

SOMAIYA

VIDYAVIHAR UNIVERSITY

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

QUESTION PAPERS

BRANCH: Bachelor of Business Administration (Hons.)	SEM: II
	MAR/APR-2024

Sr. No.	Subject	Available
1.	231U07C204 - Corporate Finance (A), (B)	
2.	131U07E205 – Negotiations & Conflict Management (A), (B)	
3.	131U07E206 – Training & Development (A), (B)	
4.	231U07C208 – Enrichment Course: German	
5.	Spanish	
6.	131U07K202 - Enrichment course : French	
7.		
8.		
9.		
10.		

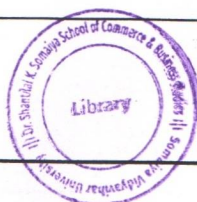
LIBRARY



Examination: End Semester Examination March/April 2024 (UG Programmes)

Programme code: 07		Class: FY	Semester: II
Programme: BBA Hons.			
Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies	
Course Code: 231U07C204	Name of the Course: Corporate Finance		
Duration: 2 Hrs.	Maximum Marks: 60		
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary 3) Use of Simple Calculator is Allowed 4) Smart watch is not allowed			

Question No.		Max. Marks	CO																					
Q1. A.	From the following information relating to a departmental store, you are required to Prepare for the three months ending 31st March, 2021: (a) Month-wise cash budget on receipts and payments basis; and (b) Statement of Sources and uses of funds for the three months period. It is anticipated that the working capital & other account balances at 1st January, 2021 will be as follows: <table><tr><td></td><td>Amount In 000''</td><td></td></tr><tr><td>Cash in hand and at bank</td><td>545</td><td></td></tr><tr><td>Short term investments</td><td>300</td><td></td></tr><tr><td>Debtors</td><td>2570</td><td></td></tr><tr><td>Stock</td><td>1300</td><td></td></tr><tr><td>Trade creditors</td><td>2110</td><td></td></tr><tr><td>Other creditors</td><td>200</td><td></td></tr></table>		Amount In 000''		Cash in hand and at bank	545		Short term investments	300		Debtors	2570		Stock	1300		Trade creditors	2110		Other creditors	200		15	CO1
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Dividends payable	485		485
Tax due	320		320
Plant	800		800

Budgeted Profit Statement:	in '000		
	January	February	March
Sales	2,100	1,800	1,700
Cost of sales	1,635	1,405	1,330
Gross Profit	465	395	370
Administrative, Selling and Distribution Expenses	315	270	255
Net Profit before tax	150	125	115

Budgeted balances at the end of each month	in 000"		
	31 st Jan.	28 th Feb.	31 st March
Short term investments	700	---	200

Debtors	2,600	2,500	2,350
Stock	1,200	1,100	1,000
Trade creditors	2,000	1,950	1,900
Other creditors	200	200	200
Dividends payable	485	--	--
Tax due	320	320	320
Plant (depreciation ignored)	800	1,600	1,550

Depreciation amount to Rs 60,000 is included in the budgeted expenditure for each month

OR

Q.1. B

G.M. Brothers wish to approach the bankers for temporary overdraft facility for the period from October 2010 to December 2010. During the period of this period of these three months, the firm will be manufacturing mostly for stock. You are required to prepare a cash budget for the above period.

15

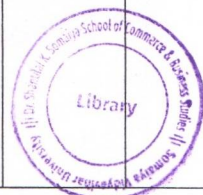
CO2

Month	Sales (Rs.)	Purchases (Rs.)	Wages (Rs.)
August	3,60,000	2,49,600	24,000
September	3,84,000	2,88,000	28,000
October	2,16,000	4,86,000	22,000
November	3,48,000	4,92,000	20,000
December	2,52,000	5,36,000	30,000

(a) 50% of credit sales are realized in the month following the sales and remaining 50% in the second following.

	(b) Creditors are paid in the month following the month of purchase (c) Estimated cash as on 1-10-2010 is Rs.50,000.												
Q.2. A	CALCULATE the WACC using the following data by using: (a) Book value weights (b) Market value weights The capital structure of the company is as under: <table border="1"><thead><tr><th></th><th>(Rs)</th></tr></thead><tbody><tr><td>Debentures (Rs 100 per debenture)</td><td>5,00,000</td></tr><tr><td>Preference shares (Rs 100 per share)</td><td>5,00,000</td></tr><tr><td>Equity shares (Rs 10 per share)</td><td>10,00,000</td></tr><tr><td>Total</td><td>20,00,000</td></tr></tbody></table> The market prices of these securities are: Debentures Rs 105 per debenture Preference shares Rs 110 per preference share Equity shares Rs 24 each. Additional information: (1) Rs 100 per debenture redeemable at par, 10% coupon rate, 4% floatation costs, 10year maturity. (2) Rs 100 per preference share redeemable at par, 5% coupon rate, 2% floatation cost and 10-year maturity. (3) Equity shares has Rs 4 floatation cost and market price Rs 24 per share. The next year expected dividend is Rs 1 with annual growth of 5%. The firm has practice of paying all earnings in the form of dividend. Corporate tax rate is 50%. Assume that floatation cost is to be calculated on face value		(Rs)	Debentures (Rs 100 per debenture)	5,00,000	Preference shares (Rs 100 per share)	5,00,000	Equity shares (Rs 10 per share)	10,00,000	Total	20,00,000	15	CO ₃
	(Rs)												
Debentures (Rs 100 per debenture)	5,00,000												
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Equity shares (Rs 10 per share)	10,00,000												
Total	20,00,000												
	OR												
Q.2. B	The following data is available for ABC Ltd.	Rs.	15										
			CO ₃										

	Sales 7,50,000 Variable Cost 4,20,000 Fixed Cost 60,000 Debt 4,50,000 Interest on Debt @ 9% Equity Capital 5,50,000 Calculate ROI, Operating, financial and combined leverage. Also ascertain the level at which EBIT will be zero.		
Q.3. A.	Alpha Limited and Beta Limited are identical except for capital structures. Alpha Ltd. has 50 per cent debt and 50 per cent equity, whereas Beta Ltd. has 20 per cent debt and 80 per cent equity. (All percentages are in market-value terms). The borrowing rate for both companies is 8 per cent in a no-tax world, and capital markets are assumed to be perfect. (a) (i) If you own 2 per cent of the shares of Alpha Ltd., DETERMINE your return if the company has net operating income of `3,60,000 and the overall capitalization rate of the company, K_0 is 18 per cent? (ii) CALCULATE the implied required rate of return on equity? (b) Beta Ltd. has the same net operating income as Alpha Ltd. (i) DETERMINE the implied required equity return of Beta Ltd.? (ii) ANALYSE why does it differ from that of Alpha Ltd.?	15	CO4
	OR		
Q.3. B.	Gupta Ltd., a profit-making company, has a paid-up capital of Rs 100 lakhs consisting of 10 lakhs ordinary shares of Rs 10 each. Currently, it is earning an annual pre-tax profit of Rs 60 lakhs. The company's shares are listed and are quoted in the range of Rs 50 to Rs 80. The management wants to diversify production and has approved a project which will cost Rs 50 lakhs and which is expected to yield a pre-tax income of Rs 40 lakhs per annum. To raise this additional capital, the following options are under consideration of the management: (a) To issue equity share capital for the entire additional amount. It is expected that the new shares (face value of Rs 10) can be sold at a premium of Rs 15. (b) To issue 16% non-convertible debentures of Rs 100 each for the entire amount. (c) To issue equity capital for Rs 25 lakhs (face value of Rs 10) and 16% non-convertible debentures for the balance amount. In this case, the company can	15	CO4



	issue shares at a premium of Rs 40 each. CALCULATE the additional capital can be raised, keeping in mind that the management wants to maximize the earnings per share to maintain its goodwill. The company is paying income tax at 50%.		
Q4	Write the following concepts (5 Marks each)	15	CO1, CO2, CO3
a)	Sadaf corporation requires Rs.5 lakh in cash for meeting its transaction needs over the next five months. • This amount is available with Sadaf Corp. in the form of marketable securities. • It can earn 18 percent annual yield on its marketable securities. The conversion of marketable securities into cash entails a fixed cost of Rs. 500 per transaction. • Find the optimum cash conversion size		
b)	The following details are available: Existing equity capital 10,000 shares of Rs. 10 each Proposals to Raise Rs. 1,00,000 with following alternatives (a) Debt at 10% (b) Equity capital @ Rs. 10 per share (c) Preference shares of Rs. 10 each @ 12% dividends EBIT Rs. 80,000 Tax Rate 50% Advise which of the method of financing would be most suitable. Which is the most optimum proposal of financing?		
c)	Richardson Ltd.'s EBIT is Rs 5,00,000. The company has 10%, Rs 20 lakh debentures. The equity capitalization rate i.e. K_e is 16%. You are required to CALCULATE: i) Market value of equity and value of firm (ii) Overall cost of capital.		



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Name of the Constituent College:
S K Somaiya College

Name of the Department:
Business Studies

Course Code: 231U07C204

Name of the Course: Corporate Finance

Duration: 2 Hrs.

Maximum Marks: 60

Instructions: 1) Draw neat diagrams

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Question No.		Max. Marks	CO																																								
Q.1. A	PREPARE monthly cash budget for six months beginning from April 2021 on the basis of the following information: i) Estimated monthly sales are as follows: <table border="1"> <thead> <tr> <th></th><th>Amount</th><th></th><th>Amount</th></tr> </thead> <tbody> <tr> <td>January</td><td>1,00,000</td><td>June</td><td>80,000</td></tr> <tr> <td>February</td><td>1,20,000</td><td>July</td><td>1,00,000</td></tr> <tr> <td>March</td><td>1,40,000</td><td>August</td><td>80,000</td></tr> <tr> <td>April</td><td>80,000</td><td>September</td><td>60,000</td></tr> <tr> <td>May</td><td>60,000</td><td>October</td><td>1,00,000</td></tr> </tbody> </table> ii) wages and salaries are estimated to be payable as follows: - <table border="1"> <thead> <tr> <th></th><th>Amount</th><th></th><th>Amount</th></tr> </thead> <tbody> <tr> <td>April</td><td>9,000</td><td>July</td><td>10,000</td></tr> <tr> <td>May</td><td>8,000</td><td>August</td><td>9,000</td></tr> <tr> <td>June</td><td>10,000</td><td>September</td><td>9,000</td></tr> </tbody> </table> (iii) Of the sales, 80% is on credit and 20% for cash. 75% of the credit sales are collected within one month after sale and the balance in two months after		Amount		Amount	January	1,00,000	June	80,000	February	1,20,000	July	1,00,000	March	1,40,000	August	80,000	April	80,000	September	60,000	May	60,000	October	1,00,000		Amount		Amount	April	9,000	July	10,000	May	8,000	August	9,000	June	10,000	September	9,000	15	CO1
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	sale. There are no bad debt losses. (iv) Purchases amount to 80% of sales and are made on credit and paid for in the month preceding the sales. (v) The firm has 10% debentures of Rs 1,20,000. Interest on these has to be paid quarterly in January, April and so on. (vi) The firm is to make an advance payment of tax of Rs 5,000 in July, 2021. (vii) The firm had a cash balance of Rs 20,000 on April 1, 2021, which is the minimum desired level of cash balance. Any cash surplus/deficit above/below this level is made up by temporary investments/liquidation of temporary investments or temporary borrowings at the end of each month (interest on these to be ignored).																										
	OR																										
Q.1. B	S. K. Brothers wish to approach the bankers for temporary overdraft facility for the period from October 2010 to December 2010. During the period of this period of these three months, the firm will be manufacturing mostly for stock. You are required to prepare a cash budget for the above period. <table border="1"> <thead> <tr> <th>Month</th><th>Sales (Rs.)</th><th>Purchases (Rs.)</th><th>Wages (Rs.)</th></tr> </thead> <tbody> <tr> <td>August</td><td>3,60,000</td><td>2,49,600</td><td>24,000</td></tr> <tr> <td>September</td><td>3,84,000</td><td>2,88,000</td><td>28,000</td></tr> <tr> <td>October</td><td>2,16,000</td><td>4,86,000</td><td>22,000</td></tr> <tr> <td>November</td><td>3,48,000</td><td>4,92,000</td><td>20,000</td></tr> <tr> <td>December</td><td>2,52,000</td><td>5,36,000</td><td>30,000</td></tr> </tbody> </table> (a) 50% of credit sales are realized in the month following the sales and remaining 50% in the second following. (b) Creditors are paid in the month following the month of purchase (c) Estimated cash as on 1-10-2010 is Rs.50,000.	Month	Sales (Rs.)	Purchases (Rs.)	Wages (Rs.)	August	3,60,000	2,49,600	24,000	September	3,84,000	2,88,000	28,000	October	2,16,000	4,86,000	22,000	November	3,48,000	4,92,000	20,000	December	2,52,000	5,36,000	30,000	15	CO2
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Q.2. A	ABC Ltd. has the following capital structure EXAMINE which is considered to be optimum as on 31st March, 2017.	15	CO3																								

	(Rs)
14% Debentures	30,000
11% Preference shares	10,000
Equity Shares (10,000 shares)	1,60,000
	2,00,000

The company share has a market price of Rs 23.60. Next year dividend per share is 50% of year 2017 EPS. The following is the trend of EPS for the preceding 10 years which is expected to continue in future.

Year	EPS (Rs)	Year	EPS (Rs)
2008	1.00	2013	1.61
2009	1.10	2014	1.77
2010	1.21	2015	1.95
2011	1.33	2016	2.15
2012	1.46	2017	2.36

The company issued new debentures carrying 16% rate of interest and the current market price of debenture is Rs 96.

Preference share Rs 9.20 (with annual dividend of Rs 1.1 per share) were also issued. The company is in 50% tax bracket.

(A) CALCULATE after tax:

(i) Cost of new debt

(ii) Cost of new preference shares

(iii) New equity share (assuming new equity from retained earnings)

(B) CALCULATE marginal cost of capital when no new shares are issued.

(C) DETERMINE the amount that can be spent for capital investment before new ordinary shares must be sold. Assuming that retained earnings for next year's investment are 50 percent of 2017.

D) COMPUTE marginal cost of capital when the funds exceed the amount calculated in (C), assuming new equity is issued at Rs 20 per share?

OR

Q.2. B

A firm's details are as under:

Sales (@100 per unit) Rs 24,00,000

Variable Cost 50%

Fixed Cost Rs 10,00,000

It has borrowed Rs 10,00,000 @ 10% p.a. and its equity share capital is Rs 10,00,000 (Rs 100 each)

CALCULATE:

(a) Operating Leverage

(b) Financial Leverage

(c) Combined Leverage

(d) Return on Investment

(e) If the sales increases by Rs 6,00,000; what will the new EBIT?



15

CO3

Q.3. A.

Balaji Steels Limited requires Rs 25,00,000 for a new plant. This plant is

15

CO4

expected to yield earnings before interest and taxes of Rs 5,00,000. While deciding about the financial plan, the company considers the objective of maximizing earnings per share. It has three alternatives to finance the project - by raising debt of Rs 2,50,000 or Rs 10,00,000 or Rs 15,00,000 and the balance, in each case, by issuing equity shares. The company's share is currently selling at Rs 150, but is expected to decline to Rs 125 in case the funds are borrowed in excess of Rs 10,00,000. The funds can be borrowed at the rate of 10 percent up to Rs 2,50,000, at 15 percent over Rs 2,50,000 and up to Rs 10,00,000 and at 20 percent over Rs 10,00,000. The tax rate applicable to the company is 50 percent. ANALYSE which forms of financing should the company choose?

OR

Q.3. B. Following data is available in respect of two companies having same business risk: Capital employed = Rs 2,00,000, EBIT = Rs 30,000
 $K_e = 12.5\%$

Sources	Levered Company (Rs)	Unlevered Company (Rs)
Debt (@10%)	1,00,000	Nil
Equity	1,00,000	2,00,000

Investor is holding 15% shares in levered company. CALCULATE increase in annual earnings of investor if he switches his holding from Levered to Unlevered company.

Q.4 Write the following concepts (5 Marks each)

a) Indra Ltd. has EBIT of Rs 1,00,000. The company makes use of debt and equity capital. The firm has 10% debentures of Rs 5,00,000 and the firm's equity capitalization rate is 15%.

You are required to COMPUTE:

- (i) Current value of the firm
- (ii) Overall cost of capital.

b) A Ltd. has the following capital structure:

	Rs
Rs. Equity share capital (of Rs. 100 each)	1,00,000
10% Preference share capital (of Rs. 100 each)	2,00,000
10% debenture (of Rs. 100 each)	2,00,000

	If EBIT is (i) Rs. 1,00,000 (ii) Rs. 80,000 and (iii) Rs. 1,20,000, Calculate financial leverage under three situations. Assume 50% tax rate.		
c)	Y bought a TV costing Rs 13,000 by making a down payment of Rs 3000 and agreeing to make equal annual payment for four years. How much would be each payment if the interest on unpaid amount be 14% compounded annually?		





Semester (December 2023 to April 2024)		
Examination: End Semester Examination April 2024 (UG Programmes)		
Programme code: 07 Programme: BBA Hons.	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies
Course Code: 131UO7E205	Name of the Course: Negotiations & Conflict Management	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: Read carefully all the questions & attempt accordingly		

Question No.		Max. Marks	CO Attainment
Q.1.	Solve the following case study: At OE Collaboration, a technology company that develops virtual collaboration software for new companies, Mike Jones is a new manager. One of the biggest challenges he has faced is that the team that he is managing is well established and because he is an outsider, the team members haven't yet developed trust in him. Two weeks into his new employment, Mike held a meeting and discussed all of the changes to the remote work agreements as well as implementing new meeting requirements for each employee to have a biweekly meeting scheduled with him to discuss their projects. The team was outraged, they were not excited, and the following days he wasn't greeted in a friendly way; in addition, his team seemed less engaged when asked to participate in team functions. Tracy James is also a new manager at OE Collaboration who started at the same time as Mike, in a similar situation where she is a new manager of an existing team. Tracy was able to hold a meeting the first day on the job to listen to her team and get to know them. During this meeting she also told the team about herself and her past experiences. Additionally, she held one-on-one meetings to listen to each of her team members to discuss what they were working on and their career goals. After observation and discussion with upper management, she aligned her own team goals closely with the skills and experiences of her new team. She met with the whole team to make changes to a few policies, explaining why they were being changed, and set the strategy for the team moving forward.	15 8+7	CO1 CO2 CO3 CO4



	Because she got her team involved and learned about them before implementing her new strategy, this was well received. Her team still had questions and concerns, but they felt like they could trust her and that they were included in the changes that were being made. Questions Q.1. Give a suitable title to the case study rationally and demonstrate the challenges the new manager encounter when starting to manage an existing team? Q.2. Explain the strategies a new manager can implement to ensure that their new team is engaged with them and open to change and growth?	8+7	
Q.2.A	“Conflict occurs in different stages. “Justify the statement with diagrammatic presentation further stating the beneficients to the organization. OR	15	CO1
Q.2.B	“Emotional intelligence plays a crucial role in conflict resolution, particularly in the corporate world, where conflicts are inevitable. “Justify the statement and discuss in details the importance of using EI for conflict resolution in the organizations.	15	CO2
Q.3.A.	Explain the different causes of Industrial conflict & techniques like Voluntary Arbitration, Board of Conciliation & Court of Enquiry for settlement. OR	15	CO2
Q.3.B.	Justify the role of Communication in Negotiation & Negotiation as an approach to manage conflicts.	15	CO3
Q.4.A.	Define International Negotiations & elaborate its key considerations along with the ways to make it successful. OR	15	CO3
Q.4.B.	Explain in details the importance of Conciliation & skills required for a successful negotiation.	15	CO4



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Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies
Course Code: 131UO7E205	Name of the Course: Negotiations & Conflict Management	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: Read carefully all the questions & attempt accordingly		

Question No.		Max. Marks	CO Attainment
Q.1.	Solve the following case study: Janine just graduated college, she's ready to head out on her own and get that first job, and she's through her first interviews. She receives an offer of a \$28,000 salary, including benefits from COLLEGE CORP, from an entry-level marketing position that seems like a perfect fit. She is thrown off by the salary they are offering and knows that it is lower than what she was hoping for. Instead of panicking, she takes the advice of her mentor and does a little research to know what the market range for the salary is for her area. She feels better after doing this, knowing that she was correct and the offer is low compared to the market rate. After understanding more about the offer and the rates, she goes back to the HR representative and asks for her preferred rate of \$32,500, knowing the minimum that she would accept is \$30,000. Instead of going in for her lowest amount, she started higher to be open to negotiations with the company. She also sent a note regarding her expertise that warranted why she asked for that salary. To her happy surprise, the company counter offered at \$31,000—and she accepted. Questions: Q.1. Give a suitable title to the case study and justify your answer. Explain in details the key points of Janice's negotiation that led to her success. Q.2. Write the better way Janice could have taken to get a better outcome for her salary?	15 8+7	CO1 CO2 CO3 CO4

Q.2.A	Examine and analyze the five belief domains & outcomes of conflict.	15	CO1
	OR		
Q.2.B	Elaborate the prevention mechanism & settlement of Industrial Conflicts	15	CO2
Q.3.A.	Explain in brief the conflict resolution strategies with its advantages.	15	CO2
	OR		
Q.3.B.	Write short notes on: Cross cultural Negotiation & its factors The Emotions in Negotiations	15	CO3
Q.4.A.	Distinguish between Distributive & Integrative Negotiation as well narrate the dimensions of 3D Negotiations.	15	CO3 CO4
	OR		
Q.4.B.	Demonstrate the role of a mediator, consultant, arbitrator & conciliator in Third Party Negotiation.	15	CO4



Semester (December 2023 to April 2024)		
Examination: End Semester Examination April 2024 (UG Programmes)		
Programme code: 07 Programme: BBA (Hons)	Class: FY	Semester: II
Name of the Constituent College: S K Somaiya College	Name of the Department: Business Studies	
Course Code: 131U07E206	Name of the Course: Training and Development	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary		

Quest ion No.		Max. Marks	CO Attainment
Q.1.	Case Study: Leveraging Formal Groups for Organizational Success In TITAN Corporation, the Marketing Department operates as a formal group tasked with developing and implementing strategies to promote the company's products and services. The team consists of experienced professionals with diverse skills and expertise in various marketing domains. Led by Sarah, the Marketing Manager, the group collaborates closely to achieve common objectives and drive the company's growth. The formal group structure fosters a sense of unity and shared purpose among team members. Regular team meetings and brainstorming sessions provide opportunities for open communication and idea sharing. Each member brings unique insights and perspectives to the table, contributing to the overall effectiveness of the group. One key strength of the Marketing Department is its ability to leverage collective knowledge and resources to address complex challenges. When faced with a tight deadline to launch a new product campaign, team members rallied together, pooling their skills and expertise to develop a comprehensive marketing strategy. Sarah delegated tasks efficiently, ensuring that each member played to their strengths and remained focused on the common goal. Moreover, the formal group structure encourages accountability and responsibility among team members. Clear roles and responsibilities are defined, and regular progress updates are shared to track performance	15	



	against targets. This ensures that everyone remains aligned with the company's objectives and committed to delivering results. Through effective collaboration and coordination, the Marketing Department successfully launches the new product campaign, generating significant buzz and driving sales growth. The cohesive efforts of the formal group not only achieve short-term objectives but also lay the foundation for long-term success and sustainability. In conclusion, formal groups play a crucial role in facilitating teamwork, collaboration, and goal attainment within organizations. By harnessing the collective power of its members, TITAN Corporation's Marketing Department exemplifies how formal groups can drive organizational success and achieve strategic objectives. Questions: 1. Discuss the importance of formal groups within organizations, using the example of TITAN Corporation's Marketing Department. How does the formal group structure contribute to teamwork, collaboration, and goal attainment? 2. Analyze the role of leadership within formal groups, as demonstrated by Sarah, the Marketing Manager at TITAN Corporation. How does effective leadership influence the performance and success of formal groups in achieving organizational objectives? Provide examples from the case study to support your answer.		CO 1
			CO 2
Q.2.A	Define Training. Explain in brief the contents of Job Analysis.	15	CO 2
	OR		
Q.2.B	Apply the method of evaluating the effectiveness of training program.	15	CO 1
Q.3.A	Define Performance Appraisal. Explain the Principles and guidelines of performance appraisal.	15	CO 3
	OR		
Q.3.B	Prove the importance of Career Advancement to the organization.	15	CO 2
Q.4.A	Discuss the objectives of MDP.	15	CO 1
	OR		
Q.4.B	Explain the features of training.	15	CO 4

Semester (December 2023 to April 2024)

Examination: End Semester Examination April 2024 (UG Programmes)

Programme code: 07

 Programme: **BBA (Hons)**

Class: FY

Semester: II

Name of the Constituent College: S K Somaiya College

 Name of the Department: Business
Studies

 Course Code: **131U07E206**

 Name of the Course: **Training and Development**

Duration : 2 Hrs.

Maximum Marks : 60

Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary

Question No.		Max. Marks	CO Attainment
Q.1.	Case Study: Achieving Excellence: A Case of Successful Performance Appraisal John, a diligent employee at TITAN Corporation, consistently demonstrated exceptional performance over the past year. He joined the company as a junior analyst four years ago and steadily climbed the corporate ladder through his hard work and dedication. John's exemplary work ethic and commitment to excellence earned him recognition among his peers and supervisors. Throughout the year, John consistently exceeded performance targets and delivered high-quality work on various projects. He demonstrated strong analytical skills, attention to detail, and the ability to think critically in solving complex problems. John's proactive approach and willingness to take on new challenges impressed his supervisors and contributed to the success of the team. In addition to his technical skills, John also exhibited strong interpersonal skills and teamwork. He actively collaborated with colleagues, shared knowledge, and provided support whenever needed. His positive attitude and willingness to go above and beyond his duties fostered a collaborative work environment and strengthened team cohesion.	15	



	As the performance appraisal period approached, John's supervisors conducted a thorough evaluation of his performance. They recognized his significant contributions to the company's success and his consistent performance excellence. Based on his outstanding performance, John received a well-deserved appraisal, including a substantial salary increase, bonus, and recognition as the Employee of the Year. John's success story highlights the importance of hard work, dedication, and continuous improvement in achieving excellence in the corporate world. His journey serves as an inspiration to his colleagues and reinforces the value of performance appraisal as a tool for recognizing and rewarding outstanding performance. Questions: 1. Discuss the key factors that contributed to John's success in achieving a positive performance appraisal at TITAN Corporation. Provide specific examples from the case study to support your answer. 2. Evaluate the role of performance appraisal in recognizing and rewarding employee excellence, using John's case as an example. Discuss how effective performance appraisal practices can motivate employees and contribute to organizational success.		CO 1 CO 2
Q.2.A	Explain the techniques of Performance Appraisal along with its definition.	15	CO 2
	OR		
Q.2.B	Explain the importance of training.	15	CO 1
Q.3.A	Prove the characteristics of MDP.	15	CO 3
	OR		
Q.3.B	Prove the stages of Career Development Cycle with the help of an example.	15	CO 2
Q.4.A	Distinguish between Training and Development.	15	CO 1
	OR		
Q.4.B	Discuss the various types of Data Analysis.	15	CO 4



SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (November 2023 to March 2024)		
Examination: End Semester Examination April 2024 (UG Programmes)		
Programme code: 07 Programme: BBA Hons	Class: FY	Semester: II
Name of the Constituent College: SK Somaiya College	Name of the Department Business Studies	
Course Code: 231U07C208	Name of the Course: Enrichment Course - German	
Duration: 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Q1 and Q2 are compulsory 2) Q3-A is compulsory, attempt Q3-B or Q3-C. 3) Q4-A is compulsory, attempt Q4-B or Q4-C.		

Question No.		Max. Marks	CO Attainment
Q.1.A	Lesen Sie die beiden Texte und die Aufgaben 1 bis 5. Kreuzen Sie an: ☐ Richtig oder ☒ Falsch. 0 Sara feiert ihren Geburtstag am Samstagabend. ☐ Richtig ☒ Falsch Betreff: Einladung Hallo Eva, ich werde 25 und möchte dich gern einladen. Ich feiere am Samstag, den 10.08., ab 15 Uhr im Schlosspark und mache ein großes Picknick! Du kannst gern deinen Freund mitbringen. Kannst du vielleicht einen Kuchen machen? Bei Regen machen wir das Picknick bei mir zu Hause. ☺ Kommst du? Bitte antworte bald. Liebe Grüße Sara	10	CO2 & CO4



	1 Evas Freund kann auch mitkommen. Richtig Falsch 2 Bei Regen gibt es kein Picknick. Richtig Falsch Betreff: Donnerstag Lieber Herr Stoll, bitte kommen Sie am Donnerstag um 11:00 Uhr. Dann sprechen wir über das Projekt. Wir haben bis 12:30 Uhr Zeit. Um 13:00 Uhr lädt unsere Chefin, Frau Hochner, zum Mittagessen ein. Wir gehen ins Restaurant „Bugatti“ am Waltherplatz. Ich kann mit Ihnen gemeinsam zum Restaurant gehen. Frau Hochner kommt direkt zum „Bugatti“. Sie können mich auch gern anrufen: 0674 / 12 35 813. Mit freundlichen Grüßen Andreas Ulmer 3 Der Termin ist am Vormittag. Richtig Falsch 4 Frau Hochner ist um 13:00 Uhr im Restaurant. Richtig Falsch 5 Andreas Ulmer ruft Herrn Stoll an. Richtig Falsch		
Q.1.B	Die Uhrzeiten. Was passt zusammen? 1 <u>D</u> morgens 2 <u> </u> vormittags 3 <u> </u> mittags 4 <u> </u> nachmittags 5 <u> </u> abends 6 <u> </u> nachts A 12:00–14:00 B 22:00–6:00 C 18:00–22:00 D 6:00–9:00 E 9:00–12:00 F 14:00–18:00	5	CO1
Q.2.A	Sie wollen am Samstag eine Freundin / einen Freund treffen. Schreiben Sie einen Dialog.	5	CO1
Q.2.B	Schreiben Sie eine Einladung. Achten Sie auf Anrede und Gruß. Die folgenden Punkte helfen. - Sie machen eine Geburtstagsparty - Sie wollen Ihren Freund / Ihre Freundin einladen - was mitbringen - was machen - Ort und Zeit	10	CO4

Q.3.A	Kreuzen Sie die richtige Form an. 1. Das ist Mara. Ihr ☐ Ihre ☒ Sein ☐ Seine ☐ Kinder gehen zur Schule. 2. Ihr ☐ Ihre ☐ Sein ☐ Seine ☐ Tochter Lena spielt Saxophon. 3. Ihr ☐ Ihre ☐ Sein ☐ Seine ☐ Sohn Florian hat einen Computer. 4. Ihr ☐ Ihre ☐ Sein ☐ Seine ☐ Computer ist neu. 5. Florian sagt: „Mein ☐ Meine ☐ Sein ☐ Seine ☐ Computer ist toll.“ 6. Lena sagt: „Du und dein ☐ deine ☐ sein ☐ seine ☐ Computerspiele. Du machst nichts anderes.“	5	CO1
Q.3.B	Schreiben Sie Sätze. Beispiel: Wir mitbringen Martha Blumen <u>Wir bringen Martha Blumen mit.</u> 1. Ich heute mitkommen nicht _____ 2. Er seine Freundin um 12:45 Uhr abholen _____ 3. Der Film anfangen um 20:30 Uhr _____ 4. Leni und Maik für die Party Was einkaufen _____ 5. Ihr einladen viele Freunde _____	10	CO2
OR			
Q.3.C	Schreiben Sie Sätze. Achten Sie auf die Verbkonjugation. 1. arbeiten – müssen – am Samstag – ich – leider – . 2. wir – heute – zusammen kochen – wollen – ? 3. können – Getränke – du – mitbringen – ? 4. für die Party – einladen – dich – ich – . 5. am Sonntag – ich – wollen – machen – eine Radtour – .	10	CO1 & CO2



Q.4.A	Was passt: <i>und, oder, aber</i>? Kreuzen Sie an. - Tom macht ein Praktikum. Seine Kollegen ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder der Chef sind nett. - Tom telefoniert nicht gern, ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder er arbeitet gern am Computer. - Am Mittag macht er allein Pause ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder er geht mit den Kollegen essen. - Tom möchte am Freitag frei haben, ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder es geht leider nicht. - Es gibt eine Besprechung ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder Tom muss auch da sein. - Tom kann aber am Montag frei haben ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder nur am Vormittag arbeiten. - Tom arbeitet oft früh am Morgen ☐ <i>a</i> und ☐ <i>b</i> aber ☐ <i>c</i> oder ist dann allein im Büro.	7	CO3
Q.4.B	Ein Termin beim Arzt. Ergänzen Sie das Gespräch. guten Tag morgen Bis Donnerstag einen Termin kommen keine Zeit um 9 Uhr arbeiten nicht ☐ Praxis Dr. Fehdeler, Mario Temm, (0) <u>guten Tag</u>. ● Guten Tag. Hier ist Winter. Ich habe heute (1) _____. Aber ich habe (2) _____, Haben Sie (3) _____ einen Termin? ☐ Nein, morgen geht es leider (4) _____. Aber am Mittwoch (5) _____, Geht das? ● Um 9 Uhr? Das geht leider nicht. Ich muss (6) _____. Und am Donnerstag? ☐ Ja. Können Sie um 16 Uhr (7) _____? ● Ja, das geht! Also am Donnerstag um 16 Uhr. ☐ (8) _____, Herr Winter. Auf Wiederhören! ● Auf Wiederhören! _____	8	CO1
OR			
Q.4.C	Lesen Sie. Welche Reaktion passt? 0. Es tut mir leid, ich bin zu spät. ☐ <i>a</i> Nein, da kann ich leider nicht. ☒ <i>b</i> Kein Problem. 1. Ich hätte gern einen Termin am Dienstag. Geht das? ☐ <i>a</i> Nein, macht nichts. ☐ <i>b</i> Ja, da geht es um 10:30 Uhr. 2. Können Sie am Freitag um 15:00 Uhr kommen? ☐ <i>a</i> Nein, da kann ich leider nicht. ☐ <i>b</i> Bitte entschuldigen Sie.	8	CO1

	3. Wie spät ist es? ☐ a Um kurz vor vier. ☐ b Es ist Viertel vor vier. 4. Was machst du morgen? ☐ a Ich muss arbeiten. ☐ b Halb sieben ist super.		
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SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester: April 2024

Examination: End Semester Examination

Programme code: 07		Class: FYBBA	Semester: SVU 2023
Programme: BBA Hons			
Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies	
Course Code:	Name of the Course: Spanish		
Duration: 2 Hrs.	Maximum Marks: 60		
Instructions:			
1. Questions 1 (A, B, C), 2 (A, B, C), 3A and 4A are compulsory. Only one question from 3B or 3C needs to be attempted and one question from 4B or 4C needs to be attempted. 2. Wherever applicable, just writing the options a, b, or c against the question numbers would be sufficient. Do not waste time in writing full sentences. 3. Kindly write in legible handwriting. Spelling errors would lead to loss of marks.			

Question No.		Max. Marks	CO Attainment
Q.1. A.	Lee esta carta. A continuación, responda las cuatro preguntas sobre el texto. Elije la respuesta correcta: a), b), c) o d). Hola, Luis: Me llamo Alberto, soy colombiano y tengo veintidós años. Desde hace tres años, estudio alemán en la Universidad y el año próximo quiero ir a Alemania a continuar mis estudios de Química. Te escribo porque soy amigo de tu prima Sonia, que me dice que, desde hace tres años, trabajas en Berlín, por eso creo que me puedes ayudar. Tengo ya el billete de avión para llegar en octubre, pero no sé si tomar el tren o el autobús para llegar al centro. ¿Hay metro para ir desde el aeropuerto a la ciudad? Los primeros días voy a estar en un hotel. Luego quiero vivir con una familia para aprender más rápido. Además, creo que va a ser también más barato. Otra pregunta: ¿qué horarios tienen los cursos de alemán en alguna escuela bien comunicada y no muy cara? También quiero saber cuánto cuestan los cursos de idiomas que ofrece la Universidad, en qué lugar se hacen y en qué fecha se cierra la matrícula porque les escribo todas las semanas y algunas veces llamo por teléfono, pero nunca me responden. Muchas gracias, Alberto	4	CO1, CO2, CO4



- | | | | |
|--|---|--|--|
| | <ol style="list-style-type: none">1. En este texto, Alberto habla de...<ol style="list-style-type: none">a) su nivel de alemán.b) su familia en Alemania.c) sus estudios en Alemania el próximo año.d) los medios de transporte de la ciudad.2. Alberto quiere vivir...<ol style="list-style-type: none">a) con una familia.b) con estudiantes.c) en un hotel.d) en un piso.3. Alberto quiere saber...<ol style="list-style-type: none">a) el nombre de un hotel barato.b) el precio del alquiler del piso.c) el nivel del curso de alemán.d) el precio de los cursos de alemán que ofrece la Universidad.4. Alberto no sabe...<ol style="list-style-type: none">a) hablar mucho alemán.b) la distancia entre el hotel y la Universidad.c) la fecha del fin de la matrícula de un curso de alemán.d) el precio del alquiler. | | |
|--|---|--|--|

Q.1. B.

Lee estos anuncios de libros. Relaciona cada texto con el numero correspondiente. Hay tres anuncios que no debe seleccionar.

Ejemplo 0: Nunca uso Internet y no sé enviar un correo electrónico. Busco un libro para aprender rápidamente. La opción correcta es la A.

6

CO1,
CO2,
CO3,
CO4

A



Abogado

Empresa de productos de alimentación con tiendas en el extranjero necesita abogado con conocimientos de idiomas.

B



Médico

El Hospital de las Luces necesita un médico de familia para visitar a domicilio a nuestros pacientes y realizar consultas a los enfermos del hospital.

C



Camarero

Se necesitan camareros para los fines de semana en el bar "La Perla". Horario de trabajo: solo tardes.

D



Guía

Necesitamos guía turístico para visitar los principales monumentos de la ciudad con grupos de turistas extranjeros. Imprescindible hablar inglés.

E



Secretaria

Necesitamos secretaria de dirección para empresa de turismo. Imprescindible conocer programas informáticos y hablar idiomas.

I



Profesor

Academia "El Suspense". Buscamos profesores para todas las asignaturas de primaria y secundaria.

J



Dependiente

Necesitamos chicos/as jóvenes como dependientes en tienda de ropa juvenil. No es necesario tener experiencia.



F**Taxista**

Se necesitan conductores de taxi con coche propio y 2 años de experiencia con carnet de conducir B1. Zona del aeropuerto.

G**Estrella de cine**

Buscamos a la protagonista de nuestra próxima película. Si te gusta el mundo del cine, puedes llegar a ser una estrella.

H**Cajeros/as**

Por la próxima apertura de supermercado, necesitamos cajeros/as. Trabajo 5 días a la semana, en horario de mañana o tarde.

0.

Nunca uso Internet y no sé enviar un correo electrónico. Busco un libro para aprender rápidamente.



1.

Juan y yo tenemos unos días de vacaciones y estamos pensando viajar a alguna ciudad. Buscamos un libro con todo tipo de información turística.



2.

Busco libros infantiles, divertidos y modernos para los hijos de mi hermano, que tienen 5 y 6 años.



3.

Necesito un buen libro para regalar a mis abuelos. Ellos son mayores, no salen mucho de casa y les gusta leer.



4.

Tengo un nuevo jefe, es americano y no le comprendo bien cuando habla. Necesito un libro para aprender rápidamente.



5.

Estas Navidades quiero regalar un libro diferente a todos mis amigos. Pero tengo muchos amigos y muy poco dinero.



6.

Mi mujer y yo no sabemos cocinar. Buscamos un libro para hacer comidas fáciles.



Q.1. C.

Lee la información de estas facturas de supermercados y complete las oraciones que aparecen a continuación con la información del texto.

5

C03

0. El importe total de compra más barato es de 8,20 €

SUPERAHORRO	ECONOSUN	DIALUZ
1 kg naranjas 1,20 €	1 kg plátanos 2,15 €	1 l aceite de girasol 1,10 €
2 kg pollo 5,10 €	2 kg cerdo 8,30 €	1 kg de cordero 9,60 €
1 l de leche 1 €	1 l de leche 0,95 €	1 kg arroz 1,50 €
4 yogures 2 €	1 lata de atún 1,50 €	2 kg de conejo 16,00 €
		1 l aceite de oliva 2,50 €
4 art.	4 art.	5 art.
Total compra: 9,30 €	Total compra: 12,90 €	Total compra: 30,70 €
Cajero/a: Rosa	Cajero/a: Marcelo	Cajero/a: Marta

DESCUENTO PLUS	LOS GALLEGOS
1 l leche 1,10 €	4 YOGURES 0,80 €
4 yogures 0,85 €	1 KG NARANJAS 1,10 €
1/2 kg queso manchego 4,90 €	2 KG POLLO 5,50 €
1/4 kg queso de cabra 3,60 €	1 L LECHE 1,10 €
4 art.	4 ART.
Total compra: 10,45 €	TOTAL COMPRA: 8,50 €
Cajero/a: Carmen	

CAJERO/A: JIMENA

PRIMERA FILA	MERCADAMA	SÚPER PRADO
2 kg salmón 16,50 €	1 doc. huevos 2 €	2 kg pollo 5,90 €
1 1/2 kg fresas 4,20 €	4 yogures 2,75 €	4 yogures 0,70 €
1 kg patatas 0,85 €	1 kg peras 1,90 €	1 l de leche 1 €
1 lata de atún 1,55 €	1/2 kg tomates 0,80 €	1 kg naranjas 0,60 €
	1 l aceite de Oliva 3 €	
	1 kg arroz 1,40 €	
4 art.	6 art.	4 art.
Total compra: 23,10 €	Total compra: 11,85 €	Total compra: 8,20 €
Cajero/a: María José	Cajero/a: Nicolas	Cajero/a: Pablo

- La misma compra cuesta más en _____ que en super prado.
- La factura total de _____ es el más caro.
- En el recibo de _____ solo hay productos lácteos.
- La compra con más artículos es la de _____.
- Hay aceite de girasol en la factura de _____.



Q.2.A	Estas planificando tus próximas vacaciones. Tu agencia de viajes solicita tus datos para buscarte el viaje más apropiado. Completa el formulario. AGENSOL Balears, 6 . 28045 Madrid. Tel: 91 610 10 10 - Nombre y Apellido/s: _____ - Fecha de Nacimiento: _____ / _____ / _____ - Sexo: M _____ o H _____ - Domicilio: Calle/Avda.: _____, No _____, C.P. _____ - Correo Electrónico: _____ - Móvil/Teléfono: _____ - Periodo de vacaciones: desde el _____ hasta el _____ ¿Cuántas personas viajan? N°: _____ niño/s _____ ¿Dónde prefiere pasar las vacaciones? ☐ Playa ☐ Montaña ☐ Pueblo ☐ Otras ciudades ☐ Otros países ¿Por qué? _____ ¿Qué actividades te gusta hacer en vacaciones _____	5	CO1
Q.2.B	Escribe una breve nota sobre tu rutina diaria. Numero de palabras: entre 30-40	5	CO2
Q.2. C.	Hacer frases con estos verbos al menos 5 palabras en cada frase - Ellas - comprar - Él - Levantarse - Vosotros - hacer - Usted - estar - Tú - comprender	5	CO 1, CO2, CO 3, CO 4

Q.3.A	Completa el texto con los verbos adecuados y conjúgalos. (tener, ir, poder, estar, hay) 1. Sí, (nosotros) _____ viajar en avión. 2. Yo no hago mucho deporte, pero a veces _____ al gimnasio 3. No _____ una estación de Metro en el barrio. 4. Tú _____ que comer pronto, el tren va a llegar. 5. La parada del autobús _____ al lado de la clínica San Carlos.	5	CO 1, CO2, CO 3, CO 4
Q.3. B.	Rellenar los huecos con la opción correcta 1. ¿Qué hora es? _____ (a. Son las dos y cuarto, b. Es dos y cuarto, c. es dos de la tarde) 2. Sevilla está lejos _____ Cordoba. (a. en, b. de, c. a) 3. Él vive con sus padres. _____ casa es muy grande. (a. su, b. sus, c. el). 4. No hay pájaros en nuestro barrio. En el nuestro _____ (a. también, b. no, c. tampoco) 5. A Carla _____ gusta la merluza. (a. ella, b. me, c. le) 6. Quería esta camisa. ¿_____ puedo ver? (a. la, b. lo, c. le) 7. A _____ me encanta el teatro. (a. yo, b. lo c. mí) 8. The church of San Pedro is on Olmeda street. (Traduce la frase en español) 9. ¿Y _____ más, un helado o el café? (a. algo, b. alguno, c. un) 10. Puede cocinarlas _____ o utilizarlas en sopas y ensaladas. (a. crudo, b. a la plancha, c. cocidas)	10	CO 1, CO2, CO 3, CO 4
	OR		



Q.3. C.	Rellenar los huecos con la opción correcta - Juan, ¿_____ una estación de metro cerca de tu casa? (a. es, b. esta, c. hay) - De estos armarios, ¿Cuál _____ gusta para mi casa? (a. me, b. te, c. le) - Él compra los bolígrafos nuevos. _____ tiene que regalar a su hermano. (a. yo, b. los, c. lo). ¿Puedo pagar _____ metálico? – No, solo puede pagar con tarjeta. (a. en, b. con, c. por) - Mi entrevista es a _____ una y media en la plaza Mayor. (a. la, b. las c. Ø) - Mis clases son de dos horas desde las dos _____ las cuatro de la tarde. (a. y, b. de, c. hasta) - Me acuesto temprano, soy _____, pero mi esposo no se acuesta hasta la una por la noche. (a. dormilona, b. acostara c. juerguista). - El gazpacho es la sopa típica de España, en ella _____ el pan. (a. pone, b. se pone, c. se toma) - Yo no tomo él te ni el café por la mañana. - _____ (a. A mí sí, b. Yo sí, c. Yo también) - El coche es de Ana. Es _____ coche. (a. nueva, b. la, c. su)	10	CO 1, CO2, CO 3, CO 4
Q.4. A.	Selecciona la opción correcta. 16 000 - _____ (a. diez y seis mil, b. dieciséis mil, c. sesenta mil) 14 - _____ (a. catorce, b. diecicuatro, c. diez y cuatro) 21 - _____ (a. vientiun, b. veinte y uno, c. veintiuno) 11 - _____ (a. once, b. dieciuno, c. quince) 2 000 000 _____ (a. dos million, b. doscientos mil, c. dos millones)	5	CO 1, CO2, CO 3, CO 4

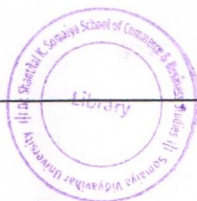
Q.4. B.	Unir las dos columnas con palabras relacionadas. <table><tr><td>1. gustar</td><td>a) nevar</td></tr><tr><td>2. aquí</td><td>b) de vacaciones</td></tr><tr><td>3. clima</td><td>c) comer</td></tr><tr><td>4. lengua</td><td>d) flexible</td></tr><tr><td>5. ir</td><td>e) entre semana</td></tr><tr><td>6. el miércoles</td><td>f) A nosotros</td></tr><tr><td>7. pasta</td><td>g) de identidad</td></tr><tr><td>8. carné</td><td>h) de dientes</td></tr><tr><td>9. horario</td><td>i) esto</td></tr><tr><td>10. el almuerzo</td><td>j) idioma</td></tr></table>	1. gustar	a) nevar	2. aquí	b) de vacaciones	3. clima	c) comer	4. lengua	d) flexible	5. ir	e) entre semana	6. el miércoles	f) A nosotros	7. pasta	g) de identidad	8. carné	h) de dientes	9. horario	i) esto	10. el almuerzo	j) idioma	10	CO 1, CO2, CO 3, CO 4
1. gustar	a) nevar																						
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8. carné	h) de dientes																						
9. horario	i) esto																						
10. el almuerzo	j) idioma																						
	OR																						
Q.4. C.	Unir las dos columnas con palabras relacionadas. <table><tr><td>1. Aspecto físico</td><td>a) esposa</td></tr><tr><td>2. el periódico</td><td>b) cómo estás</td></tr><tr><td>3. mujer</td><td>c) rubia</td></tr><tr><td>4. nombre</td><td>d) plato típico</td></tr><tr><td>5. qué tal</td><td>e) novio</td></tr><tr><td>6. postre</td><td>f) las noticias</td></tr><tr><td>7. paella</td><td>g) cada día</td></tr><tr><td>8. casarse</td><td>h) y media</td></tr><tr><td>9. siempre</td><td>i) helado</td></tr><tr><td>10. a las tres</td><td>j) se llaman</td></tr></table>	1. Aspecto físico	a) esposa	2. el periódico	b) cómo estás	3. mujer	c) rubia	4. nombre	d) plato típico	5. qué tal	e) novio	6. postre	f) las noticias	7. paella	g) cada día	8. casarse	h) y media	9. siempre	i) helado	10. a las tres	j) se llaman	10	CO 1, CO2, CO 3, CO 4
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6. postre	f) las noticias																						
7. paella	g) cada día																						
8. casarse	h) y media																						
9. siempre	i) helado																						
10. a las tres	j) se llaman																						





Semester (November 2023 to March 2024)		
Examination: End Semester Examination March/April 2024 (UG Programmes)		
Programme code: 07 Programme: BBA (Hons.)	Class: FY	Semester: II
Name of the Constituent College: SKSC	Name of the Department	
Course Code: 131U07K202	Name of the Course: Enrichment Course French	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary		

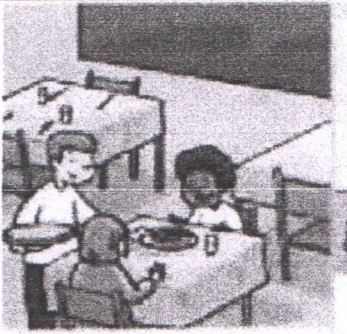
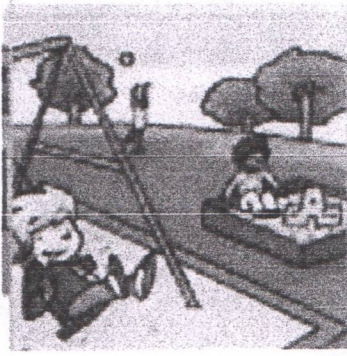
Question No.		Max. Marks	CO Attainment
Q.1.	Compréhension <i>Riya, Nee, Isha et Manav viennent passer un week-end à Paris. Ils découvrent la ville.</i> <i>Riya : Enfin nous sommes à Paris...Pour moi, c'est comme un rêve ! C'est notre première visite. Allons à l'Office du Tourisme pour avoir des informations.</i> <i>À l'Office du Tourisme, les quatre jeunes regardent les brochures.</i> <i>Isha : Paris à vélo ! Quelle idée superbe ! Regardez...</i> <i>Employée : Il y a des itinéraires variés. Vous pouvez prendre la « Route Classique ». C'est indiqué sur le plan. Téléchargez le plan sur votre portable. C'est pratique !</i> <i>Isha : Oui madame. Vous avez raison*. Merci. Comme ça, on visite les sites populaires...l'Arc de Triomphe, l'Avenue des Champs-Élysées, le Musée du Louvre, le Musée d'Orsay et la Cathédrale de Notre-Dame. Et bien sûr, la Tour Eiffel !</i> <i>Riya : On va à pied à la Tour Eiffel. Et puis, on prend des vélos à une station Vélib.</i> <i>Manav : Vélib... ? Je ne comprends pas...</i> <i>Riya : C'est un système de vélos en libre-service, disponible à Paris depuis 2007. En route, mes amis !</i> <i>A la fin du circuit</i> <i>Neel : Je suis fatigué ! Rentrons en bus ou en métro. Ils retournent à l'Auberge de Jeunesse en métro et font des projets pour le lendemain.</i> <i>Ira : Quelle journée superbe ! Paris à vélo, c'est génial ! Qu'est-ce qu'on fait demain ?</i> <i>Manav : Découvrons Montmartre à pied...la Basilique du Sacré Cœur et la Place du Tertre.</i> <i>Riya : Ah! J'adore le quartier de Montmartre avec son air bohème et ses artistes.</i> * avoir raison = to be right, avoir tort = to be wrong Vélib = Vélo et Liberté A. Répondez aux questions	5	1,2,3,4



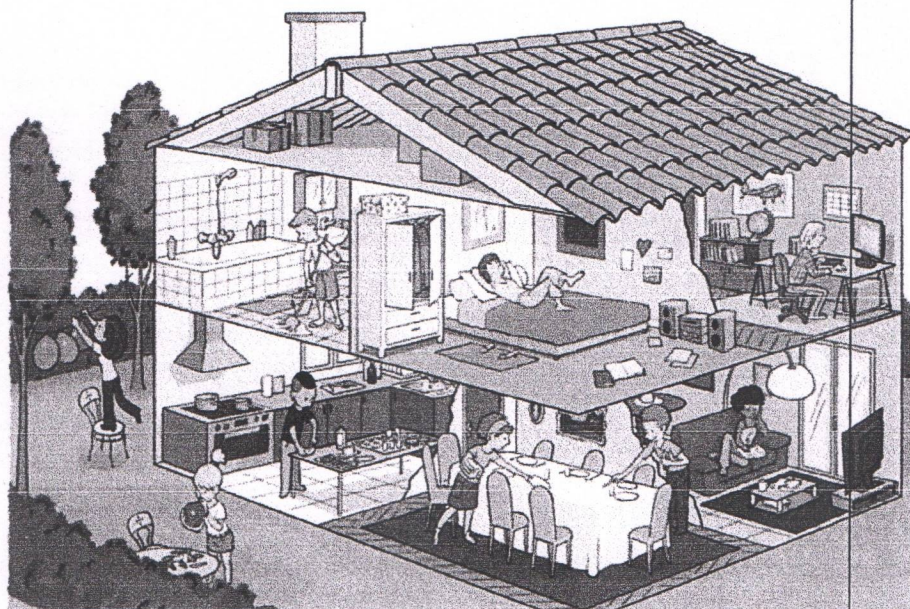
	1. Les amis sont dans quelle ville? 2. Comment voyagent -ils pour voir la Tour Eiffel? 3. Expliquez Vélib? 4. Nommez quelques sites touristiques de Paris ? 5. Décrivez le quartier de Montmartre B. Dites vrai ou faux 1. Vélib est un système des vélos 2. Les amis visitent Paris pour la deuxième fois 3. Les amis prennent la Route bohème 4. Ils voyagent Montmartre à vélo 5. Riya adore le Montmartre C. Trouvez le mot français de: 1. I don't understand 2. It is great 3. At the end 4. we take cycles 5. Let us return	5	1,2,3,4
Q.1.	OR Les amis sont devant le plan du campus. Ils cherchent l'amphithéâtre où il y a l'orientation pour les nouveaux étudiants. Aïsha : Où est l'amphithéâtre ? Neel : Là ! Maya montre l'amphithéâtre sur le plan. Abdel : Nous sommes ici. Les bureaux administratifs sont tout droit. Ira : On passe par les bureaux. Puis, on tourne à gauche et on est là ! Robert : Il y a une grande bibliothèque en face. Mehdi : L'amphithéâtre est entre le Centre Culturel et la Salle d'Activités. Ce n'est pas loin. Maya : Il est déjà 8 heures 50, les amis ! L'orientation commence dans dix minutes. Éric : Salut les amis. Vous avez des cours ? Abdel : Oui, après l'orientation à 11 heures 30. Et toi, Éric... ? Aïsha : L'orientation est pour les nouveaux étudiants, Abdel. D. Répondez aux questions 1. C'est quoi dans l'amphithéâtre ? 2. Où se trouve l'amphithéâtre ? 3. à quelle heure commence l'orientation ? 4. C'est quoi en face de l'amphithéâtre ? 5. Dans quelle direction se trouvent les bureaux administratifs? E. Dites vrai ou faux 1. il y a une petite bibliothèque 2. l'orientation est à 11 heures et 30 3. Abdel est un étudiant 4. l'orientation est pour les nouveaux étudiants 5. Il n'y a pas de cours après l'orientation	5	1,2,3,4
		5	1,2,3,4

	F. Trouvez le mot français de 1. class 2. admin office 3. activity room 4. map 5. new	5	1,2,3,4
Q.2.	A. Complétez les phrases avec des adjectifs possessifs (Any 5) Tu n'as pas carte d'identité ? Paul est médecin et femme est journaliste. Il est algérien; amie est canadienne. M. et Mme Vincent habitent à la campagne, fils Antoine habite à Lille et filles sont à Marseille. B. Créer un menu de votre choix C. Identifiez les images et écrivez les mots 1. 2. 3.	5	3
		5	4
		5	1,2



	4.  5. 		
	OR		
Q.2.	D. Mettez le dialogue en ordre Un journaliste interviewe une passante. Remettez le dialogue dans l'ordre. <i>Micro-trottoir</i> a. LA PASSANTE : Oh ! Parce que c'est un endroit tranquille et parce qu'il y a des sculptures magnifiques. b. LE JOURNALISTE : Je vous remercie, madame. c. LA PASSANTE : Oui, j'habite juste à côté. d. LE JOURNALISTE : Vous avez un endroit préféré dans votre quartier ? e. LE JOURNALISTE : Je suis journaliste à <i>Hebdomag</i> et j'interviewe les gens du quartier. f. LA PASSANTE : Alors... oui ! J'aime beaucoup le musée Hamont en face de la mairie. g. LE JOURNALISTE : Pourquoi aimez-vous ce musée ? h. LA PASSANTE : Pourquoi est-ce que vous me posez cette question ? i. LE JOURNALISTE : Pardon, madame, vous êtes du quartier ?	5	4
	E. Décrivez les images	10	2,3

Observez cette image et répondez aux questions.



1. Décrivez les femmes dans le jardin
2. Décrivez la salle à manger
3. Décrivez la chambre à coucher
4. Décrivez l'homme dans le bureau et que fait-il?
5. Décrivez la maison en 4 phrases.

Q.3. A.	Vous écrivez un mail à votre correspondant français. Vous présentez votre meilleur(e) ami(e). Vous le/la décrivez et vous dites quelles activités vous faites ensemble. OR Vous écrivez une lettre à votre ami pour décrire votre routine quotidienne. Vous allez utiliser les heures du jour.	10	1,2,3,4
Q.3. B.	Ecrivez une dialogue au restaurant OR Ecrivez une dialogue à la boulangerie	5	1,2,3,4
Q.4	A. Mettez les verbes dans les temps donnés 1. Je (quitter - passé récent) la France 2. Vous (devoir - présent) faire des exercices 3. (Avoir- impératif) du chocolat 4. Mes amis (venir - futur proche) du Maroc 5. Il (falloir - présent) trouver une solution B. Mettez la bonne préposition 1. La voiture se trouve _____ la maison 2. Léo arrive _____ moi au cinéma 3. L'eau est _____ la bouteille 4. Les enfants jouent _____ jardin	5 5	2,4 3



	5. La pharmacie est _____ supermarché C. Do as directed (any 5) 1. J'aime manger _____ jambon, _____ bonbons, _____ crème et _____ apricot (mettez les articles partitifs) 2. Le marchand vend de l'orange à son meilleur ami (mettez la phrase au féminin) 3. Je peux aller au magasin (écrivez la phrase en interrogatif) 4. On aime acheter des robes et des fleurs (mettez la phrase au négatif) 5. Nous allons venir _____ Canada (mettez la bonne préposition) 6. Tu viens d'acheter une robe rouge (mettez au pluriel)	5	1,2,3,4
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