

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-16**

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

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) All questions are compulsory.*

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

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**[20]**

- (a) Globalization
  - (b) Management of Crises
  - (c) Leadership
  - (d) Types of Communications
  - (e) Motivation
  - (f) Steps involved in Process of Planning
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-15**

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

**ECONOMICS**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *All questions are compulsory.*
  - (2) *Figures to the right indicate full marks.*
  - (3) *Draw neat and well labelled diagrams wherever necessary.*
- 
- 

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**[20]**

- (a) Cross Elasticity of Demand
  - (b) Difference between GDP and GNP
  - (c) Deflation
  - (d) Circular Flow of Income and Expenditure
  - (e) Concept of Opportunity Cost
  - (f) Relation between AR and MR under Monopoly
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 7

**[3674]-14**

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

**ACCOUNTANCY**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

- (1) All questions are compulsory.*
  - (2) Figures to the right indicate full marks.*
  - (3) Use of calculator is allowed.*
- 
- 

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

- (a) Drawing Account is a Real Account.
- (b) Cash Purchases are recorded in Purchases Book.
- (c) Carriage paid on purchase of new machinery is debited to Machinery Account.
- (d) Liabilities always show Debit Balance.
- (e) Ledger is a book of Prime Entry.

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

- (a) Expenses due but not paid
- (b) Brief explanation of the transaction
- (c) The discount which is deducted from the Invoice Price.
- (d) Excess of Income over Expenses
- (e) Irrecoverable Debts

(C) Fill in the blanks : [05]

- (a) Debit Balance of Profit and Loss Account indicates \_\_\_\_\_.
- (b) In Cash Book only \_\_\_\_\_ transactions are recorded.
- (c) When Goods are sold on Cash \_\_\_\_\_ Account is credited.
- (d) Trial Balance is prepared at the \_\_\_\_\_ of the accounting year.
- (e) Goodwill is \_\_\_\_\_ Asset.

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

- (a) Importance of Book-keeping
- (b) Types of Bank Accounts

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

**January, 2008**

- 1 Started business with cash Rs. 10,000.
- 2 Bought Goods worth Rs. 5,000.
- 4 Sold Goods to Ramesh Rs. 2,000.
- 5 Sold Goods for Cash Rs. 1,500.
- 16 Ramesh returned goods worth Rs. 150.
- 17 Received from Ramesh Rs. 1,800.
- 28 Sold Goods to Ravi on Cash Rs. 1,000.
- 30 Paid Salaries Rs. 1,200.

**OR**

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

**[16]**

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

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

**January, 2008**

- 1 Cash on hand Rs. 200.
- 2 Bank Overdraft Rs. 3,000.
- 3 Issued Cheque to Ramchandra for Rs. 2,500 on account of Rs. 2,600.
- 5 Received Cheque from Somesh for Rs. 3,250 on account of Rs. 3,300 and deposited cheque into Bank.
- 7 The Bank has paid Rs. 250 on account of Insurance Premium.
- 9 Deposited Rs. 100 in the Bank.
- 11 Made Cash Sales Rs. 3,500 and Cash Purchases Rs. 900.
- 15 Purchase Machinery for Rs. 7,000 the amount being paid by cheque.
- 19 Direct Deposit by Ravi Rs. 4,800.
- 26 Received cross cheque from Preetam for Rs. 2,000 on account of Rs. 2,200.
- 28 Paid Office Expenses Rs. 300.
- 29 Paid Office Rent by cheque Rs. 350.

**OR**

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

**January, 2008**

- 1 Purchased Goods from Anita Rs. 12,000 less 10% T.D.
- 2 Sold Goods to Meena Rs. 15,000 less 10% T.D.
- 3 Purchased Machinery from Sunil Rs. 25,000.
- 4 Purchased Goods from Sunita Rs. 5,000.
- 5 Sold Goods to Reena Rs. 6,000.
- 10 Return Goods to Anita Rs. 1,000.
- 15 Return Goods from Meena Rs. 500.
- 25 Return Goods to Sunita Rs. 800.
- 30 Paid Rent Rs. 500.



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

[16]

**Trial Balance as on 31st March, 2002**

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

**Adjustments :**

- (1) Closing Stock Rs. 35,000.
- (2) Depreciate Plant and Machinery at 5% and Building at 2<sup>1</sup>/<sub>2</sub> p.a.
- (3) Outstanding Expenses : Wages Rs. 1,000 and Salaries Rs. 500.
- (4) Prepaid Rent is Rs. 500.

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

- (1) Bank Balance as per Cash Book Rs. 6,000.
- (2) Cheque received and deposited into the Bank but not cleared Rs. 2,000.
- (3) Cheque issued but not presented for payment Rs. 1,500.
- (4) Bank debited our account for Bank Charges Rs. 30 but it is not recorded in the Cash Book.
- (5) Rs. 900 directly deposited in our account by our customer Rajesh.
- (6) Bank credited our account by collecting interest Rs. 150 but it is not entered in the Cash Book.

**OR**

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

**Calculate :**

- (a) Gross Profit Ratio
- (b) Net Profit Ratio
- (c) Operating Ratio

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

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

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-13**

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

**COMMERCIAL GEOGRAPHY - INDIAN**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

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

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

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

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

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

**[3674]-13**

**1**

**P.T.O.**

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

**[20]**

- (a) States in India
  - (b) The Krishna River System
  - (c) Himalayan Climate of India
  - (d) Problems of Indian Agriculture
  - (e) Importance of Water Ways in International Trade
  - (f) Coal Production in India
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 3

**[3674]-12**

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

**GENERAL MATHEMATICS**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *All questions are compulsory.*
  - (2) *Figures to the right indicate full marks.*
  - (3) *Use of pocket calculator is allowed.*
  - (4) *Mobile calculators are not allowed.*
- 
- 

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

**[4x5=20]**

- (a) Two numbers are in the ratio 7 : 8 and their sum is 195. Find numbers.
- (b) Find Simple Interest on Rs. 10,000 for 3 years at 5% Rate of Interest.
- (c) The Rate of Commission is increased from 5 to 8%. Still the income of an agent remains the same. Find percentage change in his sales.
- (d) Define the terms :
  - (i) Simple Interest
  - (ii) Profit
  - (iii) Loss
  - (iv) Commission
- (e) Find capacity of the tank in litres, if length, breadth and height of a cuboidal water tank are 2m, 1.6m and 1.8m. respectively.
- (f) A sum of money is borrowed on 5th May and is repaid on 11th of July in the same year. If the simple interest paid is Rs. 100 @ 4% p.a., find sum borrowed.

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

[4x5=20]

- (a) Find volume of a cuboid whose length, breadth and height are 20cm, 19cm and 10cms respectively.
- (b) Prove that :  
$$\sin^2\theta + \cos^2\theta = 1$$
- (c) Define the following terms :
  - (i) Percentage
  - (ii) Ratio
  - (iii) Interest
  - (iv) Proportion
  - (v) Principal
- (d) Find sum due and true discount, if present worth (p.w.) of a bill due half year hence at 6% is Rs. 3,600.
- (e) What sum will amount to Rs. 4,000 in 3 years at 6% p.a. Compound Interest ?
- (f) A sum of money doubles itself in 6 years. Find Rate of Simple Interest.

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

[4x5=20]

- (a) Avinash purchased a scooter costing Rs. 6,000. What will be the selling price, if he obtains 10% profit on it.
- (b) How long will a sum of money take to double itself at 5% p.a. Compound Interest ?
- (c) Explain the term Commission. Explain functions of Broker.
- (d) A motorcycle costing Rs. 12,000 was sold for Rs. 10,400 after two years. Find Percentage Loss.
- (e) A commission agent gets 5% commission on the sale of an article costing Rs. 540. If he receives Rs. 8,910 as commission in a month, then how many articles are sold by him ?
- (f) A camera when sold for Rs. 1,674 resulted in a loss of 7%. What was cost price of the camera ?

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

**[4x5=20]**

(a) Solve the equations :

$$10m + 4n = 18$$

$$4m + 6n = 16$$

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

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

(d) Show that :

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

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

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

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-11**

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

**BUSINESS COMMUNICATION**

(Old Course)

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *All questions are compulsory.*
  - (2) *Figures to the right indicate full marks.*
  - (3) *Draw figures wherever necessary.*
- 
- 

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

**[20]**

- (a) E-mailing
  - (b) Tele Conferencing
  - (c) Presentation Skills
  - (d) Faxes
  - (e) Non-verbal Communication
  - (f) Notices
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-26**

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

**BUSINESS AND WORLD BODIES**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) Attempt any five questions.*

*(2) All questions carry equal marks.*

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

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

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

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

- (a) The Act of State Doctrine
- (b) The Treatment and Rights of Aliens
- (c) The Doctrine of Comity

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

- (a) IDA
- (b) IFC

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

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

- (a) Special Drawing Rights
  - (b) TRIPS
  - (c) MIGA
  - (d) Principles of Multilateral Trading System under WTO
  - (e) Uruguay Round of GATT
  - (f) IMF Quotas
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-25**

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

**ELEMENTS OF HUMAN RESOURCE MANAGEMENT**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- Q.1)** Explain concept of Human Resource Management. How it helps in developing Human Relations ?
- Q.2)** Discuss in detail the concept and procedure of Manpower Planning.
- Q.3)** Explain in detail the process of selection in an Organisation.
- Q.4)** Define the term Training. Give various needs of Training. How Training and Development is different from Education ?
- Q.5)** What is Performance Appraisal ? Discuss various methods of Performance Appraisal in detail.
- Q.6)** Discuss in detail the duties and responsibilities of H. R. Manager. What qualities are required for a successful H. R. Manager ?

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

- (a) SWOT Analysis
  - (b) Promotion
  - (c) Job Rotation
  - (d) Time Management
  - (e) Training Calendar
  - (f) Succession Planning
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3674]-24**

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

**INDUSTRIAL ORGANISATION**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

- (a) Emergence of Multinational Corporations in India
- (b) Scientific Management
- (c) Effects of Acquisition
- (d) Importance of Foreign Trade
- (e) Organisation Finance

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

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

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

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

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

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**[3674]-24/1**

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3674]-23

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

BASIC OF COMPUTERS - I

Time : 3 Hours]

[Max. Marks : 80

*Instructions :*

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

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

- (a) Define Computer. Explain different types of Computers.
- (b) Why Input/Output Devices are necessary for a Computer System ? Explain any two input devices.
- (c) What is the use of Plotter ? What type of users need it ? Explain working mechanism of Drum Plotter.

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

- (a) What are the basic components of CPU of a Computer System ? Describe role of each component in the functioning of a Computer System.
- (b) What do you mean by Secondary Storage ? How it differs from Primary Storage ?
- (c) State uses of Magnetic Tape.
- (d) Write a note on Application Software.
- (e) Describe the following terms :
  - (i) Internet
  - (ii) Intranet



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

**[20]**

- (a) Digitizer
- (b) www
- (c) Magnetic Disk
- (d) Mouse
- (e) Electronic Mail

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

**[20]**

- (a) Explain FTP.
- (b) What is the use of Output Device ? List some Output Devices.
- (c) Describe stages in creating a Web Site.
- (d) Write a note on ROM.
- (e) Explain the following terms :
  - (i) Web Client
  - (ii) www Browser

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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-22**

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

**COMMERCIAL GEOGRAPHY - WORLD**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- 
- 
- Q.1)** What is Man and Environment Relationship ? Describe Cultural Environment with its impact on Commercial Activities. **[15]**
- Q.2)** What are Commercial Activities of Man ? Describe physical factors controlling Commercial Activities of Man. **[15]**
- Q.3)** What are Power Resources ? Write an account on Production of Coal Production in the World. **[15]**
- Q.4)** Explain Weber's Theory of Industrial Location. **[15]**
- Q.5)** Write an account on Sugar Industries in the World. **[15]**
- Q.6)** What are the types of International Trade ? Describe Prospects of International Trade with their problems. **[15]**

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

**[20]**

- (a) Tertiary Activities of Man
  - (b) World Distribution of Copper
  - (c) Paper and Paper Pulp Industries in India
  - (d) Panama Canal
  - (e) Hydro-electricity in the World
  - (f) Importance of Resources in Foreign Trade
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 5

**[3674]-21**

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

**FRENCH**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

*(1) All questions are compulsory.*

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

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

**OU**

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

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

M. Palmer \_\_\_\_\_

Le réceptionniste Ah ! Oui M. Palmer vous avez une chambre réservée. Avez-vous une pièce d'identité s'il vous plaît ?

M. Palmer \_\_\_\_\_

Le réceptionniste Merci, monsieur, voulez-vous remplir la fiche ?

M. Palmer \_\_\_\_\_

Le réceptionniste Voilà votre clef.

M. Palmer \_\_\_\_\_

**[3674]-21**

**1**

**P.T.O.**

Le réceptionniste      Là-bas, monsieur

M. Palmer      \_\_\_\_\_

Le réceptionniste      A partir de 6 h, monsieur.

**Q.2) Compréhension :**

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

(a) Répondez aux questions : [02]

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

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

(b) Dits Vrai ou Faux : [02]

(i) M. Alberto Santos est célibataire.

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

(c) Donnez le contraire : grande [01]

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

**'A'**

**'B'**

(a) Dirige l'ensemble des activités de l'entreprise

(i) Ça me plait

(b) Une pièce d'identité

(ii) Le 15 août

(c) Votre voyez votre directeur

(iii) Bonjour monsieur

(d) Une belle maison

(iv) Directeur générale

(e) L'Assomption

(v) Un passeport

(B) Répondez : [10]

- (a) Quel est le dernier mois de l'année ?
- (b) Comment fait-il en hiver ?
- (c) Nommez deux professions.
- (d) Où allez-vous pour prendre un avion ?
- (e) Combien de frères ou de sœurs avez-vous ?

**Q.4) GRAMMAIRE ET VOCABULAIRE :** [30]

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

- (i) Je travaille dans \_\_\_\_\_ entreprise.
- (ii) Il va avec \_\_\_\_\_ amis.
- (iii) Vous habitez avec \_\_\_\_\_ sœurs.
- (iv) Vendez-vous \_\_\_\_\_ maison ?
- (v) Je demande \_\_\_\_\_ nom.

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

- (i) Nous (habiter) à Pune.
- (ii) Elle (s'appeler) Garcia.
- (iii) Les touristes (venir) de Delhi.
- (iv) Est-ce que vous (pouvoir) réserver une chambre.
- (v) Nous (être) à la réception d'une usine.

(c) Quelle est leur nationalité ? [05]

- (i) Dominique est de France. Il est \_\_\_\_\_.
- (ii) Claudine est de Canada. Elle est \_\_\_\_\_.
- (iii) Je suis de l'Angleterre, je suis \_\_\_\_\_.
- (iv) Il est de l'Inde, il est \_\_\_\_\_.
- (v) Il est de Danemark, il est \_\_\_\_\_.

- (d) Ecrivez les chiffres en lettres : [02]  
(i) 90  
(ii) 18
- (e) Quelle heure est-il ? [01]  
11 a.m.
- (f) Mettez au féminin : [01]  
Il parle avec son nouveau directeur.
- (g) Mettez au pluriel : [01]  
Le bel appartement a une grande chambre.
- (h) Mettez au négatif : [01]  
Je travaille dans un restaurant.
- (i) Mettez à l'interrogatif : [01]  
La chambre donne sur le parking.
- (j) Complétez avec l'adjectif démonstratif : [01]  
\_\_\_\_\_ appartement est très petit.
- (k) Complétez avec des interrogatifs : [02]  
(i) A \_\_\_\_\_ heure est le vol ? – A midi  
(ii) \_\_\_\_\_ parle en français ? – M. Durant
- (l) Complétez avec des prépositions : [05]  
(i) Je travaille \_\_\_\_\_ la société Tata Motors.  
(ii) C'est un voyage \_\_\_\_\_ affaires.  
(iii) Je réserve une chambre \_\_\_\_\_ mon ami.  
(iv) Ils vont \_\_\_\_\_ Canada.  
(v) Il est chef de production \_\_\_\_\_ une usine de voitures.

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

**OU**

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

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

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

**(B)** Traduisez en français : **[05]**

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

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Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3674]-36**

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

**GLOBAL CROSS-CULTURAL STUDIES**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

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

**OR**

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

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

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

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

**OR**

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

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

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

**OR**

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

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

- (a) Religion and Morality
- (b) Social Classes
- (c) Society
- (d) Westernization
- (e) Problems of an Indian Foreigner in a White Man’s World
- (f) Folkways and Mores

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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-35**

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

**FOREIGN EXCHANGE MANAGEMENT**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) Attempt any five questions.*

*(2) All questions carry equal marks.*

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

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

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

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

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

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

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

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

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-34**

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

**BUSINESS ETHICS**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

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

- (a) Copyright
- (b) Need of Environmental Protection
- (c) Computer Viruses and Hackers
- (d) Gandhian Philosophy and Business Ethics
- (e) Conventional Morality

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

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

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

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

- Q.5)** Describe advantages of Formal Committees, Control and Audit System for enforcing Ethical Behaviour. **[15]**
- Q.6)** (A) Write characteristics of Ethical Code. **[08]**  
(B) What are the Professional Ethical Codes ? **[07]**
- Q.7)** What Ethical Issues are faced by Marketing Manager ? How to resolve them ? **[15]**
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3674]-33**

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

**BASIC OF COMPUTERS - II**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) All questions are compulsory.*

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

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

- (a) Describe various stages of SDLC in detail. **[10]**
- (b) Explain concept of Fact Finding Techniques and explain the following fact finding techniques : **[10]**
- (i) Interviews
- (ii) Questionnaire
- (c) Explain the term System with suitable example and all its elements. **[10]**

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

- (a) Write a note on RDBMS. **[10]**
- (b) Define : **[10]**
- (i) primary key
- (ii) tuple
- (iii) entity
- (iv) strong entity set
- (v) super key

- (c) Consider the following country table and solve SQL queries : [10]  
Country\_code, Country\_name, Capital, Population.
- (i) Insert five records in the table.
  - (ii) Display list of country whose population is greater than 1,00,00,000.
  - (iii) Delete record whose capital is 'ABC'.
  - (iv) Change population of the country from 3,00,00,000 to 5,00,00,000 whose country code is 'C101'.
  - (v) Describe structure of table.

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

- (a) Explain concept of Topology with any two types in detail. [10]
- (b) Describe Wide Area Network (WAN). [10]
- (c) Describe the following : [10]
  - (i) Client Server Model
  - (ii) Network Security Issues

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

- (a) Explain Normalization and its normal form with suitable example. [10]
- (b) Construct ER diagram for Library. [10]

University Library has many books. Books are written by different authors. Books are classified into different categories. Library purchases books from specific book seller of different publishers. Members of library are either staff members or students.
- (c) (i) Describe uses of Internet. [05]  
(ii) Write a note on Virus. [05]



Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[3674]-32**

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

**MATERIALS MANAGEMENT**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

- 
- 
- Q.1)** What is Materials Management ? Describe objectives and importance of Materials Management in the context of Global Competition. **[20]**
- Q.2)** Explain Principles of Efficient and Effective Warehousing Management. State how items are classified in Warehouse. **[15]**
- Q.3)** Describe various principles of Material Handling. State equipments which are used in Material Handling. **[15]**
- Q.4)** Explain various Legal Aspects in Buying. **[15]**
- Q.5)** State importance and scope of Standardisation and Codification in Materials Management. **[15]**
- Q.6)** “In every function of Materials Management use of Computerisation is inevitable.” Do you agree with this ? Justify you answer. **[15]**
- Q.7)** Write short notes : **(Any Three)** **[15]**
- (a) Economic Order Quantity
  - (b) ABC Analysis
  - (c) Supply Chain Management
  - (d) Letter of Credit
  - (e) JIT and Kanban

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**[3674]-32/1**

Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[3674]-31

**B. F. T. ( Semester - III) Examination - 2009**  
**STATISTICS AND QUANTITATIVE TECHNIQUES**  
**(Old Course)**

Time : 3 Hours]

[Max. Marks : 80

**Instructions :**

- (1) All questions are compulsory.
- (2) Figures to the right indicate full marks.
- (3) Use of calculator is allowed.
- (4) Graph paper will be supplied on demand.

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

**[05 each]**

- (a) What is Tabulation ? Explain different parts of Statistical Table.
- (b) Represent the following frequency distribution by histogram :

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

Also determine mode graphically.

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

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

Origin	Destination				Supply
	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	
O <sub>1</sub>	23	27	16	18	30
O <sub>2</sub>	12	17	20	51	40
O <sub>3</sub>	22	28	12	32	53
<b>Demand</b>	22	35	25	41	

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

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

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

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

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

**OR**

- (A) The profit (in lakhs of Rs.) earned by company in x<sup>th</sup> year is tabulated below :

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

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

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

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

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

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

- (b) For a bivariate data : correlation coefficient

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

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

OR

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

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

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

Find coefficient of variation for combined group. [05]

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

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

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

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

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

Machines	Job				
	A	B	C	D	E
$M_1$	11	10	18	5	9
$M_2$	14	13	12	19	6
$M_3$	5	3	4	2	4
$M_4$	15	18	17	9	12
$M_5$	10	11	19	6	14

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

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

Find mean, median and mode. [04]

OR

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

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

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

- (i) means of X and Y,  
(ii) variance of X,  
(iii) regression coefficients of Y on X and X on Y. [05]

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

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

Factory	Warehouse			
	W <sub>1</sub>	W <sub>2</sub>	W <sub>3</sub>	W <sub>4</sub>
F <sub>1</sub>	6	(28) 5	8	(2) 5
F <sub>2</sub>	(35) 5	11	9	(5) 7
F <sub>3</sub>	8	9	(32) 7	(18) 13

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

[06]

- (b) What do you mean by Dispersion ? State different measures of Dispersion.

[04]

OR

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

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

- (i) Calculate coefficient of correlation between X and Y.
- (ii) Predict sale of a salesman having score 30.
- (B) State merits and demerits of Median.

[10]

[05]

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[3674]-405**

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

**ELEMENTS OF INDUSTRIAL ENGINEERING**

**(2005 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- 
- 
- Q.1)** (A) What do you understand by Work Study ? Explain its scope in Industrial Engineering. **[10]**
- (B) Elaborate various principles of Material Handling. **[10]**
- Q.2)** Write notes : **(Any Two)** **[15]**
- (a) Effect of Heat and Noise on Performance
  - (b) Gilbreth's Contribution to Management
  - (c) Activity Sampling
  - (d) Time Study Rating
- Q.3)** Discuss Contribution of Taylor to Industrial Management. **[15]**
- Q.4)** How does the lay-out of plant help in improving flow patterns and safety in the plant ? **[15]**
- Q.5)** "Industrial Safety depends upon availability of a large variety of equipments." Discuss. **[15]**
- Q.6)** "Method Study will be complete only when questioning techniques are perfect." Explain. **[15]**
- Q.7)** "Value Analysis is a crucial component of Industrial Engineering." Discuss giving examples. **[15]**

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-404**

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

**INTERNATIONAL FINANCIAL MANAGEMENT**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

*(1) Attempt any five questions.*

*(2) All questions carry equal marks.*

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

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

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

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

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

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

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

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

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



- Q.6)** (A) Explain the objectives and the role played by World Bank and Bank for International Settlement as International Financing Agency.
- (B) Explain various methods of Settlement of Debts in International Market.

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

- (a) Balance of Trade
  - (b) Partial Conversion of Currency
  - (c) International Monetary Fund
  - (d) Interest Rate Parity
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3674]-403**

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

**STUDY OF TRADED PRODUCTS**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- Q.1) (A) Explain various products which belong to the Engineering Sector. [10]**  
**(B) Explain Segments of Pharmaceuticals Products. [10]**
- Q.2) Explain classification of Indian 4 Wheeler Industry and its segmentwise features. [15]**
- Q.3) Name various Tractor Companies of India and Tractor Segmentation and Analysis. [15]**
- Q.4) Discuss Bulk Drugs and Formulations in the Pharmaceutical Sector. [15]**
- Q.5) Which are our major export markets for 'Spices' ? What measures are needed to improve Spice Exports ? [15]**
- Q.6) Give a complete overview of 'Indian Leather Industry'. [15]**
- 

**[3674]-403/1**

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-402**

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

**INTERNATIONAL MARKETING**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

- Q.1)** What is Globalisation ? What are its implications on International Marketing ?
- Q.2)** Explain merits and demerits of Product Standardisation Vs. Product Adaptation in International Marketing. Give Mandatory and Non-mandatory Product Adaptation examples.
- Q.3)** Comment on following International Pricing Strategies :
- (a) Marginal Costing Strategy
  - (b) Life Cycle Based Pricing
  - (c) Differential Pricing
  - (d) Transfer Pricing
- Q.4)** Explain advantages and problems associated with E-commerce. What are the factors leading to the growth of E-commerce ?
- Q.5)** Explain briefly various modes of entry into International Business. Give examples.
- Q.6)** How would you analyse Foreign Markets to indentify and select a Particular Market for your product or service ?

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

- (a) Counter Trade
  - (b) Communication Adaptation in International Markets
  - (c) Global Retailers
  - (d) Challenges of International Marketing Research
  - (e) International Product Life Cycle
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3674]-401**

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

**INTERNATIONAL RELATIONS**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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

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

**OR**

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

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

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

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

**OR**

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

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

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

**OR**

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

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

- (a) OPEC
  - (b) WTO
  - (c) Indo-Sri Lanka Relations
  - (d) G-15
  - (e) Globalization
  - (f) Indo-Russia Relations
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-506**

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

**IT FOR WORLD TRADE**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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

**[16]**

- (1) HTTP
- (2) Chatting
- (3) w.w.w.
- (4) E-mail
- (5) Hub
- (6) ISP
- (7) EDI
- (8) Virtual Mall
- (9) Protocol
- (10) Web Browser

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

**[08]**

**(B) Explain Electronic Shopping Process in detail.**

**[08]**

- Q.3)** (A) Explain G.I.S. with its benefits. [08]  
(B) Explain concept of Internet. Give limitations of Internet in Advertising. [08]
- Q.4)** (A) Explain concept of Electronic Fund Transfer. [08]  
(B) Explain On-line Service Travels and Auctions in detail. [08]
- Q.5)** (A) Explain in detail Electronic Banking. [08]  
(B) Give in detail various services provided by Internet. [08]
- Q.6)** (A) What is Portal ? Explain briefly the types of Portals. [08]  
(B) Compare Generic Trade Cycle and Internet. [08]
- Q.7)** Explain the following terms briefly : (**Any Four**) [16]  
(a) Electronic Fund Transfer  
(b) Domain Name Services  
(c) E.D.I.  
(d) E-mail  
(e) Telnet
-



Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[3674]-505**

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

**IMPORT AND EXPORT PROCEDURES**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

**Q.1) Explain :**

- (a) What is Mate Receipt ?
- (b) Off-line Registration for Import.

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

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

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

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

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

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

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

- (a) Shipping Bills
- (b) Post Shipping Financing
- (c) External Commercial Borrowing
- (d) Physical and Indirect Exports
- (e) Revolving Letter of Credit

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**[3674]-505/1**

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-504**

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

**INTEGRATED LOGISTICS MANAGEMENT**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

*(1) Attempt all five questions.*

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

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

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

**OR**

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

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

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

**OR**

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

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

**OR**

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

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

**OR**

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

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

- (a) Role of I.T. in Warehousing
  - (b) Cost and Revenue Analysis for Logistical Decisions
  - (c) Vendor Development and Rating
  - (d) Strategy of Physical Distribution
  - (e) Facility Location
  - (f) Corporate Retailing
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-503**

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

**INTERNATIONAL BUSINESS LAWS**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

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

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

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

**OR**

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

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

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

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

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

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

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

**[15]**

- (a) IFC
  - (b) Nature of International Laws
  - (c) Objectives of Foreign Trade
  - (d) Features of Information Technology Act, 2002
  - (e) Functions of WTO
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-502**

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

**INTERNATIONAL PROJECT MANAGEMENT**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

- (a) Trade Opls.
- (b) Project Team
- (c) Project Plan
- (d) Complexities in Project Management
- (e) Governance Risk
- (f) Policies for Good Internal Controls

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

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

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

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

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

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

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-501**

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

**ECONOMIC ANALYSIS FOR BUSINESS DECISIONS**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

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

**OR**

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

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

**OR**

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

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

**OR**

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



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

**OR**

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

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

- (a) Local Agitations and MNC
  - (b) Exporter's Cost
  - (c) Pricing Policy of a Firm
  - (d) Mark-up Pricing
  - (e) Project Appraisal
  - (f) Cost-Benefit Analysis
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

**[3674]-604**

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

**E-COMMERCE**

**Time : 3 Hours]**

**[Max. Marks : 80**

**Instructions :**

- (1) *Figures to the right indicate full marks.*
  - (2) *Draw neat diagrams wherever necessary.*
- 
- 

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

**[2x8=16]**

- (a) What are the On-line Services of Cyber Banking ?
- (b) Explain Supply Chain and Value Chain.
- (c) What is E-market ? Explain.

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

**[2x8=16]**

- (a) What are the limitations of Electronic Cash ?
- (b) What is Encryption and Decryption using Public Key and Private Key ?
- (c) What is Information Technology ? Explain.

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

**[2x8=16]**

- (a) What is B2B E-commerce ? Explain B2B Model for Buyer Oriented Market Space.
- (b) What is Digital Signature ? Explain with diagram how Digital Signature works.
- (c) What is E-commerce ? Explain Framework of E-commerce.

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

**[2x8=16]**

- (a) What is the difference between Technical Implementation and Business Implementation ?
- (b) Explain Secure Socket Layer with diagram.
- (c) What is Electronic Payment System ? Explain.

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

**[2x8=16]**

- (a) Technical and Non-technical Limitations of E-commerce
- (b) Advantages and Disadvantages of B2B
- (c) Inter Organisational Systems

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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3674]-603**

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

**BUSINESS POLICY AND STRATEGIC MANAGEMENT**

**Time : 3 Hours]**

**[Max. Marks : 80**

*Instructions :*

- (1) *Question No. 1 is compulsory.*
- (2) *Attempt **any 4** from the remaining.*
- (3) *Figures to the right indicate full marks.*

- 
- 
- Q.1)** (A) Discuss Research and Development Strategies. **[10]**  
(B) What are the obstacles faced by companies with respect to Global Strategic Planning ? **[10]**
- Q.2)** Explain why 'Mission' is needed for any organisation ? What are the characteristics of a 'Mission Statement' ? **[15]**
- Q.3)** Discuss various Barriers to Change. **[15]**
- Q.4)** Discuss various factors of Global Environment. **[15]**
- Q.5)** Explain with examples 'Strategic Business Units'. **[15]**
- Q.6)** Explain factors affecting 'Resource Allocation'. **[15]**

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**[3674]-603/1**

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[3674]-602**

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

**WORLD TRADE IN SERVICES SECTOR**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- Q.1)** Define the term Services. Explain its scope and features of Services.
  - Q.2)** What is Services Marketing ? Explain its importance in Global Business Context.
  - Q.3)** What are the Criteria of Measurement of Customer Satisfaction ? Also state the importance of CRM in the Context of Globalisation.
  - Q.4)** What is W.T.O. ? State its origin. Also explain objective and scope of W.T.O.
  - Q.5)** Define GAT in Services. Explain its scope. How the services are classified as per CPC Systems ?
  - Q.6)** Write detail note on India's present position in World Trade in Services. Suggest various steps Indian Business should follow to improve the situation.
  - Q.7)** Assess the Direct and Indirect impact of Education and Training in Services Sector.
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**[3674]-602/1**

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

**[3674]-601**

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

**FOREIGN TRADE POLICIES OF INDIA**

**Time : 3 Hours]**

**[Max. Marks : 80**

***Instructions :***

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

- Q.1)** (A) Define Globalisation. Explain its features. Assess its Impact on Indian Economy.  
(B) Explain the Historical Development of India's Foreign Trade.
- Q.2)** (A) State the objectives and salient features of Modern Exim Policy of India.  
(B) Discuss main features of India's Foreign Trade till 1991.
- Q.3)** (A) Assess the Positive Impact of Reforms in India which were introduced to overcome the Balance of Payment Crisis in 1991.  
(B) Explain various Incentives and Export Promotion measures offered by Indian Government under New Exim Policy of India.
- Q.4)** Explain provision of FERA and FEMA which has given Desired Direction to India's Foreign Trade.
- Q.5)** What do you mean by Full Convertibility of Currency ? How it differ from Partial Convertibility of Money ?
- Q.6)** Explain how RBI Controls and Regulate Growth of Foreign Trade under Liberalisation and Globalisation.

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

- (a) Current Account and Capital Account Convertibility
  - (b) Liberalised Economy
  - (c) Exchange Restriction Power of RBI
  - (d) Achievement of EXIM Bank
  - (e) Authorised Money Changers
  - (f) Negative Side of Globalisation
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