

SOMAIYA

VIDYAVIHAR UNIVERSITY

Dr. Shantilal K. Somaiya School of Commerce and Business Studies

QUESTION PAPERS

BRANCH: Bachelor of Business Administration (Hons.)	SEM: V
	OCT-2022

Sr. No.	Subject	Available
1.	Direct Tax	
2.	131U07E50 – Sales & Distribution Management	
3.	131U07N501 – Finance 4.0	
4.	131U07K501 – French	
5.	131U07C501 – Logistics & SCM (A)	
6.	131U07C501 – Logistics & SCM (B)	
7.	131U07C501 – Logistics & SCM (C)	
8.	131U07C501 – Logistics & SCM (D)	
9.	131U07C502 – Entrepreneurship Management & Business Planning	
10.	131U07C502 – Entrepreneurship Management & Business Planning	
11.	131U07N502 – Event Management	
12.	131U07K502 – Enrichment Course: German	
13.	131U07E505 – HRA & Auditing	
14.	131U07E506 – Performance Management & Career Planning(A)	
15.	131U07E506 – Performance Management & Career Planning (B)	

LIBRARY





Question No.		Max. Marks																	
Q.1. (A)	1. Mr. Peter Parker, an American citizen, staying in Mumbai leaves Mumbai on 16 th July, 2021 for joining an American firm as an employee. He was in India since 1 st January 2004 till he left for U.S.A. on 16 th July 2021 for the purpose of employment. Determine his residential status.	08																	
	2. Mr. Shivansh, an Indian citizen, furnishes the following particulars of income earned during the previous year relevant to assessment year 2022-23: <div><div></div><table><tr><td></td><td>Rs.</td></tr><tr><td>1. Professional fees received in India</td><td>22,000</td></tr><tr><td>2. Income earned in India but received in Rome</td><td>24,000</td></tr><tr><td>3. Dividend on shares of Indian companies:</td><td></td></tr><tr><td> a. Received in India</td><td>12,000</td></tr><tr><td> b. Received abroad</td><td>8,000</td></tr><tr><td>4. Salary earned and received in Paris</td><td>28,000</td></tr><tr><td>5. Income from agriculture in Nepal</td><td>30,000</td></tr><tr><td>6. Income from business in U.K controlled from India</td><td>32,000</td></tr></table></div>		Rs.	1. Professional fees received in India	22,000	2. Income earned in India but received in Rome	24,000	3. Dividend on shares of Indian companies:		a. Received in India	12,000	b. Received abroad	8,000	4. Salary earned and received in Paris	28,000	5. Income from agriculture in Nepal	30,000	6. Income from business in U.K controlled from India	32,000
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	<p>Compute his total income for the assessment year 2022-23 assuming the residential status as:</p> <ol style="list-style-type: none">1. Resident and ordinarily resident;2. Resident but not ordinarily resident;3. Non-resident in India <p>OR</p>	
Q.1. (B)	<p>1. <u>Explain the following:</u></p> <ol style="list-style-type: none">a. Incomeb. Personc. Assessment yeard. Previous year <p>2. Make a list of any 7 incomes that are exempt from tax.</p>	08 <

	<p>Hospital Rs. 96,000</p> <p>Profession tax deducted from salary Rs. 5,000 per annum</p> <p>Other Information:</p> <p>Dividend received from Bank of India Rs. 20,000</p> <p>Interest received from Government Securities Rs. 30,000</p> <p>Royalty received Rs. 1,20,000</p> <p>He paid by cheque Mediclaim premium of Rs. 36,000 on health of himself, spouse and children. He had taken loan from SBI for higher education of his son who is pursuing MBA with Mumbai University. During the year 2021-22 he paid Rs. 1,20,000 as interest on this loan.</p> <p>Compute his taxable income for the Assessment year 2022-23.</p> <p style="text-align: center;">OR</p> <p>Mr. A sold the following properties during the previous year 2021-22.</p> <ol style="list-style-type: none"> 1. Residential house for Rs. 50,00,000 (Purchased during 2013-14 for Rs. 10,00,000). 2. 1,000 shares of DLF limited at Rs. 300 per share (Purchased during 2012-13 at Rs. 120 per share). 3. Gold jewellery for Rs. 12,00,000 (Purchased during 2006-07 for Rs. 3,00,000) 4. 100 shares of Tata Motors at Rs. 500 per share (Purchased on 21st May 2021 at Rs. 400 per share). 5. Rural agricultural land for Rs. 26,00,000 (Purchased during 2006-07 for Rs. 9,00,000) 	
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Q.2.
(B)

15



Relevant cost inflation indices are as follows:

Financial Year	Cost Inflation Index
2001-02	100
2006-07	122
2012-13	200
2013-14	220
2021-22	317

Q.3.
(A)

Mr. Virender, Proprietor of VS & co. furnishes you the following information for the year ended 31-03-2022.

15

Profit and Loss Account for the Year ended 31st March, 2022

Debit	Rs.	Credit	Rs.
To Salaries	8,80,000	By Gross Profit	25,16,000
To Rent	2,40,000	By Interest Accrued on N.S.C	24,000
To Printing Expenses	60,000	By Gift from Father	2,04,000
To Advertisement Expenses	20,000	By Winnings from Lottery	4,48,000
To Motor Car Expenses	3,20,000		
To Embezzlement by Employee	44,000		
To Staff Welfare Expenses	1,20,000		
To Purchase of N.S.C	2,00,000		
To Depreciation	1,00,000		

To Net Profit	11,60,000		
Total	31,92,000	Total	31,92,000

Additional Information

1. Depreciation as per Income Tax Rules Rs. 56,000
2. Staff welfare expenses include Rs. 20,000 for medical treatment of an employee.
3. Rent is paid for his residential house.
4. Advertisement expenses are incurred for an advertisement in the souvenir of a political party.

You are required to compute his total Taxable Income & tax liability for the Assessment year 2022-23.

OR

Mr. Sameer, Proprietor of S & Co. furnishes you the following information for the year ended 31-03-2022.

Profit and Loss Account for the Year ended 31st March, 2022

Debit	Rs.	Credit	Rs.
To Salaries	5,00,000	By Gross Profit	22,00,000
To Printing Expenses	50,000	By Rent received from let out house	1,00,000
To Depreciation	50,000		
To Office electricity	80,000		
To Sundry expenses	6,20,000		

Q.3.
(B)

15



	<table><tr><td>To Sundry expenses</td><td>6,20,000</td><td></td><td></td></tr><tr><td>To Net Profit</td><td>10,00,000</td><td></td><td></td></tr><tr><td>Total</td><td>23,00,000</td><td>Total</td><td>23,00,000</td></tr></table>	To Sundry expenses	6,20,000			To Net Profit	10,00,000			Total	23,00,000	Total	23,00,000	
To Sundry expenses	6,20,000													
To Net Profit	10,00,000													
Total	23,00,000	Total	23,00,000											
	<p>Additional Information</p> <p>1. Salaries include salary to self Rs.1,00,000.</p> <p>2. Depreciation as per Income tax rules amounted to Rs.40,000</p> <p>3. Sundry expenses include Rs.30,000 towards fines and penalties, Rs.10,000 paid for municipal tax of the let out house property and Rs.2,60,000 towards purchase of new projector and Air conditioners for office</p> <p>You are required to compute his total Taxable Income and Income tax liability for the Assessment year 2022-23.</p>													
Q.4. (A)	<p>True or False:</p> <p>1. Previous year can be of less than 12 months.</p> <p>2. If assessee makes cash purchases of Rs. 45,000, the entire amount will be disallowed.</p> <p>3. Any award received from employer is exempt from Tax.</p> <p>4. Dividend from Indian companies is exempt from tax.</p> <p>5. Any income earned in India is not taxable if the assess in non-resident.</p> <p>6. The payment for medical insurance premium under section 80D should be in cash.</p> <p>7. Personal & moveable property of the assessee is not a capital asset.</p> <p>8. Entertainment allowance is allowed as deduction under section 16, to only government employees.</p> <p>9. Net annual value of deemed to be let out property is always Nil.</p> <p>10. Only an Individual can be an assessee as per Income Tax rules</p>			10										

Q.4. (B)	<p>Match the following:</p> <table><tr><th>Column A</th><th>Column B</th></tr><tr><td>1. Salaries</td><td>a. Assessee with physical disability</td></tr><tr><td>2. 80 C</td><td>b. HRA</td></tr><tr><td>3. Advertisement</td><td>c. Maximum deduction of Rs.1,50,000</td></tr><tr><td>4. Gift from clients</td><td>d. Disallowable business expenditure</td></tr><tr><td>5. 80 U</td><td>e. Income from Profession</td></tr><tr><td></td><td>f. Allowable business expenditure</td></tr></table>	Column A	Column B	1. Salaries	a. Assessee with physical disability	2. 80 C	b. HRA	3. Advertisement	c. Maximum deduction of Rs.1,50,000	4. Gift from clients	d. Disallowable business expenditure	5. 80 U	e. Income from Profession		f. Allowable business expenditure	05
Column A	Column B															
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5. 80 U	e. Income from Profession															
	f. Allowable business expenditure															





SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (June 2022 to October 2022)
Examination: End Semester Examination October 2022 (UG Programmes)

Programme code:7		Class:		Semester: V	
Programme: BBA(HONS)		TY.BBA(HONS)			
Name of the Constituent College: S. K. SOMAIYA COLLEGE		Name of the Department BUSINESS STUDIES			
Course Code: 131U07E50		Name of the Course: SALES AND DISTRIBUTION MANAGEMENT			
Duration: 2 Hrs.		Maximum Marks: 60			
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary					

Question No.		Max. Mark s
Q.1	a) Explain the objectives of Physical Distribution b) Discuss the Internet as a medium for order processing and information OR a) Describe the recruitment and selection of sales force b) Briefly explain the selling process	7 8 7 8
Q.2	a) Explain the Goal Setting Theory and Job Design Theory of Sales Motivation b) Distinguish between Conflict and Competition OR a) Explain the AIDAS Theory b) Describe sales force compensation	10 5 10 5
Q.3A	a) Explain the Vertical Marketing System b) Discuss the Types of Retail formats available in India OR	7 8
Q.3B	Case study In 1999, Eureka Forbes Ltd. (Eureka Forbes), the leading vacuum cleaner and water/air purifier equipment company, announced a major policy change that came as a surprise to the Indian corporate world. The company, regarded as the pioneer of direct marketing in India, was planning to focus more on the retailing business in the future. Commenting on this decision, S Goklaney, Managing Director, Eureka Forbes, said, "Direct sales permits us to exploit only the top end of the market." This move was in accordance with the company's plans to increase the visibility of its products. The company planned to make its products available in retail outlets through its dealer network, spread across 2,600 dealers. With this move, Eureka Forbes also planned to increase the sales revenue generated by the retail division. Eureka Forbes Senior Vice-President, Sales, and Marketing, Palekar, explained, "While the dealer channel contributes 10% to the overall sales turnover of the company, the direct sales route contributes 75%. The same year, in another major departure from the business practices adopted since it began	



business in India, Eureka Forbes announced its decision to enter the bottled water market. The company wanted to position itself as a one-stop shop for products related to providing pure water. Industry watchers questioned this decision, observing that most manufacturers of bottled water were regional players and very few brands had an all-India presence. Parle's Bisleri mineral water brand, the only national level player at that point of time, was expected to pose stiff competition to Eureka Forbes.

- 1) Discuss the company's attempt to enter the bottled water business.
- 2) Explain the decision to increase the thrust on the retail business.

7
8

Q.4

I) Multiple Choice Questions

1) Physical distribution activities include order _____

- a) Cancellation
- b) Processing
- c) Rejection

2) High pressure sales tactics result in _____ selling.

- a) Ethical
- b) Unethical
- c) Illegal

3 _____ includes tools like discounts, coupons free samples etc.

- a) Public relations
- b) Sales promotion
- c) Supply

4) _____ consists of making the initial contact with prospects.

- a) Pre – approach
- b) Approach
- c) Prospecting

5) A _____ is the actual container, covering or wrapper to protect the product.

- a) Brand
- b) Package
- c) Label

10

6) What type of conflict usually exists when the manufacturer has established two or more channels that sell in the same market?

- a) Multi-channel conflict.
- b) Horizontal channel conflict.
- c) Vertical channel conflict

7) _____ is the process of seeking and attracting a pool of people from which qualified candidates for job vacancies can be selected.

- a) Selection.
- b) Recruitment
- c) Compensation.

8) Store security relates to _____

- a) Personal security
- b) Merchandise security.
- c) Both a & b.

9) All of the following are possible types of service that a retailer can offer except _____

- a) Self-service.
- b) Self-selection.
- c) Limited service.

10) What type of competitive structure are most retail firms involved in?

- a) Horizontal competition.
- b) Monopolistic competition.
- c) Vertical competition.

II) State True or False

- 1) Discounts motivate all customers.
- 2) Well – designed promotional strategies ensure short term gains
- 3) Customer objections are not welcome.
- 4) Accountability is not a component of sales management.
- 5) Contemporary channels are also called as traditional channels.





Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 07 Programme: BBA Hons	Class: TY	Semester: V
Name of the Constituent College: S K Somaiya College	Name of the Department: Dept. of Business Studies	
Course Code: 131U07N501	Name of the Course: Finance 4.0	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Figures to the right indicate maximum marks. 2)Draw neat diagrams 3)Assume suitable data if necessary 4) Attempt all questions		

Question No.		Max. Marks																																						
Q.1. A.	a) What is the present value of 4 years annuity at Rs 8,000 at 12% interest? b) What is Financial Management? Explain the Scope.	7 M 8 M																																						
	OR																																							
Q.1. B.	c) Explain in detail Incremental reasoning in pricing. d) From the Information given below prepare a Balance Sheet in a vertical form suitable for analysis.	7 M 8 M																																						
	<table><tr><th>Particulars</th><th>Amount</th></tr><tr><td>Current Account with Bank of India</td><td>50,000</td></tr><tr><td>Land and Building</td><td>8,00,000</td></tr><tr><td>Advance Payments</td><td>62,000</td></tr><tr><td>Stock</td><td>2,73,000</td></tr><tr><td>Creditors</td><td>4,06,000</td></tr><tr><td>Debtors</td><td>5,23,000</td></tr><tr><td>Bills Receivable</td><td>21,000</td></tr><tr><td>Plant and Machinery</td><td>5,44,000</td></tr><tr><td>12% Debentures</td><td>2,50,000</td></tr><tr><td>Loan from a Director</td><td>52,000</td></tr><tr><td>Equity Share Capital</td><td>10,00,000</td></tr><tr><td>Profit and Loss Account</td><td>2,17,000</td></tr><tr><td>Trade Investments</td><td>20,000</td></tr><tr><td>Proposed Dividend</td><td>86,000</td></tr><tr><td>Advance Tax</td><td>1,00,000</td></tr><tr><td>Provision for Taxation</td><td>2,64,000</td></tr><tr><td>Bills Payable</td><td>18,000</td></tr><tr><td>General Reserve</td><td>1,00,000</td></tr></table>	Particulars	Amount	Current Account with Bank of India	50,000	Land and Building	8,00,000	Advance Payments	62,000	Stock	2,73,000	Creditors	4,06,000	Debtors	5,23,000	Bills Receivable	21,000	Plant and Machinery	5,44,000	12% Debentures	2,50,000	Loan from a Director	52,000	Equity Share Capital	10,00,000	Profit and Loss Account	2,17,000	Trade Investments	20,000	Proposed Dividend	86,000	Advance Tax	1,00,000	Provision for Taxation	2,64,000	Bills Payable	18,000	General Reserve	1,00,000	
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Q.2.	<p>The Following particulars have been extracted in respect of Material "A". Prepare a stores ledger account showing the receipts and issues, pricing the materials issued on the basis of (a) weighted average (b) FIFO</p> <p>Receipts:-</p> <table><tr><td>1-10-2021</td><td>Opening stock</td><td>200 units at Rs 3.50 per unit</td></tr><tr><td>3-10-21</td><td>Purchased</td><td>300 units at Rs 4.00 per unit</td></tr><tr><td>13-10-21</td><td>Purchased</td><td>900 units at Rs 4.30 per unit</td></tr><tr><td>23-10-21</td><td>Purchased</td><td>600 units at Rs 3.80 per unit</td></tr><tr><td>5-10-21</td><td>Issued</td><td>400 units</td></tr><tr><td>15-10-21</td><td>Issued</td><td>600 units</td></tr><tr><td>25-10-21</td><td>Issued</td><td>400 units</td></tr><tr><td>26-10-21</td><td>Issued</td><td>200 units</td></tr></table>	1-10-2021	Opening stock	200 units at Rs 3.50 per unit	3-10-21	Purchased	300 units at Rs 4.00 per unit	13-10-21	Purchased	900 units at Rs 4.30 per unit	23-10-21	Purchased	600 units at Rs 3.80 per unit	5-10-21	Issued	400 units	15-10-21	Issued	600 units	25-10-21	Issued	400 units	26-10-21	Issued	200 units	15 M														
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	OR	
Q.2.	a) Write in detail about Penetration Pricing? b) A Company incurred a loss of Rs. 30,000 by selling 10,000 Units. Its variable cost per unit is Rs 8. Fixed cost amounted to Rs. 50,000. Prepare Marginal Cost Sheet and calculate: (a) Profit Volume Ratio. (b) BEP in Rupees and Nos. (c) Sales required to earn a profit of Rs. 42,000. (d) Profit when Company sells 18,000 units. (e) If selling price increases by 20%, what will be the new profit volume ratio and BEP?	7 M 8 M
Q.3.	The existing capital structure of XYZ Ltd. is as follows: Equity Shares of Rs. 100 each Rs 40,00,000 Retained Earnings Rs 10,00,000 7% Debentures Rs 25,00,000 9% Preference Shares Rs 25,00,000 Company earns a return on capital employed of 20% and the tax on income is 35%. Company wants to raise Rs. 50,00,000 for its expansion project for which it is considering following alternatives:- a) Issue of 40,000 equity shares at a premium of Rs. 25 per share. b) Issue of 10% preference shares c) Issue of 9% debentures It is expected that the return on capital employed would remain the same after expansion. Which alternative would you consider to be the best and why?	15 M
	OR	
Q.3.	a) Explain the role of RBI. b) Write in detail about online Banking?	7 M 8 M
Q.4.	State whether the following statements are TRUE or FALSE: 1. Fictitious assets are deducted while deriving the Net Worth 2. A finance manager has to judge the impact of his financial decisions. 3. Financial management and financial accounting are synonymous terms. 4. Capital budgeting deals with planning about sources and the proportion of funds required. 5. Financial management should aim at profit maximization. 6. Cash management ensures that there is no excess or shortage of cash. 7. Goodwill is reported as a first Item in the Assets side in the conventional form of the Balance Sheet 8. A balance sheet tallies because of the double entry system. 9. Authorized share capital is reported in the vertical form of a balance sheet prepared for analysis purposes. 10. The Manufacturing/production account is prepared by a manufacturing concern. 11. All current liabilities are quick liabilities. 12. Bills payable is shown under Quick Liabilities. 13. Sales-Cost of goods sold = Net profit. 14. Income tax refund due is Quick Current Assets. 15. Contingent liabilities do appear In the Balance Sheet.	15 M



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Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 07 Programme: BBA (Hons)	Class: TY	Semester: V
Name of the Constituent College: S.K.Somaiya	Name of the Department Business Studies	
Course Code: 131U07K501	Name of the Course: French	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Attempt all questions		

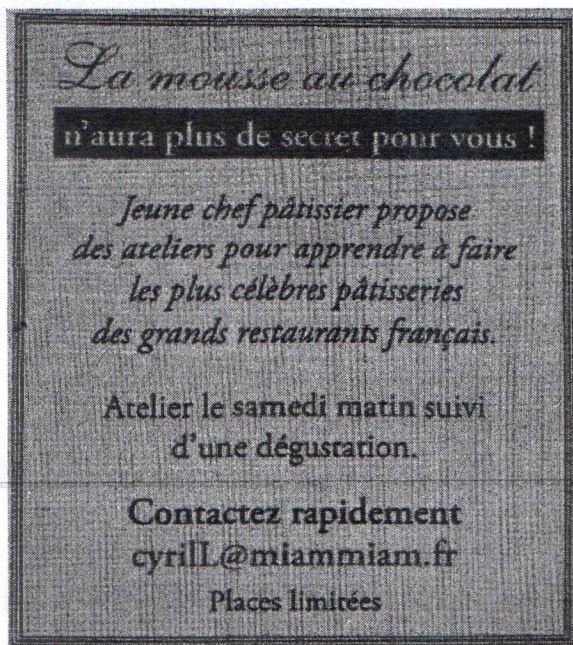
Question No.		Max. Marks
Q.1-A	<p>Lisez le texte.</p> <p style="text-align: center;">Le tourisme</p> <p>La France accueille chaque année plus de 70 millions de touristes. C'est la première destination touristique avec les Etats-Unis. La géographie et ses paysages, le climat, le domaine maritime varié, l'histoire, le patrimoine et la culture expliquent ce succès. Les principales destinations sont : Paris, l'île de France et la vallée de la Loire avec leur richesse artistique, leurs châteaux et leurs parcs d'attractions; la Provence et la Côte d'Azur pour leur climat ; le grand ouest pour la beauté de ses côtes et ses sites historiques; les Alpes pour les sports de neige; le sud-ouest pour ses côtes, les sports de glisse et le tourisme religieux.</p> <p>1. Repondez:</p> <ol style="list-style-type: none"> Pourquoi les gens aiment-ils aller en France? Pourquoi vont les touristes au sud-ouest de la France? Pourquoi les gens vont-ils dans la vallée de la Loire? <p>2. Ecrivez vrai ou faux:</p> <ol style="list-style-type: none"> Les touristes ne vont pas très souvent en France. On trouve les châteaux à côté d'Azur. Il fait beau en Provence. Plus de soixante-dix millions de touristes visitent la France. <p>3. Complétez avec un mot du texte:</p> <ol style="list-style-type: none"> Dans cette ville, il y a de beaux _____. (paysages/ touristes/ destinations) Hier, nous avons assisté à un concert _____. (richesse/ artistique/ religieux) 	(15)



Q.1-B	<p>c) Mon oncle a une maison à Goa près de la _____. (vallée/ côte/ beauté)</p> <p>4. Trouvez le synonyme de “Palais” dans le texte - _____</p> <p>5. Trouvez le synonyme de “temps” dans le texte - _____</p> <p style="text-align: center;">OR</p> <p>Lisez et répondez:</p> <p>Pauline passe un week-end chez ses grands-parents à la campagne.</p>	(15)
	<p>Pauline : Que ton jardin est beau, mamie!</p> <p>Béatrice : Merci ma chérie! Le jardinage, c'est mon passe-temps favori.</p> <p>Pauline : C'est toi qui t'occupes de ce jardin-ci?</p> <p>Béatrice : Oui, je sème des graines de fleurs et je plante des bulbes. Ensuite, je taille les rosiers et j'arrose le jardin. Tu vois, le jardin sera fleuri au printemps. Et j'adore ça. Pauline regarde ces tulipes.</p> <p>Pauline : Celles-ci sont belles. Celles-là sont vraiment magnifiques. Mamie, tu n'es pas fatiguée?</p> <p>Béatrice : Non, pour moins de stress, il faut "cultiver notre jardin".</p> <p>Pauline : Papie, tu ne fais pas de jardinage comme mamie?</p> <p>Jean-Claude : Non, je préfère la lecture à celui-là. Cela me passionne. Je viens de lire un roman indien très célèbre, Malgudi Days.</p> <p>Pauline : Celui de R. K. Narayan?</p> <p>Jean-Claude : Oui. Tu lis, Pauline?</p> <p>Pauline : Oui, j'aime Harry Potter, les bandes dessinées : Astérix, Tintin. J'aime aussi des romans policiers.</p> <p>Jean-Claude : Quel est ton loisir préféré?</p> <p>Pauline : Eh bien, j'aime regarder les films</p> <p>I. Dis vrai ou faux:</p> <ol style="list-style-type: none"> 1. Pauline est dans le salon avec ses grands-parents. 2. R.K. Narayan est un écrivain indien. 3. La grand-mère de Pauline arrose les plantes. 4. La grand-mère aime faire le jardinage. 5. Le grand-père taille les rosiers. <p>II. Trouve dans le texte:</p> <ol style="list-style-type: none"> 1. Un synonyme de «très connu». 2. les noms de deux fleurs. 3. la forme nominale de «lire». (The noun form of 'lire') 	

	<p>4. le nom d'une bande dessinée.</p> <p>5. Un autre mot pour «couper une plante».</p> <p>III. Répondez:</p> <ol style="list-style-type: none"> 1. Quel est la relation de mamie et papie avec Pauline? 2. Quels sont les loisirs de mamie, papie et Pauline? 3. Pourquoi Béatrice cultive son jardin? 4. Quand fleuri-t-il, le jardin? 	
Q.2.A	<p>La Grammaire</p> <p>Mettez au négatif:</p> <ol style="list-style-type: none"> 1. Mon frère veut tout manger. 2. Je connais tout le monde à cette table 3. Elle aime le chocolat et le gâteau 4. Jean joue toujours bien au foot 5. Ils mangent encore des cuisses de grenouilles <p>Reliez les phrases en utilisant le gérondif:</p> <ol style="list-style-type: none"> a) J'ai retrouvé ma montre. Je range ma chambre b) Tu arriveras plus tôt. Tu prends le métro. c) Elle entre dans le restaurant. Elle a aperçu Marie. d) Je pars et je ferme la porte. e) Ma soeur sort de la piscine. elle est tombée. <p>Complétez les phrases en écrivant le verbe au subjonctif:</p> <ol style="list-style-type: none"> a. Je voudrais qu'il _____ (venir) b. je désire que tu _____ heureuse (être) c. il faut que tout le monde _____ un thème. (choisir) d. Il faut que tu _____ une solution. (trouver) e. Il faut que tu _____ au marché. (aller) <p style="text-align: center;">OR</p>	(15)
Q.2-B	<p>Lisez et répondez aux questions suivantes:</p> <p>Cette année, ma vie a complètement changé je suis parti travailler à l'étranger avec toute ma famille ! J'ai accepté un poste de directeur à Cuba.</p> <p>D'abord, c'était difficile d'imaginer cette nouvelle vie et puis quand j'ai acheté les billets d'avion sur Internet, c'est devenu réel. Notre grand départ a eu lieu le 27 août, mais ça a été très difficile de faire nos valises, parce que nous avons dû faire des choix : laisser des affaires, dire au revoir à la maison.</p>	(10)

	<p>J'ai même presque changé d'avis le jour même; quand on est monté dans le taxi, j'avais oublié mon passeport et je me suis dit que c'était un signe et qu'on devait rester en France ! Mais bon avec ma femme, Cela faisait longtemps que l'on rêvait de s'expatrier pour découvrir d'autres cultures : on n'allait pas abandonner au dernier moment!</p> <p>a. Qu'est-ce que David a acheté sur Internet ?</p> <p>b. Que s'est-il passé pour David le 27 août ?</p> <p>c. Qu'est-ce qui a été le plus difficile pour David et sa famille ?</p> <p>d. Qu'est ce que David avait oublié ?</p> <p>e. De quoi ont toujours rêvé David et sa femme ?</p>	
Q.2-C	<p>Observez l'annonce et répondez aux questions en utilisant la restriction:</p> <div data-bbox="357 1035 1354 1324" data-label="Image"> </div> <p>a. Combien de pièces possède l'appartement à louer?</p> <p>b. A quel étage se trouve l'appartement?</p> <p>c. Combien de m² fait l'appartement?</p> <p>d. Combien coûte la location?</p> <p>e. A partir de quand est-il libre?</p>	(5)
Q.3-A	Un collègue vous invite à son anniversaire en Normandie. Vous ne pourrez pas y aller. Vous lui répondez en lui envoyant un message à son adresse professionnelle.	(05)
Q.3-B	Vous voyez cette petite annonce chez le libraire. Vous êtes intéressé(e). Vous écrivez à indiquée pour dire votre intérêt. Vous demandez les horaires et les tarifs. Vous donnez votre numéro de téléphone pour être contacté(e).	(10)



OR

Q.3-C	Tu invites ton ami(e) au club à jouer un match de tennis. Laissez un message à ton ami(e) (30 mots)	(05)
Q.3-D	Ecrivez un dialogue entre 2 ou 3 personnes au restaurant.	(10)
Q.4 A	<p>Complète l'invitation à l'aide des mots suivants:</p> <p>(jours, sommes, chère, tu, jusqu'au, dans, nous, passer, t', à)</p> <p>.....(1)..... Akanksha, ...(2)..... sommes arrivés depuis deux(3)..... à Mysore, et déjà(4)..... nous manques. Viens(5)..... quelques jours(6)..... notre compagnie. Nous(7)..... à Halebid et(8)..... Belur(9)..... le 10. Nous aimerions que tu nous rejoignes. On(10)..... attend.</p> <p>Bises, Jyoti</p>	<u>(10)</u>



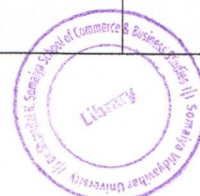
Q.4 B	<p>Choisissez le temps qui convient:</p> <p>1. Dans dix minutes, les filles (sortent/ vont sortir/ viennent de sortir) de la maison.</p> <p>2. Aussitôt qu'elle (arrive/ arrivait/ est arrivée) le bébé s'est réveillé.</p> <p>3. Hier, quand Riya (lisait/ a lu/ lit) un roman, son frère a sonné.</p> <p>4. Notre professeur (a arrivé/ vient d'arriver/ arrivait), il y a cinq minutes.</p> <p>5. La semaine prochaine, il (aura/ va aller/ allait) regarder un spectacle.</p>	(05)
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SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (July 2023 to October 2023)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code:07 Programme: BBA(Hons.)	Class: TYBBA	Semester: V
Name of the Constituent College: S.K.SOMAIYA		Name of the Department: BUSINESS STUDIES
Course Code: 131UO7C501	Name of the Course: Logistics & SCM	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Attempt the questions from the internal choice provided. 2) Write clearly and neatly		

Question No.		Max. Marks	CO
Q.1a)	You're tasked with organizing a shipment of perishable goods. Compare and contrast the use of refrigerated containers (reefers) and dry containers for this specific shipment. Determine the various type of container ensuring the goods arrive in optimal condition.	08	CO1
b)	Assume you are launching a new line of eco-friendly household products. Design a comprehensive packaging strategy that incorporates at least three different types of packaging (e.g., flexible packaging, rigid packaging, and sustainable packaging) for various product categories. Justify different types of packaging.	07	
OR			
Q1c)	Imagine you are a logistics manager tasked with shipping a large quantity of agricultural products across continents. Based on your understanding propose an optimized loading and storage plan for the shipment. Explain in brief Dry Cargo Ships?	08	CO2
d)	How would you utilize the services of shipping intermediaries to streamline a company's shipping operations?	07	
Q.2a)	Imagine you are a government economic advisor tasked with reviving a declining region's economy. How would you strategically promote and support the growth of key industries to spur economic development in that region, considering factors such as employment, infrastructure, and innovation? Explain the role of industries in economic development?	08	CO3
b)	Imagine you are an economic advisor to a government looking to boost commercial development in a region lacking adequate transportation infrastructure. Propose a comprehensive plan highlighting the critical role	07	



	<p>of transportation and how strategic investments and improvements in the transportation network can stimulate economic growth, attract investment, and enhance the competitiveness of local industries. Support your plan with specific examples and potential economic outcomes.</p> <p style="text-align: center;">OR</p>		
Q2c)	<p>You are a business consultant advising a manufacturing company looking to establish a new plant. Based on a thorough understanding summarize the various factors of industrial location and propose the most suitable location for the plant and justify your choice by considering transportation, labor availability, access to raw materials, and market proximity.</p>	08	CO4
d)	<p>Can you analyze the economic, cultural, and historical factors that influenced the development and significance of major trade routes in the World?</p>	07	
Q.3a)	<p>In the context of a global supply chain for a multinational electronics company, describe how effective warehousing practices and strategies contribute to the efficient movement and management of inventory, ensuring timely product delivery and customer satisfaction.</p>	08	CO3
b)	<p>Given a specific scenario involving the transportation and storage of temperature-sensitive medical supplies across multiple countries, can you analyze and elucidate the critical components and processes within cold chain logistics, emphasizing the importance of maintaining specific temperature conditions to ensure product quality, safety, and compliance with regulatory standards?</p>	07	
	OR		
Q3c)	<p>Considering a complex logistics network for a multinational retail company, can you analyze and elaborate on how RFID (Radio Frequency Identification) technology is employed to enhance supply chain visibility, tracking, and efficiency, providing specific examples of its impact on inventory management and order fulfillment processes?</p>	08	
d)	<p>Imagine you are a sustainability analyst. Can you provide a concise summary of the core principles and practices involved in green logistics? Ensure to include key strategies and technologies that contribute to reducing the environmental impact of logistics operations while maintaining efficiency and cost-effectiveness.</p>	07	
Q.4	Case Study:	15	CO3&4

The company is enjoying growth of 30-40 percent every year in India. The credit goes to the proper research work done before launching McDonald's in India. The experts set together, and coordinated groundwork was done to ensure the successful functioning of its demand and supply system. Indian market special menus with religious and cultural sentiments were designed and in six years' time the company was ready with its entire supply chain.

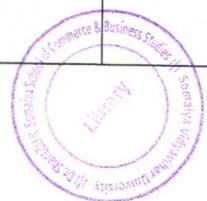
McDonald's which is known for its beef burgers free of beef and pork in Indian subcontinent. **MULTI-LAYERED SUPPLY-CHAIN** The McDonald's supply chain is both critical and multi-layered. There are two categories in food ingredients supply; Tier-I and Tier-2 suppliers as reflected from figure 1. In Tier-I there are 14 core suppliers-provide processed products e.g. Vegetable and chicken patties comes from Vista Processed foods Pvt Ltd., French fries, potato wedges and hashbrowns by McCain Foods India Pvt. Lt And so on.

In Tier-2 suppliers there are growers and processors who provide lettuce and potato, poultry items and coating systems that are used for coating the chicken and vegetable patties. The flow of ingredients is from Tier-2 to Tier-I suppliers who process them. Now, the fleet of refrigerated trucks

transport these processed foods to the company's Distribution Centers (DC's). These trucks have been specifically maneuvered for variability of McDonald's products. These are multi-temperature and single temperature trucks into practice where 250 McDonald's Indian restaurants are provided on time fast delivery. This is not unidirectional, it also include the significant aspect of return logistics. Hence the empty bottles and racks are available for further processing.

Plastic crates are used for buns to ensure their quality. With four Distribution Centers across the country all 250 restaurants are served effectively. And every new outlet addition is capably handled by these.

DCs within in ten days in the country. The Noida and Mumbai DCs are primary Distribution Centers owned by the company. The other two Distribution Centers are in Bengaluru and Kolkata are housed in leased properties. The system that is used to manage link between Restaurant



and DCs is a hub-and-spoke model where the DCs act as hubs. McDonald's transportation has been completely outsourced and since 80 percent is refrigerated truck movement, the company has a dedicated fleet which transports their goods.

Questions

- a) How did McDonald's adapt Its supply chain to cater to India's unique cultural and dietary preferences, and how it Contributed to the company's ongoing growth in the Indian market?
- b) Suggest the specific strategies did McDonald's implement to establish an efficient and multi-layered supply chain in India, and How it is able to Contribute the timely delivery and management of quality food products to 250 restaurants across the country?
- c) Define Cold Chain Management and highlight the issues related to Cold Chain Management?



SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
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Name of the Constituent College: S.K.SOMAIYA	Name of the Department: BUSINESS STUDIES	
Course Code: 131UO7C501	Name of the Course: Logistics &SCM	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Attempt the questions from the internal choice provided. 2) Write clearly and neatly		

Question No.		Max. Marks
Q.1a)	Illustrate how to improve Inbound and Outbound logistics?	08
b)	Define Containers .Explain different types of containers?	07
	OR	
Q1c)	Summarize in details the essentials Equipment's for Material Handlings ?	08
d)	Explain merits and demerits Air Transport ?	07
Q.2a)	Discuss different types of Vessels?	08
b)	Explain in details overview of MMTG Act 1993	07
	OR	
Q2c)	Suggest the major Industrial Regions of India?	08
d)	Explain the factors affecting Industrial Location ?	07
Q.3a)	Elaborate the major Trade Routes in the World ?	08
b)	Enumerate different constituents elements of Warehouse ?	07
	OR	
Q.3c)	Case Study: Aegis Logistics Limited was incorporated in 1956 and its shares have been listed on the Bombay Stock Exchange since 1978 and traded on the National Stock Exchange. Aegis Group plays a key role in India's downstream oil and gas sector, and its flagship company, Aegis Logistic Limited, is India's leading oil, gas, and chemical logistics company. Competition is a basic issue for every organization. Logistic companies also facing the same pressure of competition. In order to deal with the challenging business atmosphere, all private organizations seek new ways of business development. For logistic companies, environmental issues are highly important. Therefore, green policies have become a strategy for them. Competitive levels of private companies may be	



	<p>affected by green policies as a result of regulations regarding environmental concerns. Logistics may improve efficiency and effectiveness such as using reusable containers and boxes instead of the paper carton may reduce waste and optimize product packaging; building a green warehouse lead to reduce the overall operating cost while using the hybrid engine in trucks may reduce carbon emissions and consume less gas.</p> <p>In today's highly competitive environment, green logistics issues are gaining high attention. Since it is an important part of supply chain management and plays an important role in the improvement of a transport system. Logistics facilitates in getting products and services as and when they are needed and desired to the customer. It serves as a major enabler of the growth of trade and commerce in an economy because it is helpful in economic transactions.</p> <p>a) Interpret the competitive strategies followed in the green business Logistics industry 05</p> <p>b) Discuss how the Green Business Environment affects the company. Explain by considering the case of Aegis Logistics Limited ? 05</p> <p>c) Define Green Logistics .Explain its advantages ? 05</p>	
Q.4 A)	<p>Multiple choice questions</p> <p>1. _____ logistics is one of the primary processes of logistics concentrating on purchasing a)Inbound b)Reverse c)Outbound d)Multi modal</p> <p>2. _____ channels offer a variety of services that ease and enhance selling and buying goods. a)Retail b) International c) Transportation d)Distribution</p> <p>3. MRTP Act of _____ a)1979 b)1959 c)1969 d)1999</p> <p>4. Ships designed to carry refrigerated cargo and perishable goods such as fruit or meat are known as _____ a)Passenger vessels b)Cargo ships</p>	08

- c)Liquid cargo ship
d) Reefer Vessels
5. _____ can be considered a component of economic geography similar to transport geography.
a)Physical geography
b) Commercial geography
c)Human geography
d) Environmental geography
6. _____ this area is well-known for its tea processing industry and tourism.
a) Mumbai-Pune region
b) Chota Nagpur Industrial region
c) Darjeeling-Siliguri Industrial Region
d)Hugli region
7. RFID stands for _____
a) Radio-Framed Identity
b) Radio-Frequency Identity
c) Radio- Finance Identity
d) Radio-Fine Identity
8. _____ in a supply chain refers to the movement of products from one location to another.
a)Transportation
b) NOVCC
c) Urbanization
d) The Indian carriage act

Q.4B

Match the following

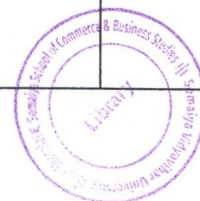
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|----------------------------------|--|
| A) Order processing | 1. A costly affair |
| B) Customs house agent | 2. 1972 |
| C) Carriage by Air act | 3. Manufacturer concern |
| D) Theory of Industrial Location | 4. Clearance of goods on Imports & Export |
| E) Ahmedabad Baroda region | 5. The medium termview-12-18 months |
| F) Operating a business | 6. Alfred Weber's |
| G) Tactical | 7.Country's third largest Industrial regions |

07



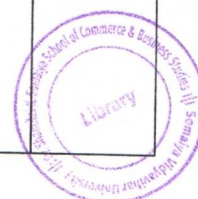
Semester (July 2023 to October 2023)		
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Programme code:07 Programme: BBA(Hons.)	Class: TYBBA	Semester: V
Name of the Constituent College: S.K.SOMAIYA	Name of the Department: BUSINESS STUDIES	
Course Code: 131UO7C501	Name of the Course: Logistics & SCM	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Attempt the questions from the internal choice provided. 2) Write clearly and neatly		

Question No.		Max. Marks	CO
Q.1a)	Imagine you are the logistics manager of a multinational retail company. Propose a logistics strategy that aligns with the company's global expansion plans, considering various factors like transportation modes, inventory management, and distribution networks. Justify role of logistics in strategy.	08	CO1
b)	Evaluate the environmental impact of packaging materials and their disposal. Based on this evaluation, recommend sustainable packaging options for a company aiming to minimize its ecological footprint. Enumerate different factors affecting packaging.	07	CO2
OR			
Q1c)	You are a shipping coordinator responsible for transporting a large volume of liquid chemicals for a pharmaceutical company. Given your knowledge of liquid cargo ships, design a comprehensive transportation plan outlining the specific types of liquid cargo ships suitable for this shipment, the safety measures needed, and the loading/unloading processes involved. Explain in brief Liquid Cargo Ships?	08	CO2
d)	How do the benefits of outsourcing logistics services impact cost-effectiveness and flexibility in supply chain management?	07	
Q.2a)	Imagine you are a regional development consultant tasked with revitalizing the Mumbai-Pune industrial region. Propose a comprehensive plan that optimizes the strengths of this industrial corridor, focusing on sustainable growth, infrastructure development, and fostering innovation within the existing industrial framework. Provide concrete strategies and	08	CO3



	examples to support your plan.		
b)	You are a trade analyst advising a global export-import firm. Considering the geographical factors that influence international trade, develop a strategic plan to diversify the company's trade partnerships and minimize risks associated with geographic dependencies. Provide concrete examples of how different geographic factors impact trade decisions and outline measures to mitigate potential challenges.	07	
	OR		
Q2c)	How can strategic intervention and support be utilized to stimulate economic growth in a struggling region by fostering key industries? Consider factors such as employment, infrastructure development, and innovation in outlining the pivotal role of industries in promoting overall economic development.	08	
d)	How can you, as a logistics manager for a rapidly expanding e-commerce company, design a forward-thinking transportation strategy that optimizes both timely, cost-effective product delivery and supports the company's commercial expansion? Incorporate diverse transportation modes and cutting-edge technology integration and illustrate with concrete examples how this innovative strategy could significantly drive the company's growth.	07	
Q.3a)	You are a logistics manager for a large e-commerce company. Evaluate the potential benefits, drawbacks, and operational impact of adopting embedded integration technology within the logistics operations. Provide evidence-based justifications for its implementation, considering aspects such as efficiency, cost-effectiveness, data accuracy, and customer satisfaction within the logistics ecosystem.	08	CO4
b)	Given a complex logistics network scenario involving a multinational e-commerce company, can you analyze and outline how the administration, control, and effective use of IT systems contribute to optimizing inventory management, order processing, and transportation coordination? Provide specific examples of IT applications that enhance efficiency and accuracy in these logistics processes.	07	
	OR		

Q3c)	Imagine you're tasked with introducing emerging technologies to a team of logistics professionals. Can you provide a clear and concise explanation of how 3D printing and wearable devices are utilized within the logistics sector? Be sure to highlight key applications, benefits, and potential challenges associated with implementing these technologies.	08	
d)	As a logistics technology consultant providing guidance to a prominent shipping firm, assess and contrast the potential benefits of integrating blockchain and big data analysis into their logistics operations. Offer an in-depth evaluation of how these technologies can elevate supply chain transparency, bolster security, and drive efficiency. Additionally, propose strategic recommendations for effectively integrating these technologies to maximize benefits and gain a competitive edge in the market.	07	
Q.4	<p>Case Study:</p> <p>We cooperate with companies that produce reusable plastic boxes. WELL PACK transports their RPCs to washing and back on a regular basis, easily managing high volumes. We transport plastic boxes for their customers, and provide pallet exchange for them, with transport customer service available 24/7. It is possible to track the shipments at any point of transportation. New technologies are continuously developed as one of the main goals is to automate the working processes as much as possible. WELL PACK is always optimizing routes, transport costs, and logistics solutions.</p> <p>Transportation and logistics is a crucial element for many businesses. For example, food logistics and e-commerce logistics are in high demand today, as the COVID-19 pandemic has drastically changed buyers' preferences. To satisfy this demand, WELL PACK utilizes its vehicle fleet that consists of various types of transport means in different sizes, weight limits, and designed purpose: Trucks, Small Trucks, Vans, Taut Liners, Boxes/Fridges, etc.</p> <p>The routes are made with the highest possible accuracy to minimize the travel time, reduce fuel consumption, and lower overall costs. The goods can be delivered to the destination point directly or via the transit point, but always on time. WELL PACK aims to meet all the requirements of its</p>	15	CO3&4



<p>customers, and offers a range of additional and related services, including express transportation, storage, packaging, and more.</p>		
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<p>WELL PACK's main objective is reached when new clients become long term customers because of our effective transportation and logistics solutions. Coordination and successful planning lead to maximum efficiency of the supply chain.</p>		
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<p>Questions</p>		
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- | | | |
|---|--|--|
| <ul style="list-style-type: none">a) Interpret the case and show the importance of Transportation in Supply Chain Management?b) List out few of the recent developments in Logistics?c) Explain the contribution of WELL PACK in Green Logistics? | | |
|---|--|--|

EC



SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code:07 Programme: BBA(Hons.)	Class: TYBBA	Semester: V
Name of the Constituent College: S.K.SOMAIYA	Name of the Department: BUSINESS STUDIES	
Course Code: 131UO7C501	Name of the Course: Logistics &SCM	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Attempt the questions from the internal choice provided. 2)Don't inter mix the internal choices 3) Write clearly and neatly		

Question No.		Max. Marks
Q.1a)	Define Physical Distribution .Explain its steps ?	08
b)	Explain the modern approaches to Logistics Management ?	07
	OR	
Q1c)	Illustrate the term Packaging? Explain characteristics of a good Packaging?	08
d)	Describe Multimodal Transportation with its benefits?	07
Q.2a)	Analyze the various functions of NVOCC?	08
b)	Explain carriage by Rail with its merits and demerits	07
	OR	
Q2c)	Suggest the criticism of Weber's theory of Industrial Location ?	08
d)	Enumerate the major logistics routes in India ?	07
Q.3a)	Evaluate different types of Intermediaries in International trade ?	08
b)	Explain in brief Green Logistics Strategies ?	07
	OR	
Q3c)	<p>Case Study:</p> <p>The company is enjoying growth of 30-40 percent every year in India. The credit goes to the proper research work done before launching McDonald's in India. The experts set together and coordinated groundwork was done to ensure the successful functioning of its demand and supply system. Indian market special menus with religious and cultural sentiments were designed and in six years time the company was ready with its entire supply chain.</p> <p>McDonald's which is known for its beef burgers free of beef and pork in Indian subcontinent. MULTI-LAYERED SUPPLY-CHAIN The McDonald's supply chain is both critical and multi-layered. There are two categories in food ingredients supply; Tier-I and Tier-2 suppliers. In Tier-I there are 14 core</p>	



Tier-I there are 14 core suppliers-provide processed products e.g. Vegetable and chicken patties comes from Vista Processed foods Pvt Ltd. , French fries, potato wedges and hashbrowns by McCain Foods India Pvt. Lt And so on.

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Questions

a) Define Cold Chain Management and highlight the issues related to Cold Chain Management? 08

b) Analyze the above case and give Importance of Channel of Distribution 07

Q.4A)

Multiple choice questions

08

1. _____ is the process related to the storage and movement of the final product.
a) Inbound
b) Reverse
c) 3PL
d) Outbound
2. Sufficient stocks of goods should always be kept in warehouse is called _____.
a) Economic order quantity
b) Safety stock
c) Accumulation
d) Turnover
3. The carrier responsible for the entire carriage is referred to as a _____.
a) Multi Transport Modal
b) Roadways
c) Intermodal
d) Airways
4. _____ is most flexible and adaptable with an outreach into the most remote areas
a) Pipeline
b) Ropeway
c) Road Transport
d) Waterway
5. _____ investigates the spatial characteristics of trade and transactions in terms of their nature, causes, and consequences.
a) Commercial Geography
b) Transport Geography
c) Economic Geography
d) Industrial Location
6. _____ in a particular region brings growth of transport and communication
a) Agglomeration
b) Industrialization
c) Banking
d) Insurance
7. _____ basically merges the supply and demand management.
a) Economic Development
b) Logistics
c) Sourcing
d) Supply Chain Management
8. The initial stage of the supply chain process is the _____ stage.
a) Planning
b) Develop
c) Return
d) Make



Q.4 B	Match the following	07
1.	Military science	A) Industrialization
2.	NOVCC	B) 1934
3.	The Indian carriage act	C) An Intermediary between the shipper and vessel operator
4.	Urbanization	D) Logistics is concerned with maintaining army supply line
5.	Bangalore Tamil Nadu Region	E) Transportation
6.	Movement of product	F) The short term –few days
7.	Operational	G) Industrial hub that stretches the Southern section of Karnataka



Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 07 Programme: BBA (H)	Class: TY	Semester: V
Name of the Constituent College: S K Somaiya College	Name of the Department: Dept. of Business Studies	
Course Code: 131U07C502	Name of the Course: Entrepreneurship management and business planning	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Figures to the right indicate maximum marks. 2) Draw neat diagrams 3) Assume suitable data if necessary 4) Attempt all questions		

Question No.		Max. Marks
Q.1	a) Draft a business plan? Including all the steps/information to be included in the business plan	15 marks
	OR	
Q.1.	b) Write a note on source of funding for a budding entrepreneur	15 marks
Q.2.	a) Describe Intellectual property (IP)? Types of IP and its importance	8 marks
	b) Discuss the changing trends/current trends in the startup ecosystem	7 marks
	OR	
Q.2.	c) Write a note on occupational mobility and its importance for work force	8 marks
	d) Write a note on challenges faced by women in their entrepreneurial journey	7 marks
Q.3.	<p>Hangover helper Currently based in Perth & Melbourne is a clean up service to help you clear the after party mess.</p> <p>Finally you don't have to worry about hosting a party and dealing with the dreaded task of cleaning up the next day. Hangover Helpers take the headache out of party planning.</p> <p>It doesn't matter what sort of party it is, from a friends gathering while the parents are away, a sporting function celebrating a huge win, or a stag or hens do – the Hangover Helpers staff will come prepared to make the place look like the party has never happened. The staff will happily clean-up and have the place smelling fresh. They will have drinks in tow to help with that hangover too. Stay in and relax while we clean or head out and enjoy the weekend.</p>	



	<p>Hangover Helpers prides itself on using environmental friendly products and they understand that cleaning is the worst part of hosting a party.</p> <p>Lets get the party ...cleaned up!!</p> <p>Answer the following understanding the business model.</p> <p>a) Currently, Hangover helpers charges AUD 200/- to clean the after party mess. Suggest a remedy to tackle customer acquisition problem due to standard charges of AUD 200/-</p> <p>b) List other add on services can be provided along with the clean up services which hangover helpers provide?</p>	<p>8 marks</p> <p>7 marks</p>
	OR	
Q.3. B.	c) Schemes by GOI to support startups and young entrepreneurs	8 marks
	d) Write a note comparing entrepreneur and Intrapreneur	7 marks
Q.4. A.	<ol style="list-style-type: none"> 1. Name one associate or partner required to draft a business plan 2. Give one example of operational change in any business model 3. Give two reasons for business failure 4. Name one booming industry in the venture development/start up arena 5. Mention two problems faced by entrepreneur once the business is operational 6. Coco-cola recipe is an example of _____ (type of IP) 7. Most widely used form of funding for a entrepreneur is _____ 8. Explain working capital 	8 marks
Q.4. B.	<p>True or False</p> <p>9. Cosmetics is a booming business for a startup entity</p> <p>10. Uber is an example of disruptive service</p> <p>11. EV business find it difficult to avail loans from Bank</p> <p>12. Falguni Nayar is the founder of Nykaa</p> <p>13. Start-up India is a GOI scheme to promote startup ecosystem in India</p> <p>14. McDonalds is an example of franchisee model</p> <p>15. Tim Cook is an example of Intrapreneur</p>	7 marks



Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 07	Class: TY	Semester: V
Programme: BBA (H)		
Name of the Constituent College: S K Somaiya College	Name of the Department: Dept. of Business Studies	
Course Code: 131U07C502	Name of the Course: Entrepreneurship management and business planning	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Figures to the right indicate maximum marks. 2)Draw neat diagrams 3)Assume suitable data if necessary 4) Attempt all questions		

Question No.		Max. Marks
Q.1. A.	a) Write a note on evolution of entrepreneurship	10 marks
	b) Discuss various problems faced by women in their entrepreneur journey	5 marks
	OR	
Q.1. B.	c) State Schemes by GOI to support startups and young entrepreneurs	10 marks
	d) Write a note on EDP and its impact on the economy	5 marks
Q.2. A.	a) Describe Intellectual property (IP)? Types of IP and its importance	8 marks
	b) Explain opportunity recognition, need gap and entry barrier	7 marks
	OR	
Q.2. B.	c) Write a note on sourcing of financing available to entrepreneurs	8 marks
	d) Elaborate Changing trends in the startup eco system	7 marks
Q.3. A.	<p>In the words of the great Nazareth, "Love hurts, love scars, love wounds, and mars." And never do those words hold greater meaning than on Feb. 14, National Singles Awareness Day, more commonly known as Valentine's Day to those fools who "think of happiness, blissfulness, togetherness."</p> <p>One Los Angeles florist has the perfect solution for those forlorn lovers who want to strike back against the one who left them or simply share their feelings of bitterness. Dirty Rotten Flowers offers bouquets of—you guessed it—dirty rotten dead blooms. As the company says on its Facebook page, "Revenge is a dish best-served florally!"</p> <p>"For many, using Dirty Rotten Flowers is inexpensive therapy," owner Roman Sacke told WallStreetInsanity. "I'm sure the recipients aren't always happy about receiving DRF, but the senders always seem to be satisfied."</p>	



	<p><i>WallStreetInsanity</i> recently caught up with Sacke, who explained he started the business on a whim a few years ago when he thought about re-using old flowers from his primary business—Roman Sacke Floral Design—as a joke.</p> <p><i>“I guess my sense of humor comes from my Czech background,”</i> he said. <i>“We tend to have this dark, off-beat sense of humor. Needless to say, I put together this Web site on a whim and it just seemed to take off. We got some criticism, but mostly from people who have a limited sense of humor.”</i></p> <p>According to Sacke, Dirty Rotten Flowers’ customers get the humor and often use the service to <i>“put a punctuation on a relationship gone bad,”</i> or send a friend or loved one a gag.</p> <p>Dirty Rotten Flowers offers four bouquets on its Web site: The classic Dirty Rotten Flowers, the Morticia—basically a dozen roses without the heads—the I Love You, NOT—the most popular Valentine’s bouquet—and the Bad Lay—a lei of dead blooms. The flowers are packaged in black, glossy boxes and wrapped in hot pink tissue paper tied with ribbon bearing the DRF logo. They are delivered anonymously to the recipient with or without a card.</p> <p><i>“We do steady business throughout the year, but Valentine’s Day is our bonanza time,”</i> Sacke said, adding that several hundred bouquets were sold in 2012 but a 30-percent increase is expected for 2013. <i>“Especially during the few weeks leading up to Valentine’s Day when people are fixated on their love life—good or bad.”</i></p> <p>Based on case study answer the following:-</p> <p>a) State the reasons for the founder of dirty rotten flowers to start the website for selling bouquets of rotten roses ?</p> <p>b) Highlight the objectives for the consumers to buy bouquets of rotten roses for USD20-30?</p>	<p>8 marks</p> <p>7 marks</p>
	OR	
Q.3. B.	c) Draft a business plan with frugality mentioning the following sourcing, financing and marketing	8 marks
	d) Explain introduction, objectives and market study in the business plan	7 marks
Q.4. A.	<ol style="list-style-type: none"> 1. Name one associate or partner required to draft a business plan 2. Give one example of operational change in any business model 3. Give two reasons for business failure 4. Name one booming industry in the venture development/start up arena 5. Mention two problems faced by entrepreneur once the 	8 marks

	business is operational 6. Coco-cola recipe is an example of _____ (type of IP) 7. Most widely used form of funding for a entrepreneur is _____ 8. Explain working capital	
Q.4. B.	True or False 9. Mining is a booming business for a startup entity 10. Dyson vacuum cleaners is an example of disruptive service 11. EV business find it easy to avail loans from Bank 12. Falguni Nayar is the founder of Sugar cosmetics 13. Shark Tank India is a GOI scheme to promote startup ecosystem in India 14. AirBNB is an example of franchisee model 15. Steve Jobs is an example of Intrapreneur	7 marks





Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code:	Class: TY	Semester: V
Programme: BBA (Hons)		
Name of the Constituent College: S K Somaiya College	Name of the Department: Dept. of Business Studies	
Course Code: 131U07N502	Name of the Course: Event Management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Figures to the right indicate maximum marks. 2) Draw neat diagrams 3) Assume suitable data if necessary 4) Attempt all questions		

Question No.		Max. Marks
Q.1.	i) Elaborate the guidelines to be followed while conducting an event.	8 marks
	ii) Describe the methods to manage the technical staff.	7 marks
	OR	
Q.1.	Enumerate in detail the procedures for conducting an event.	15 marks
Q.2.	Elaborate the key decision makers during an event.	15 marks
	OR	
Q.2.	Describe the 5 C's of Event Management in detail.	15 marks
Q.3.	Elaborate in detail the emerging trends in Event management.	15 marks
	OR	
Q.3.	<p>A Fortune 500 company wants your Event company to plan for their International Technical Symposium at one of the historical places in Rajasthan. The programme would include the participation of the company's top executives from all over the world for the gala event.</p> <ul style="list-style-type: none"> Describe the type of event you will organize that will be remembered as a gala event? Elucidate the necessary precautions that you will take to manage worldwide data registration and logistics Elaborate the type of utilities needed for the event. 	15 marks
Q.4.	State whether True OR False	
i)	Pre Evaluation is important to the event.	7 marks
	<ul style="list-style-type: none"> True False 	
ii)	Risk Management is important in Event Management.	
	<ul style="list-style-type: none"> True False 	
iii)	Meeting clients to determine objectives and requirements for the planned event is one of the responsibility of EVENT MANAGER	
	<ul style="list-style-type: none"> True False 	
iv)	The theme of the event should be linked to the purpose.	
	<ul style="list-style-type: none"> True False 	
v)	It is the role of the wedding planner to reassure clients in the right direction when choosing their theme.	



	<ul style="list-style-type: none"> • True • False 	
vi)	<p>Depending on the season that has been chosen to hold the wedding in, there may be difficulty in obtaining various supplies.</p> <ul style="list-style-type: none"> • True • False 	
vii)	<p>Identifying and maintaining a database of suppliers of goods and services will come with experience.</p> <ul style="list-style-type: none"> • True • False 	
Q.4.	Choose the correct option-	
i)	<p>A person who plans and executes the event</p> <ol style="list-style-type: none"> 1. CLIENT 2. EVENT MANAGER 3. LOGISTIC 4. MARKETING 	8 marks
ii)	<p>It is one of the fastest growing industries in the world:</p> <ol style="list-style-type: none"> 1. Electronic music concerts 2. Local tourism 3. High risk sports 4. Event management 	
iii)	<p>It is important to note that the event manager typically works with a number of contractors. Which of the following is NOT included?</p> <ol style="list-style-type: none"> 1. Catering services 2. Cleaning Companies 3. Entertainers 4. Logistics 	
iv)	<p>What type of corporate events are a long-standing tradition, used to conclude fiscal years, celebrate milestones, introduce new management, or a host of other prestigious events?</p> <ol style="list-style-type: none"> 1. Business Dinners 2. Conferences 3. Seminars 4. Trade Shows 	
v)	<p>This is an event to celebrate important milestones in a couple's life together, and provide an opportunity for friends and relatives to join in celebrating that milestone. Which of the following describes the statement?</p> <ol style="list-style-type: none"> 1. Baptism 2. Debuts 3. Family Events 4. Wedding Anniversary 	
vi)	<p>What is the first step in the process of creating an event experience?</p> <ol style="list-style-type: none"> 1. Determine which event elements and components will provide the features of the desired experience 2. Monitor the delivery of the experience 3. Visualize how all these event components will and must fit together 4. Conduct a necessary research to determine expectations 	
vii)	<p>What is needed to detail how you will promote your event?</p> <ol style="list-style-type: none"> 1. Budget plan 2. Event plan 3. Marketing plan 	

viii)	<p>Weddings are among the most important events in a woman's lifetime, and every bride wants "the perfect wedding". There are many details needed to coordinate. Which of the following does NOT belong to the group?</p> <ol style="list-style-type: none">1. Color Scheme2. Flowers3. Music4. Dance Steps	
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Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 07 Programme: BBA Hons	Class: TY	Semester: V
Name of the Constituent College: S K Somaiya College (SKSC)	Name of the Department: Business Administration	
Course Code: 131U07K502	Name of the Course: Enrichment Course German	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: 1) All questions are compulsory		

Question No.		Max. Marks
Q.1A	<p>Sie lesen die Informationstafel im Flughafen. Lesen Sie die Aufgaben 1 bis 5 und den Text. In welche Halle gehen Sie? Wählen Sie die richtige Lösung a , b oder c .</p> <p>Beispiel 0 Sie wollen eine Flasche Wasser kaufen.</p> <p>a Halle 1 b Halle 2 c andere Halle</p> <p>1 Sie suchen einen Reiseführer.</p> <p>a Halle 2 b Halle 3 c andere Halle</p> <p>2 Sie möchten einen Wagen mieten.</p> <p>a Halle 1 b Halle 4 c andere Halle</p> <p>3 Sie wollen Ihre Postkarte schicken und brauchen eine Briefmarke.</p> <p>a Halle 3 b Halle 4 c andere Halle</p> <p>4 Sie haben Ihre neue Sonnenbrille verloren und wollen sie wieder haben.</p> <p>a Halle 1 b Halle 3 c andere Halle</p> <p>5 Sie wollen Ihrem Sohn etwas zum Spielen schenken.</p> <p>a Halle 2 b Halle 5 c andere Halle</p>	10



Ihr Flughafen von A-Z

- Halle 1** Check-in 1-50 / Information / Fundsachen / Fluggesellschaften /
Gepäckservice / Schließfächer / Gepäckwagen /
Taxi / Ausgang und Kasse Parkhaus / Kurzzeitparkplätze /
Supermarkt / Bäckerei / Bar / Café
- Halle 2** Check-in 51-100 / Ausgang Bahngleise / Fahrkartenautomat /
Sicherheitsdienst / Reisebüro / Post / Spielecke / Arzt / Apotheke /
Restaurant / Aufzüge / Toiletten Rollstuhlfahrer
- Halle 3** Abflug / Passkontrolle / Ruheraum / Touristeninformation /
Damen- und Herrenmode / Parfümerie / Kosmetik /
Brillen Bachmann / Schuhgeschäft / Kinderspielzeug /
Bücher und Zeitungen / Briefkasten / Duty-Free / Souvenirladen
- Halle 4** Ankunft / Warteraum / Raucherbereich / Zoll /
Fax- und Kopierservice / Autovermietung / Geldautomat /
Blumengeschäft / Friseur / Ausgang Flughafenhotel /
Pizzeria / Toiletten mit Duschen
- Halle 5** Besucherhalle / Flughafenterrasse / Polizei /
Flughafentouren / Kinderbetreuung / Spielplatz /
Seminarräume / Garderobenservice / Reinigung /
Internetbereich / Snackautomat / Toiletten mit Wickelraum

Q.1B

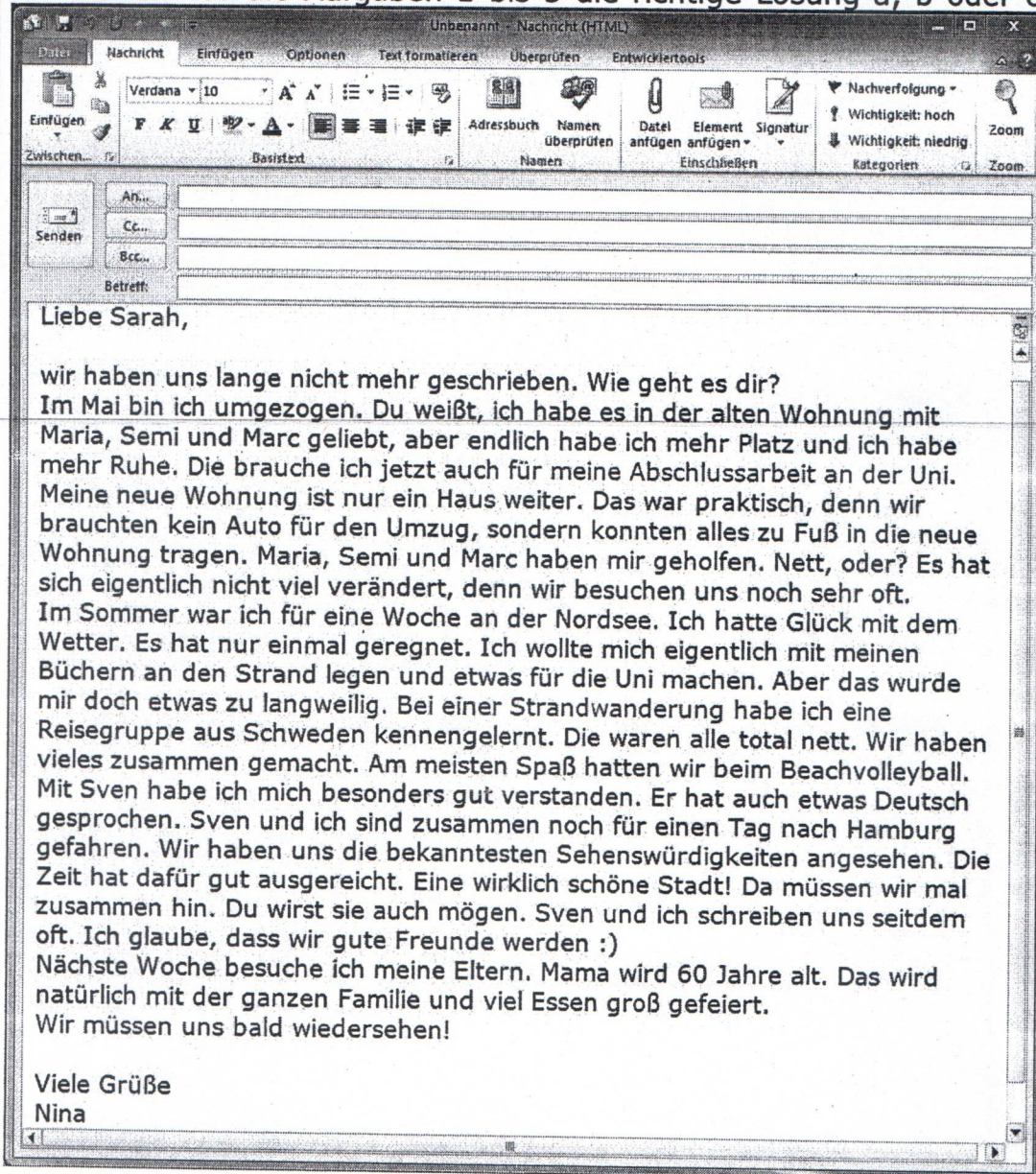
Schreiben Sie!

Machen Sie Sport?
Welchen? Wie oft?
Mit wem?

ODER

05

Wählen Sie für die Aufgaben 1 bis 5 die richtige Lösung a, b oder c.



1. Seit Mai ...

- a hat Nina eine eigene Wohnung.
- b ist Nina mit dem Studium fertig.
- c ziehen Maria, Semi und Marc um.

2. Nina ...

- a hatte keine Hilfe beim Umzug.
- b musste einen Wagen mieten.
- c sieht ihre alten Mitbewohner oft.



	<p>3. Im Urlaub ... a hat Nina für ihr Studium gelernt. b hat Nina viel unternommen. c war das Wetter schlecht.</p> <p>4. In Hamburg ... a hat es Nina gefallen. b hatte Nina nicht viel Zeit. c war Nina allein.</p> <p>5. Nächste Woche ... a besucht Sarah Nina. b fährt Nina zu ihrer Familie. c hat Nina Geburtstag.</p>	
Q.1D	<p>Schreiben Sie!</p> <p>Wie unterhalten Sie sich? Mit wem? Wie oft? Was machen Sie am liebsten?</p>	05

Q.2A

Ergänzen Sie das Anmeldeformular! Die Punkte 1-5

10

Ihre Freundin Sofia Sertorio möchte ab dem Wintersemester ein Jahr in Leipzig studieren. Sie sucht noch ein Zimmer und meldet sich in einem Studentenwohnheim an. Schreiben Sie die fünf fehlenden Informationen über Sofia in das Formular.



Sofia studiert seit zwei Jahren in Stuttgart Physik und ist im Sommer zu Hause in Italien. Ab September möchte sie in Leipzig studieren und allein in einem Zimmer im Wohnheim wohnen. Die Lage ist ihr egal. Sie kann dafür 250,- € ausgeben.

Bach-Studentenwohnheim Leipzig

Bitte ergänzen Sie Ihre persönlichen Angaben im Formular. Wir bearbeiten Ihre Anmeldung so schnell wie möglich.

Vorname: Sofia
 Nachname: Sertorio
 Geburtsdatum: _____ (1)
 Geschlecht: ☒ weiblich ☐ männlich
 Familienstand: ☒ ledig ☐ verheiratet
 Straße: Via Dante 32
 PLZ, Ort: Genua (2)
 Telefonnummer: 00-39-010-545352
 Studienbeginn: Wintersemester 2013
 Studienfach: _____ (3)
 Wohntyp: ☐ egal ☐ WG
☐ Einzelzimmer ☐ Doppelzimmer (4)
 Miehöhe: maximal 250,- Euro
 Mietbeginn: _____ (5)
 Lage: ☐ zentral ☐ Stadtgebiet
☒ egal

Q.2B



Schreiben Sie die Wünsche mit Konjunktiv und *gern* wie im Beispiel.

5

0. Leon kann leider nicht nach Rom reisen. Leon würde gern nach Rom reisen.
1. Martha hat nicht viel Geld. _____
2. Frau Hartig ist immer krank. _____
3. Nils und Henrike dürfen leider nicht studieren. _____
4. Ihr habt nicht viele Freunde. _____
5. Ich bin leider kein Millionär. _____

ODER



Q.2C	<p>Chinesisch lernen. Wie lernt die Person Chinesisch? Ergänzen Sie den Bericht. (→ 1)</p> <p>allein • die Aussprache • beruflich • Chinesisch • das Land • jetzt • Kurs • Lehrer • Spaß • Stunden</p>  <p>Vor fünf Jahren war ich <u>beruflich</u> (1) in China. Und weil mich _____ (2) so fasziniert hat, wollte ich _____ (3) lernen. Zuerst habe ich _____ (4) gelernt, also mit einem Computerprogramm: „Chinesisch in 30 _____ (5)“.</p> <p>Das war aber nichts für mich, so allein vor dem Computer, ohne _____ (6) und andere Leute. Also habe ich einen _____ (7) gemacht. Und dann noch einen und noch einen. _____ (8) mache ich den zehnten Kurs. Chinesisch lernen macht _____ (9), aber es ist nicht leicht. Besonders _____ (10) und die Schrift finde ich kompliziert. Da heißt es: Üben, üben, üben ...</p>	10
Q.2D	<p>Sehen Sie die Zeichnung an. Welche Wünsche hat der Mann?</p> <p>Der Mann hätte gern ...</p> 	5
Q.3A	<p>Lernprobleme. Wie kann man es anders sagen? Ordnen Sie zu.</p> <p>1. Vor einer Prüfung kann ich mich nicht entspannen. <u>E</u> A Ich will zu perfekt sein.</p> <p>2. Ich lerne auch in der Nacht. _____ B Ich denke beim Lernen oft an andere Dinge.</p> <p>3. Ich fange immer zu spät mit dem Lernen an. _____ C Ich bereite mich nie rechtzeitig vor.</p> <p>4. Ich verschiebe das Lernen oft auf den nächsten Tag. _____ D Ich halte meinen Zeitplan nicht ein, ich habe zu wenig Disziplin.</p> <p>5. Ich kann mich nicht konzentrieren, wenn ich lerne. _____ E Ich bin sehr nervös und denke immer nur an die Prüfung.</p> <p>6. Ich möchte Prüfungen immer sehr gut machen. _____ F Ich bekomme nicht genug Schlaf.</p>	10
Q.3B	<p>Wählen Sie die richtige Antwort.</p> <p><i>Emails, Gäste, Studenten, Prüfungen, Patienten</i></p> <p>1. Eva ist Lehrerin. Sie unterrichtet</p> <p>2. Anna ist Studentin. Sie lernt für</p> <p>3. Nina ist Kellnerin. Sie bedient</p> <p>4. Ariane ist Ärztin. Sie untersucht</p> <p>5. Jutta ist Assistentin. Sie beantwortet viele</p>	5

Q.3C	<p style="text-align: center;">ODER</p> <p>Sie möchten am Samstag ein Picknick machen. Planen Sie es mit Ihrem Partner / Ihrer Partnerin</p> <ul style="list-style-type: none"> – Sie schlagen drei Freunde vor. – Sie kümmern sich um die Getränke. – Sie möchten gegen 15.00 beginnen. – Am Sonntag geht es bei Ihnen nicht. 	10
Q.3D	<p>Schreiben Sie die Anmeldeformular. (1-5)</p> <p>Schreiben: Eine Anmeldung bei der Studentenjobbörse.</p> <p>Ihr Freund Adriano Miroballi möchte zwischen dem 1. August und 30. September in Leipzig als Möbelpacker arbeiten. Er hat diesen Job schon oft gemacht. Sein Mobiltelefon hat die Nummer 0157 45 45 678. Schreiben Sie die fünf fehlenden Informationen in das Formular.</p> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p>Name: <u>Adriano Miroballi</u> (0)</p> <p>gewünschte Tätigkeit: _____ (1)</p> <p>Haben Sie Erfahrungen in dieser Tätigkeit: <input type="checkbox"/> ja <input type="checkbox"/> nein (2)</p> <p>Termin: _____ (3)</p> <p>Stadt: _____ (4)</p> <p>Handynummer: _____ (5)</p> </div>	5
Q.4A	<p>All questions in this section are compulsory.</p> <p>Interviews. Ergänzen Sie <u>Was für</u> oder <u>Welch-</u> in der richtigen Form.</p> <ol style="list-style-type: none"> <u> </u> Konzerte besuchen Sie am liebsten? – <u>Konzerte von deutschen Bands.</u> <u> </u> Musik hören Sie gerade? – <u>Das neue Album von „Luxuslärm“.</u> <u> </u> Bücher lesen Sie gern? – <u>Am liebsten spannende Romane.</u> <u> </u> Autor finden Sie im Moment am besten? – <u>Christoph Ransmayr.</u> <u>Wie war das noch mal? Bei Film bist du letzte Woche aus dem Kino rausgegangen?</u> – <u>Ach, ich habe den Titel schon wieder vergessen.</u> 	6



Q.4B	<p>Ordnen Sie das Gespräch.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Ja, es gibt noch Sitzplätze und Stehplätze. <input type="checkbox"/> Einen Moment ... 35 €. <input type="checkbox"/> Ja, genau. Ich bezahle bar. <input checked="" type="checkbox"/> Guten Tag, was kann ich für Sie tun? <input type="checkbox"/> Zwei Stehplätze für das Konzert von Annett Louisan am 12. August. Ist das richtig? <input type="checkbox"/> Das macht 70 € ... Vielen Dank und auf Wiedersehen. <input type="checkbox"/> Gibt es noch Karten für das Konzert von Annett Louisan? <input type="checkbox"/> Was kosten denn die Stehplätze? <input type="checkbox"/> Gut, dann hätte ich gerne zwei Karten. 	9



SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: Programme: BBA Hons	Class:TY	Semester: V
Name of the Constituent College: S.K. Somaiya college	Name of the Department- Business studies	
Course Code: 131U07E505	Name of the Course: HRA and Auditing	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: All questions are compulsory		

Question No.		Max. Marks
Q.1	A. Discuss the Features of HR audit. B. Explain Human resource accounting practices in India. OR C. Explain benefits and limitations of HR audit.	8marks 7marks 15 marks
Q.2	A. Discuss Objectives for HR accounting. B. Explain the limitations of Human Resource accounting. OR C. Explain Capitalized earning approach concept.	8 marks 7 marks 15 marks
Q.3	A. Explain HR audit as intervention. OR Write Short notes on: 1. Monetary method of valuation of HR. 2. HR audit and work forces issues. 3. Explain principles of effective HR auditing.	15 marks 15 marks
Q.4	A. Fill in the blanks 1. In 1960's, _____ along with other social researchers made an attempt to define the concept of human resource accounting. 2. _____ is calculated as Basic + DA x No. of years of service x 15/26. 3. _____ involves training to newly employed employee in the organization. 4. _____ never gets depreciated and they can put all other resources in the best possible use. 5. HRA shows human resource as _____ and not expense. 6. HRA was first developed by _____ in the year 1691. 7. The third stage development of HRA was in the year _____. 8. Historical Cost Accounting (HCA), also known as _____ accounting. B. Explain the following concepts 1. HR accounting. 2. Fifth stage of HR audit. 3. Training and development cost. 4. Historical cost approach. 5. Statutory requirement for minimum wages. 6. Comparative approach. 7. Management by objective approach of HR audit.	8 marks 7 marks





SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (June 2022 to October 2022)		
Examination: End Semester Examination October 2022 (UG Programmes)		
Programme code: 7 Programme: BBA(HONS)	Class: TY	Semester: V
Name of the Constituent College: SKSomaiya College	Name of the Department Business studies	
Course Code: 131U07E506	Name of the Course: Performance Management & career planning	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

Question No.		Max. Marks
Q.1	A Explain briefly Performance management process and Performance appraisal process.	7
	B Differentiate between Performance Management and Performance Appraisal.	8
	OR	
	C Explain the need and importance of Performance management.	7
	D Explain the linkage of performance management with other HR functions.	8
Q.2	A Discuss the objectives of performance planning.	7
	B Explain the steps for setting performance criteria.	8
	OR	
	C Explain the linkage of Performance Management with Compensation, Attrition & Learning.	7
	D Explain the Role of Mentor in Career Planning.	8
Q.3	A Describe the evolution of Performance management system in the digital era and its automation.	15
	OR	
	B Explain behavioral and technical / process competency with examples.	7
	C Discuss KRA and KPI along with its importance.	8
Q.4	A True or False:	10
1.	Key performance indicator is usually seen at the start of the performance	



2.	management process.	
3.	Clarity of goals cannot be achieved through the SMART model.	
4.	Performance Management is a broader concept.	
5.	Ethical Practices in Performance Management includes Halo and Horn Effects.	
6.	Career planning encourage the employees to tap into their potential abilities.	
7.	A mentor may share information about his/her own career path as well provide guidance, motivation, emotional support and role modelling.	
8.	Increase in effectiveness leads to less wastage.	
9.	Career Development refers to the process an individual may undergo to evolve their occupational status.	
10.	Technology allows you to compare the past performance vis a vis the current performance which acts as a guide for future performance.	
Q.4 B	The employee should not take initiative in career planning.	5
	Fill in the blanks:	
1.	_____ way communication is an objective of performance management.	
2.	Key result area allow you to understand the _____.	
3.	BSC model stands for _____.	
4.	Performance _____ involves the measurement of performance over time against indicators of performance or Key Performance Indicator	
	If the manager is called a coach then the learner is called the _____.	



SOMAIYA
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Semester (June 2022 to October 2022)		
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Question No.		Max. Marks
Q.1 A	Define Performance Management. Explain the importance of Performance Management.	15
B	Explain the linkage of Performance Management with other HR functions.	15
Q.2 A	Explain the approaches of performance Appraisal in detail.	15
B	What are the process of Performance Monitoring.	15
Q.3 A	Explain the ethics involved in Performance Management in detail.	15
B	What are the challenges faced by Team Performance in the Performance Management System.	15
Q.4 A	Multiple Choice Questions (All Compulsory): Directing and supporting employees to work as effectively and efficiently as possible in line with the needs of the organization is called as----- (Performance Management, Performance Appraisal, Performance Planning, Performance Cycle) 2. There must be total _____ to performance management process from all levels of organization. (Curiosity, Commitment, Annual process, prediction) 3. Performance management is a _____ process. (Unplanned, natural, Planned, Neutral) 4. _____ feedback makes an employee aware of his areas of improvement. (Negative, Constructive, Positive, Neutral)	15



5.	<p>The general objective of performance management is to cultivate a high performance ____.</p> <p>(Culture, Regulations, Limitations, Rules)</p>	
6.	<p>____ includes the measurable parameters that will be used to determine whether expectations and goals are being met.</p> <p>(Monitoring, Planning, Developing, Growing)</p>	
7.	<p>It is not sufficient to point out the ____ of the employees to them</p> <p>(Coaching, Development, Rewards, Shortcomings)</p>	
8.	<p>The whole performance review process is expected to be undergoing substantial changes so as to make the review process more ____.</p> <p>(Transparent, Formal, Informal, Personal)</p>	
9.	<p>Involving employees in the planning process helps them to understand the ____ of the organization.</p> <p>(Tradition, goals, Performance, Sentiment)</p>	
10.	<p>____ methods of Performance Appraisals should be given more preference over the traditional methods.</p> <p>(Traditional, Ancient, Modern, outdated)</p>	
11.	<p>More emphasis will be laid in future on consistent, regular and ____ feedback mechanisms.</p> <p>(Fixed, Flexible, conservative, innovative)</p>	
12.	<p>Essay Method is also known as ____</p> <p>(Uniform method, Free form method, Fixed method, Flexible method)</p>	
13.	<p>____ is the simplest and most popular technique for appraising employee performance.</p> <p>(Graphic rating, MBO, Comparison, Checklist)</p>	
14.	<p>There are times, when certain incidents that take place have a ____ bearing on the performance of the employee.</p> <p>(Direct, Indirect, Zero, Neutral)</p>	
15.	<p>The setting of performance ____ is a joint effort consisting of both managers and employees.</p> <p>(Criteria, Date, Schedule, Session)</p>	