[3874]-101

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

INDIAN BUSINESS ENVIRONMENT

(New 2008 Pattern)

Time : 3 Hours] [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

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

    (1) Define Environment.

    (2) Parallel Economy

    (3) Causes of Regional Imbalance

    (4) Economic Environment

    (5) Two Examples of Topography affecting Business

    (6) Infrastructure

    (7) Conservation of Resources

    (8) Sustainable Development

    (9) Water Resource Management

    (10) List down any two effects of Global Warming on India.

    (11) Mention any two examples about effect of Technology on Business Environment.

    (12) Kyoto Protocol

    (13) Noise Pollution

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

    (a)   Explain concept of Indian Business Environment.

    (b)   Explain in brief about Green House Effect.

    (c)   Describe effects of River Pollution.

    (d)   Mention causes of Regional Imbalance.

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

    (a)   Describe Impact of Climate on Business Environment.

    (b)   Discuss Causes of Poverty.

    (c)   Explain Role of Tradition in Setting of Business Development.

    (d)   Give brief account on types of Resources.

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

    (a)   Examine in detail need of Environmental Studies for Business.

    (b)   Explain Principles of Conservation of Resources for Sustainable Development.

    (c)   Critically examine importance of Technical, Educational and Legal Environment for Indian Business.

    (d)   Discuss about Environmental Problems related to Indian Business and Commerce.

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[3874]-102

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

COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

(3) Draw figures wherever necessary.

Q.1) Define Failure. Explain Causes of Failure.   **[15]**

OR

Q.1) Define Communication. Explain Process of Communication in details. Also explain importance of Communication.   **[15]**

Q.2) What is Personality Development ? What are the determinants of Personality ? Explain.   **[15]**

OR

Q.2) Define Attitude. What are the factors affecting Attitude ? Explain. **[15]**

Q.3) Define Leadership. Explain qualities of a Successful Leader.   **[15]**

OR

Q.3) Explain Concept of Goal Setting. Elaborate why goal setting fails ? **[15]**

Q.4) Explain Format of Business Letter. Write a Sales Letter to promote Sales of Mobile Phones. **[15]**

OR

Q.4) Define Motivation. Explain factors leading to Demotivation. **[15]**

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

    (a) Dimensions of Personality

    (b) Do's and Don'ts regarding Success and Failure

    (c) Management of Change

    (d) Positive and Negative Self Esteem

    (e) Teaming

    (f) Decision-making and its Importance

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[3874]-103

B. B. M. (I.B.) (Semester - I) Examination - 2010
MICRO ECONOMICS ANALYSIS
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

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

Q.1) Define Macro-economics. Explain its scope, importance and limitations. **[15]**

<div align="center">OR</div>

Q.1) What is Demand Forecasting ? Explain methods of Demand Forecasting. **[15]**

Q.2) What are Fixed Costs and Variable Costs ? Explain relationship between Average Cost and Marginal Cost in the Short Run. **[15]**

<div align="center">OR</div>

Q.2) What is Price Elasticity of Demand ? Explain Methods of Measuring Price Elasticity of Demand. **[15]**

Q.3) Describe Equilibrium Price and Output Determination under Monopoly Market Condition. **[15]**

<div align="center">OR</div>

Q.3) Critically examine Marginal Productivity Theory of Distribution. **[15]**

Q.4) Define Profit. Explain Risk and Uncertainty Bearing Theories of Profit. **[15]**

OR

Q.4) Distinguish between Internal and External Economies of Scale. Give suitable examples of both. **[15]**

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

    (a)   Difference between Individual Demand and Market Demand

    (b)   Importance of Elasticity in the Field of Foreign Trade

    (c)   Market Forces in solving Economic Problems

    (d)   Supply Curve of Labour

    (e)   Features of Perfect Competition

    (f)   Relationship between AR and MR

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[3874]-104

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

BUSINESS ACCOUNTING

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

      (3) Use of calculator is allowed.

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

    (a) If the goods are distributed as free samples _____ A/c. is debited.

    (b) Rectification Entries are passed in _____.

    (c) When Credit Side total exceeds Debit Side, it is called _____ Balance.

    (d) Balance Sheet is a _____ but not an account.

    (e) Accounting Standard-2 (AS-2) stands for _____.

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

    (a) A Bill of Exchange issued to a Creditor is called Bills Payable.

    (b) Revenues are matched with expenses according to matching principle.

    (c) Credit Memo is an acknowledgment of Cash Receipt.

    (d) If 'Balance b/d' appears on the Debit Side of an account, it is known as Credit Balance.

    (e) A Bank Reconciliation Statement is prepared on a particular date.

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

  (a) Petty Cash A/c.

  (b) Repairs to Motor Van A/c.

  (c) Bank Overdraft A/c.

  (d) Coal and Coke A/c.

  (e) Royalty A/c.

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

  (a) Mention any three items of Fixed Assets.

  (b) What is Goodwill ?

  (c) What is a Pay-in-slip ?

  (d) Who sends a Debit Note and to whom ?

  (e) What is Balancing ?

Q.2) The following balances were extracted from the books of Deepali Deshpande, Dombivali as on 31st March, 2010. Prepare Trading and Profit and Loss Account for the year ended 31st March, 2010 and the Balance Sheet as on that date after taking into account the following adjustments : **[20]**

Trial Balance as on 31st March, 2010

Particulars	Debit Rs.	Credit Rs.
Deepali's Capital	–	3,30,000
Deepali's Drawings	24,450	–
Opening Stock as on 1st April, 2009	2,00,000	–
Bills Receivable	25,000	–
Purchases	2,75,000	–
Sales	–	4,20,000
Bills Payable	–	60,000
Returns Outward	–	4,500
Returns Inward	5,000	–

Particulars	Debit Rs.	Credit Rs.
Plant and Machinery	1,00,000	–
Loose Tools	25,000	–
Patents	25,000	–
Sundry Debtors	1,25,000	–
Sundry Creditors	–	1,40,000
Cash at Bank	77,550	–
Salaries and Wages	50,000	–
Repairs and Renewals	7,500	–
Insurance	3,000	–
Power and Fuel	3,500	–
Printing and Stationery	2,000	–
Miscellaneous Expenses	6,500	–
	9,54,500	9,54,500

Adjustments :

(1) Closing Stock as on 31st March, 2010 was Rs. 1,30,000.

(2) Depreciate Plant and Machinery @ 5% p.a. and Patents @ 15% p.a.

(3) Re-value Tools at Rs. 20,000.

(4) Outstanding Salary amounted to Rs. 3,500.

(5) Insurance was paid in advance to the extent of Rs. 750.

Q.3) Enter the following transactions in the journal of Amar Traders, Ambejogai for the month of January, 2010 : **[15]**

1   Amar started business with Furniture Rs. 7,000, Machinery Rs. 20,000, Cash Rs. 16,000.

3   Deposited Rs. 4,000 in Current A/c. with Andhra Bank.

4   Bought Goods from Amrendra Rs. 1,200 @ 12% Trade Discount on two months credit.

7	Paid to Telephone Corporation for Telephone Bill Rs. 1,300.
11	Sold Goods for Cash Rs. 4,500 @ 2% Cash Discount.
18	Municipal Taxes of Rs. 1,100 paid to Municipal Corporation.
24	Defective goods returned to Amrendra Rs. 100 gross.
30	Purchased a Motor Cycle from Bajaj Auto Ltd. Rs. 25,000 for Cash.

OR

Q.3) Prepare Bank Reconcilation Statement of Pankaj as on 31st May, 2010 from the following data : **[15]**

1   Balance as per Pass Book on 31st May, 2010, (Debit) Rs. 12,100.

2   Cheques drawn on 31st May, 2010 but not cleared till 5th June, 2010, Rs. 7,450, Rs. 9,500 and Rs. 14,200.

3   Cheques received on 29th May, 2010 entered in the Cash Book but not deposited in the bank till 30th June, Rs. 34,000.

4   A periodic payment of Rs. 1,500 by bank under standing instructions not entered in Cash Book.

5   There was a debit in the Pass Book, Rs. 100 for bank charges and Rs. 1,500 for interest on overdraft which was not entered in Cash Book.

6   Cheques of Rs. 15,000 deposited in the bank was finally dishonoured was not entered in Cash Book.

7   Bankers have made a mistake in balancing by showing overdrawn balance in excess by Rs. 1,150 on 31st May, 2010.

Q.4) On 1st January, 2007, Alpha Ltd. of Akola purchased a machine for Rs. 1,80,000 and spent Rs. 20,000 on its installation.

On 30th September, 2009 part of this machinery costing Rs. 1,00,000 was sold for Rs. 50,000. Company Charges Depreciation at the rate of 20% p.a. as per Straight Line Method.

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

Q.5) From the following Trial Balance as on 31st March, 2010 prepare Bharat Ltd's Balance Sheet in the prescribed format of Companies Act, 1956 : **[10]**

Particulars	Debit (Rs.)	Credit (Rs.)
Discount on Issue of Shares	7,000	–
Proposed Dividend	–	70,000
5,000 shares of Rs. 100 each fully paid up	–	5,00,000
Land and Building	3,00,000	–
Cash at Bank	90,000	–
Commission Receivable	3,000	–
Profit and Loss A/c.	–	1,00,000
15% Debentures	–	2,00,000
10% Government Securities	72,000	–
Shares of Alpha Ltd.	18,000	–
Goodwill	20,000	–
Bank Loan	–	1,00,000
Stock of Stationery	18,000	–
Salary Payable	–	22,000
Sundry Debtors	1,08,000	–
Sundry Creditors	–	92,000
General Reserve	–	35,000
Stock	4,83,000	–
	11,19,000	**11,19,000**

OR

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

    (a)   Accounting Software Packages

    (b)   Subsidiary Books

    (c)   Types of Branches

    (d)   Fixed Instalment Method of Depreciation

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[3874]-105

B. B. M. (I.B.) (Semester - I) Examination - 2010
PRINCIPLES AND PRACTICES OF MANAGEMENT
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

     (1) All questions are compulsory.

     (2) Figures to the right indicate full marks.

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

OR

Q.1) Explain Concept of 'Management' and bring out important Management
Challenges in present context.   **[15]**

Q.2) Discuss in detail the Contribution of F.W. Taylor in Management. **[15]**

OR

Q.2) Define 'Planning'. Explain importance of Planning.   **[15]**

Q.3) What is 'Motivation' ? Discuss different Theories of Motivation. **[15]**

OR

Q.3) Describe Elton Mayo's Howthrone Experiments.   **[15]**

Q.4) Explain Concept of 'Strategic Management'. Explain in detail
the benefits of Strategic Management.   **[15]**

OR

Q.4) What is 'Control' ? Describe various techniques of Controlling.   **[15]**

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

  (a)   Barriers in Communication

  (b)   Social Responsibility

  (c)   Co-ordination as a Function of Management

  (d)   Leadership

  (e)   Delegation of Authority

  (f)   Stress Management

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[3874]-106

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

BUSINESS MATHEMATICS

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

(3) Use of pocket calculator is allowed.

(4) Mobile calculators are not allowed.

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

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

(b) Monthly saving of two sisters, Siddhi and Falguni, are in the ratio of 2 : 3. The ratio of their expenses is 3 : 4. Siddhi's income is ten times her savings. Find ratio of their incomes.

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

(d) Three typists with the speed of 40 words per minute can finish a job in 6 hours. How many typists with the speed of 60 words per minute will finish the same job in 3 hours ?

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

(f) A refrigerator set costing Rs. 18,000 was sold for Rs. 15,000 after 2 years. Find Percentage Loss.

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

(a) What is the market value of 25% share so that there may be 15% net income after paying tax at 10% ?

(b) Define the following terms :

   (i) Interest and Simple Interest

   (ii) Compound Interest

   (iii) Principal, Term and Amount

(c) What sum will amount to Rs. 3,296 in 4 months at 9% p.a. simple interest ?

(d) The Cost of Manufacturing a T.V. set is Rs. 7,680. For how much should the price marked for sale so that a clear profit of 25% is obtained after allowing 20% Trade Discount ?

(e) Two companies have shares of 12% at 124 and 15% at 150 respectively. In which of the shares Sharad should invest his money ?

(f) Find Compound Interest on Rs. 1,000 at 10% p.a. for 3 years when interest is compounded yearly.

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

(a) What is Bonus Share, Face Value, Market Value, Dividend and Stock Exchange ?

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

(c) If $A = \begin{bmatrix} 1 & 2 \\ 3 & 4 \end{bmatrix}$, $B = \begin{bmatrix} 1 & 0 \\ 2 & 3 \end{bmatrix}$ and $C = \begin{bmatrix} 1 & -1 \\ 0 & 1 \end{bmatrix}$,

show that $A(B + C) = AB + AC$.

(d) What are different types of Matrices ? Give in detail explanation of any two.

(e) If $A = \begin{bmatrix} 2 & 1 \\ 3 & 2 \end{bmatrix}$, show that $A^2 = 4A - I$.

(f) Find range of the following :
   (i) $f(x) = 4x - 3$ for $-2 \le x \le 5$
   (ii) $f(x) = 2 - 3x$ for $-1 \le x \le 4$

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

(a) If $A = \begin{bmatrix} 2 & 4 & 3 \\ -3 & -1 & 0 \end{bmatrix}$ and $B = \begin{bmatrix} 1 & -2 & 3 \\ 2 & 4 & 5 \end{bmatrix}$,

   find a matrix C such that $2C + A - 2B = 0$.

(b) What is Function ? What are different methods of representing a function ? Write any two in detail.

(c) Find inverse of the matrix :

$$A = \begin{bmatrix} 2 & -3 \\ 1 & -2 \end{bmatrix}$$

(d) Draw graph of the following function :
   $f(x) = 3 + 2x$, when $x > 0$.

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

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

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

(a) Find EMI if a loan of Rs. 1,00,000 at the rate of 15% p.a. is to be repaid in equal monthly instalments in the span of 10 years. Interest is charged on the loan outstanding at the beginning of each year (yearly reduction).

(b) The difference between Simple and Compound Interest on a certain sum of money for 4 years at 6% p.a. is Rs. 168.75. What is the sum ?

(c) Two companies have shares of 12% at 124 and 16% at 145. In which of the shares would investment be more profitable ?

[3874]-201

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

COST ACCOUNTING

(New 2008 Pattern)

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

Instructions :

   (1) All questions are compulsory.

   (2) Figures to the right indicate full marks.

   (3) Use of calculator is allowed.

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

   (a) Financial Accounting generally discloses profitability of the _____ Organisation.

   (b) Cost Accounting helps in _____ appraisal.

   (c) _____ is the application of Costing, Cost Accounting Principles, Methods and Techniques.

   (d) _____ is the amount of expenditure incurred on a given thing.

   (e) Cost Unit should be neither too _____ nor too _____.

   (f) In Cement Industries the Cost Unit is _____.

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

   (Any Five)   **[05]**

   (a) Cost is an increase in Asset or Decrease in Liability made to secure economic benefit.

   (b) Cost Accounting can replace Financial Accounting.

   (c) Carriage on Sales is a Prime Cost Expense.

   (d) Operating Costing is a part of Specific Order Costing.

   (e) Short Term Budgets are related to a period of 15 to 20 years.

   (f) Basic standards are for short period only.

Q.2) Distinguish between Cost Accounting and Financial Accounting. **[15]**

OR

Q.2 What do you mean by Elements of Cost ? Explain different Elements of Cost. **[15]**

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

    (a)   Abnormal Loss

    (b)   Advantages of Job Costing

    (c)   Work Certified

    (d)   Cost Unit

    (e)   Cash Budget

Q.4) From the following details you are required to prepare Cost Sheet : **[16]**

Stock as on 1-4-07 :

Raw Material	48,000
Work-in-Progress	20,000
Purchase of Materials	1,95,000
Direct Wages	90,000
Indirect Wages	12,000
Depreciation on Plant	18,500
Depreciation on Office Furniture	11,000
Depreciation on Delivery Van	8,000
Fuel and Power	14,000
Postage	12,000
Sale of Scrap	12,000
Direct Expenses	35,000
Carriage Inward	16,000
Printing and Stationery	24,000
Carriage Outward	12,000
Directors Fees	10,000

Stock as on 1-4-08 :

Raw Material	22,000
Finished Goods	13,000
Work-in-Progress	24,000
Storekeeper's Salary	28,000
Salesman Salary	18,000
Office Staff Salary	34,000
Audit Fees	6,500
Bad Debts	11,000
Advertisement	16,500

Q.5) (A) Cost Data is available from the records of ABC Ltd. The company produces 8,000 units at 50% capacity :

Particulars	Per Unit Cost (Rs.)
Material Cost	140
Labour Cost	60
Fixed Overheads (Rs. 2,50,000)	50
Variable Overheads	50
Administrative Overheads (75% Fixed)	40
Selling and Distribution Overheads (50% Fixed)	60

Prepare Flexible Budget at 75% and 100% capacity **[12]**

(B) Following details are available from the cost records of a company :

Sales	Rs. 4,80,000
Fixed Cost	Rs. 80,000
Variable Cost	Rs. 3,20,000

Calculate :

(a) P/V Ratio

(b) BEP (Sales)

(c) Profit when Sales are Rs. 6,20,000

(d) Sales to earn profit of Rs. 80,000 **[12]**

OR

(B) Following details are available from the cost records of a company :

Standard Quantity :

Material A	800 kgs
Material B	600 kgs

Actual Quantity :

Material A	850 kgs
Material B	650 kgs

Standard Rate :

Material A	Rs. 60
Material B	Rs. 40

Actual Rate :

Material A	Rs. 64
Material B	Rs. 38

Calculate :

(a) Material Cost Variance

(b) Material Price Variance

(c) Material Usage Variance **[12]**

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

[3874]-202

B. B. M. (I.B.) (Semester - II) Examination - 2010
ELEMENTS OF HUMAN RESOURCE MANAGEMENT
(New 2008 Pattern)

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

Instructions :

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

    (2) All questions carry equal marks.

    (3) Draw figures wherever necessary.

Q.1) Discuss in detail the role of HR Manager in an Organisation and also give qualities of a successful HR Manager.

Q.2) Discuss in detail the Standard Selection Process.

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) What is Training ? Give various Methods of Training.

Q.6) Discuss in detail various recent trends of attrition with HR Manager's Responsibility for finding solution to it.

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

    (a) Outsourcing

    (b) Global Work Force

    (c) Training Calendar

    (d) Kaizen

    (e) Promotion

    (f) Job Rotation

[3874]-203

B. B. M. (I.B.) (Semester - II) Examination - 2010
MACRO ECONOMICS ANALYSIS
(New 2008 Pattern)

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

Instructions :

　　　　(1)　All questions are compulsory.

　　　　(2)　Figures to the right indicate full marks.

Q.1) What do you mean by Cash Balance Approach ? Explain in detail.　**[15]**

OR

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

Q.2) Define Money with its functions.　　　　　　　　　**[15]**

OR

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

Q.3) Explain in detail Keyne's Psychological Law of Consumption.　**[15]**

OR

Q.3) Write in detail Quantity Theory of Money.　　　　　**[15]**

Q.4) What do you mean by Trade Cycle ? Explain phases and characteristics of Trade Cycle.　　　　　　　　　　　　　　**[15]**

OR

Q.4) Critically evaluate Barter System with special reference to Evolution of Money.　　　　　　　　　　　　　　　　**[15]**

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

    (a)   Value-in-Use

    (b)   Investment Multiplier

    (c)   Effective Demand

    (d)   Saving Paradox

    (e)   Inflation

    (f)   Boom

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

[3874]-204

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

PRINCIPLES OF MARKETING

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

    (2) All questions carry equal marks.

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

Q.1) What is Marketing ? Discuss various functions of Marketing.   **[16]**

Q.2) Define 'Marketing Planning'. Explain steps in Marketing Planning Process.   **[16]**

Q.3) What are the elements in 'Marketing Mix' ? Discuss importance of 'Marketing Mix'.   **[16]**

Q.4) What is 'Marketing Research' ? Explain various objectives and sources of 'Marketing Research'.   **[16]**

Q.5) What are the types of Channels of Distribution ? Explain factors influencing Channels of Distribution.   **[16]**

Q.6) Define 'Market Segmentation'. Explain benefits and limitations of Market Segmentation.   **[16]**

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

(a) Product Life Cycle

(b) Features of Rural Marketing

(c) Sales Promotion

(d) E-marketing

(e) Role of Marketing Manager

(f) Advertising Media

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

[3874]-205

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

BUSINESS STATISTICS

(New 2008 Pattern)

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

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

    (3) Use of calculator is allowed.

    (4) Graph paper will be supplied on demand.

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

  (a) Describe Simple Random Sampling With Replacement (SRSWR) and Without Replacement (SRSWOR).

  (b) What are requisites of good measure of Central Tendency ?

  (c) The following Frequency Distribution relates to the Monthly Profit of 100 trading firms :

Profit (Rs. '000)	0-50	50-100	100-150	150-200	200-250
Number of Firms	17	19	26	22	16

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

(d) A customer has selected plan 14 - 30. The sum assured is Rs. 1,00,000. The age of commencement is 35 years, 1 month and 20 days. He preferred yearly mode of payment. He is working in an industry where he is exposed to risk. He has to pay additional premium of Rs. 2 per thousand as occupational hazard. The details of the rebate are as follows :

Sum Assured (S.A.) in Rs.	Rebate per Thousand (S.A.)
Below – 24999	Nil
25000 – 49999	Re. 1.00
50000 – 99999	Rs. 1.50
100000 – and above	Rs. 2.00

Mode of Payment	Rebate
Yearly	2% of Tabular Premium
Half Yearly	1% of Tabular Premium
Quarterly	Nil
Monthly	2% Extra of Tabular Premium

Tabular Premium in this case at age 35 is Rs. 36.55 per thousand sum assured. Compute Premium of the Customer.

Q.2) **(A)** (a) Following is the frequency distribution of telegraphic transfers per day by a bank branch for 300 days :

No. of Telegraphic Transfers per Day	0	1	2	3	4	5
No. of Days	15	40	50	100	64	31

Find average number of telegraphic transfers per day using (i) Arithmetic Mean, (ii) Median, (iii) Mode. **[05]**

(b) Determine an initial basic feasible solution to the following Transportation Problem using Vogel's Approximation Method (VAM) : **[05]**

Origins ↓	Destinations					Supply ↓
	D_1	D_2	D_3	D_4	D_5	
O_1	2	11	10	3	7	4
O_2	1	4	7	2	1	8
O_3	3	9	4	8	12	9
Demand	3	3	4	5	6	21

OR

(A) (a) Given the following observations :

$n = 10$, $\Sigma x = 50$, $\Sigma y = 40$, $\Sigma x^2 = 450$, $\Sigma y^2 = 250$, $\Sigma xy = 250$

Obtain :

(i) regression equation of y on x,

(ii) estimate of y for x = 7,

(iii) correlation coefficient between x and y. **[06]**

(b) The mean weekly salary paid to 300 employees of a firm is Rs. 1,470. There are 200 male employees and the remaining are females. If mean salary of males is Rs. 1,505, obtain mean salary of females. **[04]**

(B) Describe purpose and need of Insurance. **[05]**

Q.3) (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 with respect to scoring ? Justify.   **[08]**

    (b)   If the correlation coefficient between X and Y is 0.8, find correlation coefficient between :

    (i) $X - 100$, $Y + 150$

    (ii) $-2x$, $-4y$ **[02]**

<div align="center">OR</div>

(A) (a) A company manufactures two products A and B. Both the products pass through two machines M_1 and M_2. The time required to process each unit of product A and B on each machine and available capacity of each machine is given below :

Products	Machine Processing Time per unit (hrs.)	
	M_1	M_2
A	6	2
B	4	4
Available Capacity	3600	2000

The availability of material is sufficient to produce 500 units of product A and 400 units of product B. Each unit of product A gives a profit of Rs. 25 and each unit of product B gives a profit of Rs. 20. Formulate problem as Linear Programming Problem (LPP).   **[06]**

(b) The equation of line of regression of Y on X is $5Y = 4X + 33$ and the equation of line of regression of X on Y is $20X = 9Y + 107$.

Calculate :

(i) regression coefficients of Y on X and X on Y,

(ii) correlation coefficient between X and Y,

(iii) variance of Y if Var(X) = 9. **[04]**

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

(a) Attribute

(b) Variable

(c) Frequency of a Class

(d) Less than Cumulative Frequency of a Class

(e) More than Cumulative Frequency of a Class

Q.4) (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 following data relates to the quantity of goods handled in metric ton by local transport operations :

Quantity of Goods Handled (Metric Tons)	Below 35	35-37	37-39	39-41	41-43
Number of Days	14	62	99	18	07

Find Quartile Deviation and Coefficient of Quartile Deviation for the above frequency distribution. **[05]**

OR

(A) (a) Solve graphically the following Linear Programming Problem (LPP) : **[06]**

Maximize : $Z = 5x_1 + 3x_2$

Subject to :

$$3x_1 + x_2 \leq 12$$
$$x_1 + 2x_2 \leq 14$$
$$x_1 + x_2 \leq 8$$
$$x_1, x_2 \geq 0.$$

(b) Determine an intital basic feasible solution to the following Transportation Problem using Matrix Minima Method : **[04]**

Origins ↓	Destinations				Supply
	D_1	D_2	D_3	D_4	
O_1	1	5	3	3	34
O_2	3	3	1	2	15
O_3	0	2	2	3	12
O_4	2	7	2	4	19
Requirement	21	25	17	17	80

(B) Explain meaning of 'Regression'. Define Regression Coefficients. State any two properties of Regression Coefficients. **[05]**

Q.5) (A) (a) The following frequency distribution relates to the time that customers take to withdraw cash from their saving accounts in a particular Co-opeative Bank :

Time (in minutes)	0-6	6-12	12-18	18-24	24-30
Number of Customers	20	50	20	05	05

Find variance for the above frequency distribution. **[06]**

(b) Determine an initial basic feasible solution to the following Transportation Problem using North West Corner Rule : **[04]**

Factory ↓	Warehouse				Factory Capacity ↓
	W$_1$	W$_2$	W$_3$	W$_4$	
F$_1$	19	30	50	10	7
F$_2$	70	30	40	60	9
F$_3$	40	08	70	20	18
Warehouse Requirement	5	8	7	14	34

OR

(A) (a) Compute Karl Pearson's Correlation Coefficient between age (X) and weight (Y) for the following data : **[06]**

Age (X)	6	7	10	13	14
Weight (Y)	18	22	20	24	26

(b) Following is the frequency distribution of shops according to daily sales in a super market on a particular day :

Daily Sales (in '000 Rs.)	10-20	20-30	30-40	40-50	50-60
Number of Shops	12	24	48	08	03

Find mode for above frequency distribution, **[04]**

(B) Define the following terms with reference to Linear Programming Problem : **[05]**

(a) Decision Variables

(b) Constraints

(c) Objective Function

(d) Feasible Solution

(e) Optimum Solution

[3874]-206

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

IT IN BUSINESS OPERATIONS

(New 2008 Pattern)

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

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

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

(a) Explain characteristics of Computers. Also describe different types of systems in detail.

(b) Define Entity, Relationship and Attribute. Draw E-R diagram for the following case :

A small scale electronic unit is manufacturing various electronic equipments as per customer requirement. Each equipment is composed of many different parts. Each order is assigned to one particular project but a project can make many orders.

(c) Describe role of Internet Service Provider.

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

(a) Explain Feasibility Study in SDLC in detail.

(b) Explain the following :

(i) RAM

(ii) Plasma Display

(iii) Digitizers

(iv) EPROM

(c) Explain Internal and External Commands in DOS.

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

    (a)   Explain types of Operating Systems in detail.

    (b)   Compare Super Computers and Mini-computers.

    (c)   Explain Batch Files in detail.

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

    (a)   Discuss Network Security Issues.

    (b)   Describe in brief the Services provided by Operating System.

    (c)   Differentiate between LAN and WAN.

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

    (a)   Differentiate between Interviews and Questionnaires.

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

    (c)   Explain 3rd Normal Form and Normalization.

_____

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

[3874]-301

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

INTERNATIONAL BUSINESS ENVIRONMENT

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) All questions carry equal marks.

Q.1) What are the objectives of W.T.O. ? How does W.T.O. impact World Trade ?

OR

Q.1) What are Toxic Chemicals ? Explain importance of Chemical Hygiene and Management of Toxic Chemicals.

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

OR

Q.2) Explain Motivating Factors and Barriers to Eco-consumerism.

Q.3) How does trade in Carbon Credit function under Kyoto Protocol ? Explain in detail.

OR

Q.3) What are Carbon Credits ? What are the factors that influence their demand ?

Q.4) Explain Concept of Business Ethics. What are the basic principles of Business Ethics ?

OR

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

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

    (a)   Special Economic Zones

    (b)   Industrial Ecology

    (c)   Environmental Awareness Programmes

    (d)   Corporate Responsibility

    (e)   Eco-consumerism

    (f)   Globalisation

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

[3874]-302

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

PRODUCTION AND OPERATIONS MANAGEMENT

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

> *(1) All questions are compulsory.*

> *(2) Figures to the right indicate marks allotted to each question.*

Q.1) What do you understand by the term 'Material Flow Pattern' ? Draw rough sketch of Material Layout of a Manufacturing Process of your choice.   **[16]**

OR

Q.1) Explain Process of Environmental Clearance to be obtained by an Industrial Unit which produces Industrial Waste. Why it is required ? Give examples in support of your answer.   **[16]**

Q.2) What do you mean by the term 'Product Standardisation' ? Is it opposite to 'Product Diversification' ? Explain distinction between these two concepts.   **[16]**

OR

Q.2) Discuss types of various Plant Layouts.   **[16]**

Q.3) State meaning of the term 'Productivity'. Explain techniques employed by Management to boost up productivity.   **[16]**

OR

Q.3) What is meant by 'Motion Economy' ? Explain advantages and applications of the Concept of 'Motion Economy'.   **[16]**

Q.4) What is ISO 9000 ? Explain advantages of ISO 9000 Organisation. **[16]**

OR

Q.4) Explain techniques introduced by F.W. Taylor as a part of Scientific Management. **[16]**

Q.5) Write short notes : **(Any Four)** **[16]**
    (a)   Quality Circles
    (b)   Globalisation and Indian Car Market
    (c)   Noise Control
    (d)   Safety Rules in any Manufacturing Concern
    (e)   FSN Analysis of Inventory Control

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

[3874]-303

B. B. M. (I.B.) (Semester - III) Examination - 2010
INTERNATIONAL ECONOMICS
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

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

Q.1) What do you mean by International Trade ? Explain advantages of International Trade.   **[15]**

OR

Q.1) Write in detail Absolute Cost Advantages Theory.   **[15]**

Q.2) What is the difference between Static Gains and Dynamic Gains ?   **[15]**

OR

Q.2) Explain Concept of Terms of Trade with their determining factors. **[15]**

Q.3) Define Free Trade Policy with its meaning, advantages and disadvantages.   **[15]**

OR

Q.3) Elaborate role of Tariff Barriers in International Trade with different types of Tariffs.   **[15]**

Q.4) Explain origin of IMF and its role in Exchange Rate Management. **[15]**

OR

Q.4) Write in detail objectives and functions of World Bank.   **[15]**

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

(a) Factor Price Equalisation Theorem

(b) Most Favoured Nations Clause

(c) Comparative Cost Advantage

(d) Gross Barter Terms of Trade

(e) Inter-regional Trade

(f) Special Drawing Rights

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

[3874]-304

B. B. M. (I.B.) (Semester - III) Examination - 2010
INTERNATIONAL MARKETING
(New 2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

　　(2) All questions carry equal marks.

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

Q.1) What is International Marketing ? Discuss scope and objectives of International Marketing in the World of Globalisation.　**[16]**

Q.2) What are the salient features of recent Export-Import Policy and facilities offered to the Exporters ?　**[16]**

Q.3) Define Export Documentation. Discuss in detail the Documents required for Export.　**[16]**

Q.4) What are the various rules for Successful Exporting ?　**[16]**

Q.5) What is International Pricing ? Discuss its types and factors affecting Pricing Decisions.　**[16]**

Q.6) Write detailed note on International Marketing Channel.　**[16]**

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

    (a) Uniform V/s. Market by Market Pricing

    (b) Reasons to go in International Market

    (c) Marine Insurance

    (d) Export Benefits

    (e) Quality Control and Pre-shipment Inspection

    (f) Overseas Agents

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[3874]-305

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

MANAGEMENT ACCOUNTING

(New 2008 Pattern)

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

Instruction :

    All questions are compulsory and carry equal marks.

Q.1) What is Management Accounting ? How does it differ from Financial Accounting ?

OR

Q.1) What is Working Capital ? Explain various factors affecting the need of Working Capital.

Q.2) The following are the Balance Sheets of UOP Limited, Pune :

Liabilities	31-3-09	31-3-10	Assets	31-3-09	31-3-10
Share Capital	6,00,000	8,00,000	Plant and Machinery	2,00,000	3,40,000
General Reserve	–	1,00,000	Land and Building	4,00,000	5,80,000
Profit and Loss A/c.	1,30,000	2,06,000	Furniture	3,00,000	3,50,000
Mortgaged Loan	1,50,000	2,50,000	Sundry Debtors	2,53,000	2,00,000
15% Debentures	4,50,000	3,50,000	Bills Receivables	47,000	60,000
Sundry Creditors	1,84,000	1,58,000	Stock	2,57,000	2,70,000
Bills Payables	1,52,000	1,36,000	Cash and Bank	2,09,000	2,00,000
Total	**16,66,000**	**20,00,000**	**Total**	**16,66,000**	**20,00,000**

Total Sales during the year 2008-09 were amounting Rs. 30,00,000 which were increased by 20% in the next year. You are required to calculate minimum three ratios to judge liquidity and efficiency in operating activities of the company and write your comments.

Q.3) What is the meaning of 'Cash Flow Statement' ? Explain its importance in the analysis of Financial Statements. State its limitations.

OR

Q.3) MARGICOST Limited has provided the following information of Product MAX produced and sold during the year 2009-2010 :

Number of Units Sold   10,000

Sales Price   Rs. 90

Cost (Per Unit) :

Direct Material   – 4 kg @ Rs. 5 per kg

Direct Labour   – 4 hours @ Rs. 4 per hour

Variable Overheads – Rs. 14 per unit

Fixed Overheads   – Rs. 10 per unit

You are required to find out :

(a) Profit Volume Ratio, Break-even Point, Margin of Safety and Profit at the Current Level of Sales.

(b) What will be the changes in your computations, if –

    (i) Sales Price is increased by Rs. 10, and

    (ii) Total Fixed Cost is decreased by 10% ?

Q.4) Define the terms 'Budget' and 'Budgetary Control'. Explain advantages and limitations of Budgetary Control System.

OR

Q.4) Prepare a statement showing estimated amount of working capital from the following information of CEX Limited, Pune :

• Expected Sales Level 66,000 units @ Rs. 35 per unit.

• Cost of the Product (per unit) - Raw Material - Rs. 8, Labour Cost - Rs. 6, Variable Overheads - Rs. 3, Fixed Overheads - Rs. 7.

- The company wants to maintain Stock of Raw Material and Finishd Goods which will satisfy requirement of 3 weeks.

- The material will remain in process on an average for 15 days for which the Labour Cost and Overheads are to be considered at 60% completion stage.

- The purchases are made with two months credit while the goods are sold with one and half months credit.

- Labourers are paid on every 10th day of the next month.

- Variable Overheads are paid with ten days time lag while fixed overheads are paid in the same month.

- The company wants to maintain Rs. 1,00,000 for contigencies.

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

(a) Limitations of Management Accounting

(b) Common Size Statement and Trend Analysis

(c) Master Budget

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

[3874]-306

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

E-COMMERCE TECHNOLOGY

(New 2008 Pattern)

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

Instructions :

    (1) All questions are compulsory.

    (2) Write your assumptions clearly.

    (3) Draw neat diagrams wherever required.

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

    (a) What is G2G and B2G ?

    (b) What is Web Promotion ?

    (c) What is Cryptography ?

    (d) What is EDI ?

    (e) What is Electronic Payment System ?

    (f) What is Hacking ?

    (g) What is Exports in E-governance ?

    (h) What is Authentication ?

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

    (a) Explain application of Electronic Commerce.

    (b) Which are four types of domains available for registration ?

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

    (d) Explain various applications of EDI.

    (e) Explain different planning for Electronic Commerce.

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

   (a)   Explain Technical Components and Application of Electronic Commerce.

   (b)   Which are the methods that help growth of your Online Traffic and Revenue ?

   (c)   What is Virus ? How it spreads ?

   (d)   Explain Development of Intranet.

   (e)   Define E-governance. Explain its benefits.

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

   (a)   Explain different benefits of Website.

   (b)   What is Digital Signature ? Explain working of Digital Signature.

   (c)   What do you mean by Electronic Fund Transfer ? What are the security issues involved in this ?

   (d)   Explain measuring cost objectives of Electronic Commerce.

   (e)   Explain PROS and CONS of Online Shopping.

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

   (a)   www

   (b)   Extranet

   (c)   Value Exchange System

   (d)   Internet Business

   (e)   Credit Card System

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[3874]-31

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

STATISTICS AND QUANTITATIVE TECHNIQUES

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

    (3) Use of calculator is allowed.

    (4) Graph paper will be supplied on demand.

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

    (a)   Write a note on Uses of Statistics.

    (b)   Define Median. State its merits.

    (c)   Following table gives Gross Income and Payments Made to Exchequer by a certain company in the previous years. Draw Multiple Bar Diagram :

Year	1992	1995	1998	2001
Gross Income (in crore)	380	430	700	1100
Payment Made to Exchequer (in crore)	230	300	500	800

(d) If the Correlation Coefficient between x and y is 0.7, find Correlation Coefficient between :

(i) x + 10, y – 8

(ii) $\dfrac{x}{2}$, $\dfrac{y}{3}$

(iii) –2x , –4y

(iv) x – 4 , y – 3

(v) –x , y + 10

Q.2) (A) (a) The number of lectures attended by students in a class are distributed as follows :

No. of Lectures attended	5-10	10-15	15-20	20-25	25-30	30-35
No. of Students	3	14	19	25	12	7

Find Median and Mode of above data. **[08]**

(b) If $\Sigma x_i = 20$, n = 10, $\Sigma x_i^2 = 50$,

find Coefficient of Variation. **[02]**

OR

(A) (a) Fit an Exponential Curve of the form $y = a.b^x$ for the following data :

x	1	2	3	4	5
y	1.6	4.5	13.8	40.2	125

Also estimate y when x = 7. **[08]**

(b) Define Sample with one illustration. **[02]**

(B) Explain Positive Correlation, Negative Correlation and No Correlation with one illustration of each. **[05]**

Q.3) (A) If the two lines of regression are $4x - 5y + 33 = 0$ and $20x - 9y - 107 = 0$,

find :

(a) Means of x and y

(b) Correlation Coefficient between x and y

(c) S.D. of y when S.D. of x is 3

(d) Estimate y, when x = 3

(e) Estimate x, when y = 7 **[10]**

OR

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

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

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

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

(b) The regression equations of x on y is $4x = 2y + 3$ and y on x is $5y = 3x + 2$.

Find Correlation Coefficient between x and y. **[02]**

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

(a) Frequency of a Class

(b) Class Limit

(c) Class Width

(d) Class Mark

(e) Open End Class

Q.4) (A) (a) Following is the initial basic feasible solution of a T.P. Find Optimal Solution : **[08]**

		Project Location				
		A	B	C	D	**Supply**
Pit	X	⟨4⟩	⟨8⟩ ㉟	⟨8⟩ ㊶	⟨0⟩	76
	Y	⟨16⟩	⟨24⟩ ㊷	⟨16⟩	⟨0⟩ ⑳	82
	Z	⟨8⟩ ㊲	⟨16⟩ ⑤	⟨24⟩	⟨0⟩	77
Demand		72	102	41	20	235

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

(b) Define Transportation Problem. **[02]**

OR

(A) (a) Calculate Rank Correlation Coefficient between Purchase Price and Sale Value of Item from the following data and interprete it : **[07]**

Purchase Price (in Rs.)	62	72	98	75	81	56	76	92
Sale Value (in Rs.)	112	124	131	117	132	96	120	136

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

(B) Describe Inclusive and Exclusive Methods of Classification with illustration. **[05]**

Q.5) (A) (a) Solve the following Assignment Problem to minimize Total Cost : **[07]**

		Job				
		J1	J2	J3	J4	J5
	A	12	9	8	11	8
	B	12	11	11	13	12
Machine	C	13	10	9	11	12
	D	10	11	8	12	9
	E	14	10	10	11	13

(b) What do you mean by Dispersion ? State any two relative measures of Dispersion. **[03]**

OR

(A) (a) Compute Mean, Median and Mode for the following data : **[05]**

x	1	2	3	4	5	6
f	3	8	12	15	7	2

(b) Given : n = 6, $\Sigma(x - 10) = -3$, $\Sigma(y - 20) = 20$,

$\Sigma(x - 10)^2 = 19$, $\Sigma(y - 20)^2 = 850$ and

$\Sigma(x - 10)(y - 20) = -120$.

Find Correlation Coefficient and interprete it. **[05]**

(B) What is Tabulation ? State main parts of statistical table. **[05]**

[3874]-32

B. F. T. (Semester - III) Examination - 2010
MATERIALS　MANAGEMENT
(Old　Course)

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

Instructions :

　　　(1)　Question No. 1 is compulsory.

　　　(2)　Attempt any four questions from the remaining.

Q.1) Explain the term 'Organisation'. State objectives and functions of Materials Management performed at International Level. **[20]**

Q.2) Discuss in detail the term Supply Chain Management alongwith its scope in global scenario. **[15]**

Q.3) "Use of computers leads organisation towards efficient Materials Management." Comment. **[15]**

Q.4) What is International Sourcing ? Explain Procedure of International Procurement of Materials. **[15]**

Q.5) Elaborate on the Concept of Standardisation and its importance. Discuss various methods of Standardisation. **[15]**

Q.6) State various methods of pricing Issue of Materials alongwith its advantages and applicability. **[15]**

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

　　　(a)　Principles of Material Handling

　　　(b)　Purchase / Disposal

　　　(c)　Importance of Codification

　　　(d)　Economic Order Quantity

　　　(e)　Purchase Cycle

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

[3874]-33

B. F. T. (Semester - III) Examination - 2010
BASICS OF COMPUTERS - II
(Old Course)

Time : 3 Hours]   [Max. Marks : 80

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

 (a) Explain System Development Life Cycle.

 (b) What is meant by Normalisation ? What are different types of Normal Forms ?

 (c) What are different DDL (Data Definition Language) and DML (Data Manipulation Language) Commands ?

Q.2) Attempt **any two** of the following :   **[20]**

 (a) What do you mean by RDBMS ? Enumerate advantages and disadvantages of RDBMS.

 (b) Define the terms :

 (i) Primary Key

 (ii) Foreign Key

 (iii) Strong Entity

 (iv) Weak Entity

 (v) Attribute

 (c) Consider the following table structure to answer the following SQL queries :

 empno number(2), ename char(20), salary number(7, 2), deptno number(2) → Employee table

 Department

 deptno number(2), dname char(10), location char(15)

 (i) Create query to display number, name and salary of all the employees.

(ii) Display name and yearly salary of all the employees.

(iii) Display all the employees who are earning salary less than 5,000.

(iv) Display salary of employee 'RAM'.

(v) Display name of employee and dept no. and name where he is working.

Q.3) Attempt **any two** of the following : [20]

(a) Differentiate between LAN and WAN.

(b) What are different types of Joins ? Explain any two types.

(c) Write note on Viruses and types of Viruses.

Q.4) Attempt **any two** of the following : [20]

(a) What are different Network Security Issues ?

(b) What are different Fact Finding Techniques ?

(c) Draw E-R diagram

Management of Sanjeevani Hospital proposes to computerize patient register and billing. Visiting doctors visit hospital as per schedule declared.

The doctors are paid on monthly basis, against the charge - slips submitted. A detail register is maintained for patients admitted in the hospital. Room Charges and Laboratory Charges are recorded in the register against each patient.

At the time of discharge, patient is given bill showing above details.

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

[3874]-34

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

BUSINESS ETHICS

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

    (2) Figures to the right indicate full marks.

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

    (a)   Unfairness in Insider Trading

    (b)   Jain Philosophy and Business Ethics

    (c)   Environmental Protection and Business

    (d)   Misleading Advertisement

    (e)   Corporate Code

Q.2) Define Business Ethics. Explain Ethical Principles in detail.   **[15]**

Q.3) How the Consumer Movement is useful to Consumers Protection ? What are the Consumer Rights under Consumer Protection Act, 1986 ?   **[15]**

OR

Q.3) What is Marketing ? Why it is necessary to bring in the discussion of Ethics in Marketing ?   **[15]**

Q.4) (A) Explain Gandhian Philosophy in view of Business Ethics. **[08]**

(B) What are the advantages of Social Audit ? **[07]**

Q.5) What is Advertising ? What are the Ethics of Advertising ? Explain in detail. **[15]**

Q.6) (A) Explain in detail the Whistle Blowing. **[08]**

(B) Explain in detail Institutionalising Ethics. **[07]**

Q.7) Describe in detail the importance of Business Ethics. **[15]**

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

[3874]-35

B. F. T. (Semester - III) Examination - 2010
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) What are various reasons for Dis-equilibrium in Balance of Payment ? State various measures used to correct the same.

Q.2) What is Euro Market ? What are the reasons for its existence ? State its various segments.

Q.3) Explain different types of Risks involved in International Trade.

Q.4) Explain role played by RBI to manage and control Foreign Exchange Market.

Q.5) What is Floating Exchange Risk ? Explain various advantages of Fixed and Floating Exchange Risk.

Q.6) Explain various ways through which the dues in International Market are settled.

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

[3874]-36

B. F. T. (Semester - III) Examination - 2010
GLOBAL CROSS CULTURAL STUDIES
(Old Course)

Time : 3 Hours]　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

Q.1) (A)　Differentiate between 'Class' and 'Caste' and discuss how the Caste System is undergoing a change in India ? **[10]**

　　(B)　Differentiate between 'Religion' and 'Morality' and state Functions of Religion. **[10]**

OR

Q.1) (A)　"Foreign Trade is affected by Cross Cultural Changes in the processe of Communication, Negotiation and Decision-making." Discuss. **[10]**

　　(B)　Define the term 'Marriage' and discuss various types of Marriages. **[10]**

Q.2) (A)　What is Culture ? What are the elements and functions of Culture ? **[10]**

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

OR

Q.2) (A)　Write an essay on the Development of India from Tribal Villages to Urban Slums. **[10]**

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

OR

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

(B) Explain in detail the Social Structure in USA. **[10]**

Q.3) Define the term 'Family'. State its functions and differentiate between Joint Family and Nuclear Family. **[20]**

<div align="center">OR</div>

Q.3) "Social Change is a continuous process though its speed may vary from time to time." Discuss this statement with reference to various factors of Social Change. Give suitable examples wherever possible. **[20]**

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

(a) Rural and Urban Communities

(b) Customs and Law

(c) Cultural Transmission and Cultural Conformity

(d) Modernisation

(e) Norms and Values

(f) Society and its Essential Elements

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

[3874]-401

B. B. M. (I.B.) (Semester - IV) Examination - 2010
SUPPLY CHAIN AND LOGISTICS MANAGEMENT
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

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

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

    (a)   Third Party Logistic Service Provider (3PL)

    (b)   E-retailing

    (c)   Distribution and Customer Satisfaction

    (d)   Role of IT in Logistics

    (e)   Difference between Wholesaler and Stockist

    (f)   Channel Conflict

Q.2) Define and explain Distribution Management. What is the need of Distribution Channel from the Point of View of Manufacturer ?   **[15]**

Q.3) Explain various factors related to Formulation of Channel Policies. **[15]**

Q.4) What is the meaning of Supply Chain Management ? Describe in detail the Components of Supply Chain Management.   **[15]**

Q.5) Define Retailing. What are the various types of Retailers ? Give suitable examples.   **[15]**

Q.6) What are the different methods available to Companies to motivate their Channel Partners ?   **[15]**

Total No. of Questions : 6]   [Total No. of Printed Pages : 2

[3874]-402

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

FOREIGN EXCHANGE OPERATIONS

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instruction :

   *Attempt **any five** questions.*

Q.1) Explain the following concepts with respect to Foreign Exchange Operation :

   (a)   Partial Convertibility of Currency

   (b)   Spot Rate

   (c)   Forward Rate

   (d)   Balance of Trade

Q.2) Explain role of Reserve Bank of India in respect of Control over Exchange Rate in Indian Forex Market.

Q.3) What do you mean by Disequilibrium in Balance of Payment ? State various measures to remove Disequilibrium.

Q.4) What is INCO Terms ? State various INCO Terms that are used in International Trade Transactions.

Q.5) What do you mean by post-shipment financing of International Trade ? Explain various Sources of Financing.

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

    (a) Pre-shipment Finance

    (b) Reasons for Balance of Payment Disparity

    (c) Modern Sources of Financing International Trade

    (d) Exchange Rate Quotations

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

[3874]-403

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

INTERNATIONAL BUSINESS IN SERVICE SECTOR

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

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

Q.1) (A) What is the meaning of Services in Global Economy ? State objectives of Services to enter into Global Market.   **[10]**

    (B) Differentiate between Marketability of Goods and Marketability of Services.   **[10]**

Q.2) State impact of social, political and legal changes on Service Market Economy.   **[15]**

Q.3) What is the role of Services in the growth of Indian Economy ? **[15]**

Q.4) Discuss importance of Telecommunication Service in Indian Service Sector.   **[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) Advantages of E-commerce Services
    (b) WTO
    (c) Pricing in Services
    (d) Customer Satisfaction
    (e) Service Guarantee

[3874]-404

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

INTERNATIONAL AGRICULTURAL BUSINESS

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

      (1) All questions are compulsory.

      (2) Figures to the right indicate full marks.

Q.1) What is the Impact of International Agricultural Business on the Indian Economy ?   **[15]**

OR

Q.1) Define Food Processing Industries. Discuss Food Processing for Milk and Milk Products and Non-alcoholic Beverages.   **[15]**

Q.2) Discuss in detail the problems and defects in Agricultural Marketing. **[15]**

OR

Q.2) Enumerate in detail the initiatives taken by the Government to improve Agricultural Marketing.   **[15]**

Q.3) Give a brief comparative study of Indian Agro Products with other country's 'Agro Products'.   **[15]**

OR

Q.3) Explain in detail various Constraints in Agricultural Business Management. **[15]**

Q.4) What is the role of State Trade Corporation in the import of Essential Commodities ? **[15]**

OR

Q.4) Write a detailed note on International Marketing Planning. **[15]**

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

    (a)   Exim Policy in Gems and Jewelry

    (b)   Sugar Industry

    (c)   Performance of Agricultural Systems

    (d)   International Fairs and Exhibitions

    (e)   International Licensing

    (f)   Food Processing in Alcoholic Beverages

[3874]-405

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

BUSINESS TAXATION

(New 2008 Pattern)

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

Instructions :

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

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

Q.1) Answer the following : **(Any Four)**

    (a)   Explain Concept of Previous Year.

    (b)   What is Advance Payment of Tax ?

    (c)   Explain the term Profession.

    (d)   What is Progressive Rate of Taxation ?

    (e)   What is Gross Total Income ?

    (f)   What is NRI ?

Q.2) 'Tax Liability of a person depends upon his Stay and Nationality during the Previous Year." Discuss validity of this statement.

Q.3) Mr. Sachin Taware (Date of Birth : January 4, 1944) has purchased residential flat in 2004 costing Rs. 18.50 lacs; made improvement in the flat in 2007 costing Rs. 4.75 lacs. He has sold the property at Rs. 40 lacs in 2009. Calculate Long Term Capital Gain in the said transaction. He has given 10% Brokerage on Sell of the Property. (Index for 2007, 2009, 2004)

Q.4) Mrs. Rakhi Desai age 60 years has following Income from House Property during the Previous Year 2009-10 :

	House I	House II
Nature of Occupancy	Let out for Residence	Let out for Business
Fair Value	6.00 lacs	4.50 lacs
Standard Rent	5.50 lacs	6.00 lacs
Municipal Value	7.00 lacs	7.00 lacs
Rent received (Net of Vacancy and Unrealised Rent)	6.25 lacs	5.80 lacs
Municipal Taxes (10% of M.V.)	Paid by Tenant	Unpaid
Repairs	0.15 lacs	0.40 lacs
Interest on Loan for acquisition of property	1.55 lacs	1.80 lacs

Q.5) Mr. Swami Rajan has following Income from Salary. Calculate Taxable Salary Income. He is working with State Bank of India :

	Rs.
Net Salary received (p.m.)	45,500
P.F. Deduction (p.a)	50,000
Income Tax Deduction (p.m.)	2,500
Profession Tax (p.m.)	800
Medical Allowance (p.a.)	18,000
Educational Allowance (p.m.) (He has 1 child)	900
Entertainment Allowance (p.m.)	6,000
P.F. Contribution by Employer (15% of Gross Pay)	–
Interest @ 15% on P.F.	22,500

Q.6) Explain various deductions available under Chapter VI of Income Tax Act and Rules made theirunder till date.

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

    (a)   Pre-construction Interest Deduction

    (b)   Exempted Income for Taxation U/s. 10

    (c)   Taxation of Shares and Securities

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[3874]-41

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

INTERNATIONAL RELATIONS

(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) All questions carry equal marks.

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

    (B) What are the features of the NIEO proposed by the Less Developed Nations of the World ?   **[10]**

OR

Q.1) (A) "Kashmir has been the central focus of Indo-Pak Relations since independence." Discuss.   **[10]**

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

Q.2) (A) "The WTO is an instrument for bringing about fundamental changes in the way World Trade is done." Discuss this statement giving examples.   **[10]**

    (B) Define the term 'Nationalism' and enumerate various factors promoting Nationalism.   **[10]**

OR

Q.2) (A) Examine Indo-Sri Lanka Relations. What has been India's view point regarding LTTE ?   **[10]**

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

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

OR

Q.3) Enumerate in principles, objectives and determinants of India's Foreign Policy.   **[20]**

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

    (a)   European Union

    (b)   Internationalism

    (c)   Indo-USA Relations since 1950

    (d)   Indo-Nepal Relations

    (e)   OPEC

    (f)   Indo-Russia Relations

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[3874]-42

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

INTERNATIONAL MARKETING

(Old Course)

Time : 3 Hours]　　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　(1) Solve **any five** questions.

　　　(2) All questions carry equal marks.

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

Q.2) What is a Strategy ? Explain various Market Entry Strategies.

Q.3) Explain meaning of Planning for Marketing Mix. Explain all the decisions involved in the Planning Process.

Q.4) Discuss various problems of getting Primary and Secondary Data in Foreign Countries. Give solutions for the same.

Q.5) Define E-commerce. Explain the impact of E-commerce on International Marketing in detail.

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

　　　(a)　Role of WTO in Global Trade

　　　(b)　Counter Trade

　　　(c)　Global Economy

　　　(d)　Organising International Marketing

　　　(e)　International Marketing Research

　　　(f)　Market Selection Strategy

[3874]-43

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

STUDY OF TRADED PRODUCTS

(Old Course)

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

Instructions :

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

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

Q.1) (A)　Write a detailed note on Automobile Industry.　　**[10]**

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

Q.2) Write a detailed note on Pharmaceutical Industry in India.　**[15]**

Q.3) Explain Global Exchange governing Precious Metal.　**[15]**

Q.4) Explain future of Dairy Industry in India and also explain its
development till date.　　**[15]**

Q.5) Write a detailed note on Tea and Coffee Industry in India.　**[15]**

Q.6) Give an Overview of Tractor Industry in India.　**[15]**

Q.7) Write a detailed note on Leather Industry in India.　**[15]**

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

[3874]-44

B. F. T. (Semester - IV) Examination - 2010
INTERNATIONAL FINANCIAL MANAGEMENT
(Old Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

> *(1) Question No. **1** is compulsory.*
>
> *(2) Attempt **any four** from the rest.*

Q.1) What is EURO Currency Market ? State its features. What are various segments of EURO Market ?

Q.2) "Commercial Bank plays very vital role in International Trade." Discuss validity of this statement.

Q.3) Explain role and functions of :

    (a)   International Monetary Fund

    (b)   Asian Development Bank

Q.4) What do you mean by Cash, Spot, Forward in Foreign Exchange ? State various ways of quoting Foreign Exchange Rates in Market.

Q.5) What is Transaction and Economic Risk ? How it is managed ?

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

    (a)   Parties in Letter of Credit

    (b)   External Commercial Borrowings

    (c)   Fixed and Floating Exchange Rate

    (d)   Back to Back Letter of Credit

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

[3874]-45

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

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

    *(2) Solve **any four** questions from Q. Nos. **1** to **6**.*

    (3) Figures to the right indicate full marks.

Q.1) Elaborate Gilbreth's Contribution in Economic Development in detail. **[15]**

Q.2) Define Work Study with its application and scope. **[15]**

Q.3) What do you understand by Method Study ? Explain Questioning Techniques in detail. **[15]**

Q.4) What is the meaning of Work Measurement ? Explain Stop-watch Study Allowances. **[15]**

Q.5) What is Plant Location ? Elaborate factors of Plant Location in detail. **[15]**

Q.6) Define Industrial Safety. Explain its importance in today's scenario. **[15]**

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

    (a) Principles of Motion Economy

    (b) Value Analysis

    (c) Flow Process

    (d) Safety in Material Handling

    (e) Rest Cycles

    (f) F.W. Taylor's Contribution

    (g) Activity Sampling

[3874]-501

B. B. M. (I.B.) (Semester - V) Examination - 2010
BUSINESS ETHICS
(New 2005 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

Q.1) What are Key Figures and Key Concepts of Evolutionary Ethics ? **[15]**

OR

Q.1) Briefly describe various types of Business Ethics.   **[15]**

Q.2) Explain the terms Morality and Ethics. What relationship exists
between the two ?   **[15]**

OR

Q.2) What are the main issues to be looked at from the Business Ethics
Perspective ?   **[15]**

Q.3) What are the different Ethics relating to Consumer Protection ? **[15]**

OR

Q.3) As per various functions of business, explain different types of
Ethics.   **[15]**

Q.4) What are the salient features of Professional Ethical Code ? Take an example of Lawyer. **[15]**

OR

Q.4) Different Multinationals have taken up the task of demonstrating Ethical Social Behaviour. Explain. Also discuss in regards to Indian Company's Ethical Social Behaviour. **[15]**

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

 (a) Developing Ethics in Indian Economy

 (b) Ethics Relating to Environment Protection

 (c) Foreign Trade Ethics

 (d) Corporate Ethics

 (e) Nature of Ethics

 (f) Ethical Behaviour

 (g) Deontological Theories

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[3874]-502

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

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.

Q.1) "All Contracts are Agreements but all Agreements are not necessarily Contracts." Elaborate this statement in the context of essential features of Contract. **[15]**

OR

Q.1) Explain various 'Remedies' available to the aggrieved party in breach of Contract. **[15]**

Q.2) What is 'Partnership' ? What is the test for determination of existence of Partnership ? **[15]**

OR

Q.2) State provisions relating to admission, retirement and expulsion of a Partner and his liabilities in those eventualities. **[15]**

Q.3) Define, explain and distinguish 'Condition and Warranty' in a Contract of Sale. **[15]**

OR

Q.3) Who is an 'Unpaid Seller' ? Explain his Rights against Property (Goods). **[15]**

Q.4) "The Consumer Protection Act, 1986 provides simple, cheap, expeditious and effective remedy to the Consumers." Comment. **[15]**

OR

Q.4) Define 'Patent'. Discuss chief characteristics of Patents with illustrations. **[15]**

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

    (a)   Definition of 'Services' under CPA, 1986

    (b)   Nature of E-transactions

    (c)   Attribution and Acknowledgment of E-records

    (d)   Concept of 'Design'

    (e)   Wagering Agreement

    (f)   Kinds of Partnerships

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

[3874]-503

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

INTERNATIONAL   RELATIONS

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

  (1) All questions are compulsory.

  (2) All questions carry equal marks.

Q.1) Discuss SAARC as a Regional Integration Exercise of Economic Nature.

OR

Q.1) Discuss features, merits and demerits of Regional Integration with special reference to European Union.

Q.2) Discuss Social Structure of Indian Society with special reference to Caste.

OR

Q.2) Examine impact of culture on Workplace and International Business and Trade.

Q.3) Define Dumping and enumerate types of Dumping and effects of Dumping on an economy.

OR

Q.3) Discuss evolution, organisation, functions and objectives of WTO.

Q.4) What are Intellectual Property Rights ? Discuss various types of Intellectual Property Rights with reference to TRIPs.

OR

Q.4) Discuss impact of Political and Eco-relations between States on International Trade.

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

    (a)   Quotas

    (b)   Class in Indian Society

    (c)   NAFTA

    (d)   SAPTA

    (e)   World Bank and International Relations

    (f)   GATS

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[3874]-504

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

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.

Q.1) What is Euro Market ? State its features. Explain various segments of Euro Currency Market.

Q.2) Explain various financial assistances and services provided by Commercial Banks to boost Import and Export Trade after Globalisation and Liberalisation.

Q.3) State various objectives, goal, and functions of EXIM Bank with special reference to EXIM Policy of Indian Government.

Q.4) Explain objectives and role of :

    (a)   World Bank

    (b)   Asian Development Bank

Q.5) Write notes on the following in International Banking : **(Any Two)**

    (a)   Loan Syndications

    (b)   Issue of ADR/GDR

    (c)   Block/Bulk Deal

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

    (a)   Non-resident External A/c.

    (b)   Nastro Account

    (c)   Economic Risk

    (d)   Currency Future

    (e)   Factoring Services for Importers and Exporters

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

[3874]-505

B. B. M. (I.B.) (Semester - V) Examination - 2010
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) What do you understood by Business Reporting ? Explain its importance and scope in Global Environment.

Q.2) Explain Concept of Business Analysis. State various factors to be considered in analysing Business Opportunities.

Q.3) State various factors to be considered in Inter-company and Intra-company Analysis. Also state different techniques used for the same.

Q.4) What is Business Reporting ? Explain various ways and means of collecting Data for reporting purpose.

Q.5) Write an essay / note on 'Business Analysis in Corporate Context'.

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

    (a)   Methods of Data Collection

    (b)   Macro Economic Analysis

    (c)   Financial Tools in Financial Analysis

    (d)   Limitations of Business Reporting

    (e)   Statistical Techniques used in Analysis and Reporting

    (f)   Sources of Data Collection in Marketing

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[3874]-51

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

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) State Objectives of MNCs going to developing countries and review challenges faced by Managers of MNCs. **[15]**

OR

Q.1) Discuss difficulties faced by MNCs when they go abroad and how they settle issues at local and national levels ? **[15]**

Q.2) Give meaning and equation of Foreign Trade Multiplier. Describe Income Propagation Process of Foreign Trade Multiplier. **[15]**

OR

Q.2) State Objectives of International Pricing Policy of a Product and review any two Methods of Product Pricing. **[15]**

Q.3) "Pricing of a product is challenge for a firm." Describe this statement by giving suitable case study that you have done. **[15]**

OR

Q.3) State Objectives of Adopting Dumping Policy by a Firm and explain conditions for desirable results of Dumping Policy. **[15]**

Q.4) How business decisions are made when firm faces risks and uncertainties. **[15]**

OR

Q.4) Discuss different techniques of Capital Budgeting with their limitations. **[15]**

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

    (a)   Peoples' Movement against MNCs

    (b)   Leakages in Investment Multiplier

    (c)   Transfer Pricing

    (d)   Market Oriented Pricing

    (e)   Risk Aversion Techniques

    (f)   Quantification of Risks

[3874]-52

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

INTERNATIONAL PROJECT MANAGEMENT

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) Question No. 1 is compulsory.

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

    (3) Figures to the right indicate full marks.

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

    (a)   Political Risk

    (b)   Turnkey Contracts

    (c)   Takeovers and Amalgamations

    (d)   Project Team

    (e)   Multinational Corporations (MNCs)

    (f)   Diversification Projects

Q.2) Why study of International Project Management has special significance than any project carried out within the boundaries of any country ? Discuss.   **[15]**

Q.3) Explain importance of different types of risks while dealing with global projects and also explain in detail about the management of variety of these risks.   **[15]**

Q.4) What is Project Management ? Enumerate importance of International Project Management in the Global World of Liberalisation.   **[15]**

Q.5) Discuss various considerations involved in making out Project Plan of any two types of Projects. **[15]**

Q.6) Explain in detail the importance of Cost Benefit Analysis for International Projects with special reference to PERT (Programme Evaluation Review Technique). **[15]**

Q.7) Explain role of Political, Social and Cultural Environment involved in Global Projects. **[15]**

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[3874]-53

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

INTERNATIONAL BUSINESS LAWS

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

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

      (3) All questions carry equal marks.

Q.1) Define the term Contract. Explain essential elements of Contracts.

OR

Q.1) Define the term International Law. Explain its Concept and Nature.

Q.2) Explain objectives, scope and functions of UNIDO, ILO and IMO.

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

Q.4) What is WTO ? Explain its objectives, structure and working.

Q.5) Discuss features of Trademarks and Copyrights as Intellectual Properties.

Q.6) Explain scope, nature and objectives of Foreign Trade (Development and Regulation) Act, 1992.

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

    (a)   Objectives of International Marine and Shipping Act

    (b)   Functions of WTO

    (c)   IBRS

    (d)   Objectives of Copyrights

    (e)   UNICETRAL Conciliation Rules

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

[3874]-55

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

IMPORT AND EXPORT PROCEDURES

Time : 3 Hours]   [Max. Marks : 80

Instruction :

    Attempt **any five** questions.

Q.1) Explain commonly used INCO Terms in International Trade Transaction.

Q.2) Explain provisions in respect of Duty Drawback in respect of Excise and Import Duty.

Q.3) What is GSP Rule of Origin ? State various incentives offered by State and Central Governments to the Exporters.

Q.4) State various Modes of Transport for Import and Export.

Q.5) What is Marine Insurance ? Explain various types of Marine and Cargo Insurance.

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

    (a)   Mate's Receipt

    (b)   Bill of Lading

    (c)   Role of ECGC

    (d)   Deemed Export

    (e)   Role of Intermediaries in Import and Export

    (f)   Online Registration for Import and Export

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

[3874]-56

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

IT FOR WORLD TRADE

Time : 3 Hours]　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

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

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

　　(1)　Internet

　　(2)　GIS

　　(3)　EFT

　　(4)　Search Engines

　　(5)　E-mail

　　(6)　IP Address

　　(7)　Hub

　　(8)　Web Browser

　　(9)　w.w.w.

　　(10) Virtual Trade

Q.2) (A)　Explain Electronic Shopping Process.　　　　　**[08]**

　　　 (B)　Explain benefits of Global Information System.　　**[08]**

Q.3) (A)　Explain Portals with feachers.　　　　　　　**[08]**

　　　 (B)　Explain Operations of the Internet.　　　　　**[08]**

Q.4) (A) Explain Electronic Store Fronts and Virtual Malls. **[08]**

(B) Differentiate Intranet and Extranet. **[08]**

Q.5) (A) Explain Concept of Digital Firm. **[08]**

(B) Explain various services provided by the Internet. **[08]**

Q.6) (A) Explain various types of Organisational Systems. **[08]**

(B) Describe benefits and limitations of Internet Advertising. **[08]**

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

(a) Travel - Services Online

(b) Domain Name Services

(c) E-business

(d) Information Retrieval Services

(e) Telnet

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

[3874]-61

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

FOREIGN TRADE POLICIES OF INDIA

Time : 3 Hours] [Max. Marks : 80

Instruction :

*Attempt **any five** questions.*

Q.1) Define Globalisation. Analyse Positive Impact of Globalisation on India's Foreign Trade.

Q.2) Write essay on Foreign Trade Policy till 1991 (i.e. Liberalisation and Globalisation).

Q.3) What are various reasons for Disequilibrium of Balance of Payment ? Also explain various steps taken to correct Disequilibrium.

Q.4) Discuss various provisions in Foreign Exchange Regulation and Management Act which empower RBI to Control Exchange Rate Fluctuation in International Market ?

Q.5) Define Convertibility of Rupee. Explain its impact on Import and Export Trade directly or indirectly.

Q.6) Explain how Liberalisation has given boost to India's Foreign Trade post 1991 era ?

[3674]-62

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

WORLD TRADE IN SERVICES SECTOR

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

Instructions :

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

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

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Q.1) What is World Trade Organisation ? State its objectives, scope and role played in service sector upliftment.

Q.2) Explain four Modes of Supply of Services. What is CPC System for Classification of Services ?

Q.3) It is said that "In India there is little scope for development of service sector in Insurance and Education." Do you agree with this view ? Explain correct situation.

Q.4) Define the term Service. State its features and characteristics and importance in Liberalised Market of India.

Q.5) What do you understood by Customer Relationship Management ? How the customer satisfaction is assessed and measured ?

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

　　　(a)　　Challenges before Service Sector in India

　　　(b)　　Methods of Settlement of Disputes

　　　(c)　　Scope for Service Sector in India

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

[3874]-63

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

BUSINESS POLICY AND STRATEGIC MANAGEMENT

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

Instructions :

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

     (2) All questions carry equal marks.

Q.1) Explain Concept 'Organisation and Management of Change'. State its need, importance in Global Environment.

Q.2) Explain meaning of Strategy ? What are various types of Strategy Formulations ? State their benefits.

Q.3) What do you understood by SWOT Analysis ? State its importance for survival in Competitive Environment.

Q.4) Explain ways and means of formulating Financial and Marketing Strategies.

Q.5) Examine various strategies employed by Banking Sector for growth and improvement in Indian Market against Competition from Foreign Players.

Q.6) Define Global Strategic Planning ? How it differs from Domestic Strategic Planning ? State importance of Global Strategic Planning.

Q.7) "Corporate Planning involves planning for all functional areas of Management." Evaluate validity of this statement.

[3874]-64

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

E-COMMERCE

Time : 3 Hours]   [Max. Marks : 80

Q.1) Solve **any two** of the following :   **[2x8=16]**

(a)   Write activities in Secure Electronic Transaction Protocol (SET).

(b)   Write note on Electronic Payment System.

(c)   Explain Electronic Cheque.

Q.2) Solve **any two** of the following :   **[2x8=16]**

(a)   Write contents of a Digital Signature Certification.

(b)   Explain B2C Electronic Commerce.

(c)   Explain various elements of Electronic Payment.

Q.3) Solve **any two** of the following :   **[2x8=16]**

(a)   Define Supply Chain. List down Categories of Supply Chain.

(b)   Differentiate between B2B and B2C.

(c)   Explain Secure Socket Layer.

Q.4) Solve **any two** of the following :   **[2x8=16]**

(a)   Write note on Value Chain Management Architecture.

(b)   Write applications of Electronic Data Interchange (EDI).

(c)   Write uses of Electronic Fund Transfer.

Q.5) Solve **any two** of the following :   [2x8=16]

    (a)   Write advantages of Online Shopping.

    (b)   Write functions of Electronic Commerce.

    (c)   Explain Buyer Oriented Market Space.

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P950

[3874]-506
BBM (IB)
GERMAN
(Sem. - V)

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

Instructions to the candidates:

1)   *All questions are compulsory.*

2)   *Use of dictionary is not allowed.*

Frage I. Übersetzen Sie ins Englische.   10

Rose Echevaru ist Sekretärin. Sie lernt Deutsch im Goethe –Institut in La Paz in Bolivien. Sie kommt aus Santa Cruz. Rosa hat zwei Kinder, Juan und Lisa. Sie gehen in die Schule Santa Barbara in La Paz. Sie lernen Englisch. Rosa möchte Deutsch sprechen. Sie sagt:,,Die Deutschkurse im Goethe –Institut sind interessant und gut für meine Arbeit.''

Zhao Yafen ist Studentin. Sie lebt in Schanghai und studiert an der Tonji Universität. Sie ist 21 und möchte in Deutschland Mathematik oder Chemie studieren.Ihre Hobbys sind Musik und Sport.Sie spielt Gitarre. Ihre Freundin Jin studiert Englisch . Sie möchte nach Kanada. Deutsch ist für Yafen Musik. Sie sagt : ,,Ich liebe Beethoven und Schubert.''

Frage II. Beantworten Sie die die folgenden Fragen. (Nur 5)   5

1. Wann haben Sie Geburtstag?
2. Was trinken Sie gern?
3. Wie finden Sie Pune?
4. Wie heißt Ihr Freund?
5. Wie alt sind Sie?
6. Was ist Ihr Vater von Beruf?

Frage III. Wortschatz

A. Schreiben Sie die Zahlen ins Worte (Nur 5)   5

    11 , 40 , 9 , 77, 330 , 892

B. Ergänzen Sie die Vokale. (Nur 5)   5
    1. E_r_
    2. T_sch_
    3. L_ hr_r
    4. F_ll_r
    5. V_rn_me
    6. St_d_nt

C. Was passt nicht?(Nur 5)
1. Tafel – Papier – Kuli – Heft
2. Kreide- Tisch –Stuhl – Lampe
3. Groß – klein – schon- billig
4. Küche – Balkon –Kinder- Garten
5. Japanisch – Deutschland - Spanisch – Russisch
6. Haus – Fahhrad –Auto -Bus

5

D. Ordnen Sie die Sätze zu.
1. Was trinkst du?
2. Wie geht's?
3. Kennst du Tadsch Mahal?
4. Was studierst du?
5. Woher kommt Alfiya?

a) Biologie
b) Nein, wo ist das?
c) Sie kommt aus Kasachstan
d) Gut.Danke
e) Ich nehme ein Wasser

Frage IV. Grammatik:

5

A. Ergänzen Sie das Verb. (nur 5)

1. Guten Tag, Alida und Belal, _____ ihr Russisch?
2. Am Sonntag _____ ich um 8 Uhr _____.
3. Sie _____ Samira Sundaram.
4. Mein Haus _____ groß und hell.
5. Frau Schiller _____ an einer Sprachschule.
6. _____ du Zeit am Montag? Nein, leider nicht.

(aufstehen, heißen, sein, haben, lernen, sprechen)

B. Bilden Sie Fragen. (nur 5)   5
1. Aus Deutschland.
2. 9888563270.
3. Das ist ein Wörterbuch.
4. Nein, in Indien.
5. Ich frühstücke um 9 Uhr.
6. Meine Wohnung hat 4 Zimmer.

Ergänzen Sie den Artikel. (bestimmt/unbestimmt/Nom./Akk.)(Nur 5)   5

1. Ist das _____ Kursbuch?
2. _____ Tafel im Klassenzimmer ist groß.
3. Wie findest du _____ neuen Fernseher da?
4. Ist das Monikas Auto?
   Nein, das ist _____ Auto von Martin.
5. Goethe Institut ist _____ Sprachschule.
6. Hast du _____ Radiergummi? Nein, leider nicht.

C. Ergänzen Sie den Possessivartikel. (nur 5)   5

1. Ich bin Anna und _____ Familienname ist Sauer.
2. Das ist Klaus. _____ Bücherregal steht im Flur.
3. Nils. wo ist _____ Fußball?
4. Wir lernen Deutsch. _____ Lehrerin heißt Frau Sommer.
5. Hallo, Herr Glas, was machen _____ Kinder?
6. Wo seid ihr, Karin und Peter? _____ Schulbus ist schon da.

D. Ergänzen Sie die Verben 'haben' und 'sein' im Präteritum. (nur 5 Lücken) 5

1. * Wo _____ Sie gestern, Herr Bergmann?
   # Ich _____ einen Termin beim Arzt.
2. ■ _____ ihr gestern im Ausländeramt?
   • Nein, wir _____ keine Zeit.
3. _____ du schon mal in Deutschland?
4. Gestern _____ ich keinen guten Tag

Frage V. Wer ist das? Beschreiben Sie die Person.   10

z B.1. Monika Klum Das ist Monika Klum.

1. 30 Jahre

2. Aus Deutschland

3. Ärztin

4. In Berlin

5. nicht verheiratet

Frage VI. Lesen Sie den Text und beantworten Sie die Fragen!

Mein Traumhaus

Mein Traumhaus ist sehr groß. 200m². Es hat auch einen Garten. Er ist nicht groß.Ich arbeite nicht gern im Garten. Das Haus hat zwei Badezimmer und Toiletten. Ich habe drei Kinder, Sabine ist vier, Klaus fünf und Maria sieben Jahre alt. Mein Wohnzimmer ist auch sehr groß und hell. Dort stehen ein Sofa, ein Esstisch und vier Stühle. Wir essen gern im Wohnzimmer. Meine Küche ist aber klein. Nur ein Kühlschrank, zwei Schränke und eine Waschmaschine sind da. Im Schlafzimmer brauche ich nur ein Bett und Schränke.Es ist also klein. Aber die Möbel sind weiß. Es ist hell. Einen Balkon habe ich dort auch.Ich sehe gern in den Garten.

So ist meine Wohnung wirklich

Meine Wohnung ist 75m² groß und kostet 350 Euro im Monat. Ich habe keinen Garten, nur einen Balkon. Der Balkon ist groß, meine Frau, meine Kinder und ich haben dort viel Platz. Wir haben nur ein Badezimmer mit Toilette. Das finde ich nicht praktisch. Im Schlafzimmer sind alle Schränke braun. Es ist sehr dunkel. Aber das Kinderzimmer ist groß und hell. Meine drei Kinder können hier sehr schön spielen. Das Wohnzimmer ist klein Der Esstisch mit Stühlen steht in der Küche. Im Wohnzimmer steht nur ein Sofa, der Fernseher und ein kleiner Tisch.

1. Richtig oder Falsch?   5

    1. Die Wohnung von Karl Bergmann ist groß.

    2. Sein Traumhaus hat einen Garten aber keinen Balkon.

    3. Seine Wohnung ist teuer.

    4. Im Traumhaus hat Herr Bergmann viel Möbel.

    5. Herr Bergmann hat drei Kinder.

2. Bitte ergänzen Sie.   5

    1. Das Traumhaus hat ___, ___ Badezimmer mit Toiletten.

    2. Im Traumhaus steht der Esstisch im ___ ___ .

    3. In der Wohnung sind das ___ und die ___ ___ groß.

    4. Das Schlafzimmer in der Wohnung ist ___.

☒☒☒☒