

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[4074]-101

B. B. M. (I.B.) (Semester - I) Examination - 2011

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 Business Environment.
- (2) Social Injustice
- (3) Causes of Inflation
- (4) Cultural Environment
- (5) List the two examples of Climate affecting Business.
- (6) Social Setup and Business
- (7) Need of Renewable Resources
- (8) Sustainable Development
- (9) Natural Resources
- (10) List down any two positive effects of Global Warming.
- (11) Mention any two Environmental Issues related to Business.
- (12) Green House Effect
- (13) River Pollution

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

- (a) Effect of Topography on Business
- (b) Mention the causes of Industrial Sickness
- (c) Explain the need of Political Environment for Business.
- (d) What are Sources of Air Pollution ?

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

- (a) Write in brief on the impact of Parallel Economy.
- (b) Explain the strategy for sustainable use of Natural Resources.
- (c) Examine role of Minerals in the development of Indian Business.
- (d) Explain the need of Environmental Ethics in Business Environment.

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

- (a) Explain Environmental Problems affecting Growth of Business.
- (b) Explain the Cultural Factors affecting Business Environment.
- (c) “Kyoto Protocol is outcome of problems related to Global Warming.” Explain.
- (d) Discuss the problems related to Water Resources Management.

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-102

B. B. M. (I.B.) (Semester - I) Examination - 2011

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 required.*

Q.1) Discuss how Communication is essentially a Social Activity ? [15]

OR

Q.1) State different ways of Overcoming Communication Barriers with suitable examples. [15]

Q.2) A Fast Foods Manufacturing Company has faced a sudden fall in the demand, during last 6 months. Being the Sales Manager, you are asked to investigate the matter and report on the same to the G.M. along with the recommendations. [15]

OR

Q.2) Being the Area Manager of the Company draft a Sales Letter for the promotion of Mixer, Grinder and Juicer. [15]

Q.3) Give brief definition of Success and Failure. Discuss the Do's and Dont's of Success and Failure. [15]

OR

Q.3) Explain the significance of developing Positive Personality. Explain any five trait qualities of Netaji Subhas Chandra Bose. [15]

[4074]-102

1

P.T.O.

Q.4) Define Low Self-esteem. How can you develop Positive Self-esteem ? [15]

OR

Q.4) What is Goal Setting ? Explain the Do's and Dont's of Goal Setting with suitable example. [15]

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

- (a) Objectives of Communications
- (b) Lay-out of a Business Letter
- (c) Causes of Failure
- (d) Importance of Self-motivation
- (e) SMART
- (f) Work Ethics

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-103

B. B. M. (I.B.) (Semester - I) Examination - 2011

MICRO ECONOMICS ANALYSIS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Q.1) Define Micro-Economics and explain scope and importance of Micro-Economics. **[15]**

OR

Q.1) What is Income Elasticity of Demand ? Explain its types. **[15]**

Q.2) Trace down the relationship between the Average and Marginal Costs in the Short Run. **[15]**

OR

Q.2) Discuss the determinants of Individual Demand. **[15]**

Q.3) What is the difference between the Fixed and Variable Costs in the Short Run Period ? **[15]**

OR

Q.3) Explain the characteristics of Perfect Competition. **[15]**

Q.4) Explain the term Monopolistic Competition with specification to Long Run and Short Run Equilibrium. **[15]**

OR

Q.4) Trace out the relationship between Average Revenue Product and Marginal Revenue Product. **[15]**

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

[20]

- (a) Types of Demand
 - (b) Complementary Goods
 - (c) Long Run Cost Curve
 - (d) Quasi Rent
 - (e) Minimum Wages
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[4074]-104

B. B. M. (I.B.) (Semester - I) Examination - 2011

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) According to _____ concept business shall go on for a long time.
- (b) A _____ is the documentary evidence of the transaction.
- (c) Wages paid for installation of machinery should be debited to _____.
- (d) _____ discount deducted from the invoice.
- (e) An amount which is irrecoverable is called _____.

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

- (a) Goodwill is not a fictitious asset.
- (b) Bank Overdraft means Debit Balance of a Customer's Account with the Bank.
- (c) Purchase and Asset or Stationery on Credit is recorded in Purchase Book.
- (d) Live Stock A/c. is a Nominal A/c.
- (e) Profit cannot be calculated properly unless depreciation is provided.

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

- (a) Furniture A/c.
- (b) Bank of Baroda A/c.
- (c) Printing and Stationery A/c.
- (d) Copyright A/c.
- (e) Conveyance A/c.

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

- (a) What is Accounting ?
- (b) Mention any three items of Current Liabilities and Provisions.
- (c) What do you mean by Credit Memo ?
- (d) What are Subsidiary Books ?
- (e) What do you mean by Bank Reconciliation Statement ?

Q.2) Following is the Trial Balance extracted from Mr. Yogesh's Ledger, prepare Trading, Profit and Loss A/c. for the year ended 31st March, 2011 and Balance Sheet as on that date after taking into account the additional information given below : [20]

Trial Balance as on 31st March, 2011

Particulars	Debit (Rs.)	Credit (Rs.)
Stock as on 1-4-2010	35,000	—
Purchases	25,000	—
Sales Returns	800	—
Wages	7,600	—
Factory Rent	700	—
Octroi	350	—
Electricity	1,250	—
Discount	430	—
Advertisement	4,000	—

Particulars	Debit (Rs.)	Credit (Rs.)
Postage	500	–
Bad Debts	580	–
Telephone Expenses	1,020	–
Land and Building	80,000	–
Furniture	8,000	–
Premises	30,000	–
Works Manager's Salary	6,000	–
Sundry Debtors	60,000	–
Drawings	2,500	–
Interest on Loan	1,030	–
Capital A/c.	–	1,75,000
Sales	–	56,000
Purchase Returns	–	1,000
Sundry Creditors	–	18,000
Commission	–	860
Bills Payable	–	3,900
12% Bank Loan (taken on 1-4-10)	–	10,000
Total	2,64,760	2,64,760

Additional Information :

- (1) Closing Stock on 31st March, 2011 was valued at Rs. 50,000.
- (2) Rs. 300 are to be written off as bad and 5% R.D.D. is to be maintained on Debtors.
- (3) One Telephone Bill of Rs. 550 is yet to be paid.
- (4) Depreciate Land and Buildings @ 10% and Premises @ 15%.
- (5) Advertisement is paid for 4 years w.e.f. 1st October, 2010.

Q.3) Record the following transactions of Shri Mahesh for the month of March, 2011 in a Cash Book with Cash, Bank and Discount Columns : [15]

- 1 Mahesh started business with cash Rs. 25,000.
- 2 Opened a Current Account in a Bank with Rs. 20,000.
- 5 Received a cheque of Rs. 740 from Dinesh in settlement of Rs. 750 and paid the same into bank.
- 8 Paid to Rao and Sons by cheque Rs. 1,230 and received discount Rs. 20.
- 11 Cheque received from Dinesh is returned dishonoured.
- 14 Pratap deposited Rs. 1,000 directly into Bank Account of Mahesh.
- 17 Paid for Purchase of Goods cash Rs. 750 and cheque of Rs. 1,250.
- 20 Drew for personal use Rs. 200 in cash, Rs. 2,000 by cheque.
- 24 Drew from Bank for office use Rs. 2,000.
- 31 Bank Charges Rs. 20 and Bank Interest Rs. 100 entered by bank in Pass Book.

OR

Q.3) On 31st March, 2011, the Pass Book of Dr. More showed a Credit Balance of Rs. 10,000. On comparing it with Cash Book, following differences were discovered :

- (1) Cheques deposited with bank before 31-3-2011, but not yet collected Rs. 4,000.
- (2) Cheque issued upto 31-3-11 but not yet presented for payment Rs. 1,500.
- (3) The Bank has collected dividend Rs. 250 and has charged Rs. 50 as collection charges. Entries of these transactions do not appear in Cash Book.
- (4) The Bank has paid his Electricity Bill Rs. 180 for the Month of February, 2011. This transaction appears only in Pass Book.
- (5) The Debit Column of Bank A/c. in Cash Book is added short by Rs. 100.

Prepare Bank Reconciliation Statement.

[15]

Q.4) Glaxo Trading Co., Pune purchased furniture worth Rs. 20,000 on 1-4-2007. Company charges depreciation at the rate of 10% on the Reducing Balance Method.

On 1-7-2009 Company sold out a part of furniture for Rs. 2,000, the original cost of which on 1-4-2007 was Rs. 4,000 and on the same day new furniture was purchased for Rs. 12,000. The financial year ends on 31st March every year.

You are required to prepare Furniture A/c. for the first four years in the books of Glaxo Trading Co., Pune. **[15]**

Q.5) Prepare Balance Sheet of a company in the prescribed format given in Part-I of Schedule-VI of the Companies Act, 1956. **[10]**

OR

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

- (a) Foreign Branch
- (b) Computerised Accounting
- (c) Transfer Pricing
- (d) Accounting Standards

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-105

B. B. M. (I.B.) (Semester - I) Examination - 2011
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 its importance in present context. [15]

Q.2) Discuss Henry Fayol's Administrative Management. [15]

OR

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

Q.3) What is Leadership ? Describe various Styles of Leaderships. [15]

OR

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

Q.4) Discuss the different Theories of Motivation. [15]

OR

Q.4) Explain concepts and benefits of Strategic Management. [15]

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

[20]

- (a) Delegation of Authority
 - (b) Barriers in Communication
 - (c) Leadership Qualities
 - (d) Techniques of Controlling
 - (e) Types of Plans
 - (f) Management as an Art and Science
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[4074]-106

B. B. M. (I.B.) (Semester - I) Examination - 2011

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 electronic pocket calculator is allowed.*
 - (4) Mobile calculators are not allowed.*
-
-

Q.1) Attempt any four of the following :

[4x4=16]

- (a) The sum of present ages of 3 persons is 83 years. Five years ago, their ages were in the ratio 4 : 6 : 7. Find their present ages.
- (b) Explain the terms Direct Proportion, Inverse Proportion, Inverse Variation and Joint Variation.
- (c) A camera when sold for Rs. 1,674 resulted in a loss of 7%. What was the Cost Price of the Camera ?
- (d) A salesman get 5% commission in his sales. If he gets a commission of Rs. 2,570 in a month, find his sales in that month.
- (e) If x varies directly as y and inversely as z and $x = 12$ when $y = 9$ and $z = 16$. Find y when $x = 9$ and $z = 24$.
- (f) A sum of money doubles itself in 8 years. Find the Rate of Simple Interest.

Q.2) Attempt any four of the following :

[4x4=16]

- (a) In how many years will Rs. 35,000 will amount to Rs. 87,500 at 10% p.a. simple interest ?
- (b) Find the Rate of Compound Interest at which a sum of money triples itself in 8 years.
- (c) A car pricing 4.5 lacs was purchased on a flat rate 10% on the instalment basis. It was found that the car amounts to 5.4 lacs at the end of some period with EMI equal to Rs. 22,500. Calculate the period.
- (d) Find the Compound Interest of Rs. 5,000 for 5 years at 10% p.a.
- (e) Write the formulae of Simple Interest and Compound Interest.
- (f) Somraj invested Rs. 1,000 in shares of face value of Rs. 10 each at the market price of Rs.10 each. If the company declares a dividend of 20%. Find the Dividend.

Q.3) Attempt any four of the following :

[4x4=16]

- (a) Explain the terms Share Capital, Share Broker, Brokerage and Market Price.
- (b) Kalpana invested equal amount in two companies, buying equity shares having market price Rs. 40 and Rs. 50 each. At the end the companies declared dividends of 20% and 30%. In which company was the investment more profitable ?
- (c) Find the adjoint of matrix A, where :

$$A = \begin{bmatrix} 3 & -4 & 1 \\ -3 & 6 & -1 \\ 4 & -8 & 2 \end{bmatrix}$$

- (d) Evaluate the following determinant :

$$D = \begin{bmatrix} x & 1 & 1 \\ 1 & x & 1 \\ 1 & 1 & x \end{bmatrix}$$

- (e) Find the domain and range of the function $f(x) = \sqrt{9 - x^2}$.
- (f) State any four properties of Determinants.

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

[4x4=16]

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

Find matrix B.

- (b) Find the value of k if the following equations are consistent :
 $5x - y + 3 = 0$, $2x - y - 3 = 0$, $kx - y - 1 = 0$
- (c) Define any two types of Functions with illustration.
- (d) If $f(x) = 3x^2 - 5x^6$ and $g(x) = 6x^5 + 11x$, show that $f(x)$ is an even function and $g(x)$ is an odd function.
- (e) Draw the graph of the function $y = x^2$.
- (f) If $f(x) = x + \frac{1}{x}$, find $f(-5)$ and $f(\sqrt{3})$. Also show that

$$f\left(\frac{1}{x}\right) = f(x).$$

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

[8x2=16]

- (a) A person borrows Rs. 5,00,000 from a bank for purchase of the flat at 8% per annum reducing balance interest rate. Find EMI for a period of 10 years. Calculate Corresponding Flat Interest Rate.
- (b) A sum of money lent out at simple interest amounts to Rs. 3,000 in 2 years and Rs. 3,900 in 5 years. Find the sum of money and rate of interest.
- (c) Suresh buys 100 shares of face value Rs. 10 each. He sold these shares at Rs. 15 each. While selling, he pays 2% brokerage. Find his profit and profit percent.

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[4074]-201

B. B. M. (I.B.) (Semester - II) Examination - 2011

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) Indicate whether the following statements are true or false :
(Any Five) [05]

- (a) Variable Cost per unit is always fixed.
- (b) Marginal Costing is a method to Ascertain Cost.
- (c) At Break-even Point, contribution is equal to Fixed Cost.
- (d) A Budget Manual is a summary of all Functional Budget.
- (e) Operating Costing is used in the Service Industry.
- (f) Standard Costs are always pre-determined.

(B) Fill in the blanks : (Any Five) [05]

- (a) Indirect Materials + Indirect Labour + _____ = Overheads.
- (b) Aggregate of all direct cost is known as _____.
- (c) In hospital undertaking, cost per unit is _____.
- (d) Marginal Costing Technique takes into account the _____ classification of cost.
- (e) Abnormal Loss is transferred to _____ Account.
- (f) A _____ budget is prepared for more than one level of activity.

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

OR

Q.2 Define the term 'Cost'. How would you classify cost according to behaviourwise ? Give suitable examples. [15]

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

- (a) Advantages of Job Costing
- (b) Escalation Clause
- (c) Margin of Safety
- (d) Normal Loss and Abnormal Loss
- (e) Cost Unit

Q.4) M/s. Best Sports Equipments manufactured and sold 10,000 tennis balls for the period on 31-12-2009. Prepare Cost Sheet from the following : [16]

	Rs.
Direct Material	1,00,000
Wages paid	40,000
Power and Fuel	20,000
Repairs to Machines	4,000
Depreciation of Machines	10,000
Depreciation of Furniture	1,000
Drawing Office Salary	2,000
Direct Expenses	14,000
Laboratory Expenses	8,000
Subscription of Technical Journals	1,000
Stationery used in Factory	500
Audit Fees	1,000
Director's Fees	7,500
Bad Debts	2,300

	Rs.
Printing and Stationery	1,000
Samples and Free Gift	2,000
Debts Collection Charges	500
Catalogue and Price Lists	2,000
Salesman's Salary	8,000
Office Expenses	3,500
Salaries	2,000
Delivery Van Expenses	1,500
Sales	3,00,000

Q.5) (A) Pune Industries, Pune provides the following information for the year 2008-09 :

Sales	Rs. 2,00,000
Variable Cost	Rs. 1,00,000
Fixed Cost	Rs. 50,000

Find out :

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

[12]

(B) The expenses budgeted for production at 100% capacity of Infosys Ltd., Nasik are given below :

Particulars	100% Capacity (Rs.)
Direct Materials	6,00,000
Variable Works Overheads	2,00,000
Wages (Direct)	2,00,000
Fixed Production Overheads	80,000

Particulars **100% Capacity**
(Rs.)

Productive Expenses (Marginal) 40,000

Administrative Expenses (Fixed) 40,000

Selling Overheads (10% Fixed) 1,20,000

Distribution Overheads (80% Variable) 60,000

Prepare a Flexible Budget for the production at 60% and 80% capacity. [12]

OR

(B) From the following information calculate : [12]

(a) Material Cost Variance

(b) Material Price Variance

(c) Material Usage Variance

Material	Standard Mix	Actual Mix
P	70 kgs @ Rs. 2 per kg	60 kgs @ Rs. 2 per kg
Q	30 kgs @ Rs. 4 per kg	50 kgs @ Rs. 5 per kg

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4074]-202

B. B. M. (I.B.) (Semester - II) Examination - 2011

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 diagrams, if required.*
-
-

- Q.1)** Discuss in detail the role of H.R. Manager in the Organisation. And also give the qualities required to discharge these responsibilities successfully.
- Q.2)** Explain in detail the Concept of Manpower Planning. And also differentiate between Short Term and Long Term Manpower Planning.
- Q.3)** Explain Concept of Recruitment. And also give various sources of Recruitment in detail.
- Q.4)** What is Training and Development ? And discuss in detail various types of Training Programme with suitable examples.
- Q.5)** Explain Concept of Performance Appraisal and give in detail various Methods of Performance Appraisal.
- Q.6)** Define the term Attrition. And discuss various solutions for the Modern Attrition Problem in the Business World.

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

- (a) Global Workforce
 - (b) Total Quality Management
 - (c) Kizen
 - (d) Outsourcing
 - (e) Induction
 - (f) Job Rotation
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-203

B. B. M. (I.B.) (Semester - II) Examination - 2011

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.*
- (3) Draw neat diagrams wherever necessary.*

Q.1) Define Macro Economics. Explain its scope and importance in detail. [15]

OR

Q.1) What do you mean by Quantity Theory of Money ? Explain in detail. [15]

Q.2) State and explain Keynesian Theory of Employment. [15]

OR

Q.2) State and explain Paradox of Saving or Thrift. [15]

Q.3) Define APC and MPC. Explain factor influencing Consumption Function. [15]

OR

Q.3) Write in detail Investment Multiplier. [15]

Q.4) Definition of Inflation. Explain its consequences on the Economy. [15]

OR

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

[4074]-203

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P.T.O.

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

[20]

- (a) Say's Law of Market
 - (b) Deflation
 - (c) Foreign Trade Multiplier
 - (d) Effective Demand
 - (e) Saving Function
 - (f) Value of Money
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4074]-204

B. B. M. (I.B.) (Semester - II) Examination - 2011

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) Define Marketing. Discuss the functions of Marketing Manager in a Developing Economy. **[16]**

Q.2) Explain the following : **[16]**

- (a) Tele Marketing
- (b) E-marketing
- (c) Service Marketing
- (d) Rural Marketing

Q.3) What is Product Life Cycle Concept ? Explain various phases of Product Life Cycle. **[16]**

Q.4) What is Advertising ? Discuss with suitable examples the role of Advertising in Modern Marketing. **[16]**

Q.5) State the importance of Market Segmentation. Distinguish between differential Marketing and Concentrated Marketing. **[16]**

Q.6) Explain concept and components of Marketing Information System.
Discuss the importance of Marketing Research. **[16]**

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

- (a) Importance of Marketing
 - (b) Promotion Mix
 - (c) Marketing Planning and Strategies
 - (d) Channels of Distribution
 - (e) Limitations of Market Segmentation
 - (f) Types of Marketing Research
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[4074]-205

B. B. M. (I.B.) (Semester - II) Examination - 2011

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 :

[5x4=20]

- (a) Describe Stratified Sampling Procedure. Give real life situation where stratified sampling can be used.
- (b) Explain Concept of Dispersion. Compare absolute and relative measures of Dispersion.
- (c) Represent the following data by Sub-divided Bar Diagram showing components of total cost :

	Product	
	A	B
Material Cost (Rs.)	15	25
Labour Cost (Rs.)	20	25
Overhead Cost (Rs.)	10	05
Total Cost (Rs.)	45	55

- (d) A manufacturer produces bicycles and tricycles each of which must be processed through two machines A and B. Machine A has maximum of 120 hours available and machine B has maximum of 180 hours available. Manufacturing a bicycle requires 4 hours on machine A and 10 hours on machine B. Whereas a tricycle requires 6 hours on machine A and 3 hours on machine B. If profits are Rs. 65 for a bicycle and Rs. 45 for a tricycle, formulate this as a Linear Programming Problem so as to maximize profit.

- Q.2) (A)** (a) Calculate the Arithmetic Mean and the Median of the age distribution of the persons : [07]

Age (Years)	20-30	30-40	40-50	50-60	60-70	70-80	80-90
No. of Persons	8	20	25	22	10	8	7

- (b) The average monthly sales for the first 11 months of a year by a Salesman were Rs. 12,000. And for the last month it was Rs. 4,500. Find the average sales for the entire year. [03]

OR

- (A) (a) A policy-holder surrenders his policy of Rs. 1,00,000 after paying 5 annual premiums at the rate of Rs. 33. What does he get if the LIC grants him a surrender value of 35% of the premium paid excluding the first premium. [06]
- (b) Determine an initial basic feasible solution to the following Transportation Problem using Matrix Minimum Method : [04]

Origins ↓	Destinations				Supply ↓
	D ₁	D ₂	D ₃	D ₄	
O ₁	19	30	50	10	7
O ₂	70	30	40	60	9
O ₃	40	8	70	20	18
Demand	5	8	7	14	

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

Q.3) (A) Goals scored by two teams in a football season were as follows :

No. of Goals Scored		0	1	2	3	4	5
No. of Matches	Team A	15	10	7	5	3	2
	Team B	20	10	5	4	2	1

Answer the following with justification :

- (i) Which team is better in average goals ?
(ii) Which team is more stable ? **[10]**

OR

(A) (a) Solve the following LPP (Linear Programming Problem) graphically :

$$\text{Maximize : } Z = 24X + 8Y$$

Subject to :

$$2X + 3Y \leq 40$$

$$4X + Y \leq 20$$

$$10X + 8Y \leq 60$$

$$X, Y \geq 0$$

[06]

(b) On each of the 15 observations on two variables X and Y, the following summations were calculated.

$$\Sigma X = 15, \Sigma Y = 6, \Sigma XY = 57$$

$$\Sigma X^2 = 63, \Sigma Y^2 = 90$$

Find Correlation Coefficient between X and Y. **[04]**

(B) What is Scatter Diagram ? Explain different types of correlation using scatter diagram. **[05]**

- Q.4) (A) (a)** Determine an initial basic feasible solution to the following Transportation Problem using Vogel's Approximation Method (VAM) : **[05]**

Origin ↓	Destinations				Availability ↓
	D ₁	D ₂	D ₃	D ₄	
O ₁	23	27	16	18	30
O ₂	12	17	20	51	40
O ₃	22	28	12	32	53
Requirement	22	35	25	41	123

- (b) Calculate Quartile Deviation and Coefficient of Quartile Deviation for the following data : **[05]**

Wages (in Rs.)	0-10	10-20	20-30	30-40	40-50	50-60	60-70
No. of Workers	5	3	7	5	10	3	2

OR

- (A) Out of two lines of regression given by $X + 2Y - 5 = 0$ and $2X + 3Y - 8 = 0$,
- (i) Which one is the line of regression of X and Y ?
 - (ii) Find Mean of X and Mean of Y.
 - (iii) If the variance of X is 12, calculate the variance of Y.
 - (iv) Find Correlation Coefficient between X and Y. **[10]**
- (B) Define the following terms with reference to Linear Programming Problems : **[05]**
- (i) Decision Variables
 - (ii) Objective Function
 - (iii) Solution
 - (iv) Feasible Solution
 - (v) Optimum Solution

Q.5) (A) (a) Find the Median and the Mode of the following marks obtained by 20 students :

20, 40, 50, 50, 65, 68, 68, 72, 72, 40, 40, 72, 68, 72, 50, 72, 20, 72, 40, 22. **[05]**

(b) Define Transportation Problem. Explain how it can be considered as a particular case of Linear Programming Problem. **[05]**

OR

(A) (a) Draw histogram and hence obtain the value of Mode graphically for the following data : **[05]**

Classes	30-45	45-60	60-75	75-90	90-105	105-120
Frequency	12	23	37	52	32	18

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

- (i) Statistics
- (ii) Frequency of a Class
- (iii) Classwidth
- (iv) Classmark
- (v) Correlation

(B) Explain the following terms with respect to insurance : **[05]**

- (i) Premium
- (ii) Maturity Value of a Policy

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-206

B. B. M. (I.B.) (Semester - II) Examination - 2011

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 the Prototyping Approach of SDLC in detail.
- (b) What is Normalization ? Explain 1st, 2nd and 3rd Normal Form in detail.
- (c) Explain the features of Mainframe Computers in detail.

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

- (a) Explain the different Fact Finding Techniques in detail.
- (b) Explain different types of Systems in detail.
- (c) Give the advantages and disadvantages of R.D.B.M.S. in detail.

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

- (a) Explain the different services provided by Operating System.
- (b) Explain Client - Server Computing in detail.
- (c) Write short notes :
 - (i) Scanners
 - (ii) LCD
 - (iii) Drives
 - (iv) Magnetic Tape

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

- (a) Explain the steps involved in Creating Extranet.
- (b) Distinguish between Mini Computers and Micro Computers in detail.
- (c) Explain the following SQL Commands with syntax and example :
 - (i) Select
 - (ii) Update
 - (iii) Create
 - (iv) Alter

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

- (a) Explain Operational / Behavioural Feasibility in detail with example.
 - (b) Define DOS and write any two Internal and External Commands in DOS.
 - (c) Explain the role of Internet Service Provider in detail.
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-301

B. B. M. (I.B.) (Semester - III) Examination - 2011

INTERNATIONAL BUSINESS ENVIRONMENT

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

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

OR

Q.1) Explain the role of Business Strategies in Sustainable Development.

Q.2) Explain the term Globalisation. Is it different from Privatisation ? Explain its impact on Environment.

OR

Q.2) Define Environmental Marketing. Explain the Components of Environmental Marketing.

Q.3) Explain the role of Co-operative Sector in reducing Greenhouse Gases.

OR

Q.3) Define Business Ethics. Explain its principles.

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

OR

Q.4) Critically elaborate and explain Kyoto Protocol.

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

- (a) Environmental Ethics
 - (b) Carbon Credits
 - (c) Special Economic Zones
 - (d) Eco-consumerism
 - (e) Green Products
 - (f) E-waste
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-302

B. B. M. (I.B.) (Semester - III) Examination - 2011

PRODUCTION AND OPERATION MANAGEMENT

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instruction :

All questions are compulsory.

Q.1) Explain the specific role of Production Manager of a Medium Size Electronic Component Unit. **[16]**

OR

Q.1) Define the term 'Product Design'. How is it different from Process Design ? **[16]**

Q.2) Explain the importance of Production Scheduling. State the factors to be considered in scheduling the production with special reference to any turnkey industry. **[16]**

OR

Q.2) What is meant by 'Standardization of Product' ? Give drawbacks of Standardization of Product. **[16]**

Q.3) What do you mean by the term 'Methods Study' ? Explain the techniques employed in the process of 'Method Study'. **[16]**

OR

Q.3) Explain the term 'Productivity'. Explain in brief symptoms of low productivity with special reference to any organisation engaged in Transport Business. **[16]**

Q.4) Explain in brief the safe practices recommended in handling chemicals, gases and other bulk materials. **[16]**

OR

Q.4) Evaluate the effects of Globalization on the Manufacturing System in relation to any manufacturing activity of your choice. **[16]**

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

- (a) Ergonomics
 - (b) ISO 9000
 - (c) Quality Circles
 - (d) Material Flow Patterns
 - (e) SIMO Chart
 - (f) Routing of Production
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-303

B. B. M. (I.B.) (Semester - III) Examination - 2011

INTERNATIONAL ECONOMICS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

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

OR

Q.1) Critically evaluate Heckscher - Ohlin Theory. **[15]**

Q.2) What do you mean by Protection Policy ? Explain in detail arguments for and against Protection Policy. **[15]**

OR

Q.2) How trade can work as an 'Engine of Economic Growth' ? Elaborate in detail. **[15]**

Q.3) Write in detail the evolution of WTO with the structure and functions of it. **[15]**

OR

Q.3) Explain the similarities and differences between Ricardo's Theory of Comparative Cost and Heckscher - Ohlin Theory. **[15]**

Q.4) Define 'Terms of Trade' with meaning. What are the factors influencing Terms of Trade ? [15]

OR

Q.4) What are the advantages of International Trade ? [15]

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

- (a) Origin of IMF
- (b) Static Gains from Trade
- (c) Mill's Doctrine of Reciprocal Demand
- (d) Effects of Tariffs
- (e) Scope of International Economics
- (f) Factor Endowment
- (g) Objectives of World Bank

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-304

B. B. M. (I.B.) (Semester - III) Examination - 2011

INTERNATIONAL MARKETING

(New 2008 Course)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

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

-
-
- Q.1)** Explain the challenges and opportunities in International Marketing. [15]
- Q.2)** Explain, how to prepare the Export Documents for Shipping and Customer Clearance of Goods ? [15]
- Q.3)** Explain the Procedure for Manufacturing Goods for Export and their Inspection by Government Authorities. [15]
- Q.4)** Discuss the preliminaries for starting Export Business. [15]
- Q.5)** Explain in detail the Financial and Fiscal Incentives provided by Government and Foreign Exchange Facilities by R.B.I. [15]
- Q.6)** Explain the Institutional Support from Government and Autonomous Organisation for Exporters obtaining Export Credit Insurance. [15]
- Q.7)** Write short notes : **(Any Four)** [20]
- (a) Incentives Relating to Export Business
 - (b) Marine Insurance
 - (c) Insuring Goods against Marine Risk
 - (d) Functions of WTO
 - (e) Objectives of International Marketing
 - (f) Finance for Exports

[4074]-304/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[4074]-305

B. B. M. (I.B.) (Semester - III) Examination - 2011

MANAGEMENT ACCOUNTING

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Define the term 'Management Accounting'. How does it differ from 'Cost Accounting and Management Accounting' ? [16]

OR

Q.1) What is 'Ratio Analysis' ? Explain the different kind of ratios used for analysing Profit and Loss A/c. and Balance Sheet. [16]

Q.2) What is 'Fund Flow Statement' ?

Explain :

- (a) Proforma of adjusted Profit and Loss A/c. and
- (b) Proforma of Sources and Applications of Fund [16]

OR

Q.2) What is Working Capital ? Explain various sources of Working Capital. [16]

Q.3) The following are the Financial Statements of Sun Co. Ltd. for the year 2007-2008 :

Balance Sheet as on 31-03-2008

Liabilities	Amount	Assets	Amount
1,00,000 Equity Shares of Rs. 10 each	10,00,000	Fixed Assets	12,50,000
General Reserve	9,00,000	Stock	3,50,000
Profit and Loss A/c.	7,25,000	Sundry Debtors	1,80,000
6% Debentures	8,00,000	Cash	3,15,000
Sundry Creditors	1,20,000	Bank	5,00,000
Proposed Dividends	50,000	Investment	10,00,000
Total Rs.	35,95,000	Total Rs.	35,95,000

Profit and Loss Account for the year ended 31-3-2008 :

Sales	24,00,000
Less : Cost of Goods Sold	16,00,000
Gross Profit	<u>8,00,000</u>
Expenses	7,00,000
Net profit	<u>1,00,000</u>

You are required to compute the following ratios :

- (a) Current Ratio
- (b) Acid Test Ratio
- (c) Total Asset - Turnover Ratio
- (d) Operating Ratio
- (e) Return on Capital Employed Ratio [16]

OR

Q.3) Define the terms 'Budget' and 'Budgetary Control System'. Explain various steps in Budgetary Control. [16]

Q.4) Zenith Limited Co. has prepared the following budget estimates for the year 2008-09 :

Particulars	Amount (Rs.)
Sales (Units)	15,000
Fixed Expenses	34,000
Sales Value	1,50,000
Variable Cost per unit	6

You are required to calculate :

- (a) (i) P/V Ratio
- (ii) Break-even Point
- (iii) Margin of Safety
- (b) Show the changes in your computation in the following cases :
 - (i) Decrease of 10% in Selling Price
 - (ii) Increase of 10% Invariable Cost
 - (iii) Decrease of 10% in Fixed Cost **[16]**

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

- (a) Limitations of Management Accounting
- (b) Common Size Statement
- (c) Cash Flow Statement
- (d) Importance of Working Capital
- (e) Advantages of Marginal Costing
- (f) Flexible Budget

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-306

B. B. M. (I.B.) (Semester - III) Examination - 2011

E-COMMERCE TECHNOLOGY

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions carry equal marks.
 - (2) Neat diagrams must be drawn wherever necessary.
-
-

Q.1) Answer the following :

[2x8=16]

- (a) What is E-commerce ?
- (b) What are the Measuring Cost Objectives ?
- (c) Write any two limitations of EDI.
- (d) How to linking objectives to Business Strategies ?
- (e) What is Web Promotion ?
- (f) What is Exports in E-governance ?
- (g) What is Intranet ?
- (h) What is mean by Banner Exchange ?

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

[4x4=16]

- (a) Enlist various technical components of E-commerce.
- (b) Define Internet. State its advantages and disadvantages.
- (c) What are the Pros and Cons of Online Shopping ?
- (d) Write role of Internet in B2B Application.
- (e) Define Website. State benefits of Website according to Cost, Time and Reach.

Q.3) Attempt any four :

[4x4=16]

- (a) With the help of diagram explain Paperless Bills.
- (b) List out various Internet Marketing Techniques in brief.
- (c) What is Network ? Explain types of Network.
- (d) What is meant by Computer Crime ? Explain any two Crimes with their Penalties.
- (e) Describe the procedure registering a domain name.

Q.4) Attempt any four :

[4x4=16]

- (a) Explain Goals of E-commerce.
- (b) What are the Initiatives for Planning Electronic Commerce.
- (c) Explain Electronic Cash in details.
- (d) Explain E-governance for India in details.
- (e) Enlist various applications of EDI and E-business

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

[4x4=16]

- (a) Firewall
- (b) Digital Signature
- (c) Shopping Bots
- (d) Hacking
- (e) C2C

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[4074]-307

B. F. T. (Semester - III) Examination - 2011

BASICS OF COMPUTERS-II

(Old 2004 Pattern)

Time : 3 Hours]

[Max. Marks : 80

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

- (a) Describe Spiral Model. [10]
- (b) Explain following Fact Finding Techniques : [10]
 - (i) Interview
 - (ii) Questionnaire
- (c) Describe various DDL Commands. [10]

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

- (a) Explain advantages and limitations of RDBMS. [10]
- (b) Define : [10]
 - (i) Relation
 - (ii) Attribute
 - (iii) Primary Key
 - (iv) Weak Entity
 - (v) Candidate Key
- (c) Consider the following table and solve SQL queries : [10]
[stud_id, stud_name, project_title, project_guide, specialization_area]
 - (i) Insert Five Records in the table.
 - (ii) Display the records whose project_guide is 'Mrs. Kavita'.

- (iii) Delete the records of student whose specialization is 'Electronics'.
- (iv) Update the Project Name 'Airline Reservation System' to 'Railway Reservation System'.
- (v) Display the structure of Table.

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

- (a) Write a note on WAN. **[10]**
- (b) Explain Topology with its types. **[10]**
- (c) Describe the uses of Computer Network. **[10]**

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

- (a) Explain the terms : **[10]**
 - (i) Data Communication
 - (ii) Network Security Issues
- (b) Write a note on 'Normalisation'. **[10]**
- (c) Construct ER diagram for trucking company which is responsible for picking up shipments for warehouses of a retail chain and deliver the shipments to the individual store location. A truck may carry several shipments in a single trip and deliver it to multiple stores. **[10]**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4074]-401

B. B. M. (I.B.) (Semester - IV) Examination - 2011

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) New Trends in Retailing
- (b) Need for a Distributor
- (c) Distribution Objectives
- (d) Role of Packaging in Material Handling
- (e) Marketing Channel Management
- (f) Customer Satisfaction

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

Q.3) What are the various factors to be considered in formulation of Channel Policies ? Explain them in details. [15]

Q.4) Explain the different Non-financial Compensations given to Sales Personnel. [15]

Q.5) What are the four major components of Logistics. Describe them with suitable examples. [15]

Q.6) Explain the significant trends in Retailing in India over last decade. [15]

[4074]-401/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-402

B. B. M. (I.B.) (Semester - IV) Examination - 2011

FOREIGN EXCHANGE OPERATION

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

-
-
- Q.1)** Explain meaning of Exchange Control. State various Methods of Exchange Control.
- Q.2)** Describe various ways and means of Pre-shipment Finance used by Bankers in Modern Phase of Globalization.
- Q.3)** Why Disequilibrium Occurs in Balance of Payment ? How it can be reduced automatically as well as by applying some deliberate measures ?
- Q.4)** Explain various INCO Terms used in International Business.
- Q.5)** Define L/C. State various parties to L/C. Describe Back to Back L/C.
- Q.6)** State various provisions in FEMA Act.
- Q.7)** With reference to Foreign Exchange Market explain : **(Any Two)**
- (i) Partial Convertibility of Rupee
 - (ii) Forward Transaction
 - (iii) Spot Transaction
 - (iv) Currency Futures

[4074]-402/1

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4074]-403

B. B. M. (I.B.) (Semester - IV) Examination - 2011

INTERNATIONAL BUSINESS IN SERVICE SECTOR

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

-
-
- Q.1)** (A) Discuss the impact of Services on Daily Life. **[10]**
(B) Differentiate between Marketing of Services and Marketability of Goods. **[10]**
- Q.2)** What are various Management Problems in Service Sector ? **[15]**
- Q.3)** Explain how Telecommunication Services have grown in India over past years. **[15]**
- Q.4)** Explain the General Agreements on Trade in Services (GATS). **[15]**
- Q.5)** State various problems in International Trade in Services. **[15]**
- Q.6)** Write short notes : **(Any Three)** **[15]**
- (a) Healthcare Services
 - (b) Trade Barriers to International Trade in Services
 - (c) Service Quality
 - (d) New Trends in Indian Tourism Sector

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-404

B. B. M. (I.B.) (Semester - IV) Examination - 2011

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) Explain the meaning and scope of International Agri-Business. [15]

OR

Q.1) Explain the impact of International Agri-Business on Indian Economy. [15]

Q.2) Explain the role of State Trading Corporation in Importing. [15]

OR

Q.2) What is Food Processing Industries ? Explain its constraints in Export of Processed Food. [15]

Q.3) What is Agri-Marketing ? Explain its importance. [15]

OR

Q.3) Explain the special efforts to promote Agro-based Commodities by the Government to overcome Institutional Constraints to International Agri-Business. [15]

Q.4) Write a detail note on Dairy Industry. [15]

OR

Q.4) Explain the meaning of Licensing. Discuss Licensing in Global Food Industry. [15]

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

[20]

- (a) Factors affecting Demand of Agro Products
 - (b) Problems of Sugar Industry
 - (c) Agricultural Financing
 - (d) Problems in Agricultural Marketing
 - (e) Quota Restrictions on Agro Products
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 3

[4074]-405

B. B. M. (I.B.) (Semester - IV) Examination - 2011

BUSINESS TAXATION

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Define following : (**Any Eight**)

- (a) Revenue Expenditure
- (b) Assessee
- (c) Tax Deducted at Source
- (d) Partial Integration of Agriculture Income
- (e) Refund of Income Tax
- (f) Belated Return
- (g) NRI
- (h) Person
- (i) Vocation
- (j) Residual Income

Q.2) State and explain power and function of :

- (a) Central Board of Direct Taxes
- (b) Commissioner of Income Tax

Q.3) Calculate Salary Income of Mr. Govind for the A.Y. 2011-12 :

- (1) Gratuity received Rs. 4,82,500
- (2) Received from LIC Rs. 3,00,000 against Maturity of Endowment Policy (Premium Paid Rs. 2,00,000)
- (3) Bonus received Rs. 2,70,000.
- (4) Monthly Salary (Basic) Rs. 40,000.
- (5) Dearness Allowance 30% variable and Rs. 5,000 p.m. fixed.
- (6) CCA – Rs. 12,000 p.m.
- (7) Reimbursement of Gas, Electricity and Water Bill Rs. 9,000 p.a.
- (8) Income Tax Rs. 5,000 paid by employer.

Q.4) Calculate House Property Income :

Particulars	House 1	House 2	House 3
Standard Rent	NA	4,00,000	2,90,000
Municipal Taxes	5,000	9,000	11,000
Fair Rent Value	2,00,000	5,00,000	3,90,000
Municipal Value	2,40,000	5,40,000	2,70,000
Repairs	4,500	7,500	9,500
Interest on Fund Borrowed	1,50,000	2,70,000	1,70,000

All these 3 house properties are rent out. House No. 2 and 3 used for business purpose by the tenant.

Q.5) “Tax Liability of a person depends upon his residential stay and nationality.” Do you agree with this view ? Substantiate your answer with relevant provisions of Section 6 of Income Tax Act, 1961.

Q.6) Explain various Deductions given in Chapter 6 of Income Tax Act.

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

- (a) Agricultural Income
 - (b) Loss Return
 - (c) Regular Assessment
 - (d) Advance Payment of Income Tax
 - (e) Indexation in Capital Gain Taxation
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-501

B. B. M. (I.B.) (Semester - V) Examination - 2011

BUSINESS ETHICS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

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

OR

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

Q.2) How Ethical Audit is feasible ? Explain with appropriate example. [15]

OR

Q.2) Explain Moral Responsibility of Advertising. Give an example of an advertisement you consider good with reason. [15]

Q.3) Explain the terms Social Responsibility and Business Ethics. [15]

OR

Q.3) Describe the Perspectives that Drive a Good Society. [15]

Q.4) How does Business Ethics affects Corporate Structure ? Explain with example. [15]

OR

Q.4) Explain Professional Ethical Codes with an example from the medical field. [15]

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

[20]

- (a) Morality and Ethics
 - (b) Ethics in Global Economy
 - (c) Justice and Economic System
 - (d) Ethics relating to Copyrights
 - (e) Individual Ethics
 - (f) Business and Society
 - (g) Applied Ethics
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-502

B. B. M. (I.B.) (Semester - V) Examination - 2011

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) Discuss in brief the law relating to 'Competency of Parties' embodied in Indian Contract Act, 1872. **[15]**

OR

Q.1) Explain in very brief 'Agreements Expressly Declared to be Void' under Indian Contract Act, 1872. **[15]**

Q.2) Define and explain 'Contract of Sale'. How Sale differs from Agreement for Sale ? **[15]**

OR

Q.2) Elaborate the Doctrine of Caveat Emptor with exceptions. Refer decided cases. **[15]**

Q.3) State and explain the Procedure for Registration of Partnership. What are the Consequences of Non-registration of a Firm ? **[15]**

OR

Q.3) Explain various duties of a Partner towards his Fellow Partners. **[15]**

Q.4) Discuss the provisions regarding Compositions Jurisdiction, Powers and Functions of Redressal Agencies under Consumer Protection Act, 1986. **[15]**

OR

Q.4) What is 'Copyright' ? What types of works can be Copyrighted ?
Explain in detail. **[15]**

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

- (a) Legal Issues in E-contracts
 - (b) Idea of Trademark
 - (c) Reliefs under CPA, 1986
 - (d) Tender of Performance of Contract
 - (e) Warranty in Sale of Goods
 - (f) Authority of a Partner
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-503

B. B. M. (I.B.) (Semester - V) Examination - 2011

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 the social structure of Indian Society with special reference to Caste.

OR

Q.1) Discuss the impact of Culture on Workplace and International Trade.

Q.2) Define Dumping. What are the different types of Dumping and effects on Dumping on an Economy.

OR

Q.2) Examine the impact of Political and Economic relations among states on International Trade.

Q.3) Examine the role of World Bank and International Monetary Fund as Institutions of Economic Co-operation.

OR

Q.3) Discuss the features, merits and demerits of Regional Economic Integration with special reference to European Union.

Q.4) Define Intellectual Property Rights and enumerate the different types of Intellectual Property Rights under TRIPS.

OR

Q.4) Discuss the evolution, objectives, organisation and functions of WTO.

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

- (a) NAFTA
 - (b) Quotas
 - (c) Class in Indian Society
 - (d) TRIMS
 - (e) GATS
 - (f) SAPTA
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4074]-504

B. B. M. (I.B.) (Semester - V) Examination - 2011

INTERNATIONAL BANKING AND FINANCE

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 compulsory.*
- (2) *Attempt **any five** from the rest.*

Q.1) Explain following concepts : (Any Five) [10]

- (a) Vastro Account
- (b) Forfeiting
- (c) Factoring
- (d) Private Equity Placement
- (e) Collars and Caps

Q.2) Explain Methods of Financing Export Trade : [14]

- (a) Package Finance
- (b) Bulk Deal

Q.3) What is EURO Currency Market ? State its features and reasons for existing Euro Market. [03+04+07]

Q.4) Explain objectives and functions of : (Any Two) [07+07]

- (a) ADC
- (b) BIS
- (c) IMF

Q.5) Describe Risk involve in International Business. How the Risk is managed in International Business ? [04+10]

Q.6) (A) How Dues in International Market are settled ? [05x02]

(B) Write note on Fixed and Revolving L/C. [04]

Q.7) Write short notes : (Any Four) [14]

(a) Preshipment Finance

(b) Currency Swap

(c) Functions of EXIM Bank

(d) Objectives of World Bank

(e) Liability of Issuing Bank in L/C Transactions

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-505

B. B. M. (I.B.) (Semester - V) Examination - 2011

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 understand by Business Reporting ? State its scope and importance after Globalization. Describe various factors influencing Business Reporting.
- Q.2)** Explain various Statistical Techniques and Tools used in Data Collection and Analysis as well as Business Analysis.
- Q.3)** Explain various Internal and External Sources of Data Collection.
- Q.4)** How Financial Analysis is carried out as far as Business Reporting is concern ?
- Q.5)** Describe impact of Macro-economic factors on SWOT Analysis of Business.
- Q.6)** What do you understand by Business Analysis ? Explain BCG Matrix, Porters Model in Analysing Business.
- Q.7)** In response to Business Analysis explain : **(Any Four)**
 - (a) Sector Analysis
 - (b) Intra Company Analysis
 - (c) Risk Analysis
 - (d) Market Analysis
 - (e) Human Resources Analysis

[4074]-505/1

Total No. of Questions : 4]

[Total No. of Printed Pages : 4

[4074]-506

B. B. M. (I.B.) (Semester - V) Examination - 2011

FOREIGN LANGUAGE

PAPER - I

GERMAN

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80.

Frage I. Übersetzen Sie ins Englische. [10]

- (A) Peter Winsley ist Ingenieur und kommt aus England. Er ist seit zwei Jahren verheiratet und wohnt mit seiner Frau Kate in Berlin. Kate ist Journalistin. Sie spricht Deutsch und Französisch. Peter macht am Wochenende einen Intensivsprachkurs und spricht auch schon gut Deutsch. Peter und Kate möchten Kinder haben. Aber im Moment ist für beide der Beruf wichtig.
- (B) Tan Hwee Lin ist 21 und kommt aus China. Sie studiert seit vier Semestern an der Universität in Jena Chemie. Sie spricht sehr gut Deutsch und lernt jetzt Englisch. Hwee Lin möchte nach dem Studium wieder bei ihrer Familie in Shanghai leben. Das ist eine sehr moderne Stadt in China.

Frage II. Beantworten Sie die Fragen. (Nur 5) [10]

- (1) Wo wohnen Sie ?
- (2) Welche Sprachen sprechen Sie ?
- (3) Um wieviel Uhr schlafen Sie ?
- (4) Wo liegt Hamburg ?
- (5) Was sind Ihre Hobbys ?
- (6) Arbeiten Sie oder studieren Sie ?

Frage III. Wortschatz :

- (A) **Schreiben Sie die Zahlen ins Worte. (Nur 5)** [05]
11, 25, 39, 60, 77, 82, 90
- (B) **Ergänzen Sie Vokale. (Nur 5)** [05]
(1) V_t_r
(2) K_no
(3) M_rg_n
(4) W_rt_r
(5) St_hl
(6) K_nd
- (C) **Was passt nicht ? (Nur 5)** [05]
(1) Heft, Mann, Buch, Kuli
(2) Berlin, Hannover, Paris, München
(3) Tasse, Kaffee, Tee, Saft
(4) Japan, Deutsch, Spanisch, Russisch
(5) Bad, Schlafen, Wohnzimmer, Toilette
(6) Sofa, Schrank, Bett, Balkon
- (D) **Ordnen Sie zu.** [05]
(1) Lernst du Französisch ? Nein. verheiratet.
(2) Sind Sie ledig ? Ja, warum nicht ?
(3) Wie alt bist du ? Es ist jetzt Viertel nach zwei.
(4) Wie spät ist es jetzt ? Nein, ich lerne Spanisch.
(5) Gehen wir ins Theater ? Siebenundzwanzig

Frage IV. Grammatik :

- (A) **Ergänzen Sie das Verb. (Nur 5)** [05]
(kommen, haben, hören, brauchen, bezahlen, machen)
(1) _____ du die Tasche ? – Ja.
(2) Herr Neuner _____ die Rechnung.

- (3) Wir _____ gern Musik.
- (4) Die Lehrerin _____ jetzt eine Pause.
- (5) Die Kinder _____ aus der Schule.
- (6) _____ Sie jetzt Zeit ? - Leider nein.

(B) Bilden Sie Fragen. (Nur 5) [05]

- (1) Bettina Wagner.
- (2) Das ist ein Tisch.
- (3) 9885071889
- (4) Ich trinke Milch.
- (5) Das ist keine Wohnung.
- (6) Meine Mutter wohnt in Pune.

(C) Ergänzen Sie den Artikel. (bestimmt/unbestimmt/Nom/Akk) (Nur 5) [05]

- (1) Ist das _____ Computer ?
- (2) _____ Blumen hier sind sehr schön.
- (3) Wo ist _____ Kursbuch ? - Es ist hier.
- (4) Trinkst du auch _____ Tee ?
- (5) _____ Wohnung an der Schillerstraße kostet 1200 Euro.
- (6) Sabine kauft _____ Radio.

(D) Ergänzen Sie den Possesivartikel. (Nur 5) [05]

- (1) Ich bin Arzt und _____ Bruder ist Ingenieur von Beruf.
- (2) Wir lernen hier. Das ist _____ Schule.
- (3) Herr Baumer, Wo ist _____ Frau ?
- (4) Giovanna hat ein Baby. _____ Baby ist 6 Monate alt.
- (5) Kirsten, Ist das _____ neues Auto ? - Ja.
- (6) Herr Wolf wohnt in Nürnberg, aber _____ Familie wohnt in Kassel.

(E) **Ergänzen Sie die Verben ‘haben’ und ‘sein’ im Präteritum. (Nur 5 Lücken)** [05]

- (1) Wo _____ du gestern ? - Ich _____ im Theater mit Nina.
- (2) Am Sonntag _____ wir in Köln.
- (3) _____ du lange Haare ?
- (4) Ich war in der Klinik, aber der Arzt _____ nicht da.
- (5) Meine Frau _____ Studentin, jetzt arbeitet sie als Agentin.

Frage V. (A) Wer ist das ? Beschreiben Sie die Person. [10]

Wie heisst sie ? Alter ? Wo wohnt sie ? Was lernt sie ? Hobbys ? usw.



(B) Schreiben Sie 5/6 Sätze über das Thema - Meine Wohnung oder Meine Familie. [05]

Total No. of Questions : 6]

[Total No. of Printed Pages : 5

[4074]-506

B. B. M. (I.B.) (Semester - V) Examination - 2011

FOREIGN LANGUAGE

PAPER - I

FRENCH

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) (A) Gérard Drillon et Patricia Jumel vont à Lyon. Ils prennent l'avion le 25 octobre. Sandra, la secrétaire de l'usine fait les réservations d'hôtel par téléphone. Ecrivez un dialogue de 7 ou 8 répliques. [10]

OU

(B) Complétez le dialogue suivant : [10]

Richard Gere, assistant au service du personnel de l'usine «Trans Asia», parle avec une candidate à un emploi.

Richard _____

La candidate Bonjour monsieur, je cherche un emploi dans votre société.

Richard _____

La candidate Je m'appelle Nathalie Dupont.

Richard _____

La candidate Je suis comptable.

Richard _____

La candidate Non, Je suis française et je parle japonais et français.

Richard _____

La candidate J'habite Marseille.

[4074]-506

5

P.T.O.

Q.2) Compréhension :

Allô ! Bonjour. Je m'appelle Marcelle Poche. Je suis la secrétaire de M. Michel Leroy. Je vous téléphone pour confirmer notre visite la semaine prochaine. Je vous donne tous les détails. J'arrive avec mon directeur, M. Leroy en France mardi quinze avril à 10 h. Notre numéro de vol est LUF 842 qui part de Madrid à 7 heures et qui arrive à Paris 10 h. Après nous allons prendre le métro pour arriver à Nice. J'ai réservé deux chambres à l'hôtel «Bonnenuit», rue de Pommes pour deux nuits. Nous revenons de Paris jeudi, le 12 avril dans l'après-midi. J'espère que ça vous convient. Merci bien et au revoir.

(A) **Répondez aux questions :** [02]

- (1) Quelle est la date du retour de M. Michel Leroy ?
- (2) Comment voyagent-ils de Paris à Nice ?

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

- (1) Marcelle Poche arrive de l'Espagne.
- (2) M. Michel travaille avec Marcelle Poche.

(C) **Donnez le contraire (opposite) :** [01]

Arriver

Q.3) Répondez en français : [10]

- (1) Quel âge avez-vous ?
- (2) Quel est le deuxième mois de l'année ?
- (3) Quel jour est-ce aujourd'hui ?
- (4) Nommez deux pays.
- (5) Combien de membres y a-t-il dans votre famille ?

Q.4) GRAMMAIRE ET VOCABULAIRE :

(A) **Complétez avec des adjectifs possessifs :** [05]

- (1) Nous partons avec _____ amis.
- (2) Travailles-tu avec _____ frères ?
- (3) Avez-vous _____ voiture ?
- (4) Ils habitent avec _____ mère.
- (5) A-t-il _____ fiche de candidats ?

- (B) **Complétez avec les verbes au présent :** [05]
- (1) Ils (prendre) le train à midi.
 - (2) Vous (attendre) les directeurs.
 - (3) Tu (pouvoir) parler l'anglais.
 - (4) Je (venir) de Delhi.
 - (5) Elle (travailler) à SanFrancisco.
- (C) **Quelle est leur nationalité ?** [05]
- (1) Il est du Japon, il est _____.
 - (2) Madame Palmer est du Mexique, elle est _____.
 - (3) Je suis de l'Allemagne, je suis _____.
 - (4) Elles sont de la Belgique, elles sont _____.
 - (5) Ils sont de l'Espagne, ils sont _____.
- (D) **Complétez avec des prépositions :** [05]
- (1) Tu prends le vol _____ Paris.
 - (2) Il va passer six mois _____ Suisse.
 - (3) Voici le billet _____ les passagers.
 - (4) C'est _____ la part de qui ?
 - (5) C'est une chambre _____ douche.
- (E) **Ecrivez les chiffres en lettres :** [02]
- (1) 41
 - (2) 17
- (F) **Quelle heure est-il ?** [01]
- 8 h 10
- (G) **Mettez au féminin :** [01]
- Son mari travaille avec son fils en France.
- (H) **Mettez au pluriel :** [01]
- C'est une petite entreprise familiale
- (I) **Mettez au négatif :** [01]
- Elle a des sœurs

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

Elle arrive lundi.

(K) **Choisissez la bonne réponse : (Choose the right answer)** [05]

- (1) Une (nouvel / nouvelle) usine.
- (2) C'est (une / un) société de l'informatique.
- (3) Je pars (au / en) printemps.
- (4) (Quel / Quelle) est votre profession ?
- (5) (Où / Ou) êtes-vous ?

(L) **Complétez avec la bonne réponse :** [03]

- (1) Le _____ dirige l'ensemble des activités de l'entreprise.
- (2) Dominique a deux enfants, un _____ et une _____.

(M) **Reliez les deux colonnes :** [05]

'A'

'B'

- | | |
|--|--------------------------------|
| (1) Juin, Juillet, Août | (i) L'automne |
| (2) Le nouvel an | (ii) Le comptable |
| (3) La fête nationale de la France | (iii) L'été |
| (4) Septembre, Octobre, Novembre | (iv) Le 14 juillet |
| (5) Supervise les activités financiers | (v) Le 1 ^{er} janvier |
| | (vi) L'ingénieur |

Q.5) (A) Décrivez votre famille. (Ecrivez 5/6 phrases) [05]

OU

(B) Décrivez votre ami. (Ecrivez 5/6 phrases) [05]

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

Je cherche un grand hôtel. Nous voudrions deux chambres pour une semaine. Une chambre avec une salle de bains. L'autre chambre pour deux personnes avec une douche. J'arrive en voiture. Est-ce qu'il y a un parking aussi ? C'est une réservation de deux chambres pour 7 nuits à partir du 2 janvier au nom de M. Khan s'il vous plaît.

(B) Traduisez en français :

[05]

- (1) We live in India.
- (2) I am sorry, the hotel is full.
- (3) Glad to meet you.
- (4) These are the newspapers.
- (5) My brother works in a restaurant.

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-51

B. F. T. (Semester - V) Examination - 2011

ECONOMICS ANALYSIS FOR BUSINESS DECISIONS

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Discuss the process of firms going abroad with possible challenges they faced while going abroad. **[15]**

OR

Q.1) Explain the working of Investment Multiplier with suitable example. **[15]**

Q.2) What do you mean by International Pricing Policy ? State the factors affecting on it. **[15]**

OR

Q.2) Describe the following Pricing Methods by giving an appropriate examples : **[15]**

- (a) Cost Based Pricing
- (b) Market Oriented Pricing

Q.3) Why do Dumping Policy is adopted ? State the advantages and disadvantages of Dumping Policy. **[15]**

OR

Q.3) Discuss the role of Capital Budgeting in making Business Decisions. **[15]**

Q.4) Explain the following Capital Budgeting criterion with an appropriate example : **[15]**

- (a) Internal Rate of Return
- (b) Cost-Benefit Analysis

OR

Q.4) Define Risk and Uncertainty. State the measures to overcome the degree of risk and uncertainty involved in business. **[15]**

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

- (a) MNC V/s Domestic Firms
 - (b) Foreign Trade Multiplier
 - (c) Time Value of Money
 - (d) Pricing Policy of a Firm
 - (e) Marginal Cost Pricing
 - (f) Impact Analysis of Dumping
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4074]-52

B. F. T. (Semester - V) Examination - 2011

INTERNATIONAL PROJECT MANAGEMENT

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Write short notes on **any four of the following : [16]**

- (a) Project Team
- (b) Project Plan
- (c) Project Selection Parameters
- (d) Turnkey Contracts
- (e) Global Projects
- (f) Multi-National Corporations

Q.2) Define Project and explain in detail different stages of Project. [16]

Q.3) What is 'Project Management' ? How cost benefit and time are important factors in 'Project Management' ? [16]

Q.4) Enumerate different types of Risks involved in 'Global Projects'. Why 'Risk Management' is important in these types of Projects ? [16]

- Q.5)** What are the different types of Project ? Explain in detail the consideration to be taken into account while preparing different types of Projects. **[16]**
- Q.6)** What is Project Appraisal ? Write a detail note on 'PERT'. **[16]**
- Q.7)** What are the special considerations of 'International Project Management' ? **[16]**
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-53

B. F. T. (Semester - V) Examination - 2011

INTERNATIONAL BUSINESS LAWS

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

-
-
- Q.1)** Explain the Essential Elements of Contract. State the Conceptual Study of Business Entities of Firms and Companies. [20]
- Q.2)** Define the term International Law. Explain its concept and nature. [15]
- Q.3)** Explain objectives, scope and functions of IMO, IBRS, UNIDO. [15]
- Q.4)** What is WTO ? Explain structure and working of WTO. [15]
- Q.5)** Explain the International Environmental Standards affecting International Trade in detail. [15]
- Q.6)** State scope, nature and objectives of I.T. Act, 2002 and Foreign Trade (Development and Regulation) Act, 1992. [15]
- Q.7)** Write short notes : (**Any Three**) [15]
- (a) Objectives of International Marine and Shipping Act
 - (b) Nature of Intellectual Property
 - (c) Scope and Features of Customs Act
 - (d) Nature of Business Laws
 - (e) Objectives of Copyrights
 - (f) I.D.A.

[4074]-53/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-54

B. F. T. (Semester - V) Examination - 2011

INTEGRATED LOGISTICS MANAGEMENT

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Attempt *all five* questions.

(2) Figures to the right indicate full marks.

Q.1) Explain the operating objectives of Integrated Logistics. [15]

OR

Q.1) Discuss the six principles for Designing and evaluating the Logistical Information System. [15]

Q.2) A company wants to evaluate internal performance of its Logistical System. Discuss the factors which should be considered for evaluating Performance. [15]

OR

Q.2) There are three elements of Customer Service. Explain the elements with respect to Logistics. [15]

Q.3) Explain various 'Dimensions of Change' in the current Economic Environment. [15]

OR

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

Q.4) Discuss various characteristics of a Product which should be considered while designing a Channel of Distribution. [15]

OR

Q.4) Evaluate the use of Private, Public and Contract Warehouses in a Logistical System. [15]

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

[20]

- (a) Corporate Retailing
 - (b) Role of I.T. in Warehousing
 - (c) Vendor Development
 - (d) Team Management
 - (e) Warehouse Location Decision
 - (f) Material Handling
-

Total No. of Questions : 8]

[Total No. of Printed Pages : 2

[4074]-55

B. F. T. (Semester - V) Examination - 2011

IMPORT AND EXPORT PROCEDURE

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Attempt any five questions.

(2) All questions carry equal marks.

Q.1) Comment on various schemes and policies of Export Credit Guarantee's Corporation.

Q.2) Write notes : **(Any Two)**

(a) Categories of Export

(b) Packing, Marking and Labeling requirements in Export

(c) Benefits of Exports

(d) Make Receipt

Q.3) Define Letter of Credit. Explain various types of Letter of Credit. State its importance and working in Export Trade.

Q.4) Discuss the role played by various Export and Import Agencies in Export Trade.

Q.5) Describe GSP rule of origin and state its importance in International Trade.

Q.6) Explain the following in connection with Export :

- (a) Bill of Entry
- (b) Shipping Bill
- (c) Packing List
- (d) Bill of Lading

Q.7) Draw a Flow Chart for Export Documents. Explain each one in brief.

Q.8) Describe Marine Insurance and types of Marine Insurance.

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4074]-56

B. F. T. (Semester - V) Examination - 2011

IT FOR WORLD TRADE

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Question No. 1 is compulsory.

(2) Solve *any four* questions from Q. Nos. 2 to 7.

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

- (a) Internet
- (b) www
- (c) IP Address
- (d) Domain
- (e) E-commerce
- (f) EDI
- (g) Websites
- (h) Search Engine
- (i) Service Provider
- (j) Explorer

Q.2) (A) What do you mean Digital Firm ? Explain its characteristics. **[08]**

(B) What is E-commerce ? Explain in brief its categories. **[08]**

Q.3) (A) What do you mean by Portal ? Explain briefly types of Portals. **[08]**

(B) What are technology issue and opportunities for GIS ? **[08]**

- Q.4)** (A) What is EDI ? Give its advantages. [08]
(B) What is Electronic Fund Transfer ? What are Security Issues involved in it ? [08]
- Q.5)** (A) Define Intranet and Extranet. Give Extranets advantages. [08]
(B) Explain any five categories of Internet Business Model. [08]
- Q.6)** (A) Explain Electronic Shopping. What are advantages are there in E-shopping ? [08]
(B) Explain Process of Electronic Banking. [08]
- Q.7)** Write short notes : **(Any Four)** [16]
- (a) E-mail and Banners in Advertising
 - (b) On-line Job
 - (c) On-line Auction
 - (d) Internet
 - (e) Virtual Global Companies
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-601

B. B. M. (I.B.) (Semester - VI) Examination - 2011

EXPORT - IMPORT PROCEDURE

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

- Q.1)** Explain On-line and Off-line Registration Procedure for Import and Export.
 - Q.2)** What do you understand by Letter of Credit ? Explain various parties to Letter of Credit.
 - Q.3)** State various INCO Term used in Import and Export Trade.
 - Q.4)** State various provisions under Marine Insurance Under Import and Export Trade.
 - Q.5)** What is Post-shipment Finance ? State various ways it is provided by Commercial Banks.
 - Q.6)** Describe the role of Commercial Banks in Financing Import – Export Trade.
 - Q.7)** Write short notes : **(Any Four)**
 - (a) Mate Receipt
 - (b) Shipping Bill
 - (c) Bill of Lading
 - (d) Deemed Export
 - (e) Documents used for Import and Export
-

[4074]-601/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-602

B. B. M. (I.B.) (Semester - VI) Examination - 2011

INTERNATIONAL BUSINESS LAW

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) “International Institutions play an important role in the International Market.” Explain the statement with an emphasis on important International Institutions. [16]

OR

Q.1) Explain in details the Transnational Corporations under the International Economic Law. [16]

Q.2) (A) Explain in detail the Unification of Law of International Sale of Goods. [08]

(B) Explain the procedure and evaluation of International Court of Justice. [08]

Q.3) Explain in detail the Functioning of International Clauses for Settlement of Investment Disputes. [16]

OR

Q.3) Explain the UNICITRAL Model for Inter Credits and Guarantees. [16]

Q.4) “Export and Import in India have gained boom because of the effort of the promotion boards and councils.” Explain it with the support system developed for Indian Export. [16]

OR

[4074]-602

1

P.T.O.

Q.4) (A) What is UNCTAD ? Explain the role and effectiveness of UNCTAD. **[08]**

(B) What is State Jurisdiction ? Explain various types of Jurisdiction. **[08]**

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

- (a) Sustainable Development
- (b) Kyoto Protocol
- (c) World Bank Inspection Panel
- (d) UNCITRAL Model Law on E-commerce
- (e) IMF
- (f) WTO Dispute Redressal System

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-603

B. B. M. (I.B.) (Semester - VI) Examination - 2011

STUDY OF GLOBAL ECONOMICS

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

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

-
-
- Q.1)** What do you mean by Globalization ? Discuss the problems and prospects of Globalization of Indian Business. [15]
- Q.2)** What are the purposes of IMF ? Discuss its financial facilities. [15]
- Q.3)** Define International Migration. Explain the factors affecting International Migration. [15]
- Q.4)** What is Commodity Crisis ? Brief the strategies used for facing the challenges of Commodity Crisis. [15]
- Q.5)** Which are the Emerging Markets of the World ? Explain why India is an Emerging Market ? [15]
- Q.6)** How ASEAN plays a role in development of Economic and Business Environment of India ? What is the current status of Economic and Business Environment of India ? [15]
- Q.7)** Short notes : (**Any Four**) [20]
- (a) SDRs
 - (b) International Trade Centre
 - (c) Poverty Aid
 - (d) World Bank
 - (e) Challenges of Globalization
 - (f) International Monetary Fund

[4074]-603/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-604

B. B. M. (I.B.) (Semester - VI) Examination - 2011

INTERNATIONAL PROJECT MANAGEMENT

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

-
-
- Q.1) Write short notes : (Any Four) [20]**
- (a) Characteristics of International Project
 - (b) Project Proposal
 - (c) Cultural Gap Tool
 - (d) Managing Changes
 - (e) Cultural Impact on Planning the International Project
 - (f) Phase of Project Completion
- Q.2) What do you mean by Project Management ? What determines the success of International Project Management ? [15]**
- Q.3) What is Project ? Elaborate Milestones in Managing the Scope of an International Project. [15]**
- Q.4) How considerations like 'Cost', 'Time' and 'Quality' are important in the Process of International Project ? [15]**
- Q.5) Explain in detail various tools and techniques for monitoring International Project. [15]**
- Q.6) Explain in detail various methods of Project Completion. [15]**
- Q.7) Elaborate various problems of learning in and from International Project. [15]**

[4074]-604/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 6

[4074]-605

B. B. M. (I.B.) (Semester - VI) Examination - 2011

FOREIGN LANGUAGE

PAPER - II

GERMAN

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80.

Q.1) Übersetzen Sie ins Englische !

[10]

Erkan Zaimglu, 32, aus München hat im Mai den Arbeitsplatz gewechselt. Er hat im Juli nur ein paar Tage Urlaub bekommen. Er hat bis Mai für ein Designbüro gearbeitet und verkauft jetzt Softwarelösungen für Arztpraxen. Im Juli hat er schon 25 Kunden in Süddeutschland besucht und beraten. Er hat fünf Systeme verkauft. Sein Chef findet das toll. Erkan sagt: „Mein Urlaub ? Ich hatte nur drei Tage frei und habe in der Sonne auf dem Balkon gesessen und viel gelesen. Das war okay.“

Q.2) Beantworten Sie FÜNF der folgenden Fragen !

[10]

- (1) Was machen Sie am Sonntag ?
- (2) Wie finden Sie die Stadt Pune ?
- (3) Wo kann man Butter kaufen ?
- (4) Was lernen Sie ?
- (5) Um wieviel Uhr haben Sie Deutschunterricht ?
- (6) Wie ist das Wetter heute ?
- (7) Nennen Sie vier Hobbys !

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

Susan Hein, 37, Callcentre Agentin

Ich arbeite im Lufthansa-Callcenter in Kassel. Ich muss beruflich viel telefonieren. Ich kann Englisch und Spanisch sprechen, also bekomme

ich die Anrufe aus Großbritannien, Spanien, Südamerika und den USA. Meine Kolleginnen und ich sitzen zusammen in einem Büro. Wir beraten unsere Kunden am Telefon immer freundlich sein, das ist nicht leicht. Unsere Arbeitszeit ist flexible, aber wir müssen manchmal auch am Wochenende arbeiten. Ich habe dann wenig Zeit für meine Familie. Meine Tochter ist leider Keine Hilfe im Haushalt - sie kann studenlang telefonieren, aber sie kann nicht kochen.

Jan Jacobson, 27, Sport-und Fitnesskaufmann

Ich arbeite in einem Fitness-Studio in Bochum. Mein Beruf ist sehr interessant. Ich bin Trainer und leite jeden Dienstag und Donnerstag einen Aerobic-Kurs. Ich kontrolliere die Sportgeräte und berate unsere Mitglieder. Ich schreibe einen Plan für die Sportkurse oder organisiere auch mal eine Party. Meine Arbeitszeit ist von 10 bis 20 Uhr mit zwei Stunden Mittagspause. Ich arbeite auch oft am Samstag, aber am Sonntag muss ich nicht arbeiten. Ich mag meinen Beruf, aber ich kann meine Freundin nicht oft treffen.

(A) Wer ist das ? Schreiben Sie den richtigen Namen ! [04]

- (1) _____ arbeitet in Kassel.
- (2) _____ hat eine Freundin.
- (3) _____ hat am Samstag nicht frei.
- (4) _____ arbeitet manchmal auch am Wochenende.

(B) Richtig oder falsch ? [04]

- (1) Susan arbeitet allein im Büro.
- (2) Jan macht gerade einen Aerobic-Kurs.
- (3) Jan mag seine Arbeit sehr, aber er hat nicht viel Freizeit.
- (4) Susans Tochter kocht sehr gern.

(C) Suchen Sie ZWEI Adjektive aus dem Text ! [02]

Q.4) Wortschatz :

(A) Ergänzen sie das richtige Wort ! (nur fünf) [05]

- (1) Peter hat eine Praxis und untersucht Patienten. Er ist _____ von Beruf.
- (2) Berlin ist die _____ von Deutschland.
- (3) Geben Sie mir bitte eine _____ Ketchup.
- (4) Ich möchte Lehrer werden. Das ist mein _____ ?
- (5) Möchtest du einen Film sehen ? Gehen wir ins _____ ?
- (6) Unser _____ ist sehr klein, Es hat nur zwei Zimmer.

(B) Welches Verb passt am besten ? (nur fünf) [05]

- (1) Korbball
- (2) einen Sprachkurstest
- (3) Orangensaft
- (4) nach Deutschland
- (5) Tabletten
- (6) eine Stadt

(C) Bilden Sie Sätze ! (nur fünf) [05]

- (1) kaufen – die Hose – du ?
- (2) bleiben – ihr – wollen – in – Rom ?
- (3) singen – Petra – gern – nicht
- (4) einen Termin – Sonntag – ich – am – haben
- (5) besuchen – Freundin – er – seine
- (6) arbeiten – gern – Herr Fischer – im Garten

Q.5) Grammatik :

(A) Ergänzen Sie das Modalverb : (nur 5) [05]

- (1) Die Kinder _____ jetzt lernen. Sie haben eine Prüfung morgen.
- (2) Ich _____ leider nicht gut malen.
- (3) Tom Cruise ? Ach ! Ich _____ einmal mit ihm sprechen !
- (4) Sara, du _____ hier nicht laut sprechen. Es ist ein Krankenhaus !
- (5) Meine Mutter sagt : Ich _____ immer fit bleiben.
- (6) _____ ihr heute Abend ins Theater gehen ?

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

- (1) viel Wasser trinken (ihr)
- (2) das Handy reparieren (Sie)
- (3) hier bleiben (du)
- (4) eine Pause machen (ihr)
- (5) gut schlafen (du)
- (6) das Wort schreiben (Sie)

(C) Ergänzen Sie das Personalpronomen : (nur 5) [05]

- (1) Herr Joshi, haben _____ einen Bruder ?
- (2) Meine Mutter ist krank. Ich besuche _____ am Sonntag.
- (3) Der Pullover ist sehr schön. Ich kaufe _____.
- (4) Das ist Frau Soprana. _____ kommt aus der Türkei.
- (5) Claudia und Peter, was wollt _____ trinken ?
- (6) Ronnie, kannst du _____ hören ? Ich bin hier.

(D) Ergänzen Sie das Perfekt : (nur 5) [05]

(lernen, besuchen, trinken, reparieren, sehen, abfahren)

- (1) Im April _____ ich meine Tante _____.
- (2) Vor zwei Monaten _____ wir Spanisch _____.
- (3) _____ du das Auto schon _____?
- (4) Die Studenten _____ um 7.00 Uhr nach Hamburg _____.
- (5) Was _____ ihr in Paris _____ ?
- (6) Sara _____ nur Tee _____.

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

- (1) Die Blumen sind _____ dem Fenster.
- (2) Kommen Sie _____ Osaka, Herr Yamamoto ?
- (3) Der Bus fährt _____ die Stadt.
- (4) _____ Freitag machen wir ein Picnic.
- (5) Mein Freund studiert _____ der Universität in Berlin.
- (6) Der Junge fährt immer _____ dem Bus.

(F) Ergänzen Sie den Possessivartikel : (nur 5) [05]

- (1) Wir haben heute frei. _____ Lehrerin ist krank.
- (2) Peter und _____ Freundin Sara gehen heute ins Theater.
- (3) Herr Bauer, sind das _____ Kinder ?
- (4) Ich bin Lehrerin, aber _____ Schwester ist Sekretärin von Beruf.
- (5) Maria spielt mit dem Ball. _____ Vater spielt auch mit ihr.
- (6) Lena, wie ist _____ Handynummer, bitte ?

(G) **Ergänzen Sie die Adjektivendungen : (nur 5)**

[05]

- (1) Ich trage gern blau _____ Jeans.
 - (2) Gefällt dir die neu _____ Wohnung ?
 - (3) Eine schön _____ Frau wohnt hier in diesem Haus.
 - (4) Das klein _____ Mädchen ist 4 Jahre alt.
 - (5) Harold hat gestern einen interessant _____ Film gesehen.
 - (6) Wieviel kosten die braun _____ Schuhe ?
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 5

[4074]-605

B. B. M. (I.B.) (Semester - VI) Examination - 2011

FOREIGN LANGUAGE

PAPER - II

FRENCH

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

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

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

[10]

(A) M. Leroy téléphone au restaurant pour faire des réservations pour deux :

L'employé : Allô, _____ . Restaurant La Calèche, j'écoute.

M. Leroy : _____ . _____ .

L'employé : Oui, monsieur. Pour combien de personnes ?

M. Leroy : _____ .

L'employé : C'est à quel nom ?

M. Leroy : _____ .

L'employé : Vous arrivez vers quelle heure ?

M. Leroy : _____ .

L'employé : C'est noté, monsieur _____ .

OU

(B) Marianne est à la réception de l'hôtel de Lyon.

Le réceptionniste : _____ .

Marianne : _____ . J'ai une réservation au nom de Lasalle.

[4074]-605

7

P.T.O.

Le réceptionniste : Ah oui, Madame Lasalle. Vous avez une pièce d'identité ?

Marianne : Oui, _____.

Le réceptionniste : Merci, madame. C'est la chambre numéro deux cent cinq.

Marianne : _____ ?

Le réceptionniste : Le dîner est à partir de vingt heures.

Marianne : _____.

Q.2) Grammaire et Vocabulaire :

(A) **Mettez au pluriel :** [04]

(1) Tu es dans un magasin.

(2) Sa maison est très grande.

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

(1) L'employé parle au directeur.

(2) Le bâtiment blanc est après le supermarché.

(C) **Donnez le contraire du mot souligné :** [02]

(1) C'est un petit appartement.

(2) L'hôtel est à droite.

(D) **Complétez avec du, de la, des, de l' ... :** [02]

(1) Nous venons _____ banque.

(2) Le directeur _____ usine s'appelle Jean Daniel.

(E) **Complétez avec au, à la, aux, à l' ... :** [02]

(1) Ils mangent _____ restaurant.

(2) Le chef parle _____ employés.

(F) **Complétez avec des adjectifs démonstratifs :** [02]

(1) _____ soir, Alice téléphone à Claudine.

(2) _____ hôtel est avec parking.

(G) **Complétez avec des adjectifs possessifs :** [02]

(1) Nous sortons avec _____ amis.

(2) Quel est _____ nom ?

- (H) **Choisissez la forme correcte du verbe :** [03]
(1) Notent / Notez les horaires des services.
(2) Marc pars / part en voyage.
(3) Il cherche / cherches son hôtel.
- (I) **Mettez les verbes entre parenthèses au temps donné :** [03]
(1) Vous (venir – passé composé) par train.
(2) Tu (vouloir – présent) une tarte aux pommes.
(3) Elles (pouvoir – futur) aller au supermarché.
- (J) **Trouvez l'objet direct :** [03]
(1) Alice introduit sa carte.
(2) Guy mange le poulet.
(3) Il adore la campagne
- (K) **Complétez le texte suivant avec les mots donnés ci-dessous :** [02]
(locales, premis de conduire, location, étrangères)
En France, les nombreuses agences de _____ proposent des voitures de marques françaises et _____. Les agences _____ offrent des tarifs plus avantageux que les agences internationales. Il faut avoir vingt et ans minimum pour louer une voiture, un _____ valable et une pièce d'identité.
- (L) **Dites vrai ou faux :** [03]
(1) En France, l'unité monétaire c'est le dollar.
(2) En France, il y a 22 chambres de commerce régionales.
(3) La carte Pass est une carte de paiement.
- (M) **Écrivez en mots :** [02]
(1) 98
(2) 117
- (N) **Quelle heure est-il ?** [03]
(1) 6.15 a.m.
(2) 3.30 p.m.
(3) 7.40 p.m.

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

- (1) Combien de gares y a-t-il à Paris ?
- (2) Où répare-t-on une voiture en panne ??
- (3) Nommez deux villes françaises.
- (4) Où peut-on faire le plein d'essence ?

(B) Reliez les colonnes : [04]

A

B

- | | |
|------------------------------|-------------------------|
| (1) Une carte de crédit | (a) Le niveau d'huile |
| (2) Un morceau de gruyère | (b) Sole à la normande |
| (3) Vérifier | (c) Fromages à la coupe |
| (4) Une spécialité française | (d) Diners Club |

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

Claire à la banque :

Voyage d'affaires – Etats-Unis – mardi matin – chèques de voyage – cinq mille dollars – pièce d'identité – passeport.

OU

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

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

Marie, Anne et Gérard vont au café Chez Henri. Anne commande un jus d'orange et un sandwich. Marie veut des gâteaux et du chocolat. Gérard boit du café et il veut manger des croissants. Le garçon apporte l'addition. Les trois amis partagent la note.

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

- (1) I would like to open a bank account.
- (2) This is my passport.
- (3) They are leaving on Tuesday.
- (4) Good morning, Sir !
- (5) Paul works in this factory.
- (6) It is a business trip.

Q.6) Compréhension de texte :

Paul, Claire et Anne visitent un appartement.

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

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

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

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

Paul : Bien sûr !

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

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

Paul : Oui. En face.

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

Paul : Huit cents euros par mois.

(A) Répondez aux questions suivantes : [04]

(1) Décrivez le salon.

(2) Où est le parking ?

(B) Dites Vrai ou Faux : [03]

(1) Le loyer, c'est six cents euros par mois.

(2) Claire n'aime pas l'appartement.

(3) L'appartement a une douche.

(C) Donnez le contraire de : [01]

premier

(D) Donnez l'infinitif de : [02]

donne, est

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-61

B. F. T. (Semester - VI) Examination - 2011

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)** What is Partial Convertibility and Fully Convertibility of Currency ? Evaluate its impact on Foreign Trade.
- Q.2)** State important provisions in recently announced EXIM Policy in India.
- Q.3)** Examine and state salient features of Foreign Trade Post-independence till Enforcement of LPG Policy of 1991.
- Q.4)** Define Globalization. State its positive and negative effect on India's Foreign Trade.
- Q.5)** Do you agree with the view that LPG Policy adopted by Indian Government helps to remove imbalance in BOP and help to remove BOP Crisis of 1991 ?
- Q.6)** Explain important provisions of Foreign Exchange Management Act.
- Q.7)** State various Export Promotion and Incentive Measures adopted by Indian Government through Direct and Indirect Taxes.

[4074]-61/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-62

B. F. T. (Semester - VI) Examination - 2011

WORLD TRADE IN SERVICE SECTOR

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

- Q.1)** Define the term Service. State its features advantages to promote Export Trade.
 - Q.2)** What do you understand by Customer Relationship Management ? State its importance in growth and development of International Business.
 - Q.3)** State the origin of WTO. What are its objectives and evaluate its achievement.
 - Q.4)** Explain various provisions available in respect of :
 - (a) Technical Co-operation
 - (b) Consultation
 - (c) Settlement of Disputes
 - Q.5)** What is GATS Agreement ? State its salient features. How Services are classified under CPU System ?
 - Q.6)** What are different negotiations in services in connection with Tele-Communication and Education are required ?
 - Q.7)** Write a notes on :
 - (a) Present situation of India in World Trade Service
 - (b) Challenges likely to be faced in future by India in World Trade Service
-

[4074]-62/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4074]-63

B. F. T. (Semester - VI) Examination - 2011

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)** Define the term Policy and Business Policy. State various steps involved in Formulation of Business Policy.
 - Q.2)** What is SWOT Analysis ? How it is carried out ? Explain your answer with any corporate real life example.
 - Q.3)** What do you mean by Corporate Planning ? State the meaning of Vision, Mission and Goal setting in Corporate.
 - Q.4)** Explain Strategies involve in Marketing of any Product or Services.
 - Q.5)** Does Domestic Strategies require to consider External Environment along with Internal Environment ? State its importance and meaning in Corporate Business Environment.
 - Q.6)** What are the impact and effect of Management of Change on Successful Implementation of Business Strategy ? Explain with suitable example.
 - Q.7)** What factors need to be consider in Formulation of Strategy considering External Environment and Global Situation Existing in the Market ?

[4074]-63/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4074]-64

B. F. T. (Semester - VI) Examination - 2011

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 is E-commerce ? Explain advertising and marketing in E-commerce.
- (b) Define EDI. Explain advantages and disadvantages of EDI.
- (c) What is Electronic Fund Transfer ? Explain Properties of E-cash.

Q.2) Attempt any two :

[2x8=16]

- (a) Explain Security Socket Layer. Explain two Protocols involved in Security Socket Layer.
- (b) Define B2B E-commerce. Explain essential elements in B2B.
- (c) Explain Electronic Payment System with its types.

Q.3) Attempt any two :

[2x8=16]

- (a) What you mean by Smart Card ? Explain its advantages, types and standards.
- (b) What is the need of Security ? Explain different Security Tools.
- (c) What is B2C E-commerce ? Explain Business Activity with element.

Q.4) Attempt any two :

[2x8=16]

- (a) Explain advantages and disadvantages of E-commerce.
- (b) Explain the Electronic Market Modules in brief.
- (c) Define Electronic Business. Explain the Architecture of E-business with diagram.

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

[2x8=16]

- (a) Digital Signature
 - (b) Value Chain and Supply Chain
 - (c) Electronic Credit and Debit Cards
-