



SOMAIYA

VIDYAVIHAR UNIVERSITY

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

QUESTION PAPERS

BRANCH: Bachelor of Business Administration (BBA)	SEM: VI
	APR-2026

Sr. No.	Subject	Available
1.	131U07C501 – Logistic & Supply Chain Management	
2.	Strategic Brand Management	
3.	23107C605 – Indirect Taxation	
4.	Industrial Psychology	
5.	231U06C607 – Martech	
6.	International Finance	
7.	231U07C608 – HR Analytics	
8.	French	
9.	German	
10.	Spanish	
11.		
12.		
13.		
14.		
15.		



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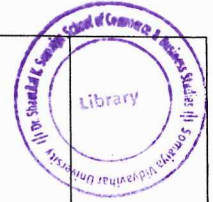


30/3/26
BBA
Sem-VI

Semester: March-April 2026		
Examination: ISE Examination		
Programme code: 07 /Programme: BBA	Class: TY	Semester: VI (SVU 2025-26)
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies	Name of the department: Business Studies	
Course Code:131U07C501	Name of the Course: Logistics & Supply Chain Management	
Instructions: 1) Figures to the right indicate maximum marks.		

Q 1		15	CO3&4
	<p>Case Study:</p> <p>We cooperate with companies that produce reusable plastic boxes. WELL PACK transports their RPCs to washing and back regularly, 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 customers and offers a range of additional and related services, including express transportation, storage, packaging, and more.</p> <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>		

		<p>Questions</p> <p>a) Interpret the case and show the importance of Transportation in Supply Chain Management?</p> <p>b) List out few of the recent developments in Logistics?</p> <p>c) Explain the contribution of WELL PACK in Green Logistics?</p>		
Q 2	A)	A company is experiencing a breakdown in its logistics relationships due to poor collaboration with suppliers. Apply your understanding of key drivers to suggest strategies that could help rebuild these relationships.	15	CO1
		OR		
	B)	A food distribution company sources fresh produce from multiple suppliers. Design an Inbound Logistics strategy outlining the key steps to ensure a seamless flow of goods from suppliers to the company's warehouses.	07	CO2
	C)	Design a packaging solution for a new product that needs to withstand long-distance shipping, be eco-friendly, and have a strong visual appeal. Justify your design by explaining how it addresses each of the functions of packaging.	08	CO2
Q 3	A)	A backward region in India has recently seen the establishment of a manufacturing hub. Analyse how this industrial growth can improve employment and infrastructure in that region.	07	CO3
	B)	A cement company selects a location minimizing the transportation cost of raw materials. Apply Weber's theory to justify this decision.	08	CO3
		OR		
	C)	A perishable goods company depends on fast transport. How does transportation affect product quality and customer satisfaction? Summarize the importance of transportation in commercial development.	07	CO3
	D)	A supply chain manager plans distribution using dedicated freight corridors. How does this optimize logistics operations? Explain any three major logistics routes in India.	08	CO3
Q 4	A)	A retail company plans to establish a central warehouse to serve multiple regional markets. Evaluate various warehousing functions that will improve supply chain efficiency.	07	CO4
	B)	Solve the following given sum related to EOQ & FIFO from the given information.	08	CO4



		<p>Consumption 500- 1500 units per week Ordering cost Rs. 200 Annual carrying cost 13%. Purchase price per unit Rs.40. Normal consumption is 800 units per week.</p> <p>The following is the record of receipts and issues of material A in a factory during January. Prepare stores ledger under FIFO</p> <p>1st January Opening balance 100 kg. @ Rs. 10 Issues 60 kg. 2nd Received 120 kg. @ Rs.11 3rd Issues 50 kg. (Stock showed a loss of 5 kgs.) 4th Received back from orders 20 kg. (previously issued at Rs.9 per kg.) 6th Issued 80 kg. 7th Received 45 kg. Rs.12 10th Issued 50 kg.</p>		
		OR		
Q 4	C)	<p>From the following information, calculate</p> <p>(i) Maximum level (ii) Minimum level (iii) Reorder level (iv) Danger level</p> <p>Minimum consumption 200 kgs per day Normal consumption 240 kgs per day Maximum consumption 300 kgs per day Reorder quantity 3000 kgs. Reorder period 20 – 30 days Normal order period 15 days Time for emergency supplies 5 days</p>	07	CO4
	D)	<p>A dairy company transports milk and frozen products across different cities. Explain how cold chain logistics ensures product quality during transportation</p>	08	CO4



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Sem - VI

BBA

07 APR 2026

Semester (November 2025 to March 2026)		
Examination: End Semester Examination November 2024 (UG Programmes)		
Programme code: 07/ 06	Class:	Semester: VI
Programme: BBA/ BBM	TYBBA/TYBBM	
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies		Name of the Department: Business Studies
Course Code:	Name of the Course: Strategic Brand Management	
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.	A startup called UrbanSip has introduced a range of organic health drinks targeted at young professionals. Although the product quality is high, the brand struggles to differentiate itself from established beverage brands. The management wants to build a strong brand identity and long-term customer loyalty.		
Q.1.A	Identify the brand positioning strategy that UrbanSip should adopt.	05	CO 2
Q.1.B	Suggest suitable brand elements that will strengthen brand identity and recall.	05	CO 1
Q.1.C	Explain how customer-based brand equity can help UrbanSip build long-term brand value.	05	CO 4
Q.2.A	Explain the Strategic Brand Management Process with a suitable diagram.	08	CO 1
Q.2.B	Discuss the importance of brand knowledge in shaping consumer perception.	07	CO 3

	OR		
Q.2.C	A local coffee chain wants to expand nationally but faces competition from well-known brands. Explain the concept of Brand Equity and suggest strategies the company can use to build strong brand equity in a competitive market.	15	CO 4
Q.3.A	Explain the concept of Brand Positioning.	07	CO 2
Q.3.B	Analyze how effective brand positioning can influence consumer buying decisions.	08	CO 3
	OR		
Q.3.C	A technology company has launched a smart wearable device but customers are unaware of its benefits. Explain the concept of Designing Brand Marketing Programs and suggest marketing communication strategies that can increase awareness of the product.	15	CO 1
Q.4.A	Explain the role of social media in Brand Building.	07	CO 2
Q.4.B	Analyze how companies can use social media platforms to create strong brand engagement.	08	CO 3
	OR		
Q.4.C	A premium cosmetic brand wants to retain loyal customers despite increasing competition. Explain the concept of Brand Loyalty and suggest strategies to build long-term customer loyalty.	15	CO 4



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March 2026		
Examination: In Semester Examination (UG/PG Programmes)		
Programme code: 07207	Class: TYBBA TYBBA	Semester: VI
Programme: BBA BBA		
Name of the School: Dr. Shantilal K Somaiya School of Commerce and Business Studies		Name of the Department Business Studies
Course Code: 231006605 231007C605	Name of the Course: Indirect Taxation	
Duration : 2 Hrs	Maximum Marks : 60	
Instructions: 1 All Questions are Compulsory with internal options 2. Working notes should form part of your answer		

Question No.		Max. Mark	CO
Q1	A "GST is considered a revolution in the Indian taxation system compared to earlier indirect tax laws." Discuss OR	15	01
	B 1. YZ Tours Pvt. Ltd. offers a "Dubai Holiday Package" for ₹1,50,000 per person. The package includes: <ul style="list-style-type: none"> • Flight tickets • Hotel accommodation (5 nights) • Sightseeing tours • Travel insurance • Breakfast • Complimentary airport transfer The package is sold as a single bundle at one price. Customers cannot choose individual services separately under this offer. During inspection, the tax authority argues that some components should be taxed separately at different GST rates. Questions: <ol style="list-style-type: none"> 1. Analyse whether the above transaction is a Composite Supply or Mixed Supply under GST. 2. Justify your answer with reference to GST principles. 3. Determine the correct tax treatment and explain the reasoning 	08	01
	2. Write a note on registration by Casual Taxable Person and Non Resident Taxable Person	07	02
Q 2	A Mr. S runs a trading business in Rajasthan during FY 2025–26. His turnover details: <ul style="list-style-type: none"> • Intra-state taxable supply of goods: ₹32,00,000 • Exempt goods: ₹7,00,000 • Inter-state supply of goods: ₹6,00,000 • Supply of services: ₹4,00,000 • Supply through e-commerce operator: ₹3,00,000 • Sale of old machinery: ₹5,00,000 Additional Information: <ul style="list-style-type: none"> • He is not registered • He wants to opt for Composition Scheme 	08	02&03

B	<ul style="list-style-type: none"> • Threshold limit in his state for goods: ₹40,00,000 • He is not engaged in inter-state services <p>Required:</p> <ol style="list-style-type: none"> 1. Calculate aggregate turnover. 2. Is he liable for GST registration? 3. Is he eligible for Composition Scheme? 4. Give reasons. <p>ABC Ltd (Registered in Karnataka) made the following supplies in August 2026:</p> <p>Transaction 1</p> <ul style="list-style-type: none"> • Goods dispatched on 2 August 2026 • Invoice issued on 10 August 2026 • Payment received on 5 August 2026 • Value: ₹1,50,000 • GST Rate: 18% • Buyer located in Karnataka <p>Transaction 2</p> <ul style="list-style-type: none"> • Goods supplied from Karnataka to Tamil Nadu • Invoice issued on 12 September 2026 • Goods delivered on 8 September 2026 • Payment received on 20 September 2026 • Value: ₹2,50,000 • GST Rate: 12% <p>Transaction 3</p> <ul style="list-style-type: none"> • IT consulting service • Advance received on 1 September 2026 • Service completed on 25 September 2026 • Invoice issued on 30 September 2026 • Value: ₹80,000 • GST Rate: 18% • Recipient located in Maharashtra <p>Required:</p> <ol style="list-style-type: none"> 1. Determine Time of Supply for each transaction. 2. Determine Place of Supply. 3. Identify whether CGST+SGST or IGST applies. 4. Calculate GST payable. <p style="text-align: center;">OR</p>	07	03				
C	<p>Discuss the provision under GST for determination of:</p> <ol style="list-style-type: none"> a) Time of supply of goods and services b) Place of supply of goods and services <p>Give suitable illustrations.</p>	15	03				
Q3 A	<p>A manufacturer sells goods to a dealer. The following details are available:</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Particulars</th> <th style="text-align: right;">Amount (₹)</th> </tr> </thead> <tbody> <tr> <td>Basic price of goods</td> <td style="text-align: right;">6,00,000</td> </tr> </tbody> </table>	Particulars	Amount (₹)	Basic price of goods	6,00,000	08	03
Particulars	Amount (₹)						
Basic price of goods	6,00,000						



	Packing charges	30,000		
	Loading and handling charges	10,000		
	Freight charged in invoice	9,000		
	Insurance during transit	4,000		
	Municipal tax on sale	7,000		
	Commission paid to selling agent (charged to buyer)	9,000		
	Design and development charges	6,000		
	Subsidy received from private organization linked to price	12,000		
	Discount shown on invoice	21,000		
	Year-end discount agreed before supply and recorded in agreement	11,000		
	Interest for delayed payment	8,000		
	GST Rate = 18%			
	Calculate:			
	1. Transaction Value under GST			
	2. GST payable			
B	3. Total invoice value		07	03
B	A registered dealer provides the following details for the month of June.			
	1. Input Tax Credit Available from Purchases			
	Particulars	IGST (₹)	CGST (₹)	SGST (₹)
	Raw materials purchased from another state	1,80,000	—	—
	Machinery purchased locally	—	80,000	80,000
	Office furniture purchased locally	—	30,000	30,000
	Stationery purchased locally	—	10,000	10,000
	Spare parts purchased from another state	60,000	—	—
	Total ITC Available	2,40,000	1,20,000	1,20,000
	2. Output Tax Liability from Sales			
	Interstate Sales			
	Transaction	IGST (₹)		
	Machinery sold	1,60,000		
	Raw materials sold	80,000		
	Total IGST	2,40,000		
	Intrastate Sales			
	Transaction	CGST (₹)	SGST (₹)	
	Furniture sold	1,00,000	1,00,000	
	Electrical goods	80,000	80,000	
	Total	1,80,000	1,80,000	
e	Calculate GST payable by the dealer			
	OR			
Q	Discuss the provisions regarding adjustment of Input Tax Credit against GST liability payable by a dealer		08	03
D	Under what circumstances Input tax Credit is required to be reversed		07	03
Q4	Explain the following:		15	

	1. Consideration		01
	2. Deemed Registration		02
	3. Cancellation of registration		04



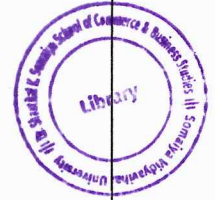
07 APR 2026

Semester (November 2025 to March 2026)			
Examination: End Semester Examination March 2026 (UG Programmes)			
Programme code:07		Class: TYBBA	Semester: VI
Programme: BBA			
Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies	
Course Code:	Name of the Course: Industrial Psychology		
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.	<p>Rahul works as a ride-hailing driver while Meena is a food delivery partner for an online platform. Both depend on app-based algorithms for job assignments, earnings, and performance ratings. While the flexibility of choosing their working hours initially attracted them, they now face challenges such as income uncertainty, long working hours to meet incentive targets, lack of job security, and minimal social protection benefits. Constant customer ratings and pressure to complete more tasks have also led to stress and fatigue. Despite being classified as independent workers, their work is closely monitored by digital systems, raising concerns about their well-being and work-life balance.</p> <p>a) Explain the concept of employee well-being in the context of gig workers. (3 marks)</p> <p>b) Identify and discuss the mental health challenges and sources of stress faced by gig workers in the case. (5 marks)</p>	15	CO2 & CO3

	<p>c) Analyze the impact of stress and poor well-being on the performance and efficiency of gig workers. (4 marks)</p> <p>d) Evaluate how these challenges can affect overall organizational efficiency of platform-based companies and suggest measures to improve worker well-being. (3 marks)</p>		
Q.2.A	<p>a) Briefly explain the concepts Gender Diversity & Inclusion. (5 marks)</p> <p>b) Elaborate the Gender inclusion issues in Gig Economy. (4 marks)</p> <p>c) Justify the role of Industrial Psychology in promoting Inclusion. (7 marks)</p>	15	CO2
	OR		
Q.2.B	<p>“Organisational Development (OD) is a planned effort to improve an organization’s effectiveness through systematic interventions and change processes.”</p> <p>Based on the above statement:</p> <p>a) Explain the concept and importance of Organisational Development. (3 marks)</p> <p>b) Describe the key phases of the OD process (such as problem identification, diagnosis, intervention, implementation, and evaluation). (6 marks)</p> <p>c) Discuss various OD interventions (like team building, sensitivity training, process consultation, and organizational restructuring) and evaluate their role in improving organizational effectiveness. (6 marks)</p>	15	CO2

Q.3.A.	<p>“Understanding employee personality traits helps organizations improve job fit, teamwork, and overall performance.”</p> <p>Based on the above statement, answer the following:</p> <p>a) Explain the concept of personality traits in the context of organizational behavior. (3 marks)</p> <p>b) Describe the key features of the following personality assessment tools:</p> <p>i) Myers-Briggs Type Indicator (MBTI)</p> <p>ii) Caliper Profile (9 marks)</p> <p>c) Evaluate the applications of MBTI and Caliper Profile in the workplace, citing examples of how they help in recruitment, team building, and leadership development. (3 marks)</p>	15	CO1
OR			
Q.3.B.	<p>Diverse teams bring different perspectives, but without proper collaboration, conflicts may arise.</p> <p>a) State the need and importance of team building along with few strategies to foster collaboration. (8 marks)</p> <p>b) Enumerate various stages of team development and suggest one ways to reduce conflicts. (7 marks)</p>	15	
Q.4.A.	<p>Organizations must follow legal guidelines and ethical practices to ensure equal opportunities for all employees.</p> <p>a) Identify and explain Any 5 types of workplace discrimination observed in organizations. (5 marks)</p> <p>b) Evaluate the major causes that lead to discriminatory practices at the workplace. (5 marks)</p> <p>c) Discuss the ethical practices organizations should adopt to prevent workplace discrimination. (5 marks)</p>	15	
OR			



Q.4.B.	<p>Ankit is excellent at data analysis and decision-making, demonstrating strong analytical ability. However, he becomes frustrated when team members make mistakes and often reacts harshly, affecting team morale. He also avoids team discussions and finds it difficult to build positive relationships with colleagues.</p> <p>Questions:</p> <ul style="list-style-type: none">a) Identify his strengths and weaknesses related to IQ, EQ and SQ. Also describe each one in short. (8 marks)b) Recommend ways of improving his weaknesses. (7 marks)	15	
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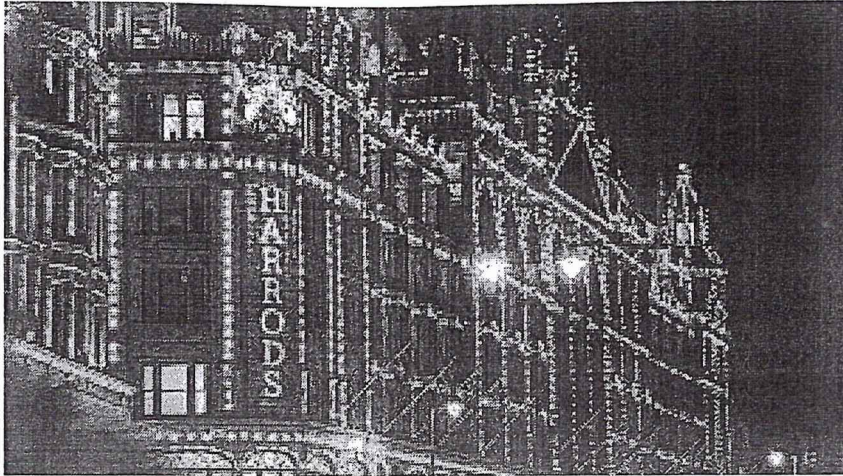


09 APR 2026


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Semester (November 2025 to March 2026)		
Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 06 /07 Programme: BBA /BBA	Class: TY	Semester: VI
Name of the Constituent College: Dr. S K Somaiya school of commerce and business studies	Name of the Department: Business Studies	
Course Code: 231U06C604/07	Name of the Course: Martech	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Q.1 is without option, Q.2, Q.3 and Q.4 are with choice 2) Assume suitable data if necessary 3) Justify with example wherever necessary		

Question No.		Max. Marks	CO Attainment
Q.1.	<p>Founded in 1849 by Charles Henry Harrod as a small London grocery shop, Harrods has grown into one of the world's largest and most famous luxury department stores. Rebuilt after an 1883 fire, it is known for its iconic Knightsbridge building, high-end fashion, and "omnial" service. Since 2010, it has been owned by Qatar Holding.</p> <p>Harrods is an iconic brand and leading global luxury retailer with a main department store located in the heart of Knightsbridge, London. The store offers over 1,000,000 sq. ft. of merchandise arranged over seven floors. The company also offers a direct mail operation, online shopping, overseas Signature Shops and locations in every terminal at London's Heathrow and Gatwick airports.</p> <p>It serves as a major tourist attraction, often seeing 300,000 visitors per day on peak days and around 15 million annually.</p> <p>Department and Store Structure</p> <p>Scale: The store covers over 1 million square feet (90,000 sqm) of retail space, spread across seven floors and 330 departments.</p> <p>Key Offerings: Harrods offers a vast range of luxury goods, including high-fashion apparel, accessories, food halls, homeware, and technology.</p> <p>Dining & Experience: The store features over 20 restaurants, including high-end dining options, which have seen significant growth in recent years.</p> <p>Refurbishment: The store is undergoing a £200 million overhaul to update its luxury departments and improve the customer experience.</p>	15	CO3



A. Provide your make-or-break deal factor when liking a retail store experience

B. Draft a plan for harrods to enhance its CRM and Martech activities

Q.2.A	Mr. Purav wants to start a footwear brand using Indian aesthetics and artwork as a backdrop. Create a martech stack for him, using his ideas as forte and USP of the brand.	15	CO2
	OR		
Q.2.B	Justify the impact of Social media reality vs reality in ruining or enhancing your viewing and shopping experience.	15	CO3
Q.3.A.	With an example of your choice showcase how social media and analytics was used to set a narrative and how it altered your opinion and choices.	15	CO1
	OR		
Q.3.B.	Draw the graph of hype loop and justify the impact of it on penetration or perish of product/service from the market.	15	CO4
Q.4.A.	With an example of your choice, justify the success/failure of augmented reality in marketing of products.	15	CO1
	OR		
Q.4.B.	Justify the statement: - “Technology changes exponentially (fast), yet organizations change logarithmically (Slow).” AKA Martech law	15	CO2



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sem - VI
BBA

09 APR 2026

Semester (November 2025 to May 2026)		
Examination: End Semester Examination May 2026		
Programme code: 07/ 06	Class: TY	Semester: VI
Programme: BBA / BBA		
Name of the Constituent College: Dr. Shantilal k Somaiya School of Commerce and Business Studies		Name of the Department: Business Studies
Course Code:	Name of the Course: International Finance	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary		

Question No.		Max Mark	CO
Q.1. A	As a Chartered Accountant please explain Core concepts of International Taxation and discuss its objectives.	7	4
Q.1. B	An Indian company is planning to invest in a project in Brazil. The initial investment required is ₹50 crore. - Identify and briefly explain international risks involved. - Suggest two techniques the company can use to manage exchange rate risk	8	4
	OR		
Q.1. C	Elaborate on the FEMA Act and discuss its key provisions.	7	3
Q.1. D	You are a manager responsible for the operations of Bajaj ltd in UK, - Explain the concepts of operation exposure risk and discuss any 4 steps to manage them. - Bajaj ltd is losing its export revenue due to depreciation of UK currency against INR, as a manager suggest two solutions for the same.	8	4
Q.2. A	Alpha Tech Ltd. is engaged in a large manufacturing business in India. It is contemplating an expansion into a Latin American country by acquiring a group of facilities having the same line of operation as that of India.	15	3

The exchange rate for the currency of the proposed Latin American country (Zeds) is extremely volatile. The rate of inflation is presently 30% a year. Inflation in India is currently 8% a year. Management of Alpha Tech Ltd. expects these rates are likely to continue for the foreseeable future.

Estimated projected cash flows, in real terms, in India as well as the Latin American country for the first three years of the project are as follows:

	Year 0	Year 1	Year 2	Year 3
Cash flow in india	(60,000)	(2000)	(3000)	(4000)
Cash flow in ZEDs	(2,50,000)	1,40,000	2,20,000	2,80,000

. It evaluates all investments using nominal cash flows and a nominal discounting rate. The present exchange rate is Zeds 5 to ₹ 1.

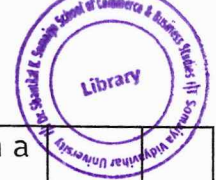
You are required to calculate the net present value of the proposed investment considering the following:

- (i) Zed cash flows are converted into rupees and discounted at a risk-adjusted rate.
- (ii) All cash flows for these projects will be discounted at a rate of 18% to reflect its high risk.
- (iii) Ignore taxation.

Year	Year - 1	Year - 2	Year - 3
PVIF @ 18%	0.847	0.718	0.609

OR

Q.2. B	An Indian infrastructure company is planning to raise funds for an overseas expansion project in Germany. Instead of borrowing domestically, the firm is considering borrowing from Germany , Please illustrate different Euro debt instruments available for raising funds.	7	3
Q.2. C	Vayu Aeronautics Limited has proposed to expand its operations, for which it requires funds of \$ 20 million, net of issue expenses which	8	3



	<p>amount to 4% of the issue size. It proposes to raise the funds through a GDR issue. It considers the following factors in pricing the issue:</p> <p>(i) The expected domestic market price of the share is ₹ 450.</p> <p>(ii) 2 shares underlie each GDR.</p> <p>(iii) Underlying shares are priced at a 5% discount to the market price.</p> <p>(iv) Expected exchange rate is ₹ 75/\$.</p> <p>(v) The face value of one equity share is ₹ 10.</p> <p>You are required to compute the number of GDRs to be issued and the cost of the GDR to Vayu Aeronautics Limited, if a 25% dividend is expected to be paid with a long-term growth rate of 15%.</p> <p>(1) You, as a financial consultant, are required to compute the number of GDRs to be issued and the cost of the GDR.</p> <p>(2) What is your suggestion if the company receives an offer from a New York-based investment bank willing to provide an equivalent dollar loan with an interest rate of 14%?</p>		
Q.3. A.	<p>A paint manufacturer will need 6000 barrels of oil in 6 months from today.</p> <p>a) As a financial manager, create a hedging strategy to hedge if Today the spot price of oil is Rs. 2000 Rs /barrel , future price is 2100 Rs/barrel and 1 future contract contains 100 barrels.</p> <p>b) Calculate the net amount paid by the paint manufacturer if after six months spot price was 2300 Rs/ barrel and future price is 2350 Rs./barrel.</p>	8	2
Q.3.B	<p>From a policymaker's perspective, discuss the meaning of international finance and its major objectives.</p>	7	1
	OR		
Q.3.C.	<p>An Indian pharmaceutical company exports a large portion of its products to the United States. Over the past few months, the Indian Rupee (INR) has depreciated against the US Dollar (USD), impacting the firm's revenues and competitiveness.</p> <p>- Explain how the exchange rate between INR and USD is determined using the market theory approach and Discuss causes of exchange rate fluctuations.</p>	8	2

	- Analyze how depreciation of INR affects the company's export revenues and cost structure.		
Q.3.D.	As a Geo economist, discuss the Benefits and challenges faced by the European monetary system.	7	1
Q.4.	Explain the following concepts (5 marks each)	15	
	a) Translation Exposure		4
	b) GDR		3
	c) Arbitrage		1



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09 APR 2026

Semester (November 2025 to March 2026) Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: TY	Semester: VI
Name of the Constituent College: Dr. S K Somaiya school of commerce and business studies		Name of the Department: Business Studies
Course Code: 231U07C608	Name of the Course: HR Analytics	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Q.1 is without option, Q.2, Q.3 and Q.4 are with choice 2) Assume suitable data if necessary 3) Justify with example wherever necessary		

Question No.		Max. Marks	CO Attainment
Q.1.	A large restaurant chain is facing a downward spiral the restaurant has pieces of information but is struggling to implement effective policies. A team of consultants were asked to investigate and provide insights through data. The restaurant is also struggling with lack of good data. A. Looking at the business of restaurants, identify three key elements that have an impact on business outcomes. B. Suggest how the consultancy firm can do a turnaround for this restaurant chain (they have poor data). C. Identify 6 critical factors that have impact on restaurant	15	CO1
Q.2.A	Draw the flowchart explaining all the types/level of HR analytics with an example for all levels	15	CO2
	OR		
Q.2.B	Provide the bifurcation of compensation management and use analytics to draft a better compensation package.	15	CO3
Q.3.A.	With an example of your choice explain how HR analytics can be linked to business outcomes.	15	CO1
	OR		
Q.3.B.	Using HR analytics (metrics) measure engagement, satisfaction and retention among employees	15	CO3
Q.4.A.	Showcase the role of big data in HR analytics with example	15	CO2
	OR		
Q.4.B.	Justify the complexity of expat management and positive and negative expats bring to the organisation.	15	CO4



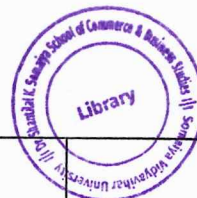
3 APR 2026



March/ April 2026		
Examination: End Semester Examination (UG Programmes)		
Programme code: 07 Programme: BBA	Class: TY	Semester: VI
Name of the Constituent College: SKSCBS	Name of the Department: Business Studies	
Course Code:	Name of the Course: French	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Suitable data if necessary		

Question No.		Max. Marks	CO
Q.1.	<p style="text-align: center;">Compréhension</p> <p><u>Pérec s'attaque au marathon de New York pour la bonne cause</u> Par Gregory Fortune, Jean-Michel Rascol Publié le 09/10/13 à 12 h 35</p> <p>La plus grande athlète de l'histoire de l'athlétisme français (triple médaillée d'or olympique sur 400m et 200m), a retrouvé une silhouette de championne pour disputer le marathon de New York, le 3 novembre prochain. Son but sera juste de franchir la ligne d'arrivée. Elle court pour une bonne cause, offrir des équipements sportifs aux enfants les plus déshérités d'Haïti.</p> <p>Problème, Marie-José Pérec n'a plus fait de sport depuis 10 ans. Et, jamais elle n'aurait imaginé s'élancer pour 42,195 km, la distance du marathon. « Je me dis qu'avec l'envie et la cause que l'on défend, je trouverai l'énergie nécessaire pour passer la ligne d'arrivée. Mais, ça me fait très peur », insiste-t-elle.</p> <p>Marie-José sera accompagnée par vingt coureurs qui verseront chacun 2500 dollars au profit du développement du sport en Haïti. Joël Bouzou est le président de l'association "Peace and Sport". Il explique qu'avec « 50 000 dollars, on peut importer un peu d'équipements, et on en fabrique. Il y a tout un savoir qui a été développé par l'organisation et qui va être utilisé à la création d'équipements adaptés. »</p> <p>Lorsqu'elle était jeune, Marie-Jo vivait en Guadeloupe au contact d'enfants haïtiens. Ce marathon est aussi un clin d'œil à son passé.</p> <p>A. Répondez aux questions</p> <ol style="list-style-type: none"> 1. Qui est Marie-José Pérec ? 2. Que va-t-elle faire ? Pourquoi ? 3. Pourquoi Marie-José Pérec a-t-elle choisi cette cause ? 4. Comment s'appelle l'association qu'elle soutient ? 	5	1,2,3,4

	<p>5. Comment cette association va-t-elle gagner de l'argent ?</p> <p>B. Vrai ou faux</p> <ol style="list-style-type: none"> 1. Marie-José est la plus grande athlète de l'histoire française 2. Elle est devenue une championne pour disputer le marathon d'Haïti 3. Elle a quitté le sport depuis 10 ans 4. 30 coureurs vont donner 2500 dollars pour la cause de Marie-José 5. Marie-Jo vivait à Guadeloupe lorsqu'elle était jeune <p>C. Écrivez le mot anglais pour ces mots français</p> <ol style="list-style-type: none"> 1. Prochain 2. Savoir 3. Ligne d'arrivée 4. Coureur 5. Jeune 	5	1,2,3,4
		5	1,2,3,4
Q. 2.	Écrivez une lettre et proposez votre projet. Vous allez aussi demander de l'assistance pour votre proposition	15	1,2,3,4
Q.3.	<p>A. Faites une seule phrase complexe comportant une subordonnée circonstancielle de conséquence</p> <ol style="list-style-type: none"> 1. Il pleut beaucoup. Nous restons à la maison. 2. Je suis fatigué. Je vais dormir tôt. 3. Elle a beaucoup étudié. Elle a réussi son examen. 4. Nous avons raté le bus. Nous sommes arrivés en retard. 5. Il fait très chaud. Je bois beaucoup d'eau. 6. Paul est malade. Il ne vient pas en classe. 7. Ils n'ont pas compris la leçon. Ils posent des questions. <p>B. Faire des phrases selon le modèle, en utilisant une hypothèse sur le présent : je - faire beau - se promener dans le parc S'il faisait beau, je me promènerais dans le parc.</p> <ol style="list-style-type: none"> 1. tu – avoir le temps – lire ce livre 2. nous – être en vacances – voyager en France 3. elle – être riche – acheter une grande maison 4. ils – parler français – travailler en France 5. je – ne pas être fatigué – sortir ce soir 6. nous – avoir une voiture – partir en week-end 7. elles – être motivées – travailler plus 8. elles - économiser cette année - faire un voyage 	7	2
		8	3



	<p style="text-align: center;">OU</p> <p>C. Choisissez le mot correct dans la liste et complétez les phrases.</p> <p>Mots à utiliser : <i>restaurant – soir – famille – travail – bus – musique – téléphone – ami – vacances – ville</i></p> <hr/> <ol style="list-style-type: none">1. Je prends le _____ pour aller à l'université.2. Le _____, nous regardons la télévision.3. J'aime écouter de la _____.4. Elle parle avec son _____ au téléphone.5. Nous allons au _____ pour dîner.6. Ma _____ habite à Mumbai.7. Il cherche un _____ intéressant.8. Pendant les _____, je voyage beaucoup	8	8
Q.4.	<p>A. Changez les phrases dans les temps indiqués</p> <ol style="list-style-type: none">1. Je me repose une demi-heure (futur)2. Il voyage en France (passé composé)3. Ils sont dans la classe (imparfait)4. Il a traversé vite la cour (présent)5. Je sors à 6 heures (conditionnel)6. Quand tu pars en vacances ? (futur)7. Ils offraient ces cadeaux à sa femme (présent)8. Nous rions beaucoup (passé composé)9. Hier je me suis levé (imparfait)10. Les filles descendent l'escalier (conditionnel) <p>B. Faites comme indiqué</p> <ol style="list-style-type: none">1. René et Marc (prendre - présent) leurs vacances au bord de la mer2. Les garçons sont très gros et laid (formulez une question pour cette phrase)3. Le fils du marchand est arrivé (mettez au féminin)4. Il va _____ le médecin (mettez la bonne préposition)5. On joue encore des pièces classiques (mettez la phrase au négatif) <p style="text-align: center;">OU</p>	10	1
		5	3

	<p>C. Suivez les consignes</p> <ol style="list-style-type: none"> 1. Ils ont invité _____ amis à dîner (mettez le bon adjectif possessif) 2. Nous (venir) demain matin (mettez le verbe en temps correcte) , 3. Formez une phrase avec le mot : se laver 4. J'ai acheté _____ pomme et _____ orange (complétez avec l'article défini ou indéfini) 5. Nous parlons _____ nos amis de nos projets (mettez le bon préposition) <p style="text-align: center;">Bonne chance !</p>	5	1,2,3,4
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13 APR 2026




SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester (Dec 2025 to March 2026)		
Examination: End Semester Examination April 2026 (UG Programmes)		
Programme code: 07 Programme: BBA	Class: TY	Semester: VI
Name of the Constituent College: Dr. Shantilal K Somaiya School of Commerce and Business Studies		Name of the Department Business Studies
Course Code:	Name of the 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	<p>Lesen Sie die E-Mail und wählen Sie für die Aufgaben die richtige Lösung.</p> <p>Liebe Valerija,</p> <p>seit zwei Monaten will ich dir schreiben, aber es ist immer so viel los! Seit vier Wochen bin ich im Verein für Taucher. Wir treffen uns immer freitags um 19 Uhr. Das passt sehr gut, denn am Freitag fange ich immer schon um 6:00 Uhr im Büro an und bin dann mittags mit der Arbeit fertig.</p> <p>Bei dem Treffen haben wir zuerst eine Stunde Unterricht, da müssen wir ganz schön viel lernen und auf die Prüfung am Ende muss ich mich gut vorbereiten. Wir lernen alles über das Tauchen und viele wichtige Sachen wie: Was passiert beim Tauchen mit dem Körper? Wie kann man gefährliche Situationen erkennen? ... Das ist echt spannend. In der zweiten Stunde gehen wir dann ins Schwimmbad und machen Übungen, was ich immer sehr aufregend finde. Leider ist die Zeit im Wasser immer ganz schnell vorbei. Ab April ist es endlich nicht mehr so kalt und wir können mit dem Tauchen im See anfangen, darauf freue ich mich schon sehr.</p> <p>Nach dem Tauchen gehe ich meistens noch mit ein paar Leuten aus dem Kurs in ein Restaurant. Wenn der Trainer mitkommt, ist es immer besonders lustig. Mit Maria verstehe ich mich total gut. Sie ist wirklich sehr cool und wir wollen am Wochenende einen Ausflug machen.</p> <p>Ich freue mich sehr, dass du im Sommer zu mir kommst und wir uns wiedersehen. Vielleicht möchtest du ja mit mir im See tauchen gehen? Du tauchst ja auch seit vielen Jahren. Aber Achtung, das Wasser ist nicht so warm wie im Meer bei dir ...</p>	10	CO4

	<p>Ganz liebe Grüße nach Kroatien und bis bald</p> <p>Ayla</p> <p>1 Die Teilnehmer treffen sich ... a jeden ersten Freitag im Monat morgens. b jeden zweiten Freitag am Mittag. c wöchentlich am Freitagabend.</p> <p>2 Ayla findet, dass sie in den Unterrichtsstunden ... a einfache Dinge lernen. b viele interessante Informationen bekommen. c viele langweilige Themen besprechen.</p> <p>3 Ayla findet das Training im Wasser ... a immer sehr kalt. b sehr spannend. c zu lang.</p> <p>4 Nach dem Kurs ... a geht Ayla mit Maria etwas trinken. b gehen einige Teilnehmer noch zusammen essen. c trifft sich Ayla mit dem Trainer.</p> <p>5 Im Sommer ... a beginnt das Training im See. b kommt Valerija zu Besuch. c will Ayla ans Meer fahren.</p>		
Q.1.B	<p>Ordnen Sie die Redewendungen A–E den Situationen zu. Manchmal gibt es mehrere Möglichkeiten.</p> <p>(A. Wie die Zeit vergeht!, B. Das lernst du mit der Zeit., C. Mir läuft die Zeit davon., D. Dafür nehme ich mir viel Zeit., E. Es ist höchste Zeit.)</p> <p>1. Wir müssen uns beeilen, es ist schon sehr spät. _____</p> <p>2. Was, wir haben uns zwei Jahre lang nicht gesehen? _____</p> <p>3. Das geht nicht so schnell, aber bald kannst du es. _____</p> <p>4. Das ist mir sehr wichtig. _____</p> <p>5. Ich muss bald fertig sein, aber eigentlich brauche ich noch viel mehr Zeit. _____</p>	5	CO2

<p>Q.2.A</p>	<p>Beschreiben Sie das Bild.</p> 	<p>10</p>	<p>CO3</p>
<p>Q.2.B</p>	<p>Welche Wünsche haben Sie? Schreiben Sie 5 Wünsche. Z. B. Ich würde gern meine Freunde teffen.</p>	<p>5</p>	<p>CO2</p>
<p>Q.3.A</p>	<p>Bilden Sie Relativsätze.</p> <p>0. Der Lehrer arbeitet an unserer Schule. Ich habe ihn heute im Büro getroffen. Der Lehrer, den ich heute im Büro getroffen habe, arbeitet an unserer Schule.</p> <p>1. Ich mag meine Nachbarn sehr gerne. Ich kenne sie gut.</p> <p>2. Der Schauspieler wohnt im dritten Stock. Ich habe ihn gestern im Theater gesehen.</p> <p>3. Die Kinder sehe ich jeden Morgen. Sie laufen immer zum Bus.</p> <p>4. Der Student heißt Luis. Er kommt aus Argentinien.</p> <p>5. Mona wohnt im zweiten Stock. Sie hat mir ein tolles Buch zum Geburtstag geschenkt.</p>	<p>10</p>	<p>CO3</p>
<p>Q.3.B</p>	<p>Ergänzen Sie in der richtigen Form – hätte, wäre, würde.</p> <p>0. Sven <u>hätte</u> gern mehr Zeit und <u>würde</u> gern noch länger Urlaub machen.</p> <p>1. Wir _____ dich gern öfter besuchen, aber du wohnst so weit weg.</p> <p>2. Kira _____ so gern berühmt.</p> <p>3. Sascha _____ gern viele Fans.</p>	<p>5</p>	<p>CO2</p>

	4. Lara und Sven _____ jetzt gern am Meer. 5. Wir _____ so gern schwimmen.		
OR			
Q.3.C	Nennen Sie 5 Tiere.	5	CO1, 4
Q.4.A	<i>Do as directed.</i> 1. Hanna hängt ein Bild über _____ Bett. (das / dem) 2. Tolle Musik. Ich weiß aber nicht, ob die Texte gut sind. Ich habe _____ verstanden. (alles / nichts) 3. das Brot – könnte -- haben -- bitte -- ich ? (Bringen Sie die Wörter in die richtige Reihenfolge. – 2 marks) 4. das Schloss – die Kirche – der Sänger – das Gebäude (Welches Wort passt nicht?) 5. Wie heißt „credit card“ auf Deutsch? (Schreiben Sie mit dem Artikel.) 6. Wie heißt „farmhouse“ auf Deutsch? (Schreiben Sie mit dem Artikel.) 7. Welche Farbe ist das? – BELG	8	CO1, 2, 3, 4
Q.4.B	Ordnen Sie das Gespräch. ____ • Ach, wir müssen die Haustür abschließen? Ab wie viel Uhr? ____ ○ Das machen wir hier immer so. Man fühlt sich einfach sicherer, verstehen Sie? ____ ○ Entschuldigen Sie, gestern war die Haustür die ganze Nacht offen. ____ • Ja, das kann ich gut verstehen. Tut mir leid. ____ ○ Ja, ab acht Uhr soll die Haustür geschlossen sein. Hat man Ihnen das nicht gesagt? ____ ○ Kein Problem. Sie wohnen ja erst seit zwei Wochen hier, da kann man nicht alles wissen. ____ • Nein. Das habe ich nicht gewusst. Warum muss die Tür dann zu sein?	7	CO1



OR

Q.4.C

Ergänzen Sie die Wörter.

Bauernhof | Dorf | Einwohner | Gebäude | Insel | Nachbarn |
Quadratmeter | Räume

1. Wir leben auf dem Land und haben viele Tiere. Das Leben auf dem Bauernhof bedeutet viel Arbeit, aber es ist toll.

2. In unserem Haus gibt es über 100 Wohnungen. Das _____ ist sehr groß. Die meisten Leute sehe ich fast nie. Komisch, wenn man seine _____ nicht kennt.

3. In meiner Stadt gibt es 4 Millionen _____. Es gibt Kinos, Restaurants, Theater und vieles mehr.

4. Zum Einkaufen fahren wir mit dem Boot. Auf unserer kleinen _____ gibt es keinen Supermarkt.

5. Unser Haus ist alt und groß. Wir haben hohe _____ und viel Platz. Das ist besonders für die Kinder schön.

6. Ich möchte nicht in der Stadt leben. In unserem _____ wohnen nicht viele Leute. Jeder kennt jeden. Das finde ich gut.

7. Meine Wohnung ist nicht groß, sie hat nur 38 _____, aber mir gefällt das.

7

CO4



SOMAIYA
VIDYAVIHAR UNIVERSITY



3 APR 2026

BBA
Sem-VI

Semester (November 2025 to March 2026)			
Examination: End Semester Examination March 2026 (UG Programmes)			
Programme code: 07 Programme: BBA		Class: TY	Semester: VI
Name of the Constituent College: S K Somaiya College		Name of the Department: Business Studies	
Course Code:	Name of the Course: Spanish		
Duration: 2 hours	Maximum Marks: 60		
Instructions:			
<ol style="list-style-type: none"> Questions 1 (A, B, C), 2 (A, B), 3A, and 4A, 4B are compulsory. Only one question from 3B or 3C needs to be attempted and one question from 4C or 4D needs to be attempted. 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. Kindly write in legible handwriting. Spelling errors would lead to loss of marks. 			

Q No.		Max. Marks	CO Attainment
Q.1. A	<p>Usted va a leer el calendario de Manolo que le hace su médico. Debe completar las frases con la información del texto.</p> <p>Palabras - (sopa, natación, 90, té, tomar, café, ensalada, a las 5, 30)</p> <ol style="list-style-type: none"> Manolo va a correr _____ minutos a la semana. Cuando trabaja no debe _____ café. Algunas tardes practica un deporte: _____. Dos veces por semana cena _____. Solo puede beber _____ dos veces a la semana. 	5	CO1, CO2, CO3, CO4

Paciente: Manuel Mesa Redondo

	Lunes	Martes	Miércoles	Jueves	Viernes	Fin de semana
6.00	Correr 30 minutos. Desayunar sin pan blanco. Fruta	Desayunar sin pan blanco. Té y fruta.	Correr 30 minutos. Desayunar sin pan blanco. Fruta	Desayunar sin pan blanco. Té y fruta.	Correr 30 minutos. Desayunar sin pan blanco. Fruta	Desayunar sin pan blanco. Fruta
8.00	Ir al trabajo a pie.					Natación (un día)
10.00	¡No tomar café en el trabajo!					
12.00	Verduras.	Bocadillo sin carne.	Pescado.	Sopa.	Una hamburguesa pequeña	Sándwich sin carne.
14.00						
16.00	Fruta.	Fruta.	Fruta.	Fruta.	Fruta.	Huevos (un día)
18.00		Natación	Natación			
20.00	Ensalada.	Sopa.	Ensalada.	Tortilla.	Sopa.	Ensalada.
22.00						

Q.1. Usted va a leer unos textos. Tiene que relacionar los textos (A -H) con los enunciados (1-5).

5

CO1
2, 4

B

Enunciados

1. Hay que subir andando
2. Se añade a las comidas
3. Perdió la conexión
4. Es mejor estar lejos
5. Lo que se debe hacer si está enfermo

A

B

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En caso de necesitar una cita con su médico, llame al 192 o a su centro de salud más cercano. Mas información en www.gripea.madrid.org

C

D

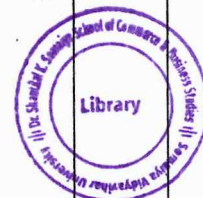
E

Ideal para tomar con todo tipo de carnes, pescados, mariscos o ensaladas

Vendo piso en esta zona.
Segunda planta, sin ascensor. Muy económico.
Venta rápida. 678337654.

La pared está recién pintada.
No se acerque.

<p>Q.1. C</p>	<p>Lea el correo que Raul le ha escrito al señor Peral. A continuación responda a las cinco preguntas sobre el texto. Elija las respuestas correctas: a), b), o c).</p> <p>Para... <u>aperal@cunamail.com</u> CC..... Asunto: Piso</p> <p>Estimado señor Peral:</p> <p>Hemos recibido las fotografías del piso que nos interesa alquilar estas vacaciones en Santander y mi mujer y yo hemos decidido alquilarlo, pero, como le dijimos por teléfono, llevamos a nuestros dos hijos, por lo que necesitamos una cama más en el dormitorio que da a la terraza. Nos ha gustado sobre todo el salón, pero la mesa de la cocina nos parece muy pequeña.</p> <p>Además, es necesario incluir en el precio del alquiler una plaza de garaje, porque unos amigos que conocen la zona y han pasado allí varios años nos dicen que es casi imposible encontrar aparcamiento durante los meses de verano. Hemos visto muchos pisos parecidos por el precio y el número de habitaciones y todos ellos incluyen una plaza de garaje; nuestra intención es recoger las llaves del apartamento a mediodía del 1 de agosto y devolverla el último día del mes por la tarde, ya que el 1 de septiembre tenemos que estar en Madrid para volver al trabajo.</p> <p>Por otra parte, mi mujer y yo estamos interesados en comprar un piso de estas características en esa zona; no sabemos si tiene usted el piso en venta o solo lo alquila, pero, si realmente nos gusta, podemos empezar a hablar del precio después de las vacaciones.</p> <p>A la espera de sus noticias, reciba un cordial saludo,</p> <p>Raul</p> <ol style="list-style-type: none"> 1. Raul escribe este correo para... <ul style="list-style-type: none"> A) buscar una plaza de aparcamiento. B) agradecer las fotos recibidas. C) alquilar un piso en verano. 2. En Santander, durante el verano.... <ul style="list-style-type: none"> A) es muy difícil aparcar el coche. B) es fácil tomar algo en la terraza. C) hay muchos atascos de tráfico. 3. Raul..... <ul style="list-style-type: none"> A) quiere comprar un coche. B) trabaja en septiembre. C) vuelve a Madrid el día 1. 	<p>5</p>	<p>CO4</p>
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	<p>4. Una de las habitaciones necesita...</p> <p>A) las llaves. B) una cama. C) una mesa.</p> <p>5. Según este correo, Raul y su mujer...</p> <p>A) van a llamar por teléfono al señor Peral. B) creen que la cocina es demasiado pequeña. C) quieren comprar un piso en Santander.</p>		
Q.2. A	Usted tiene que inscribirse en un curso de español. Debe completar el siguiente formulario.		
	<p style="text-align: center;">Escuela de idiomas "La Jerezana"</p> <p>Nombre: _____ Apellido (s): _____</p> <p>Fecha de nacimiento: Día _____ / Mes _____ / Año _____</p> <p>Nacionalidad: _____</p> <p>Numero de documento de identidad: _____</p> <p>Teléfono: _____</p> <p>Correo electrónico: _____</p> <p>Domicilio: _____</p> <p>Ciudad: _____ Código Postal: _____ País: _____</p> <p>Tipo de curso: <input type="checkbox"/> intensivo <input type="checkbox"/> semi-intensivo <input type="checkbox"/> extensivo</p> <p>Motivo: _____</p> <p>Idioma: _____</p> <p>Fechas: _____</p> <p>Forma de pago: <input type="checkbox"/> en metálico <input type="checkbox"/> con tarjeta <input type="checkbox"/> transferencia bancaria</p> <p>¿Por qué le interesa nuestra escuela? _____</p> <p>¿Desea realizar actividades culturales fuera de la clase?.....¿Cuáles? _____</p>	8	CO1, CO2, CO3, CO4
Q.2. B.	<p>Escribe un correo electrónico a tu amigo hablándole de tu familia.</p> <p>-saludar; -describir las personas -que hacen los miembros de la familia -despedirse</p>	7	CO1, CO2, CO3, CO4

<p>Q.4. Traducir las frases al inglés</p> <p>A.</p>	<ol style="list-style-type: none"> 1. A Pedro le duele el estómago. 2. Esta semana estamos oyendo mucha música latina en clase. 3. Hemos conocido varias zonas de México, con sus distintos climas y sus características diferentes. 4. Hay otros estudiantes que prefieren aprender las reglas gramaticales. 5. Vivo con mi pareja, Arturo, que es ingeniero informático. 	5	CO1, CO2, CO3, CO4										
<p>Q.4. Unir las dos columnas con palabras relacionadas.</p> <p>B.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;">1. El bolígrafo</td> <td style="width: 50%; text-align: center;">a) La lluvia</td> </tr> <tr> <td style="text-align: center;">2. Bailar</td> <td style="text-align: center;">b) Escribir</td> </tr> <tr> <td style="text-align: center;">3. Colombia</td> <td style="text-align: center;">c) El hospital</td> </tr> <tr> <td style="text-align: center;">4. Los monzones</td> <td style="text-align: center;">d) El país</td> </tr> <tr> <td style="text-align: center;">5. La enfermera</td> <td style="text-align: center;">e) El flamenco</td> </tr> </table>	1. El bolígrafo	a) La lluvia	2. Bailar	b) Escribir	3. Colombia	c) El hospital	4. Los monzones	d) El país	5. La enfermera	e) El flamenco	5	CO 1, 2, 3, 4
1. El bolígrafo	a) La lluvia												
2. Bailar	b) Escribir												
3. Colombia	c) El hospital												
4. Los monzones	d) El país												
5. La enfermera	e) El flamenco												
<p>Q.4. Selecciona la conjugación correcta</p> <p>C.</p>	<ol style="list-style-type: none"> 1. ____Haz/Pon____ ejercicio físico regularmente: abdominales, piernas y ejercicios de hombros. 2. ____Estoy viendo/ habéis visto____ mucho a tu jefe por el barrio, ¿se ha mudado aquí? 3. Estoy cansada ___he tenido/ tuviste____ tres exámenes esta semana. 4. Los señores Rodriquez juntos ____compramos/compran__ en un supermercado todo lo necesario. 5. Ana estudia arquitectura. ____lleva/llevan_____ gafas. 	5	CO 1, 2, 3, 4										
	OR												
<p>Q.4. Conjuga estos verbos según los pronombres de sujeto y en el tiempo indicado.</p> <p>D.</p>	<ol style="list-style-type: none"> 1. Nosotros_____ (tener, pretérito indefinido) 2. Ellos_____ (escribir, pretérito perfecto) 3. Tú _____ (comer, imperativo) 4. Ella_____ (dormir, presente) 5. Vosotros_____ (conducir, estar + gerundio) 	5	CO 1, 2, 3, 4										