[3974]-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.

　　(2)　Industrial Sickness

　　(3)　Causes of Unemployment

　　(4)　Political Environment

　　(5)　Two examples of Minerals affecting Business

　　(6)　Cross Cultures

　　(7)　Conservation of Non-renewable Resources

　　(8)　Environmental Ethics

　　(9)　Water Resource

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

　　(11)　Define Sound and Noise.

　　(12)　Carbon Credit

　　(13)　Indoor Air Pollution

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

    (a)   List the salient features of Kyoto Protocol.

    (b)   Explain importance of Mineral Resource for Business Development.

    (c)   What are reasons of Inflation ?

    (d)   Explain Need of Sustainable Development.

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

    (a)   Write in brief about types of Environment.

    (b)   "Infrastructure is prerequisite for Business Development." Elaborate.

    (c)   Describe impact of Noise Pollution.

    (d)   Write a note on Hazardous Waste of Industries.

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

    (a)   Discuss Environmental Issues related to Business Environment.

    (b)   Describe causes and effect of Regional Imbalance.

    (c)   Explain Oil Crisis and its impact on Business with suitable examples.

    (d)   Give detail account for need of Environmental Studies for Indian Business.

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[3974]-103

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

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 labeled diagrams wherever necessary.

Q.1) What is Demand ? State and explain the Law of Demand. What are the exceptions to it ? **[15]**

OR

Q.1) What is Micro Economics ? Explain its nature, scope and limitations. **[15]**

Q.2) Define Price Elasticity of Demand. What are its types ? Explain its usefulness in the field of Foreign Trade. **[15]**

OR

Q.2) Explain the terms Total Cost (TC), Average Cost (AC) and Marginal Cost (MC) and their interrelation in the Short Run. **[15]**

Q.3) State and explain the Law of Supply. Distinguish between Increase in supply and Expansion of Supply. **[15]**

OR

Q.3) Discuss with suitable diagrams, how Price is Determined under Monopoly Market Conditions ? **[15]**

Q.4) What are Economies and Diseconomies of Scale ? **[15]**

OR

Q.4) What is Collective Bargaining ? Explain its role in determining wages under Imperfect Market. **[15]**

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

(a) Cross Elasticity of Demand and its usefulness

(b) Average Revenue and Marginal Revenue

(c) Implicit Cost and Explicit Costs

(d) Dynamic Theory of Profit

(e) LAC Curve as Envelope Curve

(f) Role of Market Forces in Solving Economic Problems

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[3974]-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) Trial Balance contains all _____ on a certain date.
>
> (b) _____ Column of Cash Book acts as a Bank Account.
>
> (c) All expenses have _____ balance.
>
> (d) If Goods are distributed as free samples _____ A/c. is debited.
>
> (e) Assets – Liabilities = _____.

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

> (a) Capital is a liability to the business.
>
> (b) Every transaction is first recorded in Ledger.
>
> (c) Cash Purchases of Furniture are recorded in Purchase Book.
>
> (d) Interest A/c. is credited when interest is received from Aniket.
>
> (e) Salary payable is a Nominal A/c.

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

    (a) Live Stock A/c.

    (b) Vishwajeet A/c.

    (c) Investment A/c.

    (d) Commission A/c.

    (e) Repairs to Building A/c.

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

    (a) What is Bank Overdraft ?

    (b) What is Purchase Book ?

    (c) What is the Rule of Nominal Account ?

    (d) What is Voucher ?

    (e) What is Bearer Cheque ?

Q.2) From the following Trial Balance of Dinesh Agra as on 31st March, 2011 and the adjustments given below, you are required to prepare Trading and Profit and Loss Account for the year ended on 31st March, 2011 and Balance Sheet as on that date : **[20]**

Trial Balance as on 31st March, 2011

Particulars	Debit Amt.	Credit Amt.
Dinesh's Drawings	5,000	–
Plant and Machinery	50,000	–
Goodwill	10,000	–
Purchases	90,000	–
Returns Inwards	3,000	–
Patents	14,000	–
Freight and Duty	1,800	–
Opening Stock as on 1st April, 2010	23,000	–
Printing and Stationery	2,700	–

Particulars	Debit Amt.	Credit Amt.
Insurance for 14 months upto 31st May, 2011	1,400	–
Sundry Debtors	41,000	–
Furniture	10,000	–
Bills Receivable	7,300	–
Rent and Taxes	5,500	–
Bad Debts	1,300	–
Wages	7,200	–
Cash in Hand	2,600	–
Salary	6,700	–
Dinesh's Capital	–	1,05,000
Returns Outwards	–	2,000
Reserve for Bad Debts (1-4-2010)	–	1,000
Sundry Creditors	–	12,400
Bills Payable	–	8,900
Sales	–	1,53,000
Discount Received	–	200
Total	**2,82,500**	**2,82,500**

Adjustments :

(1) Stock at the close on 31st March, 2011 amounted to Rs. 20,000.

(2) Provide Depreciation on Plant and Machinery @ 20% p.a. and Patents are revalued on 31st March, 2011 at Rs. 12,000.

(3) Create a Reserve for Bad and Doubtful Debts @ 5% on Sundry Debtors.

(4) Stationery of Rs. 200 is on hand 31st March, 2011.

(5) Write off Rs. 1,000 as further Bad Doubts.

(6) Wages Payables amounted to Rs. 800.

Q.3) Enter the following transactions in the journal of Anand Traders, for April, 2010 : **[15]**

1   Started Business with Rs. 50,000.

4   Deposited into Bank Rs. 10,000.

9   Bought Goods for Cash Rs. 1,500 from Ashok.

12   Salary paid to Ashish Rs. 1,800.

16   Sold Good to Amar Rs. 2,200 on Credit.

18   Received Commission from Anil Rs. 600.

20   Received on Account from Amar Rs. 1,800.

25   Purchased Machinery from Ahmed and Co. Rs. 3,500.

28   Office Rent of Rs. 750 paid to Arjun.

30   Return Goods to Ashok Rs. 50.

OR

Q.3) The Cash Book of Chandan showed a Debit Balance of Rs. 6,400 on 31st March, 2011. But the Bank Pass Book showed altogether a different balance and on comparing his Cash Book and Pass Book you find the following reasons :

(1)   Cheque amounting to Rs. 4,200 issued but not presented for payment before 31st March, 2011.

(2)   Cheque paid into Bank but not collected and credited before 31st March, 2011 amounting to Rs. 2,700.

(3)   Bank Charges Rs. 20 debited in the Pass Book, did not appear in Cash Book.

(4)   Interest credited by Bank Rs. 350 did not appear in Cash Book.

You are required to prepare a Bank Reconciliation Statement so as to show Bank Balance as per Pass Book as on 31st March, 2011. **[15]**

Q.4) On 1st January, 2009, Brijesh of Mumbai purchased a machine for Rs. 2,00,000 and spent Rs. 50,000 on its installation.

On 31st March, 2010 part of this machinery costing Rs. 1,00,000 was sold for Rs. 60,000. On the same day company purchased another machinery costing Rs. 90,000 and spent Rs. 10,000 on its installation.

Prepare Machinery Account and Depreciation Account for the first three years assuming that accounts are closed on 31st March each year and rate of Depreciation is 20% p.a. as per Straight Line Method. **[15]**

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

OR

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

    (a)   Current Assets and Current Liabilities

    (b)   Ledger Accounts

    (c)   Types of Braches

    (d)   Cash Book

_____

[3974]-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) "Management means getting things done." Do you agree with this statement ? Why ?   **[15]**

OR

Q.1) What is Management ? Explain purpose and importance of Management.   **[15]**

Q.2) Distinguish between Taylor's Scientific Approach and Fayol's Administration Management Approach.   **[15]**

OR

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

Q.3) Explain Concepts of Centralization and Decentralization of Authority. Why Decentralization of Authority become necessary in Modern Business ?   **[15]**

OR

Q.3) What is Decision-making ? Describe Process of Decision-marking.   **[15]**

Q.4) Explain need and importance of Planning in Modern Business. **[15]**

OR

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

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

    (a) Strategic Management

    (b) Stress Management

    (c) Co-ordination as a Function of Management

    (d) Leadership

    (e) Forecasting and its importance

    (f) Types of Organisation

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[3974]-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 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, Selling Price and Loss.

    (b)   A sum doubles itself in 6 years. Find Rate of Simple Interest.

    (c)   The sum of ages of Milind, Anita and Falguni is 85 years and their ages are in the radio 8 : 7 : 2, find their ages.

    (d)   A commission agent gets 12% commission up to a sale of Rs. 30,000 and 15% on sales exceeding Rs. 30,000. In a month his sales are Rs. 67,000. Find his commission.

    (e)   A student Siddhi finishes a book by reading 30 pages per day in 16 days. If she wants to finish the book in 12 days, how many pages should be read everyday ?

    (f)   One table costing Rs. 18,000 was sold for Rs. 15,000 after 2 years, find the Percentage Loss.

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

(a) Explain Simple Interest and Compound Interest. Write their formula.

(b) Ravi purchased shares of market value 106 of Rs. 13,568 and earn dividend of Rs. 896, find the Rate of Dividend.

(c) Tata Motors sells a car costing Rs. 44,000 on installment basis by charging EMI Rs. 4,500 for 1 year. Find Flat Rate of Interest.

(d) Find amount at the end of 5 years of a sum of Rs. 2,000 at 8% p.a. compounded quarterly.

(e) A persons finds that if he invests his money in 15% stock at 225, his income will be Rs. 270 greater than if he invests it in 22% stock at 375. Find the sum invested.

(f) The profit realised by selling an article at Rs. 49.50 is $^7/_4$ times the profit realised by selling it at Rs. 45. Find the C.P. of the article.

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

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

(b) Expand the determinant :

$$D = \begin{vmatrix} a & h & g \\ h & b & f \\ g & f & c \end{vmatrix}$$

(c) What is Matrix ? Give detail explanation about any two types of Matrices.

(d) The capital of a company consists of Rs. 6,00,000, 10% preference shares and Rs. 24,00,000 equity shares. What percentage dividend can be declared out of a total profit of Rs. 3,75,000 after making a tax provision of 20% on the profit ?

(e) Find the range of the following :

(i) f(x) = 4x − 3 for −2 ≤ x ≤ 5

(ii) f(x) = 2 − 3x for −1 ≤ x ≤ 4

(f)

$$A = \begin{bmatrix} -2 & 3 & -1 \\ -1 & 2 & -1 \\ -6 & 9 & -4 \end{bmatrix} \quad B = \begin{bmatrix} 1 & 3 & -1 \\ 2 & 2 & -1 \\ 3 & 0 & -1 \end{bmatrix}$$

If A = ⬚ B = ⬚

find AB and AB = BA (show).

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

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

(b)

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

find $2A + 3B - \dfrac{1}{2}C$.

(c) Draw graph of $y = x$ (function).

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

(e) Show that :

$$A^2 = 4A - I, \ if \ A = \begin{bmatrix} 2 & 1 \\ 3 & 2 \end{bmatrix}.$$

(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) What is the EMI of loan of Rs. 25,000 is repaid in 4 years. If the rate of interest is 5% p.a. on the outstanding amount at the beginning of each year.

(b) Find the interest on Rs. 5,000 for 3 years at 8% p.a. compounded half yearly.

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

[3974]-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) Fill in the blanks :   [05]

    (a) Marginal Cost does not include _____ Cost.

    (b) At Break-even Point Total Cost is equal to _____.

    (c) Budgets are _____ for action.

    (d) When Actual Cost exceeds the Standard Cost, the difference is termed as _____ variance.

    (e) Factory Cost + Office Overheads = _____.

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

    (a) Contribution is the difference between the Selling Price and the Variable Cost.

    (b) Marginal Cost is the Variable Cost.

    (c) A Cash Budget is a part of Financial Budget.

    (d) Depreciation on Office Building is a part of Administrative Overheads.

    (e) Cost Accountancy is the Science, Art and Practice of a Cost Accountant.

Q.2) State and explain advantages and limitations of Cost Accounting. **[15]**

OR

Q.2 What is Classification of Cost ? Explain briefly the types of Cost. **[15]**

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

    (a)   Cash Budget

    (b)   Cost Unit and Cost Centre

    (c)   Features of Process Costing

    (d)   Key Factor

    (e)   Objectives of Cost Accounting

Q.4) Prepare Cost Sheet for the period 30-6-2009 : **[16]**

Particulars	Rs.
Raw Materials consumed	50,000
Wages	20,000
Direct Expenses	2,500
Consumable Stores	500
Supervisor's Wages	2,000
Wages paid to Shop-helper	600
Electric Power (Factory)	800
Electric Power (Office)	500
Rent (Factory)	5,000
Rent (Office)	2,000
Repairs and Renewals on :	
Plant and Machinery	5,000
Renovation of Office Building	1,000
Depreciation on Plant and Machinery	500
Depreciation on Office Building	200

Manager Salary	3,000
Telephone Charges	200
Printing and Stationery	400
Postage and Telegram	150
Director's Fees	800
Advertising	800
Travelling Expenses	300
Salesman's Salary and Commission	1,000
Warehoue Rent	900
Delivery Van Expense	1,000
	99,150

Q.5) (A) The following information is obtained for the year ended 31-3-09 :

Sales (1,00,000 units)   Rs. 1,00,000

Marginal Cost   Rs.   60,000

Fixed Cost   Rs.   30,000

Calculate :

(a) P/V Ratio

(b) BEP (Sales Value)

(c) Sales to earn a profit of Rs. 15,000.

(d) Profit when sales amounted to Rs. 1,40,000.   [12]

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

Particulars	**100% Capacity**
	(Rs.)
Direct Materials	6,00,000
Variable Works Overhead	2,00,000
Basic Wages	2,00,000

Particulars	100% Capacity
	(Rs.)
Fixed Production Overheads	80,000
Productive Expenses - Marginal	40,000
Administrative Expenses - Rigid	40,000
Selling Overheads (10% Fixed)	1,20,000
Distribution on Cost (80% Variable)	60,000

Prepare a Flexible Budget for the production at 60% and 80% capacity showing separately :

(a) Prime Cost

(b) Works Cost

(c) Cost of Production

(d) Cost of Sales [12]

OR

(B) A product requires 10 hours per unit to produce at a standard rate of Rs. 2 per hour.

1,000 units were produced during March, 2010. Actual time taken to produce was 9000 hours. The actual rate was Rs. 2.50 per hour.

Calculate :

(a) Labour Cost Variance

(b) Labour Rate Variance

(c) Labour Efficiency Variance [12]

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

[3974]-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 figures wherever necessary.

Q.1) What is Human Resource Management ? Explain evolution process of the concept of H.R.M.

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

Q.3) What is Induction ? Discuss in detail objectives and importance of Induction in an Organisation.

Q.4) Explain Concept of Merit Rating with its methods.

Q.5) "Career Planning and Succession Planning should be based on the principle of mutual benefits in Manpower Planning." - Discuss.

Q.6) Explain Concept of Attrition and given various recent trends of Attrition.

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

    (a) Training Calendar

    (b) Kaizen

    (c) Time Management

    (d) Global Workforce

    (e) Outsourcing

    (f) Errors of Appraisal

[3974]-203

B. B. M. (I.B.) (Semester - II) Examination - 2011
MACRO ECONOMIC ANALYSIS
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) Figures to the right indicate full marks.

Q.1) Write in detail nature, scope and importance of Macro Economics. **[15]**

OR

Q.1) Critically evaluate The Cash Transactions Approach. **[15]**

Q.2) State and explain Keynes' Psychological Law of Consumption. **[15]**

OR

Q.2) What do you mean by Deflation ? Write causes and controlling measures of Deflation. **[15]**

Q.3) Explain Concept of Effective Demand with special reference to Theory of Income and Employment. **[15]**

OR

Q.3) Explain in detail various functions of Money. **[15]**

Q.4) State Say's Law of Market with its implications. **[15]**

OR

Q.4) Explain Concept of Trade Cycle with its characteristics and phases. **[15]**

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

   (a)   Foreign Trade Multiplier

   (b)   APS and MPS

   (c)   Marshall's Equation

   (d)   Autonomous and Induced Investment

   (e)   MEC

   (f)   Value of Money

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[3974]-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) What is Marketing ? Explain qualities and functions of Marketing Manager.   **[16]**

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

Q.3) What is Price Mix ? Explain importance and factors influencing Price Mix.   **[16]**

Q.4) What are the objectives of Marketing Research ? Explain various Sources of Collecting Data for Marketing Research.   **[16]**

Q.5) Explain Essentials of Market Segmentation. Discuss its benefits to the Marketing Organisation and Customers.   **[16]**

Q.6) Define Marketing Research. Explain Marketing Research Procedure. **[16]**

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

   (a)   Marketing Information System

   (b)   Rural Marketing

   (c)   Tele-marketing

   (d)   Limitations of Advertising

   (e)   Sales Promotion

   (f)   Concentrated Marketing

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Total No. of Questions : 5]   [Total No. of Printed Pages : 6

[3974]-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 :   **[20]**

  (a) Distinguish between Inclusive and Exclusive Method of Classification.

  (b) What do you mean by Central Tendency ? Describe the median as a Measure of Central Tendency.

  (c) Represent the following Frequency Distribution by Frequency Polygon :

Turnover (in 00,000 Rs.)	Number of Firms
50 – 100	03
100 – 150	11
150 – 200	15
200 – 250	20
250 – 300	22
300 – 350	04

(d) A firm manufactures two products P_1 and P_2 on which the profits earned per unit are Rs. 3 and 4 respectively. Each product is processed on two machines M_1 and M_2. Product P_1 requires one minute of processing time on machine M_1 and two minutes on M_2, while P_2 requires one minute on M_1 and one minute on M_2. Machine M_1 is available for not more than 7 hours 30 minutes while machine M_2 is available for 10 hours during any working day. Formulate this as linear programming problem so as to maximize the total profit.

Q.2) (A) (a) The following frequency distribution relates to the over-time of workers in a factory :

Over-time	4-8	8-12	12-16	16-20	20-24	24-28
No. of Workers	7	15	28	33	38	29

Find the average over-time of workers using Median and Mode. **[07]**

(b) The management of hotel has employed 5 cooks and 10 waiters. The monthly salaries of a cook and a waiter are Rs. 5,000 and Rs. 4,500 respectively. Find the mean salary of the employees together. **[03]**

OR

(A) (a) Mr. Patel has taken insurance policy with following details :

Sum assured : 50,000

Policy : Endowment with Profit

Term : 20 years

Mode : Yearly

Date of Commencement of Policy : 10-07-2000

Due Date of last premium paid : 10-07-2006

Surrender Value Factor : 26.48%

Find the Surrender Value as on 01-07-2007. Also find the loan available at 90% of Surrender Value. **[06]**

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

Origins ↓	Destinations				Supply ↓
	D_1	D_2	D_3	D_4	
O_1	6	5	8	5	30
O_2	5	11	9	7	40
O_3	8	9	7	13	50
Demand	35	28	32	25	120

(B) Describe Systematic Sampling. Give real-life situation where systematic sampling can be used. **[05]**

Q.3) (A) Following is a frequency distribution of life of two brands of truck tyres :

Life (in 1000 km)	Brand A	Brand B
10-16	14	06
16-22	38	32
22-28	55	48
28-34	80	72
34-40	63	92

(i) Which brand of tyre gives more life on an average ? Justify.

(ii) Which brand of tyre is more consistent with respect to its life ? Justify. **[10]**

OR

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

Maximize : $Z = 40X_1 + 50X_2$

Subject to :

$$2X_1 + 6X_2 \leq 36$$
$$5X_1 + 3X_2 \leq 30$$
$$8X_1 + 2X_2 \leq 40$$
$$X_1, X_2 \geq 0$$

(b) If two equations of regression lines are found to be $10X - 4Y = 80$ and $9X - 10Y = 40$.

Find :

(i) Means of X and Y

(ii) Correlation Coefficient between X and Y. **[04]**

(B) What is Correlation ? Describe Positive and Negative Correlation with one illustration each. **[05]**

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

Factory ↓	Warehouse				Supply ↓
	W_1	W_2	W_3	W_4	
A	2	3	11	7	6
B	1	0	6	1	1
C	5	8	15	9	10
Demand	7	5	3	2	17

(b) Compute (i) Range (ii) Coefficient of Range (iii) Quarile Deviation for the following data : **[05]**

105 29 19 109 26 40 111 21 105 77 73 108 66 95 25

OR

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

Car No.	1	2	3	4	5	6	7	8
X	54	38	33	43	29	32	30	37
Y	118	96	71	65	82	83	76	89

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

(ii) Estimate Maintenance Cost for a car having 46,000 km. running. **[10]**

(B) What do you mean by Linear Programming Problem (LPP) ? Express the General Linear Programming Problem Mathematically. **[05]**

Q.5) (A) (a) The prices (in Rs.) of the shares of a company over last 10 weeks were as follows :

232 235 229 232 240 260 251 243 238 218

Find average price of share using :

(i) mean

(ii) median

(iii) mode **[05]**

(b) Determine an initial basic feasible solution to the following Transportation Problem using Matrix Minimum Method : **[05]**

Origin ↓	Destinations					Supply ↓
	D_1	D_2	D_3	D_4	D_5	
O_1	2	11	10	3	7	4
O_2	3	4	7	2	1	8
O_3	3	9	4	8	13	9
Demand	3	3	4	5	6	21

OR

(A) (a) Following data relates to the capacity of production of electricity : (in Crores of Kilowatt)

Year	Thermal	Hydro	Atomic	Total
2001	4300	3400	300	8000
2002	5000	3600	400	9000
2003	5100	4700	200	10000

Represent the above data by sub-divided bar diagram. **[05]**

(b) Attempt **each** of the following : **[05]**

   (i) Give real-life situation where stratified sampling can be used.

   (ii) What do you mean by 'Balanced Transportation Problem' ?

   (iii) Let X - 3Y = 7 be a regression line of Y on X. Find regression coefficient of Y on X.

   (iv) If regression coefficient of Y on X and X on Y is 0.8 and 0.45 respectively. Find the Correlation Coefficient between X and Y.

   (v) Define the term 'Attribute'.

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

   (a) Bonus

   (b) Maturity Claims and Death Claims

[3974]-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 Component of Central Processing Unit in detail.

　　(b)　What do you mean by an Input Device ? Explain any two of them.

　　(c)　Explain difference between Intranet and Extranet.

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

　　(a)　What is E-R diagram ? Explain types of Relationships.

　　(b)　What do you mean by Secondary Storage ? Explain working Principle of Hard Disk.

　　(c)　Explain in detail various Fact Finding Techniques.

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

　　(a)　What is Normalisation ? Explain its rules.

　　(b)　What is Operating System ? Explain its types and services provided by an Operating System.

　　(c)　What is Topology of Computer Networking ? Explain any one of them along with its advantages and disadvantages.

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

(a) Explain the following SQL Statement along with its syntax and example :

(i) CREATE

(ii) SELECT

(b) What is Computer Virus ? Explain its types and how can we protect our system against Computer Virus.

(c) What is the difference between Primary Memory and Secondary Memory ?

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

(a) What is Batch File ? Write steps to create a Batch File.

(b) Explain Micro Computers and Mini Computers.

(c) Explain Client - Server Architecture. Discuss its advantages and disadvantages.

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[3974]-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 the term Globalisation ? Explain Positive and Negative Impacts of Globalisation.

OR

Q.1) What care should be taken in Chemical Procurement, Distribution and Storage ?

Q.2) Explain Concept of Carbon Credits. What are the arguments against Carbon Credits ?

OR

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

Q.3) Explain in detail the role of Marketing in Sustainable Development.

OR

Q.3) What is Business Ethics ? How does it differ from Environmental Ethics ?

Q.4) Describe role of Corporate Sector in reducing Green-house Gases. Give examples.

OR

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

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

    (a)   Special Economic Zones

    (b)   Electronic Waste

    (c)   Kyoto Protocol

    (d)   Industrial Ecology

    (e)   Environmental Marketing

    (f)   Objectives of W.T.O.

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[3974]-302

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

PRODUCTION AND OPERATION 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 the rough sketch of Material Layout of a Manufacturing Process of your choice.   **[16]**

OR

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

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

OR

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

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

OR

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

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

OR

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

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

(a) SIMO Chart

(b) Master Production Schedule

(c) 'Ventilation' in any Manufacturing Set-up

(d) Quality Circles

(e) Globalisation and Indian Car Market

(f) Work and Rest Cycles

_____

[3974]-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) Explain nature and scope of International Economics with its meaning and definition. **[15]**

OR

Q.1) Explain in detail Heckscher - Ohlin Theorem with its shortcomings. **[15]**

Q.2) Distinguish between Inter-regional Trade and International Trade. **[15]**

OR

Q.2) Write in detail Ricardo's Theory of Comparative Cost. **[15]**

Q.3) Explain Concept of Protection Policy with its merits and demerits. **[15]**

OR

Q.3) How Trade can work as an 'Engine of Growth' ? **[15]**

Q.4) What do you mean by 'Gains from Trade' ? Explain in detail. **[15]**

OR

Q.4) Write in detail structure, objectives and functions of WTO. **[15]**

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

    (a)   Absolute Cost Advantage

    (b)   Reciprocal Demand

    (c)   Types of Tariffs

    (d)   Income Terms of Trade

    (e)   Functions of IMF

    (f)   Free Trade

———————

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

[3974]-304

B. B. M. (I.B.) (Semester - III) Examination - 2011
INTERNATIONAL MARKETING
(New 2008 Course)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    *(1) Solve **any four** questions from question numbers 1 to 6.*

    *(2) Question number **7** is compulsory.*

Q.1) Explain concept, scope and objectives of International Marketing. **[15]**

Q.2) Explain Forces of International Marketing Channels. **[15]**

Q.3) Which Documents are necessary for Exports ? Explain in detail. **[15]**

Q.4) Explain International Market Segments and Rules for Successful Exporting. **[15]**

Q.5) Explain in detail the factors which are influencing International Pricing Decisions. **[15]**

Q.6) Which Documents are necessary to be submitted to Bank for purchase under L/C (Loan Clearance) ? **[15]**

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

    (a)   Recent Export Policies and Procedure

    (b)   Excise Clearance

    (c)   Export Credit Limit

    (d)   Registration of Exporters

    (e)   Export License

    (f)   Uniform Pricing Vs. Market Pricing

[3974]-305

B. F. T. (I.B.) (Semester - III) Examination - 2011
MANAGEMENT ACCOUNTING
(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instruction :

All questions are compulsory and carry equal marks.

Q.1) What do you mean by Management Accounting ? How is it useful to the Management in performing its functions more effectively and efficiently ?

OR

Q.1) What is 'Analysis and Interpretation' of Financial Statements ? Explain various methods of such Analysis.

Q.2) The following are the Balance Sheets of BBS Limited as on 31st March, 2009 and 31st March, 2010 :

Liabilities	31-03-09	31-03-10	Assets	31-03-09	31-03-10
Equity Share Capital	5,00,000	5,00,000	Building	5,00,000	4,70,000
General Reserve	3,00,000	3,50,000	Machinery	3,00,000	5,00,000
Profit and Loss A/c.	2,50,000	3,00,000	Furniture	1,50,000	1,10,000
14% Debentures	4,50,000	2,50,000	Bills Receivables	1,20,000	80,000
Mortgaged Loan	50,000	1,00,000	Stock	3,60,000	3,00,000
Bills Payable	80,000	1,20,000	Debtors	2,50,000	3,00,000
Creditors	2,05,000	1,70,000	Cash	1,80,000	1,20,000
Bank Overdraft	65,000	1,10,000	Preliminary Expenses	40,000	20,000
	19,00,000	19,00,000		19,00,000	19,00,000

Total Sales during the year ended on 31st March, 2009 were amounting to Rs. 20,00,000 which were increased by 25% in the next year. You are required to calculate minimum three ratios to judge liquidity and efficiency in operating activities of the company. Write your comment as to the liquidity and operating efficiency of the company.

Q.3) What do you mean by 'Fund Flow Statement' ? Explain its significance in analysis and interpretation of Financial Statements.

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

Q.3) SUPERCOST Limited has provided you the following information of product MX produced and sold during the year 2009-2010 :

Number of Units sold   20,000

Sales Price   Rs. 120

Currently the Cost of Production is 75% of the sales price and consists of raw material, labour and overheads in the ratio of 3 : 2 : 1. 60% of the overheads are fixed.

You are required to find out :

(a) Profit Volume Ratio, Break-even Point, Margin Safety and the profit at the current level of sales.

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

    (i) Total Sales are increased by 10%,

    (ii) Total Fixed Cost is decreaed by 10% and Variable Cost is increased by 10% ?

Q.4) Define the terms 'Budget' and 'Budgetary Control'. Explain various preliminary steps to be taken to implement the Budgetary Control System.

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

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

• Expected sales level 30,000 units @ Rs. 150 per unit.

• Cost of the product consists of Raw Material Rs. 60, Labour Cost Rs. 40 and Overheads Rs. 20.

- Raw Material and Finished Goods will stay in stock for 20 days and 10 days respectively.

- The material will remain in process for 30 days for which Labour Cost and Overheads should be considered at 60% completion stage.

- 60% of the purchases are made with two months credit while the remaining are made on cash basis. Goods are sold with one and half month credit.

- Labourers are paid on every 7th day of the next month.

- Overheads are paid with one month time lag.

- Add 10% of your computation for the contigencies.

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

(a) Limitations of Management Accounting

(b) Factors affecting requirement of Working Capital

(c) Fixed and Flexible Budget

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[3974]-306

B. B. M. (I.B.) (Semester - III) Examination - 2011
E-COMMERCE
(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 Authentication ?

    (b)   What is Hacking ?

    (c)   What is Electronic Payment System ?

    (d)   What is Web Promotion ?

    (e)   What is Encryption ?

    (f)   What are the Domain Names ?

    (g)   What is Internet ?

    (h)   What is Threats ?

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

    (a)   Explain various Applications of EDI.

    (b)   Explain different Planning for Electronic Commerce.

    (c)   Explain E-cycle of Internet Marketing.

    (d)   Explain Evolution of Internet.

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

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

   (a)   What is E-commerce ? Explain main activities of E-commerce.

   (b)   Explain with example what are Shopping Bots.

   (c)   Explain Working of Firewall in detail.

   (d)   What is Virus ? How does it spread ?

   (e)   Which are the methods that help in the growth of Online Traffic and Revenue ?

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

   (a)   Explain Measuring Cost Objectives of Electronic Commerce.

   (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)   Differentiate between Extranet and Intranet.

   (e)   Explain any four reasons for building our own Website.

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

   (a)   Value Exchange System

   (b)   Credit Card System

   (c)   w.w.w.

   (d)   Internet Business

   (e)   Cryptography

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B.B.M. (IB) (Semester – V) Examination, 2011

GERMAN (2008 Pattern)

Time : 3 Hours   Max. Marks : 80

Frage I. Übersetzen Sie ins Englische.   **10**

A. Das ist **Markus Bernstein**. Herr Bernstein ist 42 Jahre alt. Er wohnt mit seiner Familie in Kronberg. In 30 Minuten ist er am Airport in Frankfurt. Er ist Pilot bei der Lufthansa. Herr Bernstein mag seinen Job. Er fliegt einen Airbus A 320. Heute fliegt er von Frankfurt nach Madrid, von Madrid nach Frankfurt und dann Frankfurt-Budapest und zurück. Er spricht Englisch und Spanisch.

B. **Andrea Fiedler** ist seit 1999 bei Siemens in München. Vorher war sie drei Jahre für Siemens Medical Dept. in Singapur. Sie ist Elektronikingenieurin, Spezialität: Medizintechnologie. Sie spricht Englisch, Französisch und ein bisschen Chinesisch. Sie wohnt in Erding bei München. Sie mag die Alpen. Ski fahren ist ihr Hobby - und ihr BMW!

Frage II. Beantworten Sie die Fragen. (nur 5)   **5**

1. Wie alt sind Sie?
2. Wo ist der Eiffelturm?
3. Was ist Ihre Mutter von Beruf?
4. Wie viele Zimmer hat Ihre Wohnung?
5. Um wie viel Uhr stehen Sie auf?
6. Wann haben Sie Deutschunterricht?

Frage III. Wortschatz

A. Schreiben Sie die Zahlen ins Worte. (nur 5)   **5**

   15,   8,   270,   33,   941,   6

B. Ergänzen Sie Vokale. (nur 5)   **5**

   1. Kl - ss -
   2. Z - - t
   3. Fr - g -
   4. M - -
   5. Spr -ch- e
   6. K - nd - r

C. Was passt nicht? (nur 5)   5

1. Wohnzimmer, Garten, Schlafzimmer, Küche
2. Foto, Kamera, Album, Cd- Player
3. Bücher, Internet, E-Mail, Surfen
4. mein, dein, sein, ich
5. Sekretärin, Studentin, Arzt, Lehrerin,
6. Bleistift, Kuli, Heft, Füller

D. Ordnen Sie zu.   5

1. Warst du schon mal in Bremen?   a. Ja, eine Tochter.
2. Woher kommst du?   b. Ja, im Kurs A 1.
3. Ist das ein Wörterbuch?   c. Nein, ich war in Berlin.
4. Haben Sie Kinder?   d. Aus Japan.
5. Sind Sie im Deutschkurs?   e. Das hier? Ach Nein.

Frage IV. Grammatik

A. Ergänzen Sie das Verb. (nur 5)   5

(heißen , finden , trinken, sprechen , kommen , sein)
1. _____ wir einen Kaffee?
2. Wie _____ 'book' auf Deutsch?
3. Heidi Klum _____ aus Bergisch Gladbach.
4. _____ du auch Japanisch?
5. Die Küche _____ wirklich schön.
6. Ich _____ meine Tasche nicht.

B. Bilden Sie Fragen. (nur 5)   5

1. Sie wohnt jetzt in Portugal.
2. Regina Werner.
3. 9885057288
4. Berlin liegt in Deutschland.
5. Es ist 5.00 Uhr.
6. Das ist eine Tafel.

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

1. Ist das _____ Radio?
2. Haben Sie _____ Kuli?
3. _____ große Wohnung kostet viel.
4. Wann beginnt heute _____ Konzert von „Pur"?
5. _____ Tee hier schmeckt gut!
6. Wo ist _____ Auto von Peter?

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

1. Jan, ist das _____ Heft?
2. Das ist Kirsten und das ist _____ neues Auto.
3. Wir lernen hier deutsch. Das ist _____ Lehrer.
4. Sara arbeitet bei einer italienischen Firma. _____ Büro ist weit weg.
5. Herr Baumer, Was ist _____ Frau von Beruf?
6. Ich wohne nicht hier. _____ Wohnung liegt an der Schillerstraße.

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

1. _____ ihr gestern im Konzert?
2. _____ du schon mal in Singapur?
3. Gestern _____ wir keinen Unterricht.Der Lehrer _____ krank.
4. Am letzten Montag _____ ich einen Termin mit Herrn Kunz.
5. Wo _____ Sie gestern Abend, Frau Degens?

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

z B. Sabine Roth --------------- Das ist Sabine Roth.

1. 22 Jahre   -----------------------
2. Aus England -----------------------
3. in München   -----------------------
4. Studentin   -----------------------
5. gern Tennis spielen -----------------------

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

An: arifin@gronline.de

Von: flori_d@demail.de

Betrifft: Was ist eine Wohngemeinschaft?

Hallo Arifin,

Vielen Dank für deine E-Mail. Wie geht's denn so? Ich finde dieses E-Mail-Projekt super! Dein Deutschkurs am Goethe-Institut ist sicher interessant. Du schreibst, du hast Probleme mit dem Akkusativ. Hoffentlich macht Deutsch auch Spaß ☺

Also, hier ist meine Antwort auf deine Frage: „Was ist eine Wohngemeinschaft?" Das ist eine Wohnform in Deutschland. Viele Studenten finden das gut. Sie haben zusammen eine 2-5-Zimmer-Wohnung. Das ist nicht so teuer. Die Zimmer können unterschiedlich groß sein.

Ich lebe hier auch in einer Wohngemeinschaft. Die Wohnungen in Köln sind sehr teuer. Ich wohne mit drei anderen Studenten zusammen. Sie sind meine Freunde. Jeder hat ein Zimmer. Mein Zimmer ist klein, aber es hat einen Balkon. Das Wohnzimmer ist für alle. Es ist groß und es gibt Sessel, ein Sofa, einen Wohnzimmertisch und einen Fernseher. Die Küche ist nicht so groß, aber das ist kein Problem. Viele Studenten essen nicht zu Hause. Morgens ist es immer chaotisch. Alle möchten schnell ins Badezimmer!

Gibt es in Jakarta auch Wohngemeinschaften? Wie leben die Studenten?

Komm doch mal nach Deutschland! Du kannst hier schlafen.

Viele Grüße

dein Florian.

Frage I. Ergänzen Sie die richtigen Wörter. 5

1. _____ schreibt diese E-Mail.
2. Arifin macht einen _____ in Jakarta.
3. Florian lebt in einer _____ in Köln.
4. Die _____ in Florians Wohnung ist nicht so groß.
5. Arifin hat Probleme mit dem _____

Frage II. Richtig oder Falsch? 5
1. Florian lernt Deutsch.
2. Florian hat ein Zimmer mit Balkon.
3. Mit dem Badezimmer gibt es keine Probleme.
4. In Deutschland kann Arifin bei Florian schlafen.
5. Eine Wohngemeinschaft ist nicht billig.

_____

B.B.M. (IB) (Semester – I) Examination, 2011
112 : COMMUNICATION SKILLS AND PERSONALITY DEVELOPMENT
(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.*

1. What is Personality Development ? What are the determinants of personality ?
   Explain.   **15**

                              OR

1. Define communication. Explain the Process of communication in details.   **15**

2. Explain the importance and format of Business letter. Write a Sales letter to
   promote the sales of Laptops.   **15**

                              OR

2. Explain the concept of Goal Setting. Explain the concept of SMART Goals in
   details.   **15**

3. Define attitude. Explain in details the factors affecting attitude.   **15**

                              OR

3. Define Good Manners and Etiquette. State and explain the basics of Good Manners
   and Etiquette.   **15**

4. Define Leadership. Explain the qualities of a successful leader.   **15**

                              OR

4. What do you mean by failure ? Describe the causes of Failure.   **15**

5. Write short notes on **any four** :   **20**
   a) Decision making and its importance
   b) Positive and Negative Self Esteem
   c) Internal and external motivation
   d) Importance of communication
   e) Team work
   f) Assertiveness.

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| | | | | | | | | | | | | | | | | | | | | | | | | **[3974] – 33**

B.F.T. (Semester – III) Examination, 2011
BASICS OF COMPUTERS – II
(Old Course)

Time : 3 Hours   Max. Marks : 80

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

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

   a) Explain the term system with suitable example and all its elements. **10**

   b) Describe Feasility study with its types. **10**

   c) Explain the Prototyping model. **10**

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

   a) Write a note on RDBMS. **10**

   b) Define : **10**
       i) Primary key
      ii) Relationship
     iii) Entity
      iv) Super key
       v) Strong entity set

   c) Consider the following customer table and solve SQL querries : **10**

   Cust-id, Cust-name, Cust-adrs, Cust-city, Cust-state, Order-id, Order-date,
   Order-amount

      i) Insert five records in the customer table

     ii) List the customers who belongs to Maharashtra state, order by city

    iii) Display all the customers who placed the order in between 01/01/2011 to
         31/01/2011.

     iv) Change the cityname from Mumbai to Pune whose cust-id is 'C001'

      v) Describe the structure of table.

P.T.O.

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

a) Differentiate between LAN and WAN. **10**

b) Describe any four types of topology. **10**

c) Explain client servex model. **10**

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

a) Describe various uses of internet. **10**

b) Explain the term Normalisation. **10**

c) 'Aakashganga' is an agency for flat booking and it has number of builders and agents who are jointly working. A customer can get a flat for residential or commercial purpose. If customer is approached through an agent, the agency gives commission to the agent. Agent shows various flats and sites within various location.
Construct E-R diagram for above case. **10**

_____

B.B.M. (I.B.) (Semester – IV) Examination, 2011
INTERNATIONAL AGRICULTURAL BUSINESS
(New) (2008 Pattern)

Time : 3 Hours   Total Marks : 80

Instructions: 1) Question no. **1** is **compulsory**.
2) Solve **any four** questions from the remaining six.
3) Figures to the **right** indicate **full** marks.

1. Write short notes on **any four** of the following: **(20)**

   1) Agricultural Financing.

   2) Environmental advantage to Indian agro products.

   3) Factors affecting demand of agro products.

   4) Key challenges to sugar industry.

   5) Problems in agricultural marketing.

   6) Scope of International Agri Business.

2. Explain Licensing. Discuss licensing in Global Food Industry.   **(15)**

3. What are the various steps taken by the Government to overcome Institutional
   constraints to International Agri Business ?   **(15)**

4. Write a detail note on various agricultural marketing functions.   **(15)**

5. Enumerate the role of State Trading Corporation in importing cereals and oils in
   the light of EXIM Policy (2006-07).   **(15)**

6. Write a detailed note on Dairy industry.   **(15)**

7. Discuss in detail Agricultural Marketing Process.   **(15)**

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B.B.M. (IB) (Semester – VI) Examination, 2011
INTERNATIONAL BUSINESS LAWS
(2008 Pattern)

Time : 3 Hours   Total Marks : 80

> **N.B. :** 1) *Question **1** and **7** is **compulsory**. Solve **any 3** question from* **remaining**.
>
>   2) *Figures to right indicate full mark.*

1. What is International Law ? Explain the evolution of international economic law with ref. to UN's role in its development. **20**

                         OR

1. "International institutions play an important role in the international market." Explain the statement with an emphasis on important international institutions. **20**

2. Explain in detail the Transnational corporations under the international economic law. **15**

3. Explain in detail the unification of law of international sale of goods. **15**

4. Explain the provisions of Foreign Trade (Regulation and Development) Act, 1992. **15**

5. What is State jurisdiction ? Explain the various types of jurisdiction. **15**

6. "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 exporters. **15**

7. Write Short Notes **(any 3)** : **15**
    1) Nature of Business Laws.
    2) IMF.
    3) UNCITRAL model law on E-commerce.
    4) WTO Dispute redressal system.
    5) UNDP.

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T.Y. B.B.M. (IB)(Semester – VI) Examination, 2011
FRENCH (2008 Pattern)

Time: 3 Hours   Max. Marks: 80

All questions are compulsory.
Use of dictionary is not allowed.

Q.1. Complétez un des dialogues suivants: (10)

A. Annette Hofman et Claude Garcia sont en ville. Ils font des achats. Ils interrogent une passante.

Annette : Pardon, madame. Pouvez-vous nous dire où nous trouverons des magasins pour faire des achats?
Passante: _____.
Annette: Eh bien, du vin de la region, des cassettes, des parfums, des vêtements…
Passante: _____.
Annette :Et pour les vins et les parfums?
Passante: _____.
Annette: Des vins de la region.
Passante : _____.
Annette : Merci bien, madame.
Passante: _____.

B.Gérard part en voyage d'affaires aux Etats-Unis.Il va à la banque pour changer des euros en dollars. Il commande des chèques de voyage et aussi des espèces.

Gérard · _____.
L'employé: Voulez-vous des espèces ou des chèques de voyage?
Gérard : _____.
L'employé:Vous avez une pièce d'identité?
Gérard : _____.
L'employé: Combien d'euros voulez-vous changer?
Gérard : _____.
L'employé :Oui, bien sûr! Voilà, passez à la caisse, s'il vous plait.
Gérard : _____.

Q.2. Grammaire et vocabulaire

A. Mettez au pluriel: (4)
1. Je cherche un chemisier.
2. Le client a montré son passeport.

B. Donnez le féminin du mot souligné: (2)
1. Bonjour, <u>monsieur</u>. Vos papiers, s'il vous plait.
2. Je prends du café <u>noir</u>.

C. Donnez le contraire du mot souligné: (2)
1. Vous <u>venez</u> en vacances.
2. Dix minutes <u>maximum</u>.

D. Complétez avec du, de la, des, de l'… (2)
1. Claire cherche _____ disques.
2. M. Leclerc, le propriétaire _____ restaurant fait la cuisine.

E. Complétez avec au, à la, aux, à l'… (2)
1. On achète la glace _____ vanille.
2. Vous pouvez retirer de l'argent _____ distributeurs automatiques.

F. Complétez avec des adjectives dmonstratifs: (2)
1. De nombreuses agencies proposent _____ voitures.
2. Elle prendra _____ chemisier.

G. Complétez avec des adjectifs possessifs: (2)
1. Claire et Paul rentrent à _____ hotels.
2. Est-ce que vous finissez _____ travail à l'heure?

H. Choisissez la forme correcte du verbe: (3)
1. Prenez/prends votre temps.
2. Voulez/voulons- vous remplir cette fiche?
3. On demandera/demanderont une caution.

I. Mettez les verbes entre parenthèses au temps donné: (3)
1. Elle (aller – passé compose) à la banque.
2. Ils (essuyer-présent) le pare-brise.
3. Les agences immobilières (devoir- futur) montrer plusieurs appartements.

J. Trouvez l'object direct: (3)
1. Je peux essayer cette jupe?
2. Nous prenons ce menu.
3. Voilà votre table

K. Complétez le texte suivant avec les mots donnés ci-dessous: (2)
(tourisme, droite, aller, première)

Pour _____ rue St.Jean? Bon, vous continuez _____, jusqu'à l'office du _____.Vous tournez à _____ et puis vous prenez la _____ rue à gauche. Ça, c'est la rue St.Jean.

L. Dites vrai ou faux: (3)
1. Pour acheter une raquette de tennis, on va à la section "Sports et Loisirs" dans la supermarché.
2. Pour louer une voiture, il faut avoir 18 ans, en France.
3. Le normal, le super et le sans plomb, ce sont des types d'essence.

M. Écrivez en mots: (2)
1.) 340
2.) 500

N. Quelle heure est-il? (3)
1.) 12 p.m.
2.) 6 a.m.
3.) 8 p.m.

Q.3. A. Répondez aux questions (3 au choix) (6)
1. Qu'est-ce que c'est la SNCF?
2. Dans quelle agence va-t-on pour louer une maison?
3. Quelles sont les activités des chambers de commerce? Nommez-en deux.
4. Quels sont les documents nécessaires pour aller dans un pays étranger?

B. Reliez les deux colonnes: (4)

A.	B.
1. La boulangerie.	a. Allez tout droit.
2. Changer	b. Pour acheter du pain.
3. La carte Diners Club.	c. Le pneu.
4. La place Monge?	d. Une carte de credit.

Q.4. Écrivez en forme de paragraphe; (5)

Voici l'appartement de Paul.
-un petit appartement – premier étage – parking au sous-sol – bâtiment moderne – quartier calme – salon – cuisine – une chambre – salle de bains – telephone, lit, canapé, television, réfrigérateur – balcon – 500 € par mois – charges comprises.

Q.5. A. Traduisez (5)

Quatre amis sont allés au restaurant. Martine a pris du café une tarte aux pommes. Nicole a pris un thé et un croissant. Jean-Luc a bu un jus d'orange. Il n'a pas pris de gateau. Bernard a aussi pris du café et une tarte aux cerises. Ils ont payé 25€ .

B. Traduisez (5 au choix) (5)
1. I would like to reserve a room.
2. Elsa is on a business trip.
3. Yes, of course.
4. Here is my driving licence.
5. Just after the staircase.
6. Your papers, please.

Q.6. Compréhension

Marianne est en voyage d'affaires en France. Elle a un rendez-vous à Paris. Elle est à l'aéroport et elle passe à la douane.

Le douanier : Bonjour. Votre passeport, s'il vous plaît.
Marianne : Voilà !
Le douanier; Vous venez en vacances?
Marianne : Non, c'est un voyage d'affaires.
Le douanier: Vous n'avez rien à declarer?
Marianne: Non, rien du tout.
Le douanier: Je dois fouiller vos bagages.
Marianne: C'est pas vrai. Ça va prendre longtemps?
Le douanier: Non, Deux minutes seulement.

A. Répondez aux questions suivantes: (4)
1. Pourquoi Marianne va-t-elle en France?
2. Où est-elle?

B. Dites vrai ou faux: (3)
1. Marianne passe la douane.
2. Elle a rendez-vous à Angers.
3. Le douanier fouille ses bagages

C. Donnez le contraire : Non. (1)

D. Donnez l'infinitif: venez, avez (2)

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T.Y. B.B.M. (IB)(Semester – VI) Examination, 2011
GERMAN (2008 Pattern)

Time: 3 Hours   Max. Marks: 80

Q 1) Übersetzen Sie ins Englische!   **10**

Wie ist das Wetter? Diese Frage hört man in Deutschland sehr oft. Das Wetter ist nicht immer gleich. Darum ist es ein beliebtes Gesprächsthema. Viele Freizeitaktivitäten hängen vom Wetter ab. Hurra, es schneit, der Schnee ist super! Das sagen die Wintersportler. Im Sommer bei einer Grillparty ist immer die Frage : Ist es sonnig oder bewölkt? Hoffentlich regnet es nicht! In Deutschland sitzen die Leute gern in der Sonne, in Parks und Straßencafés oder auf dem Balkon. In Südeuropa geht man lieber ins Haus. Die Sonne ist dort zu heiß. Schönes Wetter heißt in Deutschland Sonne und wenig Regen. Aber in Nordafrika ist der Regen sehr wichtig. In Deutschland ist es im Herbst oft kalt und windig. In Norwegen ist der Winter sehr lang und es ist schon am Nachmittag dunkel. Dort feiern die Menschen den Sommer. Und wie ist gutes Wetter in Ihrem Land?

Q 2) Beantworten Sie FÜNF der folgenden Fragen!   **10**

1. Welche Kleider tragen Sie gern?
2. Schreiben Sie zwei Tipps für eine gesunde Ernährung!
3. Wo kann man frische Kirschen kaufen?
4. Was haben Sie in den Ferien gemacht?
5. Wie finden Sie die Stadt Pune?
6. Nennen Sie vier Berufe!
7. Nennen Sie vier Körperteile!

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

Erkan Zaimoglu,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."

Cora Clausen,72,aus Schwäbisch Hall arbeitet nicht mehr. Letztes Jahr sind sie und ihr Mann im Urlaub auf Mallorca gewesen. Sie sind viel gewandert und haben oft in Restaurants gegessen. Cora hat Postkarten an alle Freundinnen geschrieben. Aber es war sehr heiß und laut. Das hat sie nicht gut gefunden. Sie und ihr Mann sind dieses Jahr zu Hause geblieben. Sie haben im Garten

gearbeitet und oft in der Sonne gelegen. „Das war billig und hat Spaß gemacht. Wir sind spät aufgestanden und haben uns gut erholt."

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

A. Wer ist das? Schreiben Sie den richtigen Namen! 4
1. _____sucht einen Job.
2. _____hat im Moment nicht viel Geld.
3. _____ hat nicht viel Zeit.
4. _____ ist lieber zu Hause als im Ausland.

B. Richtig oder falsch? 4

1. Claudine hat im Sommer im Garten gearbeitet.
2. Erkan muss beruflich viel reisen.
3. Cora ist letztes Jahr nach Röblingen gefahren.
4. Erkan hat in der Sonne auf dem Balkon gesessen und viel gelesen.

C. Suchen Sie VIER Partizip II Formen aus dem Text ! 2

Q 4) Wortschatz

A. Ergänzen sie das richtige Wort! (nur fünf) 5

1. Zum _____ gibt es in Deutschland Kaffee oder Tee, Brot oder Brötchen, Butter, Marmelade, Käse und Wurst.
2. Mein Zahn tut weh. Ich gehe zum ____.
3. Klaus Stephan repariert Autos in der Audi-Werkstatt, er ist _____ von Beruf.
4. Ich möchte Schauspieler werden. Das ist mein _____.
5. Heute ist Olgas Temperatur 38, 4 ° Celsius. Sie hat _____.
6. Unsere _____ ist sehr klein, sie hat nur zwei Zimmer.

B . Welches Verb passt am besten? (nur fünf) 5

1. eine Reise
2. ein Schloss
3. mit der S-Bahn
4. einen Termin
5. ein Protokoll
6. am Strand

Q 5) Grammatik:

A. Ergänzen Sie das Modalverb. (nur 5)   5

1. Ein Trainer _____ immer fit sein.
2. Auf der Visitenkarte _____ du meine E-Mail Adresse finden.
3. Madhuri Dixit? Ach! Ich _____ einmal mit ihr sprechen!
4. Kinder, _____ ihr Auto fahren?
   Nein, Wir sind noch nicht 18.
5. Hallo Herr Schwarz, _____ Sie mein neues Haus sehen?
6. Der Arzt sagt immer: Wir _____ viel Sport machen.

B. Was sagen die Leute? Schreiben Sie die Sätze im Imperativ.(nur 5)   5

1. viel Milch trinken (ihr)
2. das Auto reparieren (Sie)
3. ein Wörterbuch kaufen (du)
4. immer pünktlich kommen (ihr)
5. nicht so laut sprechen (du)
6. zum Arzt gehen (Sie)

C. Ergänzen Sie das Personalpronomen. (nur 5)   5

1. Hast _____ einen Laptop?
2. Mein Freund ist krank. Ich besuche _____ am Sonntag.
3. Das T-Shirt ist sehr schön. Ich kaufe _____.
4. Wie findest du meine neue Jeans? Ich habe _____ letzte Woche gekauft.
5. Seit einem Jahr lerne _____ hier Deutsch.
6. Radha, Ruf _____ am Morgen an. Dann bin ich bestimmt zu Hause.

D. Ergänzen Sie das Perfekt. (nur 5)   5
(sehen, besichtigen, machen, fotografieren, lernen, ankommen)

1. Im Sommer _____ wir eine Radtour _____.
2. Der Zug _____ pünktlich _____.
3. _____ du das Tadsch Mahal _____?
4. Die Touristen _____ in Mumbai viel _____.
5. Was _____ ihr in Berlin _____?
6. Gestern _____ ich zwei Stunden für das Examen _____.

E. Ergänzen Sie die Präpositionen. (nur 5) 5

   1. Die Touristen gehen _____ das Museum hinein.

   2. Entschuldigung, wie komme ich ____ Fernsehturm?

   3. Das Handy liegt _____ dem Tisch.

   4. _____ 9.30 haben wir Deutschunterricht.

   5. Das Bild hängt _____ der Wand.

   6. Kinder laufen gern _____ den Park.

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

   1. Brigitte und _____ Sohn sind jetzt in London.

   2. Ahmed, ich brauche morgen _____ Hilfe.

   3. Herr Müller, Was machen _____ Kinder?

   4. Wie war _____ Reise nach Berlin, Markus und Peter?

   5. Wir haben jetzt ein neues Auto. _____ Auto ist schwarz.

   6. Ich und _____ Schwester Leena sind 20 Jahre alt.

G. Ergänzen Sie die Adjektivendungen. (nur 5) 5

   1. Wie gefällt dir die grün _____ Jacke?

   2. Ich finde den grau _____ Anzug altmodisch.

   3. Sie trägt modisch ____ Tops gern.

   4. Ein alt _____ Mann wohnt in diesem großen Haus.

   5. Ein klein _____ Kind trinkt immer nur Milch.

   6. Kauf bitte einen frisch _____ Salat für mich.

H. Bilden Sie Sätze! (nur fünf) 5

   1. haben – jetzt – Zeit – du?

   2. wollen- besuchen – ihr – den Dom – heute?

   3. lesen – Petra – gern – Bücher

   4. Picknick – am Sonntag – wir – ein – machen

   5. anrufen – Freundin – er – seine

   6. gern – fahren – Kinder - Rad

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

[3974]-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) Costs Associated with Distribution

  (b) Distribution Channels for Consumer Goods

  (c) Carrying and Forwarding Agents

  (d) Material Handling Equipments

  (e) Third Party Logistics Service Provider

  (f) New Trends in Retailing

Q.2) Discuss Modes of Transportations along with their advantages and limitations. **[15]**

Q.3) Explain in detail Concept of Channel Strategy. **[15]**

Q.4) Describe Seven Powers of Motivation for Channel Partners. **[15]**

Q.5) What are the different criteria used in Selection of Distributor ? **[15]**

Q.6) What are the various Parameters used to evaluate Channel Members ? **[15]**

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[3974]-402

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

FOREIGN EXCHANGE OPERATIONS

(New 2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

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

        (3) All question carry equal marks.

Q.1) Explain in brief following concept :　　　　　　　　　**[8x2=16]**

    (a)　Currency Future

    (b)　Partial Convertibility of Currency

    (c)　Balance of Trade

    (d)　Mate Receipt

    (e)　Air Way Bill

    (f)　Forward in Foreign Exchange

    (g)　Spread

    (h)　Bid and Ask Rate

Q.2) (A)　Explain various Components of Balance of Payment.　　**[08]**

    (B)　What do you mean by 'Letter of Credit' ? Explain various parties to Letter of Credit.　　**[08]**

Q.3) (A)　Explain various reasons for Disequilibrium in Balance of Payment. **[08]**

    (B)　State various Documents used for Import and Export Transactions. **[08]**

Q.4) State various INCO Terms used in Import - Export Transactions. **[16]**

Q.5) In respect of Foreign Exchange explain : **[16]**

    (a)   Direct Quotation

    (b)   Indirect Quotation

    (c)   Direct Intervention by RBI

Q.6) What do you mean by Exchange Control ? State various Exchange Control Methods used by RBI. **[16]**

————————

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

[3974]-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) Solve **any four** from the remaining.*

Q.1) (A) Explain : Services as Fastest Growing Sector of World Trade. **[10]**

    (B) What are the various Principles of WTO ? **[10]**

Q.2) Explain various characteristics of Services in detail. **[15]**

Q.3) What is the importance of Foreign Direct Investment in Service Sector in India ? **[15]**

Q.4) Explain growth of IT and ITES in India with examples. **[15]**

Q.5) State and explain Liberalisation of Service Sector in detail. **[15]**

Q.6) Write short notes : **(Any Three)** **[15]**

    (a) Service Guarantee

    (b) Pricing Issues in Indian Service Sector

    (c) Importance of Copyrights in Film Industry

    (d) Globalisation of Services

[3974]-405

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

BUSINESS TAXATION

(New 2008 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

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

(3) All questions carry equal marks.

(4) Answer should be as per provision of A.Y. 2011-12 with reference to P. Y. 2010-11.

Q.1) Explain briefly meanings of the following : **(Any Eight)**　　[16]

    (1)　Advance Income Tax

    (2)　Index Cost of Acquisition

    (3)　Belated Return

    (4)　'Vocation' in terms of Business and Profession

    (5)　Interest during Pre-construction Period

    (6)　N.R.I. u/s. 6 of I.T. Act

    (7)　De-merger

    (8)　Direct Tax

    (9)　Clubbing of Income

    (10)　Income Tax Slabs for P.Y. 2010-11

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

    (a)   Capital Expenditure Vs. Revenue Expenditure

    (b)   Capital Receipt Vs. Revenue Receipt

    (c)   Exemption Vs. Deduction of Tax

Q.3) Mr. Ravi Kumar has disclosed following details of his Property Income for Previous Year 2010-11. Calculate Taxable House Property Income for A. Y. 2011-12 : [16]

Municipal Valuation	Rs. 1,80,000
Fair Rental Value	Rs. 1,85,000
Standard Rent	Rs. 1,75,000

The house remained vacant for 2 months. Rs. 13,000 could not be recovered from the tenant. Municipal Taxes Rs. 8,000 paid by tenant of the property. Interest on Loan Rs. 1,52,300 (out of which 50% unpaid) paid by owner.

OR

Q.3) (A)   Define the term Capital Asset. [03]

    (B)   Illustrate 5 examples of expenses deducted even they are not related to current previous year or even not paid in the previous year but paid before submission of Income Tax Return for this current year. [10]

    (C)   What is the meaning or 'Artificial Judicial Person' as given in the definition of the World Person ? [03]

Q.4) From the following particulars of Miss Ketaki in respect of her Salary Income, calculate Income Taxable under the head Salary for A. Y. 2011-12 :

		Rs.
(1)	Net Salary credited to her Salary A/c. in Bank of India, Pune	1,40,500
(2)	Tax deducted at source by the company	6,500
(3)	Profession Tax paid	2,500

		Rs.
(4)	P. F. Contribution by herself	6,000
(5)	Employer's Contribution to Statutory Provident Fund @ 15%	21,600
(6)	Interest credited to E.P.F. A/c. @ 10%	12,000
(7)	Academic Research Allowance for Training to Miss Ketaki	10,000
(8)	Actual Expenditure on Academic Research paid by her	7,500
(9)	H.R.A. Received Rs. 2,500 p.m. (Rent paid by her Rs. 1,750 p.m.). Home situated at Kolhapur.	–
(10)	Hospital Bill for treatment of her step mother Rs. 18,000 paid by her, reimbursed by employer in full	18,000
(11)	Her Employer has given to her a Gift Cheque of Rs. 12,000 on her birthday.	12,000
(12)	Children Education Allowance Rs. 600 p.m. per child (her two brother studying abroad)	
(13)	She received Rs. 48,000 from LIC on Maturity of LIC Policy. She has paid total premium of Rs. 34,000 on the said policy.	
(14)	She has received Allowance for Holiday Trip to Nepal Rs. 1,800 p.m.	
(15)	Performance Bonus received Rs. 6,000	

Compete Net Taxable Salary Income. **[16]**

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

    (a)   Agricultural Income

    (b)   Taxation of Gratuity Income

    (c)   Expenses specifically disallowded while computing Income from Business and Profession.

    (d)   Deduction as per Chapter 6-A of Income Tax Act

    (e)   Residual head of Income

Q.6) Answer the following : **(Any Two)** [16]

    (a)   "Tax Liability of a person depends upon his residence and stay during previous year." Examine the validity of this sentence.

    (b)   Give at least 10 examples of Institute whose Income is exempt from Taxation as per Sec. 10 of Income Tax Act, 1961.

    (c)   Explain meaning of Short Term and Long Term in Capital Gain and its taxation for A.Y. 2011-12.

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

[3974]-41

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

INTERNATIONAL RELATIONS

(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

    (1) All questions are compulsory.

    (2) All questions carry equal marks.

Q.1) Take an overview of Indo-Pak Relations since independence.

OR

Q.1) "Indo-China Relations have never been stable." Discuss above statement with relevant illustrations.

Q.2) Discuss Indo-Sri Lanka Relations with special reference to LTTE. Is there a change in the relations after the death of Prabhakaran ?

OR

Q.2) Examine causes and consequences of World War-II (1939–1945).

Q.3) Define Nationalism. Enumerate various factors that promote Nationalism.

OR

Q.3) Take an overview of Indo-US relations since 1950 to the present day.

Q.4) "WTO has bought about fundamental changes in the World Trade, but to the disadvantage of the developing countries." Discuss this statement giving relevant examples.

OR

Q.4) "The NIEO is a recurrent demand of the LDCs in order to better their own conditions." Examine above statement in the light of the demands of NIEO.

[3974]-41   1   P.T.O.

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

    (a)   Consequences of World War-I

    (b)   European Union

    (c)   OPEC

    (d)   Internationalism

    (e)   Indo-Nepal Relations

    (f)   India and the Middle East

_____

[3974]-42

B. F. T. (Semester - IV) Examination - 2011
INTERNATIONAL MARKETING
(Old 2004 Pattern)

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

Instructions :

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

> *(2) All questions carry equal marks.*

Q.1) Define International Marketing. Who are the participants in International Marketing ?

Q.2) What are the various Distribution Policies of International Marketing ?

Q.3) What is Marketing Research ? Elaborate on the various uses of International Marketing Research.

Q.4) Explain significance of Trade Fairs and Exhibitions in Global Business.

Q.5) Discuss various problems faced in International Marketing along with suitable examples.

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

    (a)   MNC

    (b)   Global Brand

    (c)   GATT

    (d)   E-commerce

    (e)   Planning for Marketing Mix

    (f)   Market Entry Strategy

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

[3974]-43

B. F. T. (Semester - IV) Examination - 2011
STUDY OF TRADED PRODUCTS
(Old 2004 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

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

Q.1) (A)　Give an overview of Indian Tractor Industry and its Major Manufacturers.　**[10]**

　　　　(B)　Write a detailed note on the Indian Agriculture Industry.　**[10]**

Q.2) Give an overview of Pharmaceutical Industy in India.　**[15]**

Q.3) Give an overview of Rubber Industry in India.　**[15]**

Q.4) Discuss various Motorcycle Segments and the Consumer Profiles matching those Segments.　**[15]**

Q.5) Write in detail about Channels of Distribution of Cement, Dairy Products and Leather Industry.　**[15]**

Q.6) Write a detailed note on Tea and Coffee Industry in India.　**[15]**

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

[3974]-44

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

INTERNATIONAL FINANCIAL MANAGEMENT

(Old 2004 Pattern)

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

Instructions :

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

     (2) All questions carry equal marks.

Q.1) Explain Euro Currency Market. Why this market exist ? State various Segments of Euro Currency Market.

Q.2) State objectives and functions of :

     (a)   Asian Development Bank

     (b)   International Monetary Fund

Q.3) Define Letter of Credit. State various Parties to Letter of Credit. Explain meaning of Fixed and Revolving Letter of Credit.

Q.4) Write notes :

     (a)   Economic Risk

     (b)   Fixed Rate of Exchange

Q.5) Explain various provisions given in FERA as applicable to International Trade.

Q.6) State various ways and means by which Debts in International Market are settled ?

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

[3974]-45

B. F. T. (Semester - IV) Examination - 2011
ELEMENTS OF INDUSTRIAL ENGINEERING
(Old 2004 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

　　　　*(1) Solve **any four** questions from Q. 1 to Q. 6.*
　　　　(2) Q. 7 is compulsory.
　　　　(3) Figures to the right indicate full marks.

Q.1) Assess contributions of Scientific Management to the development of Management Thought. How did Taylor propose to modify functioning of foreman ? **[15]**

Q.2) Explain Concept of 'Work Study' with its nature and scope. **[15]**

Q.3) What do you understand by Method Study ? Elaborate principle of Motion Economy. **[15]**

Q.4) Define the term Erogonomics. Explain various factors that affect Erogonomics. **[15]**

Q.5) Discuss connection between Plant Layout and Material Handling. Explain principles of Plant Layout. **[15]**

Q.6) "Industrial Safety is of utmost importance." Do you agree ? Justify. **[15]**

Q.7) Write short notes : **(Any Four)** **[20]**
　　(a)　Value Analysis
　　(b)　Time Study
　　(c)　Travel Chart
　　(d)　Improvement in Productivity
　　(e)　Questioning Techniques
　　(f)　Rest Cycles
　　(g)　Activity Sampling

[3974]-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) Define Ethics. Explain different types of Ethics.   **[15]**

OR

Q.1) Discuss how Ten Commandments are relevant to Business Organisations ?   **[15]**

Q.2) What is Corporate Responsibility and the actions that facilitate it ?   **[15]**

OR

Q.2) Describe Advertising in Modern Business and the role of Government in Ethics relating to Advertisement.   **[15]**

Q.3) Explain Ethics relating to Environment Protection.   **[15]**

OR

Q.3) Discuss Role of Business Ethics in Building a Good Society.   **[15]**

Q.4) Explain importance of Ethics in Business. Give suitable example.   **[15]**

OR

Q.4) Discuss Developing Ethics in the Global Economy. Explain some Global Ethical Issues.   **[15]**

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

    (a)   Duty or Denotological Theories

    (b)   Professional Ethical Codes

    (c)   Ethical Guidelines for Trade

    (d)   Morality and the Social Audit

    (e)   Deceptive Business Development Practices

    (f)   Evolution of Liability Laws

    (g)   Marketing Ethics

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[3974]-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) When consent in a contract is said to be free ? Explain in brief the flaws vitiating free consent.　　**[15]**

OR

Q.1) Discuss in brief various Modes of Discharge of Contract.　　**[15]**

Q.2) Define 'Condition' in a Contract of Sale. What are the different implied condition in Sale ?　　**[15]**

OR

Q.2) State and explain the Rules for 'Delivery of Goods' contained in the Sale of Goods Act, 1930.　　**[15]**

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

OR

Q.3) State and explain the ways in which a firm is dissolved.　　**[15]**

Q.4) How a Complaint is Filed under CPA, 1986 and how it is dealt with by District (Consumer) Forum ? State relevant procedures.　　**[15]**

OR

Q.4) Define 'Trade Mark'. Discuss chief characteristics and kinds of Trade Marks.　　**[15]**

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

  (a)   Recognition of E-contracts

  (b)   Damages in Breach of Contract

  (c)   Unpaid Seller's Lien

  (d)   Definition of 'Consumer'

  (e)   Liability of a partner towards third party

  (f)   Non-patentable Inventions

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[3974]-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 evolution, organisation, objectives and functions of WTO.

OR

Q.1) Examine Role of World Bank and IMF as Institutions of International Economic Co-operation.

Q.2) Discuss SAARC as a Regional Economic Integration Exercise.

OR

Q.2) Examine European Union as an example of Regional Economic Integration.

Q.3) Discus Social Structure of India with special reference to Caste.

OR

Q.3) Define 'Culture' and discuss the Impact of Culture on Work Place and International Trade.

Q.4) What is meant by Dumping ? Explain various types of Dumping and enumerate the effects of Dumping on an Economy.

OR

Q.4) Define Intellectual Property Rights and discuss various types of Intellectual Property Rights under TRIPS.

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

    (a)   GATS

    (b)   NAFTA

    (c)   Quotas

    (d)   TRIMS

    (e)   Class in Indian Society

    (f)   Subsidies

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

[3974]-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) Attempt **any five** questions.*
>
> *(2) All questions carry equal marks.*

Q.1) Define Letter of Credit. Explain Liability of Issuing Bank in LC Transactions. Explain various parties to LC.

Q.2) "Commercial Banks play very vital role in development of International Trade in the Country." - Examine the validity of this statement.

Q.3) Explain various types of Deposits Account opened by Foreigners and Non-Resident Indians in India and state salient features of the same.

Q.4) State various Financial Assistance given to the Exporter by the Commercial Banks under Post-shipment Category of Financing.

Q.5) Explain objectives, role and achievements of IMF, BIS, ADBS in International Trade Development and Growth.

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

   (a)   Currency Swap

   (b)   Forward Contracts

   (c)   Bills Discounting

[3974]-505

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

BUSINESS REPORTING AND ANALYSIS

(New 2008 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

(1) Question No. 1 is compulsory.

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

(3) All questions carry equal marks.

Q.1) Explain the following concept : **(Any Four)**

(a)   Business Reporting

(b)   Business Analysis

(c)   Company Analysis

(d)   Primary Data

(e)   Secondary Data

Q.2) (A)   Explain scope and importance of Business Reporting.

(B)   Define Sector Analysis. State its Correlation with Business Analysis.

Q.3) (A)   Explain Procedure of Analysis of Internal and External Environment of Business.

(B)   Describe various tools and techniques of Business Analysis.

Q.4) (A)   What do you mean by Market Research ? How the Market Research Report is prepared ?

(B)   Explain various factors of Macro Economic Analysis that do affect Prospects of Business.

Q.5) (A) Explain various factors that do affect Business Reporting.

(B) Explain with suitable example the meaning of Inter-company Analysis.

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

(a) Sources of Data for Business Reporting

(b) Intra-company Analysis

(c) BCG Matrix

(d) Components of Economic Analysis

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[3974]-51

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

ECONOMICS ANALYSIS FOR BUSINESS DECISIONS

(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

     (1) All questions are compulsory.

     (2) Figures to the right indicate full marks.

Q.1) Define the term MNC. Explain challenges faced by the MNC when they go abroad. **[15]**

OR

Q.1) What is International Pricing ? Critically examine a case of Negotiated Pricing. **[15]**

Q.2) State meaning of 'Investment Multiplier'. Discuss factors that retard the working of Multiplier by giving suitable examples. **[15]**

OR

Q.2) Give meaning of Dumping and explain Process of Dumping. State Pre-conditions for Successful Dumping. **[15]**

Q.3) Describe Project Risk Analysis by taking suitable Project Case that you studied in your course. **[15]**

OR

Q.3) What is Project Planning ? Discuss various steps involved in Planning of a Project. **[15]**

Q.4) Critically evaluate the following Project Criterions : **[15]**

    (a)   Discounted Cash Flow

    (b)   Internal Rate of Return

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

Q.4) When and how Break-even Pricing Method is adopted by a Firm ? State suitability of this method over Cost-based Pricing. **[15]**

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

    (a)   Role of MNC Manager

    (b)   Foreign Trade Multiplier

    (c)   Mark-up Pricing

    (d)   Anti-dumping Policy

    (e)   Decisions under Risk and Uncertainty

    (f)   Exporter's Cost

[3974]-52

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

INTERNATIONAL PROJECT MANAGEMENT

(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

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

(a) Project Team

(b) Emergence of MNCs

(c) Service Contracts

(d) Complexity of Global Projects

(e) Project Appraisal

(f) Turnkey Contracts

Q.2) Explain meaning of the term 'Project Management'. Write in detail about its need in modern day context.   [15]

Q.3) Define Project. Write in detail Research and Development need in Project Management.   [15]

Q.4) Explain Concept of 'PERT'. How it is useful in carrying out Global Projects ? **[15]**

Q.5) What is Risk Management ? Explain in detail different types of Risks involved in Global Projects. **[15]**

Q.6) Explain Role of Political, Social and Cultural Environment involved in Global Projects. **[15]**

Q.7) Write in detail about any two types of Projects. **[15]**

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

[3974]-53

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

INTERNATIONAL BUSINESS LAWS

(Old 2004 Pattern)

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) What do you know about Business Law ? State its Concept, Scope and Nature in brief.

OR

Q.1) Define the term 'Contract' under Indian Contract Act, 1872. Explain Essentials of a Valid Contract.

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

Q.3) Compare and discuss features of Trade Mark and Copyrights as Intellectual Properties.

Q.4) What do you mean by W.T.O. ? Explain in brief basic principles of W.T.O. Trading System.

Q.5) Explain 'UNICETRAL' Conciliation Rules. State Procedure of Settlement of Disputes in International Commercial Region and Agencies.

Q.6) Explain in detail International Environmental Standards affecting International Trade.

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

    (a)   Objectives of Foreign Trade Act

    (b)   Advantages of Patent to Inventors

    (c)   Objectives of I.T. Act.

    (d)   Functions of W.T.O.

    (e)   Void Contract

    (f)   I.L.O.

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[3974]-54

B. F. T. (Semester - V) Examination - 2011
INTEGRATED LOGISTICS MANAGEMENT
(Old 2004 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

　　　　　(2)　Figures to the right indicate full marks.

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

　　　(B)　Give meaning and importance of Integrated Logistics.　**[08]**

OR

Q.1) (A)　What are the different aspects of Logistics Information ?　**[07]**

　　　(B)　Explain various elements of Logistical Systems.　**[08]**

Q.2) What are the factors that should be considered for Evaluating Performance of Logistical Systems.　**[15]**

OR

Q.2) What is the meaning of Physical Distribution ? State different Strategies used in Distribution.　**[15]**

Q.3) State meaning of Logistical Planning. Give steps involved in Logistical Planning.　**[15]**

OR

Q.3) Explain advantages and disadvantages of the Automated Material Handling System (AMHS). What are the pros and cons while using AMHS ?　**[15]**

Q.4) Define Channel Management. Elaborate various aspects of Channel Management. **[15]**

OR

Q.4) Explain essential qualities of a Successful Logistics Manager. **[15]**

Q.5) Write short notes : **(Any Four)** **[15]**

    (a)   Vendor Rating

    (b)   Third Party Logistics

    (c)   Significance of Logistics for Corporate

    (d)   Role of IT in Warehousing

    (e)   Retailing Structures

    (f)   Total Costs involved in Logistics

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

[3974]-55

B. F. T. (Semester - V) Examination - 2011
IMPORT AND EXPORT PROCEDURE
(Old 2004 Pattern)

Time : 3 Hours]　　　　　　　　　　[Max. Marks : 60

Instructions :

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

　　　(2) All questions carry equal marks.

Q.1) Write detailed procedure for Registration under Central Excise for Export of Goods. Also state GSP Rules of Origin.

Q.2) Explain various Shipping Documents usually used in Exportation of Goods.

Q.3) Explain Marine Insurance. State various provisions applicable for Export in Margin Insurance of Goods and Services.

Q.4) State various benefits given to Exporter by the Government under Direct and Indirect Laws in India.

Q.5) What do you mean by Duty Draw Back ? State provisions under DEPB Schemes aand DFRC Schemes.

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

　　(a)　Deemed Export

　　(b)　Mate Receipt

　　(c)　E.C.G.C. Services benefits to Exporters

[3974]-56

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

IT FOR WORLD TRADE

(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

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

    (a)   Intranet

    (b)   E-mail

    (c)   Cyber Banking

    (d)   ISP

    (e)   IP Address

    (f)   Digital Firm

    (g)   E-Commerce

    (h)   Video Conferencing

    (i)   Virtual Trade

    (j)   Electronic Fund Transfer

Q.2) Answer **any two** of the following :   **[16]**

    (a)   Explain Internet Business Model in detail.

    (b)   Explain in detail On-line Services Stock Trading.

    (c)   Explain various Information Retrieval Services provided by the Internet.

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

    (a)   Explain GIS and its benefits.

    (b)   Explain various terms in using Internet.

    (c)   Explain Portals, its features and types.

Q.4) Answer **any two** of the following : [16]

    (a)   Explain in detail different On-line Advertising Methods.

    (b)   Explain Internet and Generic Trade Cycle.

    (c)   Explain Data Interchange in Inter-organisational System

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

    (a)   Types of Organisational System

    (b)   On-line Auction

    (c)   E-business and Internet

    (d)   Accessing the Internet

    (e)   Search Engines

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[3974]-601

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

IMPORT - EXPORT PROCEDURE

(New 2008 Pattern)

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

Instructions :

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

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

        (3) All questions carry equal marks.

Q.1) Explain the following concepts : **(Any Four)**   **[4x4=16]**

    (a)   Airway Bill

    (b)   Bill of Entry

    (c)   Mate Receipt

    (d)   Deemed Export

    (e)   UCDPC Rule

    (f)   GSP Rule of Origin

Q.2) (A) Define Letter of Credit. Explain various parties to Letter of Credit. **[08]**

     (B) State procedure of Off-line Registration for Import and Export. **[08]**

Q.3) (A) Explain provision of Margin Insurance and its need in Exportation of Goods. **[08]**

     (B) State what do you understood by Back to Back Letter of Credit and Revolving Letter of Credit. **[08]**

Q.4) Explain with advantages and limitations various Modes of Transportation used in Import - Export Trade. **[16]**

Q.5) Explain various exemption, concession and duty drawbacks available in Indirect Tax Rules for Export of Goods and Services. **[16]**

Q.6) Write short notes : **(Any Two)** [8x2=16]

(a) Packing Requirement

(b) Multimodel Transport

(c) International Agencies in Import and Export

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[3974]-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 rest.*

　　(3)　Figures to the right indicate full marks.

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

　　(a)　Scope of an International Project

　　(b)　Cultural Framework of International Project

　　(c)　Diversity - Complexity Assessment

　　(d)　Managing Claims

　　(e)　Problems of Learning in International Project

　　(f)　Cultural Impact on Planning the International Project

Q.2) Explain Process of Scheduling of International Project.　　**[15]**

Q.3) Distinguish between a 'Standard Project' and an 'International Project'.　　　　　　　　　　　　　　　　　　**[15]**

Q.4) How the International Project Stakeholders can be successfully managed ?　　　　　　　　　　　　　　　　　　**[15]**

Q.5) Explain in detail various methods of Project Completion.　　**[15]**

Q.6) Explain in detail various tools and techniques for Monitoring International Project.　　　　　　　　　　　　　　　**[15]**

Q.7) Define Project Management. Write in detail characteristics of International Project.　　　　　　　　　　　　　　　**[15]**

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

[3974]-61

B. F. T. (Semester - VI) Examination - 2011
FOREIGN TRADE POLICIES OF INDIA
(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

(2) All questions carry equal marks.

Q.1) What is Current Account and Capital Accounts Convertibility ? State its impact on Foreign Trade Growth.

Q.2) What is the meaning of EXIM Policy ? State salient features of India's EXIM Policy since Globalisation.

Q.3) Do you feel that Globalisation has helped in boosting India's Foreign Trade in last 10 years ? If yes, substantiate your answer.

Q.4) What are various Direct and Indirect Methods adopted to remove Balance of Payment Disequilibrium ?

Q.5) Write detailed note :

"India's Foreign Trade Policy since independence uptil Globalisation."

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

(a)   Role of RBI on Implementation of Provisions of FEMA

(b)   Causes of Imbalance in BOP

(c)   Export Promotion Schemes by Government of India

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

[3974]-62

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

WORLD TRADE IN SERVICES SECTOR

(Old 2004 Pattern)

Time : 3 Hours]　　　　　　　　　　　　　　[Max. Marks : 80

Instructions :

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

　　(2) All questions carry equal marks.

Q.1) Define 'Services'. State its characteristics and importance in Modern Context.

Q.2) State importance of Customer Relationship Management in Corporate Context. How the Customer Satisfaction is measured ?

Q.3) What do you mean by Services Marketing ? State various Classification of Services.

Q.4) State various challenges faced by Indian Businessmen since Globalisation in respect of World Trade Services. Discuss how you would advice to face such challenges.

Q.5) (A)　State objectives and scope of W.T.O. in Services Sector.

　　(B)　Write detailed note on 'Classification of Services' as per CPC System.

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

　　(a)　Settlement of Disputes and Enforcement

　　(b)　MFN under GATS

　　(c)　Negotiations in Insurance Business

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

[3974]-63

B. F. T. (Semester - VI) Examination - 2011
BUSINESS POLICY AND STRATEGIC MANAGEMENT
(Old 2004 Pattern)

Time : 3 Hours]   [Max. Marks : 80

Instructions :

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

     (2) All questions carry equal marks.

Q.1) Define Corporate Planning ? State its importance in the Context of Globalisation.

Q.2) Define the term 'Strategic Management'. State its benefits and different types of Strategies.

Q.3) Define 'Business Policy'. State its importance. Also explain historical perspective for Strategic Management.

Q.4) Explain :

    (a)   Management of Change

    (b)   Reason for Management Change not acceptable by the Corporates

    (c)   Organisational Change

Q.5) Explain Concept of SWOT Analysis. How it is applicable to Corporate Organisation after Globalisation.

Q.6) Describe various steps involve in Strategic Planning. How the planned strategy is implemented ?

Q.7) How far Business Policy and Strategic Management is applicable to functional areas like Marketing and Finance ?

[3974]-63/1

[3974]-64

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

E-COMMERCE

(Old 2004 Pattern)

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) Explain Smart Card.

    (b) What is E-commerce ? Explain advantages of E-commerce.

    (c) What is B2C Commerce ? Explain in detail, Process of E-shopping.

Q.2) Attempt **any two** :   [2x8=16]

    (a) What is Electronic Store Front ? Explain.

    (b) What is advertising and marketing in E-commerce ? Explain.

    (c) Explain Secure Socket Layer with diagram.

Q.3) Attempt **any two** :   [2x8=16]

    (a) What are On-line Services of E-banking ?

    (b) What is Information Technology ? Explain.

    (c) What is E-cash ? Explain steps of E-cash.

Q.4) Attempt **any two** :   **[2x8=16]**

    (a)   What is Encryption and Decryption ? How it works using Public Key and Private Key ?

    (b)   What are the advantages and disadvantages of B2B ?

    (c)   What is Business Strategy in E-commerce ?

Q.5) Write short notes : **(Any Two)**   **[2x8=16]**

    (a)   Applications of E-commerce

    (b)   Benefits of EDI

    (c)   Firewall

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B.B.M. (IB) (Semester – VI) Examination, 2011
STUDY OF GLOBAL ECONOMICS
(2008 Pattern)

Time : 3 Hours   Max. Marks : 80

Instructions *: a) Q.7 is **compulsory**.*
*b) Answer **any four** from Q.1 to Q.6.*

1. What do you mean by Globalization ? Explain the drivers of globalization.   **15**

2. Which are the emerging markets in the world ? Discuss India as an emerging market.   **15**

3. What is organized and unorganized labor market ? Explain the strategies required for International Organized Labor Management.   **15**

4. Elaborate on the concept of Commodity Crisis. What are the strategies to face the challenges of commodity crisis ?   **15**

5. Explain in detail nature of global financial market and give role of IMF in the same.   **15**

6. Critically analyze economic and business environment conditions in India and Europe.   **15**

7. Write short note on (**any four**) :   **(5×4=20)**

   A) World Bank

   B) Changing World Order

   C) Poverty Aid

   D) Mobilization of talent for global development

   E) Financial turmoil.

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