4) (A) Ecrivez en forme de paragraphe :** [05]

**Voici la carte de visite de Frédéric Millau. Décrivez les informations en forme de paragraphe.**



**OU**

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

**Q.5) (A) Traduisez en anglais :** [05]

Mélanie est à Paris. Elle téléphone à ses parents d'une cabine téléphonique avec une télécarte. Elle compose le 16 et puis le 02 36 14 68 et elle parle à ses parents. Ses parents habitent à Bordeaux. Elle va chez ses parents pour les vacances de Noël pour deux semaines. Elle prend l'avion le 20 décembre.

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

- (1) Good evening Sir !
- (2) Our hotel has a restaurant.
- (3) He is the technical director.
- (4) Here is my identity card.
- (5) His sister lives in Toulouse.



**Q.6) Compréhension :**

**Lisez le texte suivant et répondez aux questions :**

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

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

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

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

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

(a) **Dites Vrai ou Faux :** [02]

(i) Rébecca téléphone de Paris.

(ii) Monsieur Schmidt et mademoiselle Trévisi arrivent le 16 décembre.

(b) **Répondez :** [02]

(i) Qui est Rébecca ?

(ii) Monsieur Schmidt quand rentre-t-il ?

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

arriver

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Total No. of Questions : 5]

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**[4374]-506-A**

**B. B. M. (I.B.) ( Semester - V ) Examination - 2013**

**FOREIGN LANGUAGE**

**PAPER - I**

**GERMAN**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80.**

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**Q.1) Übersetzen Sie ins Englische : [10]**

- (a) Das Kaffeetrinken ist eine arabische Tradition. Die Türken haben Mokka international populär gemacht. In Europa hat Österreich eine lange Kaffeehausstradition und viele Kaffeeariationen. Heute ist Kaffeetrinken „in“. Caffe Latte, Espresso und Cappucino heißen die Topfavoriten in HongKong, New York, Berlin und St. Petersburg. Cafe-Ketten wie Starbucks, Segafredo und Coffee Bean sind so international wie Mac Donalds. Cafes sind ideal für Kommunikation und für Kontakte.
- (b) Manolo Lopez Matin kommt aus Santiago de Chile. Er lebt seit zwölf Jahren mit seiner deutschen Freundin Susanne in Köln. Sie haben seit vier Monaten ein Kind und wollen im Sommer heiraten. Manolo importiert für viele Restaurants in Köln Wein aus Chile, und Susanne ist Webdesignerin. Beide hören gern Musik. Manolo mag Tangos, aber Susanne findet Beethoven und Mozart gut.

**Q.2) Beantworten Sie die Fragen : (Nur 5) [05]**

- (a) Was machen Sie am Sonntag ?
- (b) Was lernen Sie ?
- (c) Um wieviel Uhr schlafen Sie ?
- (d) Wie heißt Ihre Mutter ?
- (e) Was sind Ihre Hobbys ?
- (f) Wo liegt Pune ?

**Q.3) Wortschatz :**

- (a) **Schreiben Sie die Zahlen ins Worte : (Nur 5)** [05]  
10, 22, 31, 66, 73, 80, 95
- (b) **Ergänzen Sie Vokale : (Nur 5)** [05]  
(i) A\_t\_  
(ii) K\_nd  
(iii) \_b\_nd  
(iv) S\_ft  
(v) T\_lef\_n  
(vi) Fr\_g\_
- (c) **Was passt nicht ? (Nur 5)** [05]  
(i) Tisch, Sofa, Stuhl, Kuli  
(ii) Handy, Computer, Heft, Videorecorder  
(iii) Schwester, Bruder, Vater, Freund  
(iv) Tasse, Wein, Bier, Tee  
(v) Küche, Bad, Buch, Wohnzimmer  
(vi) frei, kommen, trinken, heißen
- (d) **Ordnen Sie zu :** [05]  
(i) Was ist das ? Nein, ich bin ledig.  
(ii) Sind Sie verheiratet ? Ja, warum nicht ?  
(iii) Woher kommst du ? Es ist jetzt halbzwei.  
(iv) Wie spät ist es jetzt ? Das ist ein Radiergummi.  
(v) Gehen wir ins Kino ? Siebenundzwanzig

**Q.4) Grammatik :**

- (a) **Ergänzen Sie das Verb : (Nur 5)** [05]  
(singen, haben, studieren, arbeiten, trinken, machen)  
(i) \_\_\_\_\_ du Chemie ? - Ja.  
(ii) \_\_\_\_\_ ihr keinen Fernseher ?  
(iii) Wir \_\_\_\_\_ jetzt eine Pause.  
(iv) Das Baby \_\_\_\_\_ gern Milch.  
(v) Herr und Frau Baumer \_\_\_\_\_ bei Volkswagen.  
(vi) Mary \_\_\_\_\_ sehr gut.

- (b) **Bilden Sie Fragen : (Nur 5)** [05]
- (i) Er lebt in Hamburg.
  - (ii) Das ist ein Kursbuch.
  - (iii) Sie arbeitet nicht.
  - (iv) Ja, ich möchte gern ein Bier trinken.
  - (v) Das ist kein Tisch.
  - (vi) Gestern waren wir in Paris.
- (c) **Ergänzen Sie den Artikel : (bestimmt/unbestimmt/Nom/Akk)**  
(Nur 5) [05]
- (i) \_\_\_\_\_ Tafel ist Schwarz.
  - (ii) \_\_\_\_\_ Studenten sind im Klassenzimmer.
  - (iii) Ich lese \_\_\_\_\_ Buch.
  - (iv) Trinkst du auch \_\_\_\_\_ Kaffee ?
  - (v) Das ist \_\_\_\_\_ Haus.
  - (vi) Serena kauft \_\_\_\_\_ Handy.
- (d) **Ergänzen Sie den Possesivartikel : (Nur 5)** [05]
- (i) Das ist Herr Neuner und das ist \_\_\_\_\_ (er) Auto.
  - (ii) Kinder, wo ist \_\_\_\_\_ (ihr) Schule ?
  - (iii) Ich und \_\_\_\_\_ (ich) Schwester spielen gern Korbball.
  - (iv) Martina hat ein Baby. \_\_\_\_\_ (sie) Baby ist 6 Monate alt.
  - (v) Wir haben eine Wohnung. \_\_\_\_\_ (wir) Wohnung ist groß.
  - (vi) Gita, wo ist \_\_\_\_\_ (du) Großmutter ?
- (e) **Ergänzen Sie die Verben 'haben' und 'sein' im Präteritum :**  
(Nur 5 Lücken) [05]
- (i) Wo \_\_\_\_\_ Sie gestern ? – Ich \_\_\_\_\_ zu Hause.
  - (ii) Am Freitag \_\_\_\_\_ die Kinder frei.
  - (iii) \_\_\_\_\_ du gestern Zeit ?
  - (iv) Wo \_\_\_\_\_ ihr im Urlaub ? – Wir \_\_\_\_\_ in Paris.
  - (v) Früher \_\_\_\_\_ Anil keine Wohnung, jetzt hat er aber ein großes Haus.

**Q.5) (A) Lesen Sie den Text und beantworten Sie die folgenden Fragen :**

Karin Neumann kommt aus Berlin. Sie ist Single und unterrichtet seit zwei Jahren Biologie, Sport und Französisch an einer Schule in Potsdam. Das ist eine Stadt in Brandenburg. Im Moment lernt sie an einer Sprachschule Spanisch. Sie möchte an der deutschen Schule in Madrid arbeiten. Sie interessiert sich sehr für spanische Kultur und findet Madrid fantastisch. Manolo Lopez Martin kommt aus Santiago de Chile. Er lebt seit zwölf Jahren mit seiner deutschen Freundin Susanne in Köln. Sie haben seit vier Monaten ein Kind und wollen im Sommer heiraten. Manolo importiert für viele Restaurants in Köln Wein aus Chile, und Susanne ist Webdesignerin. Beide hören gern Musik.

**(a) Beantworten Sie :** [05]

- (i) Was macht Karin in Potsdam ?
- (ii) Wo liegt Potsdam ?
- (iii) Wie heißt Manolos Freundin ?
- (iv) Was ist Susanne von Beruf ?
- (v) Wo wohnen Manolo und Susanne ?

**(b) Richtig oder Falsch ?** [05]

- (i) Karin ist nicht verheiratet.
- (ii) Susanne findet Musik nicht gut.
- (iii) Manolo lernt Spanisch an einer Sprachschule.
- (iv) Susanne arbeitet nicht.
- (v) Karin findet Spanien schön.

**(B) Schreiben Sie 8 bis 10 Sätze über das Thema.** [10]

**Meine Familie oder Mein Freund / Meine Freundin.**

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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[4374]-507**

**B. F. T. ( Semester - V ) Examination - 2013**

**IT FOR WORLD TRADE**

**(Old 2004 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Question No. 1 is compulsory.*
- (2) *Solve any four from Q. Nos. 2 to 7.*

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

**[16]**

- (1) E-commerce
- (2) E-mail
- (3) Cyber Banking
- (4) w.w.w.
- (5) E.F.T.
- (6) Domain
- (7) Intranet
- (8) IP Address
- (9) I.S.P.
- (10) H.T.T.P.

**Q.2) Answer the following :**

- (a) Explain Electronic Shopping Process. **[08]**
- (b) Explain various types of Organisational Systems. **[08]**

**Q.3)** Answer the following :

- (a) What is Generic Trade Cycle ? [08]
- (b) Define Portal. Explain types of Portal. [08]

**Q.4)** Answer the following :

- (a) Explain 'Internet' is stated as 'A Networks on Networks'. [08]
- (b) Describe benefits and limitations of Internet Advertising. [08]

**Q.5)** Answer the following :

- (a) Explain in detail On-line Services Stock Trading. [08]
- (b) Explain Concept of Digital Firm. [08]

**Q.6)** Answer the following :

- (a) Explain G.I.S. (Global Information System) and its benefits. [08]
- (b) Explain Internet Business Model. [08]

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

- (a) Travel - Service On-line
  - (b) E-business
  - (c) Telnet
  - (d) Virtual Trade
  - (e) Internet and Intranet
-

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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[4374]-601**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**EXPORT AND IMPORT PROCEDURE**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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**Q.1)** Explain in detail various Shipping Documents.

**Q.2)** Describe various Categories of Export Trade in detail.

**Q.3)** (A) State various provisions included in Marine Insurance Policy for importation of Goods and Services.

(B) What is GSP Rule of Origin ?

**Q.4)** Examine the role played by ECGC in Promotion of EXIM Trade in India.

**Q.5)** What are duty draw back schemes available for Exporter in Indian Market ?

**Q.6)** Write essay notes : **(Any Two)**

- (a) On-line Registration for Export
- (b) Mate Receipt
- (c) Mode of Transport for Service Sector

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**[4374]-601/1**



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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[4374]-602**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**INTERNATIONAL BUSINESS LAWS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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**Q.1)** What is International Law ? Explain the evolution of International Economic Law with reference to UN's Role in its Development. **[16]**

**OR**

**Q.1)** Explain the procedure evaluation of International Court of Justice. **[16]**

**Q.2)** Explain in detail the Functioning of International Clauses for Settlement of Investment Disputes. **[16]**

**Q.3)** (A) UNCITRAL Model on Law on E-commerce **[08]**

(B) UNCITRAL Model for International Payments **[08]**

**OR**

**Q.3)** (A) WTO Dispute Redressal System **[08]**

(B) The Customs Act, 1962 **[08]**

**Q.4)** Elaborate the importance of Transnational Corporations under the International Economic Law. **[16]**

**OR**

**[4374]-602**

**1**

**P.T.O.**

**Q.4)** Explain the important provisions of Foreign Trade (Regulation and Development) Act, 1992. Give Suitable examples. **[16]**

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

- (a) World Bank Inspection Panel
  - (b) Ministry of Commerce
  - (c) Sustainable Development
  - (d) UNDP
-

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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[4374]-603**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**STUDY OF GLOBAL ECONOMICS**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) Question No. 7 is compulsory.
- (2) Answer **any four** from the remaining.

- 
- 
- Q.1)** What is Globalization ? Explain in detail advantages and disadvantages of Globalization. **[15]**
- Q.2)** Why IMF is important in Globalization ? Discuss the facilities provided by IMF. **[15]**
- Q.3)** What is Energy and Commodity Crisis ? Which are the strategies used for facing such Crisis ? **[15]**
- Q.4)** Enlist the Emerging Markets of the World in 21st Century. What makes India as an Emerging Market, explain it in detail. **[15]**
- Q.5)** Analyze the Current Business and Economic Environment of India. Write about ASEAN's Role in the same. **[15]**
- Q.6)** Brief about Organised and Unorganised Labour Market. Explain strategies for Organised Labour Management. **[15]**

**Q.7) Short notes : (Any Four)**

**[20]**

- (a) Poverty Aid
  - (b) Challenges of Globalisation
  - (c) Financial Turmoil
  - (d) SDRs
  - (e) Mobilisation of Global Talent
  - (f) World Bank
-

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[4374]-604**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**INTERNATIONAL PROJECT MANAGEMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Question No. 1 is compulsory.*
- (2) *Attempt **any four** out of the rest.*
- (3) *Figures to the right indicate full marks.*

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

- (a) Project Plan
- (b) Management of Change
- (c) Risk Management
- (d) Scheduling
- (e) Phase of Project Completion

**Q.2) Define Project Management. What are the characteristics of an International Project ? [15]**

**Q.3) Who are the different types of Stakeholders in a Project ? Elaborate. [15]**

**Q.4) How considerations like Cost, Time and Quality are important in the Process of International Project ? [15]**

**Q.5) What are the tools and techniques for monitoring International Projects ? [15]**

**Q.6) Explain with examples Work Break Down Structures. [15]**

**Q.7) Distinguish between a Standard Project and an International Project. [15]**

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Total No. of Questions : 6]

[Total No. of Printed Pages : 6

**[4374]-605**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**FOREIGN LANGUAGE**

**PAPER - II**

**FRENCH**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) All questions are compulsory.*

*(2) Use of dictionary is not allowed.*

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**Q.1) Complétez le dialogue : (UN au choix)**

**[10]**

- (a) M. Legrand va dans une agence immobilière. Il cherche un appartement meublé à louer. Il veut un appartement avec 2 chambres dans un immeuble moderne avec parking. Il demande les charges.

L'employé : Bonjour, \_\_\_\_\_.

M. Legrand : Je \_\_\_\_\_.

L'employé : Oui, monsieur. Un petit studio ?

M. Legrand : \_\_\_\_\_.

L'employé : Voici un charmant appartement avec balcon et salle de bains.

M. Legrand : \_\_\_\_\_.

**[4374]-605**

**1**

**P.T.O.**

L'employé : Oui, c'est meublé - tables, chaises, lits, réfrigérateur...

M. Legrand : .....

L'employé : Le loyer est à 1000 • par mois, charges compris.

**OU**

- (b) Gérard est au restaurant 'chez Minoha' avec des collègues. Il a une table réservée au nom de LaCroix. La serveuse montre la table. Gérard demande le menu. Il commande du poulet avec du vin blanc.

La serveuse : Messieurs-dames, bonjour.

Gérard : .....

Le réceptionniste : Ah oui, Monsieur LaCroix. C'est une table pour 4 ?

Gérard : Oui, .....

La serveuse : Voilà votre table, près de la fenêtre.

Gérard : .....

La serveuse : Voilà le menu.

Gérard : .....

La serveuse : Et comme vin ?

Gérard : Apportez .....

**Q.2) Grammaire et Vocabulaire :**

- (a) **Mettez au pluriel :** [04]

(i) La vendeuse arrive.

(ii) Il prend la carte.

- (b) **Donnez le féminin du mot souligné :** [02]

(i) Le directeur est espagnol.

- (c) **Donnez le contraire du mot souligné :** [02]  
(i) C'est un petit hôtel.  
(ii) Vous êtes marié ?
- (d) **Complétez avec du, de la, des, de l'... :** [02]  
(i) Le voyageur peut goûter \_\_\_\_\_ spécialités.  
(ii) Jean-Luc a bu \_\_\_\_\_ jus d'orange.
- (e) **Complétez avec au, à la, aux, à l'... :** [02]  
(i) Les Français déjeunent \_\_\_\_\_ cantine.  
(ii) Le chef va \_\_\_\_\_ banque.
- (f) **Complétez avec des adjectifs démonstratifs :** [02]  
(i) Il va à \_\_\_\_\_ station-service.  
(ii) \_\_\_\_\_ carte est une carte de paiement.
- (g) **Complétez avec des adjectifs possessifs :** [02]  
(i) Nous sortons avec \_\_\_\_\_ chef.  
(ii) Quel est votre nom ? – \_\_\_\_\_ nom, c'est Dupont.
- (h) **Choisissez la forme correcte du verbe :** [03]  
(i) Prenez/prennent la direction centre-ville.  
(ii) Marc va / vas à Paris.  
(iii) Je traverse/traversez la place Bilange.
- (i) **Mettez les verbes entre parenthèses au temps donné :** [03]  
(i) Georges (voyager - passé composé) par avion.  
(ii) Tu (manger - présent) une tarte aux pommes.  
(iii) Elles (pouvoir - futur) aller à l'office du tourisme.
- (j) **Trouvez l'objet direct :** [03]  
(i) Vous voulez cette reçu ?  
(ii) Paul commande le cocktail de crevettes.  
(iii) Guillaume montre son passeport.



(k) **Complétez le texte suivant avec les mots donnés ci-dessous : [02]**  
(contrats, collègues, travail, cadres)

Les \_\_\_\_\_ français peuvent inviter leurs \_\_\_\_\_ à un repas d'affaires ou de \_\_\_\_\_. Les \_\_\_\_\_ sont souvent signés dans un atmosphère conviviale.

(l) **Dites vrai ou faux : [03]**

(i) Les entreprises peuvent proposer des chèques-déjeuner à leurs employés.

(ii) En France, il y a 10 chambres de commerce régionales.

(iii) Il faut payer en espèces avec une carte de crédit.

(m) **Écrivez en mots : [02]**

(i) 119

(ii) 97

(n) **Quelle heure est-il ? [03]**

(i) 4.15 a.m.

(ii) 7.30 p.m.

(iii) 12.40 p.m.

**Q.3) (A) Répondez aux questions : (3 au choix) [06]**

(1) Que mangez-vous au restaurant ?

(2) Où répare-t-on une voiture en panne ?

(3) Nommez deux villes françaises.

(4) Où peut-on faire le plein d'essence ?

(B) **Reliez les colonnes : [04]**

**'A'**

**'B'**

(1) Une carte de crédit (i) le niveau d'huile

(2) Un paquet de riz (ii) escalope de veau

(3) Vérifier (iii) l'épicerie

(4) Une spécialité française (iv) Diners Club

**Q.4) (A) Ecrivez en forme de paragraphe :** [05]

Maison à vendre

En Bourgogne

Maison à style ancienne - matériaux modernes - murs blancs - un rez-de-chaussée - deux étages - garage à côté.

**OU**

**(B) Ecrivez 5-6 phrases sur votre famille.** [05]

**Q.5) (A) Traduisez en anglais :** [05]

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

**(B) Traduisez en français : (5 au choix)** [05]

(1) I would like to open a bank account.

(2) This is my hotel room.

(3) He is arriving on Tuesday.

(4) Glad to meet you, sir !

(5) Dominique is head of sales at 'BOSCO'.

(6) It is a business trip.

**Q.6) Compréhension de texte :**

Paul, Claire et Anne visitent un appartement.

Paul : C'est ici, au premier étage. Voilà, mesdames.

Claire : Mais c'est grand. Le salon est immense. J'aime ça.

Anne : Il est confortable. J'aime beaucoup ce canapé.

Claire : Une petite table et des chaises...et il y a un poste de télévision !

Paul : Bien sûr !

Anne : Qu'est-ce que c'est ? C'est une douche. Tu n'as pas de salle de bains alors.

Claire : La chambre donne sur le parc. La vue est très belle. Il y a un parking ?

Paul : Oui. En face.

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

Paul : Huit cents euros par mois.

(a) **Répondez aux questions suivantes :** [04]

(i) À quel étage set l'appartement ?

(ii) Quel est le loyer ?

(b) **Dites Vrai ou Faux :** [03]

(i) Dans le salon, il y a une télévision.

(ii) Le salon donne sur un beau parc.

(iii) L'appartement a une douche.

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

premier

(d) **Donnez l'infinitif de :** [02]

donne, est

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Total No. of Questions : 5]

[Total No. of Printed Pages : 5

**[4374]-605-A**

**B. B. M. (I.B.) ( Semester - VI ) Examination - 2013**

**FOREIGN LANGUAGE**

**PAPER - II**

**GERMAN**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Q.1) Übersetzen Sie ins Englische !**

**[10]**

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

Marcel findet die Berlin Exkursion toll, aber zu kurz. Man braucht mehr Zeit für die Stadt. Er will wieder nach Berlin fahren. Er interessiert sich für Architektur. Modern, klassisch, alt, neu-hier gibt es alles. Er hat ein Fahrrad gemietet und war abends unterwegs. Marcel hat 200 Fotos gemacht.

**Q.2) Beantworten Sie FÜNF der folgenden Fragen !**

**[10]**

- (a) Nennen Sie drei Obstsorten.
- (b) Wo kauft man Erdbeeren ?
- (c) Was machen Sie gern in der Freizeit ?
- (d) Welche Kleider tragen Sie gern ?
- (e) Beschreiben Sie kurz Ihre Stadt !
- (f) Nennen Sie drei Farben !
- (g) Um wieviel Uhr stehen Sie auf ?
- (h) Wann hat Ihr Freund Geburtstag ?

**Q.3) Lesen Sie den folgenden Text und beantworten Sie die Fragen !**

Andreas Stein ist Kellner und arbeitet im Restaurant „Am Schlosspark“ in Nürnberg. Er arbeitet von Dienstag bis Sonntag von 17 bis 24 Uhr. Am Montag hat er frei. Herr Stein bringt den Gästen zuerst die Speisekarte. Oft haben die Gäste Fragen zum Essen und er berät sie. Er erklärt die Zutaten oder empfiehlt einen Wein. Dann schreibt er die Bestellungen auf. Am liebsten bestellen die Gäste „Fisch im Gemüsebett“, das ist eine Spezialität im Restaurant „Am Schlosspark“. Herr Stein bringt das Essen und die Getränke und am Ende die Rechnung. In die Küche geht Herr Stein nicht gern, da findet er es zu chaotisch. Im Restaurant ist es ruhig. Die Gäste trinken gern nach dem Essen noch einen Kaffee. Gestern sind sie bis ein Uhr geblieben. Die Kellner müssen dann auch so lange bleiben. Aber Herr Stein mag seine Arbeit und er isst gern ! Am liebsten mag er asiatische Küche.

(a) **Beantworten Sie die folgenden Fragen :** [04]

- (i) Wie ist die Arbeitszeit von Andreas Stein ?
- (ii) Was muss ein Kellner tun ?
- (iii) Welches Lieblingsessen haben die Gäste ?
- (iv) Wie lange hat Andreas gestern gearbeitet ?

(b) **Richtig oder Falsch ?** [04]

- (i) Am Montag arbeitet Andreas nicht.
- (ii) Andreas arbeitet sehr gern in dem Restaurant.
- (iii) Die Gäste essen gern asiatische Küche.
- (iv) In der Küche ist es nicht ruhig.

(c) **Ergänzen Sie :** [02]

- (i) Das Restaurant, in dem Andreas arbeitet heißt \_\_\_\_\_.
- (ii) Die Lieblingsspeise der Gäste heißt \_\_\_\_\_.

**Q.4) Wortschatz :**

- (a) **Ergänzen sie das richtige Wort ! (nur fünf)** [05]
- (i) Ute unterrichtet Biologie. Sie ist \_\_\_\_\_ von Beruf.
  - (ii) Ich brauche einen \_\_\_\_\_ Chips.
  - (iii) Un 3.00 \_\_\_\_\_ machen wir eine Pause.
  - (iv) Im Winter trägt man eine \_\_\_\_\_.
  - (v) Pune ist eine \_\_\_\_\_.
- (b) **Welches Verb passt am besten ? (nur fünf)** [05]
- (i) Sahne
  - (ii) ins Restaurant
  - (iii) eine Sprache
  - (iv) mit der U-Bahn
  - (v) einen Pullover
  - (vi) Fussball
- (c) **Bilden Sie Sätze : (nur fünf)** [05]
- (i) einkaufen, Sabine, ich, und, am Sonntag
  - (ii) haben, der Bankangestellte, heute, Zeit, keine
  - (iii) fahren, ihr, nach, Stuttgart, am Montag
  - (iv) sein, das Auto, neu, nicht
  - (v) kosten, was, die □pfel
  - (vi) haben, die Wohnung, Bad, kein

**Q.5) Grammatik :**

- (a) **Ergänzen Sie das Modalverb : (nur 5)** [05]
- (i) Sarah \_\_\_\_\_ sehr gut Gitarre spielen.
  - (ii) Wir \_\_\_\_\_ nicht nach London fahren. Es ist zu kalt dort.
  - (iii) Ich verstehe das nicht. \_\_\_\_\_ Sie das noch mal erklären ?
  - (iv) \_\_\_\_\_ wir morgen ein Picknik machen ?
  - (v) Der Computer funktioniert nicht. Wir \_\_\_\_\_ ihn reparieren.
  - (vi) Ruben kauft Käse. Er \_\_\_\_\_ heute Pizza kochen.

(b) **Was sagen die Leute ? Schreiben Sie die Sätze im Imperativ :**  
**(nur 5)** [05]

- (i) Blumen kaufen (Sie)
- (ii) viel Wasser trinken (du)
- (iii) zum Arzt gehen (Sie)
- (iv) einen Moment warten (ihr)
- (v) morgen pünktlich kommen (du)
- (vi) etwas lauter sprechen (ihr)

(d) **Ergänzen Sie das Perfekt : (nur 5)** [10]

**(fliegen, anrufen, organisieren, essen, arbeiten, sehen)**

- (i) Die Sekretärin \_\_\_\_\_ eine Party \_\_\_\_\_.
- (ii) Erkan \_\_\_\_\_ bis Dezember in einem Designbüro \_\_\_\_\_.
- (iii) Lisa \_\_\_\_\_ heute nach Paris \_\_\_\_\_.
- (iv) Wir \_\_\_\_\_ in der „Pizza Hut“ eine Pizza \_\_\_\_\_.
- (v) \_\_\_\_\_ du den Film „Lincoln “ schon \_\_\_\_\_ ?
- (vi) Meine Schwester macht einen Urlaub in Mallorca. Sie \_\_\_\_\_ mich gesternaus Mallorca \_\_\_\_\_.

(e) **Ergänzen Sie die Präpositionen : (nur 5)** [05]

- (i) Morgen fahren wir \_\_\_\_\_ Berlin.
- (ii) \_\_\_\_\_ neun Uhr beginnt die Sprechstunde.
- (iii) Sabine fährt zur Arbeit \_\_\_\_\_ dem Bus.
- (iv) Die Kinder gehen \_\_\_\_\_ die Schule.
- (v) \_\_\_\_\_ Sonntag haben wir frei.
- (vi) Die Tasche liegt \_\_\_\_\_ dem Tisch.

(f) **Bilden Sie Fragen : (nur 5)** [05]

- (i) Die Studenten kommen aus Jena.
- (ii) Ja, ich koche Spaghetti.
- (iii) Maria hat gestern Musik gespielt.
- (iv) Die Bücher liegen unter dem Tisch.
- (v) Das Handy kostet 150 Euro.
- (vi) Er ist Bäcker von Beruf.

(g) **Ergänzen Sie die Adjektivendungen : (nur 5)** [05]

- (i) Sina hat eine blau \_\_\_\_\_ Bluse an.
  - (ii) Wir haben ein schön \_\_\_\_\_ Haus.
  - (iii) Gelb \_\_\_\_\_ T-shirts finde ich gut.
  - (iv) Wie kostet das schwarz \_\_\_\_\_ Handy ?
  - (v) Die Kellnerin trägt eine weiß \_\_\_\_\_ Hose.
  - (vi) Er sucht hellbraun \_\_\_\_\_ Schuhe.
-



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| Seat<br>No. |  |
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[4374]-606**

**B. F. T. ( Semester - VI ) Examination - 2013**

**FOREIGN TRADE POLICIES OF INDIA**

**(Old 2004 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

- (1) Solve any five questions.*
- (2) Figures to the right indicate full marks.*
- (3) All questions carry 16 marks each.*

- 
- 
- Q.1)** Explain what is Globalisation. State its positive impact on Indias Foreign Trade since 1991.
  - Q.2)** Was there any Balance of Payment Crisis in 1991. Briefly explain the same. State various measures taken by Globalised Indian Government.
  - Q.3)** Write essay note on : “Commodity Composition Change since 1950 to 1991 on India’s Foreign Trade”.
  - Q.4)** What do you understood by Convertibility of Rupee ? Explain role of RBI in currency - partial and full convertibility.
  - Q.5)** Explain various reason for disequilibrium in Balance of Payment. State direct and indirect measures to overcome it.
  - Q.6)** Discuss various provisions of FERA and FEMA that has positively affected Growth of Export Trade Post Liberalisation.

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**[4374]-606/1**

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Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[4374]-106

B. B. M. (I.B.) ( Semester - I ) Examination - 2013

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.*

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

**[4x4=16]**

- (a) Two numbers are in the ratio 5 : 7 and their sum is 1572. Find numbers.
- (b) Find simple interest for 3.5 years at 15% p.a. on Rs. 1,600.
- (c) Define the term :
  - (i) Cost Price
  - (ii) Market Price
  - (iii) Stock Exchange
  - (iv) Selling Price and Commission
- (d) 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.
- (e) A sum of the ages of a father and his son is 70 years. After ten years their ages would be in the ratio of 4 : 2, find their present ages.
- (f) If 75 persons can perform a piece of work in 12 days of 10 hours each, how many persons could perform a piece of work twice as large in half the number of days working 8 hours daily ?

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

**[4x4=16]**

- (a) What is the difference between Compound Interest and Simple Interest on Rs. 500 for 2 years at 10% p.a. ? (Compounded Yearly)
- (b) Explain Simple Interest and Compound Interest and write their formula.
- (c) Anita buys 10 shares of Rs. 100 each at Rs. 125 of a company. If the company pays a dividend at 12%, what is the percentage return on his investment ?
- (d) A computer set sold for Rs. 21,120 resulted into a loss of 12%. Find its Cost Price.
- (e) What is the Market Value of 25% share so that there may be 15% net income after paying tax at 10% ?
- (f) A sum of money invested on simple interest amounts to Rs. 8,880 at the end of 4 years and Rs. 9,600 at the end of 5 years. Find the principal amount and rate of interest.

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

**[4x4=16]**

- (a) 6% at Rs. 96 or 9% at Rs. 72 (Face Value - 100), which investment is better ?

(b) If  $A = \begin{bmatrix} 4 & 1 \\ 6 & 2 \end{bmatrix}$   $B = \begin{bmatrix} 1 & 8 \\ -9 & 2 \end{bmatrix}$ , find  $|A| + |B|$ .

- (c) Define Matrix. What are different types of Matrices ? Write in detail about any two.

- (d) Find inverse of following matrix :

$$A = \begin{bmatrix} 3 & 6 \\ 1 & 4 \end{bmatrix}$$

- (e) Find range of the following :

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

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

- (f) What is (i) Preferential Share (ii) Equity Share (iii) Bonus Share (iv) Commission and Discount.

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

**[4x4=16]**

(a) If  $A = \begin{bmatrix} 2 & 4 \\ 6 & 3 \\ 1 & -10 \end{bmatrix}$   $B = \begin{bmatrix} 6 & -3 \\ 3 & -3 \\ -2 & 10 \end{bmatrix}$ , find  $A + B$ .

(b) What is Constant and Variables, Continuous Variable ? What are different methods of Representing Functions ? Write any one in detail.

(c) Draw the graph of following function :

$$\begin{aligned} f(x) &= 3 + 2x && \text{when } x > 0 \\ &= 3 - x && \text{when } x < 0 \end{aligned}$$

(d) Evaluate the following determinant :

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

(e) Show that  $x^2 - 5x + 6$  is decreasing in  $(0, 2)$ .

(f) If  $f(x) = x^2 - 3x + 2$ ,  $0 \leq x \leq 5$  then find  $f(1)$ ,  $f(3)$ ,  $f(4)$ ,  $f(5)$  whenever exists. Also find if  $f(x) = 12$ .

**Q.5)** Attempt **any two** of the following :

**[8x2=16]**

(a) A chair worth Rs. 10,000 is purchased on installment basis under 20 monthly installment including interest at 18% p.a. Find EMI by Monthly Reducing Balance System.  $(1.015)^{20} = 1.3468$ .

(b) Two companies have shared of 12% at 124 and 16% at 124 In which of the shares would the investment be more profitable ?

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