End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — First Semester
INDIAN GOVERNMENT AND POLITICS (BAJ-1.1)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) Name any two regional parties of India. 2
   b) What is the meaning of the word “Secular”? 2
   c) Define “Monarchy”. 2
   d) Write down any two features of Indian constitution. 3
   e) What do you mean by Panchayati Raj? 3
   f) Write down the full forms of PESA, NHRC and RAW. 3
   g) What do you mean by opinion and exit polls? 5

PART-A

Q.2 Explain the fundamental rights of Indian citizens in detail. 20

Q.3 What is the role of judiciary in upholding the ideals of democracy? Explain with relevant examples. 20

Q.4 What are the powers and responsibilities of the Comptroller and Auditor General of India? 20

PART-B

Q.5 Analyze the role of CBI in combating corruption and maintaining integrity in Indian administration. 20

Q.6 Do you think there should be reservation of seats for women in parliament? Give reasons to support your answer. 20

Q.7 Write short notes on the following:
   a) Election Commission of India. 10
   b) RAW. 2
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – First Semester
MEDIA ISSUES AND DEBATES (BAJ-1.2)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Attempt (any four) questions from the following:
   a) Explain the positive impact of media in the society.
   b) Write a short note on Grass-root Media.
   c) What is Mediated Democracy?
   d) Explain Yellow Journalism in brief.
   e) Define Fake News with examples. 5x4

   PART-A

   Q.2 Write a detailed note on impact of media on children and youth. 20
   Q.3 Discuss truth and media in context of news, advertising and reality TV. 20
   Q.4 Does media play an important role in opinion making? Discuss with examples. 20

   PART-B

   Q.5 Write a detailed note on New Media. 20
   Q.6 How do traditional and mainstream media help in development of society? Discuss. 20
   Q.7 Write an article on the judgment of ‘Article 377’. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – First Semester
INTRODUCTION TO COMMUNICATION AND MEDIA (BAJ-1.3)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following:
   a) What is the full form of BARC?
   b) What is Intrapersonal communication?
   c) Name the newspaper started by James Hicky.
   d) When did radio come to India?
   e) What do you mean by a channel or medium in communication?
   f) Communication can be both Intra and _________.
   g) Which is the largest selling Hindi newspaper in India?
   h) What is a broadsheet?
   i) What is soft news?
   j) Sender _________ Medium _________ Receiver  Feedback
   k) Kinesics is a form of _________ communication.
   l) What is a JPEG?
   m) Letters, circular, memos are e.g. of _________ communication.
   n) What is called a noise in the communication process?
   o) Name the first Hindi movie made in India

3×10

PART-A

Q.2 Write a short note on the elements and process of communication. 10

Q.3 What are the 7 C’s in communication? Explain with relevant examples. 10

Q.4 Identify the correct combination.
   a) The Times of India i) Radio
   b) Big FM ii) Website
   c) NDTV 24×7 iii) Journalist
   d) Rajdeep Sardesai iv) News channel
   e) thehindu.com v) Newspaper 2×5

Q.5 What are the different types of mass media explain with their distinctive characteristics. 10

Q.6 Why is media called the fourth state of democracy? 10

Q.7 Describe the traditional forms of communication. 10

Q.8 Write a short note on ‘hypodermic needle theory’. 10

Q.9 Discuss in detail David Berlo’s SMCR theory of communication. 10

PART-B

Q.10 Distinguish between Intrapersonal and Interpersonal Communication on the basis of their distinctive features. 15
Q.11 Discuss the barriers of communication and suggest how one can overcome them. 15

Q.12 Explain in detail the relationship between communication and socialization by citing relevant examples. 15
Q.1 Answer (any five) of the following:
   a) What is networking?
   b) Define Layer Palette.
   c) What is CRT?
   d) Write down the steps to create a new Pattern in Photoshop.
   e) Differentiate between RGB and CMYK.
   f) What is Logo?

2×5

PART-A

Q.2 What do you understand by term Multimedia? Explain the elements of Multimedia in detail.
   10

Q.3 Define Internet and FTP. Discuss the types of Computer Networking.
   10

Q.4 Define the following tools:
   a) Pattern and Clone tool.
   b) Marquee Selection and Move tool.
   c) Outline and Fill tool.
   d) Power clip.

2½×4

PART-B

Q.5 What is Computer? Discuss various network topologies, along with their advantages and disadvantages.
   10

Q.6 What is Web Designing? Discuss the various Web color schemes. Elaborate it with the suitable examples.
   10

Q.7 Write note on (any two) of the following:
   a) Animation.
   b) Characteristics of computer.
   c) Advertising.

10
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication)–First Semester
FILM STUDIES (BAJ-1.5)

Time: 3 hrs                    Max Marks: 100
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from Part-A and any TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any four) questions from below:
   a) What role does music play in film making? Explain it with examples.
   b) Do you think that “A successful film needs a successful Star”? Discuss your answer with suitable examples.
   c) How studios played a role in Indian film making? Elaborate your answer.
   d) How rise of multiplex affected the Indian cinema?
   e) Explain the globalization of cinema and its impact on Hindi Film Industry.
   f) What is your understanding about the cinema and its impact on the culture?  5x4

PART-A

Q.2 How theater is different from a film? Justify your answer with an example.  10

Q.3 What is the difference between mystery films and thrillers? Explain both the genres in detail.  10

Q.4 Discuss the rise of “Angry young Man” in Indian cinema. What were the various reasons behind its rise on that time?  10

Q.5 How time period and location of the story affects the characters? Explain with examples.  10

Q.6 Who was Guru Dutt? Why he is still considered as one of finest directors in Indian cinema?  10

Q.7 Analyze a film of your choice on these parameters:
   i) Direction.
   ii) Script.
   iii) Acting.
   iv) Music.  10

PART-B

Q.8 What do you understand by experimental cinema? Justify your answer in reference of today’s cinema.  20

Q.9 Write down a 5 minutes shooting script of your own story. Script must be in proper format.  20

Q.10 What are the various stages of film production? Do you think that the digital technology is playing a very significant role in it?  20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Second Semester
ECONOMIC DEVELOPMENT AND PLANNING IN INDIA (BAJ-2.1)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain the following in brief:
   a) What is WTO?  
   b) Define ‘FDI’.  
   c) Define ‘Economic Development’.  
   d) What do you mean by Industrial Sickness?  
   e) What is Mortality Rate?  
   f) What is Balance of Payment?  
   g) “Population and Economic Growth is a two way relationship”. Justify this statement.

PART-A

Q.2 Throw light on the role of balanced and unbalanced growth strategy. How Mahalanobis growth strategy tried to shape first Five Year Plans in India.  

Q.3 Explain the relation of economics with other Social Sciences. What are the common characteristics of an underdeveloped country?  

Q.4 Throw light on the changes in sectorial distribution of National Income over the years in India? What are the problems associated with this approach?  

PART-B

Q.5 What are the various ownership patterns prevalent in Indian industries? Explain Industrial Policy with special reference to New Industrial policy 1991.  

Q.6 What is the role of Small Scale Industries in the economic development of India? How Government tries to support SSI’s through its various policies?  

Q.7 Elaborate the impact of liberalization and globalization on Indian economy. What is the contribution of foreign trade in economic growth of India?
Q.1  **I) Complete the following sentences using the collocations from the given list:**

   a) disease, spread  
   b) smoke, rise  
   c) evidence, suggest  
   d) wind, howl  
   e) teeth, chatter  
   f) withstand, pressure  
   g) opportunity, arise  
   h) standard, slip  
   i) spate of attacks  
   j) barrage of questions

   i) The scientific ____________ human beings first emerged in Africa.
   ii) The ____________ was _________ all night and it was raining, so 1 couldn't sleep.
   iii) The machine has to be made of materials that can ________ a lot of ____________.
   iv) Oh No! There's a fire. Look at the ____________ from these buildings.
   v) It was so cold I couldn't stop my _________ from ____________.
   vi) Our survey shows that believe _________ have _________ at the school.
   vii) You must accompany Bob on one of his business trips to Asia, if the _________ ever _________.
   viii) An alarming new _________ is _________ among cattle in the south of the country.
   ix) The minister had to put up with a _________ from the angry audience.
   x) There has been ____________ in our area recently.

Q.1  **II) Rewrite the following report, putting verbs in the passive where appropriate and making any other necessary change:**

I conducted the test in the school Library to minimize noise. I took the children out of their normal lessons and I tested them in group of four. I carried out all the tests in the January 1996. The list consisted of the two components. First, I showed the children a design and I asked them to describe what they saw. I tape recorded all their answers. 1 then gave them a set of anagrams (words with jumbled letters) which I instructed them to solve in as short a time as possible. I remained in the room while the children did this.

Q.2  **a) Discuss the various types of feature in detail.**  

Q.2  **b) Write a feature on any topical issue.**  

Q.3  **What is the essential difference between a radio and a TV script? Discuss.**
Q.4 Discuss the various types of radio programme. 20

**PART-B**

Q.5 Write down a Resume with a covering letter. 20

Q.6 Write a news article for an e-newspaper. 20

Q.7 Write review on any novel you have read. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Second Semester
REPORTING AND EDITING-I (BAJ-2.3)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any five) of the following questions:
   a) Name two foreign news agencies.
   b) Who is the Editor-in-Chief of India Today?
   c) Where is Xinhua based at?
   d) Name a Tamil Newspaper.
   e) What is the deadline for a news agency reporter?
   f) What is a news wire?
   g) Why is a headline significant for a news story? 4×5

PART-A

Q.2 Discuss the role of a news agency and the challenges that they face today. Do you think news agencies are still relevant for media outlets? 20

Q.3 Describe the structure of a newspaper organisation. Discuss the role of the editorial desk in such a setup. 20

Q.4 What do you understand by Breaking News? How does one handle a Breaking News story? 20

PART-B

Q.5 Write a review of a book/movie that you recently read/watched. 20

Q.6 If you were asked to interview Deepika Padukone or Aamir Khan, how would you prepare yourself for the assignment? Write a list of ten questions that you would ask during the interview. 20

Q.7 Write a news story based on the press release given here under giving a suitable headline:

Posted On: 12 FEB 2018 6:04:57PM by PIB Delhi

The Minister of Road Transport & Highways. Shipping and Water Resources. River Development and Ganga Rejuvenation Shri Nitin Gadkari released India’s first ever Highway Capacity Manual in New Delhi today. The manual, known as Indo-HCM, has been developed by CSIR - CRR1 on the basis of an extensive, country-wide study of the traffic characteristics on different categories of roads like single lane, two-lane, multi-lane urban roads, inter-urban highways and expressways and the associated intersections on these roads. The study involved seven academic institutions including IITs at Roorkee, Mumbai and Guwahati, School of Planning and Architecture, New Delhi, Indian Institute of Engineering and Science and Technology, Shibpur. Sardar Vallabhai Patel National Institute of Technology, Surat and Anna University. Chennai.

The manual lays down guidelines for when and how to expand or manage different types of roads and their intersections and the level of services to be put in place. It is designed to be a useful tool for guiding road engineers and policy makers in the country. It has been developed based on the unique
Speaking on the occasion Shri Nitin Gadkari expressed hope that the long awaited manual would help in the scientific planning and expansion of road infrastructure in the country. Calling upon the scientific fraternity, as well as the designers, policy makers and executioners of highways projects the Minister said that India urgently needs to catch up with the world's best technology and practices being used in the sector so that we are able to build world class infrastructure that is safe, cost effective and environment friendly. Shri Gadkari also underscored the need to popularize the use of new material like fly-ash, plastic, oil slag and municipal waste in road construction, saying that scientists and the media should also play an active role in this regard. He also called upon researchers and engineers to expedite formulation of a good design for safe and effective speed breakers for Indian roads.
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Second Semester
COMMINICATION THEORY (BAJ-2.4)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt Seven questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any ten) of the following:
Multiple choice questions:
  a) Writing style can be improved through the use of:
     i) Jargon        ii) Slang
     iii) Simple words iv) Metaphors.
  b) Tele conferencing is not suitable for:
     i) Meetings       ii) Conferences
     iii) Interviews iv) Problem solving
  c) The word ‘memo’ is short for:
     i) Memory       ii) Memorizing

Answer the following questions:
  d) Give examples of written communication.
  e) What is an advertorial?
  f) What is intranet and what are its advantages?
  g) What is press release and where is it used?

Fill in the blanks:
  h) Our dress code is an example of ________ communication.
  i) Communication strengthens ________ and relationship in an organization.
  j) Understanding ______________ different parts of speech forms the base of learning grammar.
  k) To become more effective presenter, one needs to take control of ________ and ________.
  l) People remember about ________ percent of what they hear in any conversation.
  m) When making presentation, one must take care of ________, ________ and ________.

PART-A

Q.2 What are the components of communication any standard model would reflect? 10

Q.3 Distinguish between a linear model from that of an interactive model of communication. 10

Q.4 What is censorship? Explain the different types of censorship with examples. 10

Q.5 How does the concept of communication contribute to personal and social development? 10

Q.6 ‘Non-verbal communication is a major part of modern communication system’. Explain with suitable examples. 10
PART-B

Q.7 Why do you think some programs have the highest TRP? Does it have anything to do with the quality of the content? What should be done to improve the scenario?  

Q.8 Opinion leaders play an important role in communication. Explain this with relevant model and examples.  

Q.9 Discuss in detail David Berlo’s Model of communication. Also, enlist the major criticisms/ disadvantages of this model.  

Q.10 There are several theories that have been developed by scholars to identify the media effects an users. Choose any two to discuss the media effects.
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Second Semester
ADVERTISING (BAJ-2.5)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 a) Answer the following questions:
   i) Define a Brand.
   ii) What is Target Audience?
   iii) What is the full form of ASCI?
   iv) What is Informative Advertising?
   v) Name the Agency that created the “What an Idea Sir ji” ad and indicate the company for which it was created?
   vi) The famous pug ad and zoo zoos were created by which famous ad agency?
   vii) Name the personality behind the creation of the Amul Girl.
   viii) "Daag achche hai" is the brain child of which advertising agency and for which company? 1×8

b) Fill in the blanks with suitable answers:
   i) __________ is the number of different people (unduplicated) who are exposed to an advertising message at least once over the course of the campaign. The number is expressed as a percentage of the target audience.
   ii) The idea of advertising heavily for a short period of time to build awareness that carries over to the next advertising period is called __________. 1×2

PART-A

Q.2 Explain the role and function of Account Planning and Account Management in an advertising agency. 10

Q.3 Discuss in detail the lifecycle of a brand with relevant examples. 10

Q.4 What is Brand Equity? Explain the concept of Brand Equity with Keller's Model. 10

PART-B

Q.5 What are the various appeals used in advertising. Explain each appeal with a relevant example 10

Q.6 Explain the client -agency relationship, keeping in mind the areas of conflict between the two. 10

Q.7 What is the difference between Advertising, Public Relations and Sales Promotion? 10
End Semester Examination, Dec. 2018  
BAJMC – Third Semester  
INTERNATIONAL RELATIONS (BAJ-3.1)  

Time: 3 hrs.  Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any FIVE questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1  
(a) **Answer (any seven) of the following questions:**  
   i) Who is the prime minister of Bhutan?  
   ii) Who is the president of USA?  
   iii) Name prime minister of Pakistan?  
   iv) Name the president of China.  
   v) Who is the prime minister of Bangladesh?  
   vi) Who was Sheikh Mujibur Rehman?  
   vii) Who is the prime minister of Japan?  
   viii) Who is the prime minister of Srilanka?  

(b) **State whether the following statements are TRUE OR FALSE:**  
   a) People of Tamil Nadu have close relations with Srilanka.  
   b) Rohingya Muslims are not native of Myanmaar.  
   c) Belt and Road initiative (BRI) is a development strategy adopted by the Pakistan government.  
   d) Bangladesh was formed in 1971.  
   e) Bangladesh was previously known as East Pakistan.  
   f) The new name of East Pakistan is Bangladesh.  
   g) Nepal has two deputy prime ministers.

**PART-A**

Q.2  
(a) Interpret the relationship between India and Pakistan.  
(b) Can you explain the role of economic organizations like OIC in the industrial growth of India?

Q.3  
(a) “Recently a conference of BIMSTEC was held in Nepal”, what did PM Modi focus on in it?  
(b) Elaborate of the modern day principles of Panchsheel.

Q.4  
(a) Comprehensively explain the definition of international relations.  
(b) “Terrorism will destroy humanity” critically analyze the statement.

**PART-B**

Q.5  
(a) Discuss why SAARC is no longer suitable for development of the region comprising of India, Pakistan, Bangladesh, Maldives, Bhutan, etc.  
(b) Discuss the importance of international organizations in growth of India with specific examples.

Q.6  
Discuss global concerns about global warming in detail.
Q.7 How can you protect human rights and deliver social justice in today's war filled world?
Q.1 Answer the following questions:
   a) Who is the father of public relations?
   b) Write the full form of PRSI.
   c) Explain slander.
   d) Define ‘Third-Party Endorsement’.
   e) What is publicity?
   f) What is patent?
   g) Public Affairs is building relationship with the government and the regulatory bodies. (True / False)
   h) The MSLPR is owned by _____________.
   i) World’s largest independently owned PR firm is _____________.
   j) Ogilvy and Mather PR and Hill and Knowlton are owned by _____________. 2×10

PART-A

Q.2 Around 30 passengers travelling on a Jet Airways Mumbai-Jaipur flight Boeing 737 suffered ear and nose bleeds due to low cabin pressure during the flight's climb. Five of those affected had to be hospitalised. The flight immediately turned back and landed in Mumbai where the affected passengers, some of whom also complained of headaches, were offloaded and were attended to by doctors at the airport. A mayhem started at the airport where angry passengers began to shout slogans against the flight crew and some members of the crew were beaten up. Police was called to handle and control the situation. Meanwhile some news channels began to beam the whole incident live and affected passengers interviews/bytes were shown. All this reflected poorly on the company's image.

Given the scenario, you as a PR personnel of the Jet Airways, are required to immediately put forth company's view by organising a press conference.

Explain in detail how, when, where the conference would be held; who would address the conference; what media would be called; the type of questions and their possible answers. 20

Q.3 Write a press release in not more than 500 words on the launch of a new actor in a film produced under a famous banner. 20

Q.4 PR and Media share a symbiotic relationship with each other. Discuss in the context of interdependence of Media and PR. 20

PART-B

Q.5 A house journal is an important means of communication used by companies/organisation to reach out to its various publics. Give your answer by explaining various stages in planning a house journal. 20

Q.6 Define Social Marketing and explain its role in the process of behaviour change by citing one such campaign which in your opinion has impacted the society at large. 20
Q.7 Discuss the emergence of corporate communications functions in India. 20

Q.8 Define ‘corporate social responsibility (CSR)’. Discuss one of the well-known CSR campaigns undertaken by a company. 20

Q.9 Every profession is bound by certain ethical principles. Same goes for Public Relations also. Therefore, explain the role of ethics in Public Relations in the context of Law of Defamation. 20
Q.1 Explain the following concepts:
   a) Beat reporting.
   b) Importance of captions for pictures.
   c) Science reporting.
   d) Crime reporting.  

   **PART-A**

Q.2 What do you understand by the concept of breaking news? What are the precautions that a news organization must take while breaking an exclusive story? Explain with examples.  

Q.3 What is investigative reporting? Explain its various features. Imagine that you are a reporter in a local newspaper and you learn that there are irregularities in the police department with regard to recruitment of constables. Spell out the inputs that you would require for your story on the scam.  

Q.4 What is the layout of a newspaper? Describe the stages of layout making.  

   **PART-B**

Q.5 Write 300 word profile story on (any one) of the following personalities:
   a) Khushwant Singh.
   b) Arun Shourie.  

Q.6 What is a photo feature? Explain how it can be used in a newspaper.  

Q.7 Discuss the stories that you would cover if you were allotted the science and technology beat in your newspaper. Explain with examples.
Q.1 Answer (any ten) of the following questions:
   a) Who is the editor of the “The Hindu”?  
   b) What do you mean by caption?  
   c) Discuss the qualities of “Bureau Chief”.  
   d) Name any two monthly magazines published for fashion magazine.  
   e) What the punch line of “Deink Hindustan” newspaper.  
   f) RNI stands for ___________.  
   g) Who is the director of the movie “Stree”?  
   h) Who is the present chairman of “Prasar Bharti”?  
   i) Amrendar Singh is the Chief Minister of which Indian state.  
   j) Give any five problems faced in magazine journalism.  
   k) What is tabloid?  
   l) What is desktop publishing?  

2×10

PART-A

Q.2 Discuss the concept of editing? Do you think that structure act as a gate keeper in news room?  

20

Q.3 What are the major trends in newspapers? How is new writing different from feature writing for magazines? Explain in detail.  

20

Q.4 Who does write the editorial of any newspaper? Write a note on the process of editorial writing.  

20

PART-B

Q.5 What is layout and design? “Sub editor is the silent and real hero of the news room”? Explain your answers with examples.  

20

Q.6 “Most of the news stories of a magazine require a depth research”. Explain in detail.  

20

Q.7 What are the various types of magazines? Explain the difference between a magazine and a newspaper.  

20
Q.1 Answer the following questions:
    a) Mention any two fundamental duties of Indian citizens. 2
    b) What is the meaning of the word “Fraternity”? 2
    c) Define “Monarchy”. 2
    d) What is the eligibility criterion for being the Chief Justice of India? 3
    e) Write down any two powers of the Governor of India. 3
    f) Write down the full forms of CBI, CAG and EVM. 3
    g) What do you mean by opinion and exit polls? 5

**PART-A**

Q.2 Explain the different types of governments around the world with examples. 20

Q.3 What are the provisions in the Indian constitution to safeguard and ensure independent functioning of judiciary? Why is it important to have an independent judiciary? 20

Q.4 Explain the role and functioning of the National Human Right Commission of India. 20

**PART-B**

Q.5 Analyze the role of CBI in combating corruption and maintaining integrity in Indian administration. 20

Q.6 Write a detailed note on the electoral reforms in India. 20

Q.7 Do you think there should be reservation of seats for women in parliament? Give reasons to support your answer. 20
Q.1 Attempt (any four) of the following:
   a) What do you mean by Globalization? Explain with suitable examples.
   b) Discuss the role of communication in Society.
   c) Write down basic features of Indian Society.
   d) What is the role of modernization on development of India?
   e) What is significance of studying economics for media students?  

PART-A

Q.2 Throw light on the role of women in development of Indian Society.  20

Q.3 Discuss major religion of India in detail.  20

Q.4 Write a note on Indian Art and Culture.  20

PART-B

Q.5 What are the basic features of Indian economy? What was the role of five year plans in development of India?  20

Q.6 Discuss FDI and Privatization in detail.  20

Q.7 Enumerate the role of Agriculture and Banking system in Indian Economy.  20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – First Semester
INTRODUCTION TO COMMUNICATION AND MEDIA (BAJM-103)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following:
   a) Write full form of RAM.
   b) What is soft News?
   c) What is a website?
   d) Write full form of UNI.
   e) What is a tabloid?
   f) Who is a receiver in the communication process?
   g) Name the first newspaper which was printed in India.
   h) When did Radio come to India?
   i) Name two newspapers published by Mahatma Gandhi.
   j) What is censorship?
   k) Name the four estates of democracy.
   l) What do you mean by decoding?
   m) What is a circular?
   n) What is one to one communication? 3x10

PART-A

Q.2 Explain in detail the 7 C’s of communication. 10
Q.3 How is Mass Media an agent of socialization? Explain with examples. 10
Q.4 Why media is called the fourth state of Democracy? 10
Q.5 What is ABC? What are it’s functions? 10
Q.6 Distinguish between intrapersonal and interpersonal communication? 10
Q.7 What is new media and how it has impacted the traditional media? 10
Q.8 Differentiate between oral and written communication? 10
Q.9 Distinguish between group and Mass Communication? 10

PART-B

Q.10 What are the barriers in communication? How can one overcome them? 15
Q.11 The quality and content of news has degenerated and crime stories and scandals have taken precedence over important news. Give your views with suitable examples? 15
Q.12 Discuss in detail the elements and process of communication with the help of a diagram?
Q.1 a) Find the synonym of the underlined word:

i) I hope you are not going to **abandon** your project.
   - give up completely
   - change
   - modify slightly
   - postpone
   - complete

ii) We were shocked by the **brutality** of the hooligans. They were simply like a herd of violent animals.
   - politeness
   - foolishness
   - eagerness
   - happiness
   - cruelty

iii) The hurricane that hit the city had a **catastrophic** effect because most of the buildings were constructed of wood.
   - categories
   - disastrous
   - frightening
   - blowing
   - strenuous

iv) Blackberries are very **fragile**, but they are also delectable to eat.
   - delicate
   - poisonous
   - spicy
   - salty
   - sour

2½×4

b) **Fill in the blanks:**
Concorde, the world's fastest passenger plane, _________ (1) by France and Britain together. In the 1950s, both countries dreamed of having a supersonic plane, and the project _________ (2) in 1962. £1.5 billion _________ (3) on developing the Concorde, and it _________ (4) for over 5,000 hours, which makes it the most tested plane in history. The first passenger plane _________ (5) by British Airways and Air France in 1976. The Concorde holds many world records, including the fastest crossing of the Atlantic Ocean from New York to London, which _________ (6) in 2 hours 45 seconds! Flying at twice the speed of sound means that flying time _________ (7) by half, which is why the Concorde flight between London and New York _________ (8) a lot by business people and film stars - you can leave Britain at 10.30 and arrive in New York an hour earlier! Twenty planes _________ (9) up
to the present day. But there are no plans to build any more. Each plane
__________ (10) at a cost of £55 million, which makes them very expensive!

• i) developed ii) have been developed iii) was developed iv) develops
• i) was started ii) have been started iii) starts iv) started
• i) spend ii) was spent iii) have been spent iv) spent
• i) has tested ii) tested iii) have been tested iv) was tested
• i) introduce ii) has been introduced iii) was introduced iv) introduce
• i) have been achieved ii) was achieved iii) will achieve iv) achieved
• i) was reduced ii) has reduced iii) is reduced iv) will be reduced
• i) had been used ii) uses iii) used iv) is used
• i) were built ii) are built iii) have been built iv) build
• i) is being produced ii) has been produced iii) was produced iv) is produced

1×10

PART-A
Q.2 What is an article? Discuss the various types of article in detail. 20
Q.3 Write a feature on article 377. 20
Q.4 Explain the 7 C's of writing in detail. 20

PART-B
Q.5 Write an article for a fashion blog. 20
Q.6 What do you understand by editorial? Write an editorial on any topical issue. 20
Q.7 Prepare a CV with covering letter. 20
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) – Second Semester  
INTERNATIONAL RELATIONS (BAJM-201)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Marks are indicated against each question.

Q.1 Answer briefly the following questions:
   a) Write full form of SAARC.  
   b) What do you mean by Trench war?  
   c) What do you mean by Bipolar world?  
   d) Write a note on ASEAN.  
   e) What is Panchsheel? Is Panchsheel still applicable in Indian foreign policy?  
   f) What is the basic objective of WTO?  
   g) Define Globalization and Liberalization.

**PART-A**

Q.2 Write a detailed note on reason behind world war one and what were its consequences.  
20

Q.3 Throw light on the basic concept behind Global warming. Its reasons. Suggest how global warming can be decreased?  
20

Q.4 Write a note on India’s role on in Doklam and its relationship with Pakistan and China.  
20

**PART-B**

Q.5 What is the role of ASEAN, SAARC and BIMSTEC in the prosperity of Asian Continent?  
20

Q.6 How Human Rights convention tried to change the plight of common man ad soldiers all over the world?  
20

Q.7 Explain how social media is trying the change the political scenario all over the world. Justify your answer with suitable examples.  
20
Q.1 Attempt (any ten) the following questions:
   a) Who is the current CEO of Microsoft?
   b) What is ROM?
   c) FTP stands for ___________.
   d) LED stands for ___________.
   e) Name any two input devices.
   f) Name any two video editing software.
   g) Who is the founder of Google and when it was founded?
   h) Name any two internet service providers in India.
   i) What do you understand by ALU and CU?
   j) What is pop-up message?
   k) What is blog?
   l) What is the search engine? 2×10

PART-A

Q.2 a) Write short notes on the following:
   i) Macintosh operating system.
   ii) Control unit. 5×2
   b) What do you understand by router and server? Explain them in detail. 10

Q.3 a) Adobe Photoshop and Coral draw are two different software. Elaborate with examples. 7
   b) How a brand can be promoted through online media? Explain various types and medium which are used for it. 7
   c) Explain the following terms in detail:
      i) Ring topology.
      ii) MAN. 3×2

Q.4 a) What do you mean by multimedia applications? Explain various types and their use. 10
   b) What do you understand by characteristics of computer? Elaborate them. 10

PART-B

Q.5 How computing evolves from abacus to modern super computers? Explain various stages and generations. 20

Q.6 Do you think that the online media is actually surpassing the print media as the market expands? Support your answer with suitable examples. 20
Q.7 How internet is changing the present scenario of journalism? Discuss the various advance technologies and their need in the broadcast media.
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) – Second Semester  
FILM STUDIES (BAJM-203)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1  
a) Who was the director of Mughal-E-Azam?  
b) Name the first film company of India.  
c) Name the first color film of India.  
d) Pather Panchali was directed by _________.  
e) Mention any five props in fight scene.  
f) Name any two movies of Golden Era.  
g) Who is known as the ‘Angry Young Man’ of Indian cinema?  
h) Who is the director of Pyar Ka Punchnama?  
i) Name any two movies of Dharma Production.  
j) Who is known as the father of India cinema?

2x10

PART-A

Q.2 Write a critical film review on any movie of your choice.  

20

Q.3 Write a detailed note on stages of production.  

20

Q.4 How will you develop the plot of:  
a) Film on women empowerment.  
b) Comedy serial.  

10x2

PART-B

Q.5 What do you understand by Genre? Discuss various genres in detail.  

20

Q.6 Discuss the history of Indian cinema in detail.  

20

Q.7 ‘Film marketing is an art’. Discuss the job of film distributor in this context.  

20
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) — Second Semester  
PRESS LAWS AND HISTORY OF JOURNALISM (BAJM-204)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt SEVEN question in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following:
   a) Define Law.
   b) ESPN stands for ____________.
   c) What do you mean by RNI?
   d) What is masthead?
   e) Who is the CEO of Aaj Tak?
   f) What is Jingle?
   g) In which year radio came in India?
   h) What is slander?
   i) What is broadsheet?
   j) What is dolly?
   k) Name any two regional parties of UP.
   l) Define 'censorship'.
   m) What is a FIR?  

PART-A

Q.2 Write a note on the ‘Television Code of ethics’. 10

Q.3 "Intellectual Property Right safeguards privacy of an individual". Justify. 10

Q.4 Write a note on “Press Council of India”. 10

Q.5 Throw a light on the working and functions of news agencies. 10

Q.6 Discuss ‘Defamation law’ in detail. 10

Q.7 Discuss the role of radio in India’s development. 10

Q.8 Discuss ‘convergence Bill’ in detail. 10

PART-B

Q.9 Write a detailed note on ‘the role of Press Commission in constructing the contemporary media industry’. 20

Q.10 Throw a light on the role of social media in indian society with four suitable examples. 20

Q.11 Write a detailed note on ‘the current status and future trends in newspaper and television industry’. 20
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) – Second Semester  
REPORTING AND EDITING (BAJM-205)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Marks are indicated against each question.

Q.1 Attempt **(any five)** of the following:  
   a) Define news.  
   b) What is a ‘caption’?  
   c) What is a ‘by-line’?  
   d) What is a ‘broadsheet’?  
   e) Mention two departments in a newspaper organization.  
   f) What is a ‘masthead’? Give one example.  
   g) What do PTI and UNI stand for?  
   h) What do you mean by ‘symbols’ of editing?  

   **2×5**

**PART-A**

Q.2  
   a) ‘A picture is worth a thousand words’. Explain this statement with examples.  
   b) Discuss four responsibilities of a good Reporter.  

Q.3  
   a) What is a ‘source’? Explain two important sources which help to write an article?  
   b) What are the duties of a sub-Editor? Why is he/she an important part of a newspaper organization?  

Q.4  
   a) Why is it important for any newspaper to have advertisements? Why is the advertising department of any media set-up the backbone of the organization?  
   b) As a journalist which ‘beat’ would you like to follow and why?  

**PART-B**

Q.5 Write an article on the Prime Minister’s Swachch Bharat Mission. How will you as a citizen, contribute to cleaning your city?  

Q.6 Should the media be responsible in its reporting to society? Explain with examples.  

Q.7 Write a report of not less than 250 words on the International media conference organized by the faculty of Media and Humanities in March 2018.
Q.1 Answer the following questions (any four):
   a) Define environmental studies. Throw a light on the multidisciplinary nature of environmental studies.
   b) What are the major reasons behind water conflicts? Support your answer with relevant examples.
   c) What are the effects of modern agriculture?
   d) "Biodiversity provides a variety of environmental services from its species and ecosystems that are essential at the global, regional and local levels." In the light of this statement, discuss the importance of biodiversity.
   e) Describe the water cycle with the help of a diagram.
   f) Define 'pollution'. What is the role of an individual in the prevention of pollution?

PART-A

Q.2 Explain the importance and scope of environmental studies. 20
Q.3 What do you mean by deforestation? Discuss the major causes and ill effects of deforestation in detail. 20
Q.4 What is an ecosystem? Explain the components that make up an ecosystem in detail. 20

PART-B

Q.5 What is disaster management? Explain the need and elements of an effective mitigation strategy in detail. 20
Q.6 What is biodiversity? Discuss some of the major threats to biodiversity with appropriate examples. 20
Q.7 "With so many natural and man-made disasters occurring, there is need for proper disaster management." Elaborate the statement with suitable examples. 20
Q.1 Write short notes on (any ten) of the following:
   a) Elements of communication.
   b) Feedback.
   c) Seven Cs of communication.
   d) Two step flow model.
   e) Intrapersonal communication.
   f) Hypodermic needle model.
   g) Noise.
   h) SMRC model.
   i) Selective exposure.
   j) Group communication.
   k) Bullet theory.
   l) Body language. 2x10

**PART-A**

Q.2
   a) What are the essential functions of communication? Explain with examples. 10
   b) What is verbal and non-verbal communication? What is their importance in our daily life? 10

Q.3
   a) How is mass communication different from group communication? 10
   b) Multistep theory is extended version of two step theory. Explain. 10

Q.4
   a) What are the essential qualities required to be a good communicator? 10
   b) Examine the importance of mass communication in a developing country like India. 10

**PART-B**

Q.5 What is dual product media model? Does it contribute to the success of newspaper? 20

Q.6 Discuss extensively the various departments in both print and broadcast media, showing the persons involved and the kind of jobs they do. 20

Q.7 Briefly discuss the role of All India Radio in India. Do you think AIR is nowadays facing stiff competition from private FM radio stations? 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Third Semester
ADVERTISING (BAJM-303)

Time: 3 hrs                    Max       Marks:
100       No. of pages: 1

Note: Attempt any FOUR questions from **PART-A** and any TWO questions from **PART-B**, Q.1 is compulsory. Marks are indicated against each.

Q.1 Attempt **(any ten)** of the following:
   a) What is Call of Action?
   b) What is Story Board?
   c) What do you mean by OOH media?
   d) Define ‘public opinion’.
   e) Who is the CEO of FaceBook?
   f) What do you mean by tweet?
   g) Who is the manufacturer of Dove Soap?
   h) Akshay Kumar is associated with which brand?
   i) What is the tag line of Bingo Chips?
   j) What do you mean by USP?
   k) Who is the father of Advertising?
   l) Differentiate between advertising and propagandas.
   m) What is the tag line of Trivago?

**PART-A**

Q.2 What do you mean by Advertising appeal? Explain various appeals with appropriate example.
   10

Q.3 Throw light on the structure and functions of an advertising department.
   10

Q.4 Discuss advertising ethers in detail.
   10

Q.5 Write a detailed note on various budgeting methods in advertising.
   10

Q.6 What are the various points one should keep in mind while selecting the target audience and Packing instruction for a product?
   10

Q.7 “Advertising impacts the day to day habits of the Society” Justify the statement.
   10

Q.8 Write short notes on:
   a) ASCI
   b) DAGMAR
   c) AIDCA
   10

**PART-B**

Q.10 What do you mean by market segmentation? Draw a market segmentation chart for any consumer product.
   20
Q.11 Explain sales promotion in detail. Throw light on various tools and techniques of sales promotion. 20

Q.12 Explain the importance of advertising in economy of any country. Throw light on various types of advertising with suitable example 20
Q.1 Answer the following:
   a) What do you understand by different kind of shots in photography? Explain them.
   b) What is depth of field? How it changes according to the focal length?
   c) How aperture controls the lighting in photography? Explain it with a diagram.
   d) What is aesthetics in photography? Elaborate it.

   **PART-A**

Q.2 What are the various photographic principles, which can be applied in photography? Explain them in detail.

Q.3 Explain the relationship between shutter speed and aperture. What is their role in making of a good photograph?

Q.4 Why lighting is a very essential part of photography? Explain various kind of lighting.

   **PART-B**

Q.5 Explain the working of a SLR camera? Elaborate the lens opening and falling of light on film with the help of diagram.

Q.6 Why a photographer needs to be cautious about the surroundings while clicking the photo? What are the concern points he/she should keep in mind?

Q.7 Explain various kind of lens used in wedding and product shoot. What are the specialties you require for these kinds of shoots?
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Third Semester
PUBLIC RELATIONS AND CORPORATE COMMUNICATIONS (BAJM-305)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt the following:
   a) Who is the father of public relations?
   b) What is libel?
   c) Explain propaganda.
   d) Define third-party endorsement.
   e) What is publicity?
   f) What is industrial design?
   g) Define above the line spin.
   h) Explain Patent.
   i) Public affairs is building relationship with the government and the regulatory bodies. (True/False)
   j) What is full form of PRSI? 2×10

**PART-A**

Q.2 Define public relations. Explain how it is different from propaganda? 20

Q.3 Define publics and its various types with relevant examples. Identify two important public of an NGO dealing with malnutrition prevalent among children under five in a village. 20

Q.4 There are various tools of communication used by companies to communicate with its various publics. Explain these tools with special reference to house journals. 20

Q.5 Media occupies the center stage during crisis situations. Explain with relevant examples. 20

**PART-B**

Q.6 What is social marketing and how it is different from commercial marketing-elucidate your answer by citing at least one social campaign undertaken by the Government of India recently? 20

Q.7 Define Corporate Communication. Explain the role and functions of corporate communication department in an organization. 20

Q.8 What is a press conference? Explain the reasons, process and advantages of holding of press conference. Substantiate your answer with relevant examples. 20

Q.9 Do you agree with the following statement– “A good press release is the one that is published”? Justify your views by elaborating on the various factors taken into consideration while writing an effective press release. 20
Q.1 Attempt (any ten) of the following:
   a) Write down any two features of an event.
   b) Who is a sponsor?
   c) Write down any two examples of a mega event.
   d) ILEA stands for __________.
   e) Define 'event management’.
   f) Mention any two attributes of an event manager.
   g) Name any two companies of event management.
   h) Define 'event proposal'.
   i) Write down any two examples of a corporate event.
   j) Branding means __________.
   k) Define ‘crowd management’.
   l) Events are permanent in nature. (True/False)
   m) Evaluation of activities takes place after the event. (True/False)  

   PART-A

Q.2 How would you classify the various types and sizes of events? Explain with examples. 20

Q.3 What do you mean by sponsorship? Explain the role and importance of sponsors in events. 20

Q.4 You are planning a three day college fest. What measures would you take for security and emergency planning? 20

   PART-B

Q.5 "An event manager is a person of vision, energy and commitment in a position of responsibility and authority." With reference to the given statement discuss the role and responsibilities of an event manager. 20

Q.6 Identify and explain various steps involved in the event planning process in detail. 20

Q.7 Prepare an event proposal for a corporate 'sport event'. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Fourth Semester
COMMUNICATION RESEARCH (BAJM-402)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on (any ten) of the following:
   a) Advertising research.
   b) Survey.
   c) Non-Participatory Observation.
   d) Exit Polls.
   e) SPSS.
   f) Applications of research.
   g) Data interpretation.
   h) Qualitative research.
   i) Open ended questions.
   j) Broadcast Audience Research Cell (BARC).
   k) Target Rating Points (TRP).
   l) Variable.

PART-A

Q.2 What is sampling? Differentiate between non-probability and probability sampling. 20
Q.3 Explain research design and state the significance of research design in detail. 20
Q.4 What is hypothesis? Discuss the importance of hypothesis in detail. 20
Q.6 a) Discuss the qualities of a good researcher. 10
   b) Differentiate between public opinion survey and readership survey. 10

PART-B

Q.7 Define ‘interview method’. Design interview questions to study problem of social media addiction in youth. 20
Q.8 What is a case study method? Discuss the criteria for evaluating case study. 20
Q.9 What are the different steps of research process? Briefly outline research process to study listenership of any FM radio station in your city. 20
Q.1 Write short notes on the following:
   a) Social and economic barriers in development.
   b) Human Development Index.
   c) Soviet Media Press theory.
   d) GDP and GNP.

**PART-A**

Q.2 Explain the role of communication and its importance in the developing nations. How the top to down approach of communication is harming the pace of development in these countries? 20

Q.3 In a democratic country like India, people's participation in development is a necessity. Do you agree with the statement? Discuss the participation theory and its interrelation with press theories. 20

Q.4 What is development support communication? How this type of communication can be a very good tool of message dissemination in developing nations? 20

**PART-B**

Q.5 Identify the different characteristics of localized approach of communication. How mass media domination can be used for development in this approach? 20

Q.6 What are the different press theories? What inferences can we make from these theories regarding the relationship of Govt. and media? 20

Q.7 Can you propose an alternative approach for development studies of rural India? What are the different aspects need to be studied with new perspectives. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Fourth Semester
NEWSPAPER AND MAGAZINE JOURNALISM (BAJM-404)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any ten) questions from the following:
   a) What is Broadsheet?
   b) What do you mean by Beat?
   c) Define the major trends and future in newspapers.
   d) RNI Stand for ___________.
   e) What is teleprinter?
   f) Write a note on column writing.
   g) Who was Neerav Modi?
   h) Name any two fashion magazines of India.
   i) What is the name of largest selling magazine of India?
   j) What do you mean by exclusive news?
   k) Define 'a accredited reporter'.
   l) Name any two print media related softwares. 2×10

PART-A

Q.2 What is reporting and layout design? Explain its principles and functions in detail. 20
Q.3 Discuss the hierarchy of a editorial department of a newspaper. Explain it in detail. 20
Q.4 What are the major landmarks in print journalism? Discuss the role of press in India. 20

PART-B

Q.5 How is news writing different from feature writing for a magazine? Discuss in detail. 20
Q.6 Define ‘layout and design’. Also, discuss the problems faced by magazine industry in detail. 20
Q.7 Discuss the concept of editing. Do you think that structure act as a gatekeeper in a news room? 20
End Semester Examination, Dec. 2018
B.A. (Journalism & Mass Communication) — Fourth Semester
TRADITIONAL MEDIA (BAJM-405)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any five) of the following.
   a) Discuss the folk Dance of Punjab
   b) Explain the Popular Theatre of Uttar Pradesh
   c) What do you mean by Puppetry?
   d) Compare Traditional Media with New Media?
   e) What is Harikatha?
   f) Name any five types of Indian Folk Music.
   g) Name any Five India Folk Paintings. 4×5

   PART-A

Q.2 Discuss in detail the Traditions and Culture of India. 20

Q.3 Explain the major problems women face in Indian Society? Elaborate with the suitable examples. 20

Q.4 Explain the following type of Art Forms:
   a) Traditional art forms of Western India.
   b) Traditional art forms of Northern India. 10x2

   PART-B

Q.5 Explain the following:
   a) Role of Folk media in rural development.
   b) Advantages of traditional media 10x2

Q.6 Define Folk Media. Discuss the various forms of Folk Media? 20

Q.7 How does the traditional media help in promoting Health and Tourism? Elaborate with the help of appropriate examples. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Fifth Semester
MEDIA MANAGEMENT (BAJM-501)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on (any ten) of the following:
   a) Prasar bharati.
   b) Editorial department in newspaper.
   c) DTH.
   d) SITE.
   e) ABC.
   f) IRS.
   g) Reuters.
   h) Monopolization in news media.
   i) TRP.
   j) Cable TV regulation act.
   k) TRAI.
   l) Span of control. 2×10

PART-A

Q.2
   a) Explain the systems theories in media management context. 10
   b) What do you understand by levels in the organization? Examine the implications of too many and too few levels. 10

Q.3
   a) Explain the role of FDI in media expansion in India. 10
   b) Discuss the development of Indian news agencies in India. 10

Q.4 "TV talk shows have become very popular these days". Do you agree, yes or no explain with reason. 20

PART-B

Q.5 What is dual product media model? Does it contribute to the success of newspaper? 20

Q.6 Discuss extensively the various departments in both print and broadcast media, showing the persons involved and the kind of jobs they do. 20

Q.7 Briefly discuss the role of All India Radio in India. Do you think AIR is nowadays facing stiff competition from private FM radio stations? 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Fifth Semester
NEW MEDIA (BAJM-502)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; Q.1 is compulsory. Attempt any **TWO** questions from PART-A and **TWO** questions from PART-B. Each question carries equal marks.

Q.1  a) Attempt **(any three)** of the following:
   i) Write a note on Adobe Spark.
   ii) Discuss the civil society and Social Movement.
   iii) What are the advantages of New Media?
   iv) What is Cyber Crime?
   v) What is the difference between Blogs and Website? 4x3

   b) Fill in the blanks. (Attempt **any eight** of the following):
   i) TCS stands for _______________.
   ii) Facebook was founded by _______________.
   iii) ____________ is the father of Internet.
   iv) ____________ is the first internet service provider in India.
   v) ____________ is the community of bloggers.
   vi) Infosys was founded by _______________.
   vii) ____________ fonts are best for Web writing.
   viii) YouTube is a __________ website.
   ix) CAD stands for _______________. 1x8

**PART-A**

Q.2  What is Online Journalism? What are the steps to be followed while editing an online copy? 20

Q.3  How would you define Internet advertising? Briefly discuss the different types of innovative advertising on the Internet. 20

Q.4  Write notes on the following:
   a) Copyright.
   b) Traditional Media.
   c) Facebook.
   d) Defamation. 5x4

**PART-B**

Q.5  What is Information Technology? Explain the various features of New Media. 20

Q.6  How would you explain the WEB 2.0 technologies? Discuss the impact of social Networking Sites on Indian Society. 20

Q.7  Write a note on Cyber-crimes of the following:
   a) Phishing.
   b) Email bombing.
   c) Cyber terrorism.
   d) Ransomware. 5x4
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Fifth Semester
MEDIA ETHICS (BAJM-503)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt the following questions:
   a) Define “Plagiarism”. 2
   b) Write down the full forms of AINEC and PCI. 2
   c) What do you mean by “Sting operations”? 2
   d) What is the importance of ethics in journalism? 5
   e) Write down any two differences between legality and ethics. 4
   f) Write down any two principles governing digital media ethics. 3
   g) What do you mean by yellow journalism? 2

**PART-A**

Q.2 “While total objectivity may be difficult to achieve, balance and fairness in a story can be achieved through thorough reporting and clear writing”. With reference to the given statement, explain the concept of objectivity in journalism. 20

Q.3 Write a detailed note on the press council's guidelines to journalistic ethics. 20

Q.4 Discuss the major ethical issues in journalism with relevant examples. 20

**PART-B**

Q.5 What do you mean by media ethics? What are the principles governing media ethics? 20

Q.6 “The lowering of ethical values in the media has been widely observed in the past few years”. Do you agree with the statement? Give reasons to support your answer. 20

Q.7 Write brief notes on the following:
   a) Ethical issues in digital journalism. 10×2
   b) Responsibilities of free press in a democracy.
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) — Fifth Semester  
RADIO JOURNALISM (BAJM-504)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following questions:  
a) What do you mean by “Freelance Journalism”?  
b) Write a short note on ‘community radio’.  
c) What is the radio documentary?  
d) Who is the Information and Broadcasting Minister of India?  
e) What is the punch line of “Radio Red FM”?  
f) Define “sound mixing” and “sound effects”.  
g) Who is the director of the movie “Sui Dhaga”?  
h) What is the vox-pop?  
i) Who is the owner of the “Radio Mirchi Channel”?  
j) Discuss the rules for copy writing.  
k) Explain the radio broadcasting guidelines.  
l) Discuss the qualities of a ‘good news editor’ for radio.  

2×10

PART-A

Q.2 What is radio feature? Explain the problem and future prospects of radio in India.  

20

Q.3 Write down a detailed note on the role of news agencies in radio news industries.  

20

Q.4 What are the radio formats? How is a radio talk different from a radio discussion?  

20

PART-B

Q.5 What is radio interview? Describe the organizational structure of radio in India.  

20

Q.6 Discuss the growth of radio in India. Write a note on ‘FM and its contribution in radio’.  

20

Q.7 What is editing and editorial writing? Throw a light on the role of digitization in the growth of magazine industry in detail.  

20
Q.1 Attempt (any five) of the following questions:
   a) What are the basic requirements of a good script?
   b) What do you mean by bureau?
   c) What are the various types of television programs?
   d) Write any four advantages and disadvantages of television.
   e) Write any five differences between television and other mediums of communication.
   f) Write a brief note on DTH.

**PART-A**

Q.2 Discuss various reporting beats and responsibilities in detail.  

Q.3 Throw light on the vocabulary used by television professionals while programme production.  

Q.4 Draw organizational structure of television. Discuss the working and responsibility of each element in it in detail.  

**PART-B**

Q.5 Prepare a script for short film on any topic of your own choice.  

Q.6 “Television tries to change the social structure of a nation”. Justify the statement with example.  

Q.7 Discuss “Television Ethics” in detail. Do you think television ethics are followed by the T.V. professionals? Justify your answer.
Q.1 Answer (any five) of the following:
   a) What do you mean by ‘redundancy’ in writing?
   b) What do you mean by language?
   c) What do you mean by mediated communication?
   d) What do you mean by ‘paraphrasing’?
   e) Define a Letter-to-the-Editor.
   f) What do you mean by a Stringer?
   g) Define ‘syndicate journalism’.

   **PART-A**
   Q.2 Discuss in detail the elements of language.  
   **PART-B**
   Q.3 “Writing is an art or a craft” Justify.
   Q.4 Differentiate between social-media writing and print-media-writing.

   **PART-A**
   Q.5 Write a descriptive note on the historical background of writing.
   Q.6 Discuss in detail the grammar of writing.
   Q.7 How media writing is different from other forms of writing? Explain.
Q.1 Answer (any five) of the following:
   a) Alia Bhatt is the brand ambassador of __________.
   b) Who is the brand ambassador of Lakme?
   c) What is fashion media?
   d) Name any two fashion magazines.
   e) Write any two qualities of a fashion journalist.
   f) Name any two famous fashion photographers.

   **PART-A**

   Q.2 Describe fashion journalism in detail. 10
   Q.3 Discuss the importance of fashion communication in detail. 10
   Q.4 Write a note on ‘fashion and youth’. 10

   **PART-B**

   Q.5 Write a short note on fashion blogs. 10
   Q.6 Explain the importance of branding in fashion. 10
   Q.7 Write a short note on your favorite fashion icon. 10
Q.1 Write short notes on (any two) of the following:
   a) Group behavior.
   b) Need and importance of OB.
   c) Managing changes and Innovations.  

**PART-A**

Q.2 Explain Organizational Principles in detail.  

Q.3 Write a detailed note on Stress Management.  

Q.4 Throw light on various models of Organizational Behavior.  

**PART-B**

Q.5 Discuss the importance of communication in team management.  

Q.6 Explain why working in group and Co-ordinating with team in a task is important for the success of your organization.  

Q.7 What are the core values and objectives of organizational development?
Q.1 Write short notes on (any two) of the following:
   a) Interpersonal conflict.
   b) Self-acceptance and self-esteem.
   c) Etiquette.  

**PART-A**

Q.2 Define leadership and discuss various leadership styles with relevant examples.  

Q.3 What is personality? Explain different types of personality and factors influencing personality development. 

Q.4 Write short notes on the following:
   a) Building self-confidence.
   b) Ten qualities of a good leader. 

**PART-B**

Q.5 What is conflict management? Discuss the fundamentals of conflict management.  

Q.6 Discuss in brief the concept of attitude and the process of attitude formation. 

Q.7 Why do you think it is important to develop soft skills?
Q.1  a) Define paid News.
    b) Name any four popular social media sites.
    c) What do you understand by cultural politics?
    d) Give any two examples of traditional media in rural areas.
    e) What is citizen journalism?

Q.2  Discuss the role of religion in media and politics giving examples.  

Q.3  "The representation of women in media needs to change. 'Explain in detail. 

Q.4  Can new media completely erase traditional media in the future? Discuss in detail. 

Q.5  Write a detailed note on 'Yellow Journalism" giving examples from the Indian context. 

Q.6  Discuss some of the main ethics that should be followed by journalists in today's time. 

Q.7  Write about media's impact on individual and society in a positive light.
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – First Semester
SOCIAL AND CULTURAL HISTORY OF INDIA (BAJ-OE-01)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FOUR questions in all; **Q.1 is compulsory.** Attempt any TWO questions from **PART-A** and ONE question from **PART-B.** Each question carries equal marks.

Q.1 a) Do you think that Aligarh Muslim School and other such institutions are playing a very important role in shaping the educational status of minorities in India?
b) What were the social evils during 19th century in India? Discuss them in detail.
c) Do you think that the women reservation can be a solution for inclusive growth?
d) Explain how western influence and impact is changing the cultural values of India?

4×5

PART-A

Q.2 Write down a detailed article about the violence against women in reference to #Metoo campaign in India 10

Q.3 How education plays a vital role in social reforms and welfare? Elaborate your answer with suitable examples. 10

Q.4 Do you think that media is some how responsible for the degradation of language. Justify with example. 10

Q.5 What were the various social reforms by Raja Ram Mohan Roy? Elaborate them in detail. 10

PART-B

Q.6 Explain the caste system in India. How it is responsible for the social divide and clash of classes. 10

Q.7 Modern Indian painting is known for its new class and experiments. Explain how the Indian painter used art as a very powerful communication medium? 10

Q.8 Do you think that ancient Indian architecture represents the culture and social values of that time? Explain your answer with examples. 10
Q.1 Answer the following questions:
   a) Define “Organizational behavior”.
   b) Why it is important to understand organizational behavior?
   c) What is the scope of organization behavior?
   d) Define collegial model of an organization behavior.
   e) What is departmentalization of work?
   f) Give at least two organization principles.
   g) Define “Leadership”.
   h) Define “Intra group behavior”.
   i) Define “Stress”.
   j) Identify two activities for managing stress.

   **PART-A**

Q.2 Discuss Type of activities and initiatives taken by organizations to manage stress in employees.  

Q.3 Explain five stage model of group development.  

Q.4 Discuss the importance of communication in team management.  

Q.5 Discuss with examples two types of intergroup behavior.  

**PART-B**

Q.5 “The culture of an organization is the behavior of the members of an organization and is very difficult to change”. Discuss in detail.  

Q.6 “The climate of an organization is subject to change frequently and can be shaped by the upper management of an organization”. How?  

Q.3 “If culture represents the personality of the organization, climate is the organization’s mood”. Discuss in detail.
Q.1 Answer (any five) of the following questions in one or two sentences:
   a) What is the role of human resource department in an organization?
   b) What do you understand by performance appraisal?
   c) How can HR help in career development?
   d) What is the difference in HRD and HRM?
   e) What are Trade Unions?
   f) What is the influence of motivation in HR activities?
   g) What is recruitment?  

PART-A

Q.2 What are the challenges that the trade unions pose for the HR department in an organization? Explain.  

Q.3 What is HRD matrix? Discuss the various elements.  

Q.4 What are needs? How does assessing needs help HRD?  

PART-B

Q.5 What are the challenges that the HRD faces? Explain in detail.  

Q.6 What has been the impact of technology for HRD? Explain.  

Q.7 What do you understand by HRD climate? Discuss the various elements that comprise HRD climate.
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Second Semester
SOFT SKILLS AND PERSONALITY DEVELOPMENT (BAJ-OE-04)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following:
   a) Define Self acceptance.
   b) Define Leadership.
   c) What do you mean by self management?
   d) Define personality.
   e) What do you mean by etiquette?  2×5

   PART-A

Q.2 What is the importance of self management? Discuss some of the self management techniques which you incorporate in your life.  10

Q.3 How does personality development influence growth and behavior of a person?  10

Q.4 Write short notes on:
   a) Importance of self confidence in life.
   b) Attitude.  5×2

   PART-B

Q.5 What is Emotional Intelligence? Explain the importance of Emotional Intelligence in your life.  10

Q.6 What is Leadership? According to you, what are the qualities of a good leader?  10

Q.7 Write short notes on:
   a) Role of etiquettes in building a positive environment.
   b) What/Who is the source of motivation in your life and why?  5×2
Q.1 Explain any four the following passages with reference to the context:
   a) “All of them, dear lady, all of them, believe me. It is our duty to live as long as we can.”
   b) “I won the battle the wrong way when our worthy Russian generals were losing it the right way. That upset their plans, and wounded their self-esteem. Two of their colonels got their regiments driven back on the correct principles of scientific warfare.”
   c) “These heroics of yours have their practical side after all. (To Louka) Gracious young lady: the best wishes of a good Republican!”
   d) “You’re hurt because everything is changed. Jimmy is hurt because everything is the same. And neither of you can face it. Something’s gone wrong somewhere, hasn’t it”? 
   e) “You see I learnt at an early age what it was to be angry - angry and helpless. And I can never forget it. I knew more about - love... betrayal... and death, when I was ten years old than you will probably ever know in your life.”
   f) We’ll be together in our bear’s cave, and our squirrel’s drey, and we’ll live on honey, and nuts - lots and lots of nuts. And we’ll sing songs about ourselves-about warm trees and snug caves, and lying in the sun....”

   5×4

PART-A

Q.2 Write an essay on New Theatre or New Drama of 20th century. Why is it also termed as plays of idea? 20

Q.3 What is Raina’s conception of “High love” and “Great ideals of war” in the beginning of the play? How does it get changed in the course of the play? Critically analyze the development of Raina in the context of ideas related with love and war. 20

Q.4 Evaluate George Bernard Shaw as a playwright and how far does the activist in Shaw overshadow Shaw as the artist? 20

PART-B

Q.5 John Osborne’s play “Look Back in Anger” marked a turning point in the Post-war British theatre. Elucidate. 20

Q.6 Critically examine the character of Jimmy Porter in “Look Back in Anger”. 20

Q.7 “Look Back in Anger” sets a significant protest against the gutless hypocritical world of today. Discuss and illustrate. 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — First Semester
ENGLISH GRAMMAR AND LITERARY TERMS (BEH-101)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on (any five) of the following:
   a) Allusion.  b) Elegy.
   c) Articles.  d) Sonnet.
   e) Ballad.  f) Active voice.

   5×4

PART-A

Q.2 Describe the different types of sentences. Apply the correct subject verb agreement in the following sentences:
   a) He run/runs four miles every day. (singular subject; singular verb)
   b) They ride/rides the school bus in the afternoon. (plural subject; plural verb)
   c) Few of the children are/is here today. (plural)
   d) Some of the money is/are missing. (singular-money is singular)
   e) None of the marbles have/has rolled out of the circle. (plural-marbles is plural)
   f) One of the nails is/are sticking out. (one is singular)
   g) The scissors are/is on the table. (plural)
   h) Katie or three girls walk/walks to the office. (girls is closer, so verb is plural)
   i) Is/are mumps caused by a virus? (singular)
   j) Neither the tray nor the cups were/was put away. (cups is closer, so verb is plural)

   10×2

Q.3 a) Attempt (any five) from the following after putting the verbs into the correct tense:
   i) The thief (run) away.
   ii) Asha (drive) the car.
   iii) Pooja (get) the sweets.
   iv) Arjana (leave) the party.
   v) They (drink) the mocktail.
   vi) It (bark) at the man.

   2×5

   b) Rewrite any five from the following after making the subject verb agreement:
   i) She has (eat) the cake.
   ii) Neither we nor Shikha ( has) left the party.
   iii) The police ( has) gone to the field.
   iv) Either Priya or Dia (is) dancing to the music.
   v) They ( has ) finished the project.
   vi) The scissors (is) lying upon the table.

   2×5

Q.4 Make sentences of the following adjectives as per the instructions given below:
   a) Simple (positive and comparative).
   b) Beautiful (positive and comparative).
   c) Bad (comparative and superlative).
   d) Small (comparative and superlative).

   5×4

PART-B

Q.5 What is allegory? Describe its various types with examples in detail.

20
Q.6 Describe various types of odes with suitable examples.

Q.7 How do you define the term metaphor? Give suitable examples.
Q.1 Answer (any four) of the following:
(Write the reference to the context mention below:)

a) Five years have past; five summers, with the length,
   Of five long winters! and again I hear,
   These waters, rolling from their mountain-springs,
   With a soft inland murmur.—Once again,
   Do I behold these steep and lofty cliffs.

b) A damsel with a dulcimer,
   In a vision once I saw:
   It was an Abyssinian maid,
   And on her dulcimer she played,
   Singing of Mount Abora.
   Could I revive within me,
   Her symphony and song.

c) Season of mists and mellow fruitfulness,
   Close bosom-friend of the maturing sun;
   Conspiring with him how to load and bless,
   With fruit the vines that round the thatch-eves run;
   To bend with apples the moss'd cottage-trees.

d) Keen as are the arrows,
   Of that silver sphere,
   Whose intense lamp narrows,
   In the white dawn clear,
   Until we hardly see, we feel that it is there.

e) Mention the historical and the cultural background of the romantic age.

f) Brief the difference between the old generation poets and the young generation poets.

PART-A

Q.2 Discuss any one romantic poet and his major works in detail. 20

Q.3 Make the critical appreciation of Wordsworth’s poem "Tintern Abbey". 20

Q.4 Critically analyze Coleridge’s poem "Rime of the Ancient Mariner". 20

PART-B

Q.5 What is allegory? Describe various types with examples in detail. 20

Q.6 Describe various types of odes with suitable examples in detail. 20

Q.7 How do you define the term metaphor? Give suitable examples. 20
End Semester Examination, Dec. 2018
BA (Hons.) English – First Semester
VICTORIAN POETRY (BEH-103)

Time: 3 Hours  Max Marks: 100
Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain (any four) of the following with reference to the context:
   a) Sir,'twas not,
      Her husband’s presence only, called that spot,
      Of joy into the Duchess’ cheek;
   b) Twilight and evening bell,
      And after that the dark!
   c) Then we began to ride, My soul,
      Smoothed itself out, a long-crammed scroll,
      Freshening and fluttering in the wind,
      Past hopes already lay behind,
      what need to strive with a life awry?
   d) I Am poor brother Lippo, by your leave!
      You need not clap your torches to my face.
   e) My gift of a nine-hundred-years-old name,
      With anybody’s gift. Who’d stoop to blame,
      This sort of trifling?
   f) One equal temper of heroic hearts,
      Made weak by time and fate, but strong in will,
      To strive, to seek, to find, and not to yield.

PART-A

Q.2 Write a critical not on the themes dealt by Robert Browning in his poetry.  20
Q.3 Elaborate on the features of “Victorian Period Poetry, especially pertaining to Tennyson and Browning.  20
Q.4 Compare and contrast Browning and Tennyson as Victorian poets.  20

PART-B

Q.5 Discuss, how Tennyson has presented the Victorian age/spirit in Ulysses?  20
Q.6 Attempt a critical appreciation of the poem The Goblin Market.  20
Q.7 Critically appreciate Tennyson’s “Crossing the Bar”.  20
End Semester Examination, Dec. 2018
B.A. (Hons.) ENGLISH – First Semester
ENGLISH PROSE (BEH-104)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Explain (any four) of the following lines with reference to the context:
   a) Crafty men contemn studies, simple men admire them, and wise men use them; for they teach not their own use; but that is wisdom without them, and above them, won by observation.
   b) Reading maketh a full man; conference a ready man; and writing an exact man. And therefore, if a man write little, he had need have a great memory; if he confer little, he had need have a present wit: and if he read little, he had need have much cunning, to seem to know, that he doth not.
   c) Some books are to be tasted, others to be swallowed, and some few to be chewed and digested...
   d) That young men travel under some tutor or grave servant, I allow well; so that he be such a one that hath the language, and hath been in the country before; whereby he may be able to tell them what things are worthy to be seen in the country ...
   e) We are nothing; less than nothing, and dreams. We are only what might have been, and must wait upon the tedious shores of Lethe millions of ages before we have existence, and a name
   f) Travel, in the younger sort, is a part of education; in the elder a part of experience. He that travelleth into a country, before he hath some entrance into the language, goeth to school, and not to travel.

   5×4

PART-A

Q.2 Discuss the major features of Bacon as an essayist with special reference to any one essay you have read. 20

Q.3 “Charles Lamb is a Prince among English Essayists” Interpret the given statement and discuss in detail. 20

Q.4 What is the difference between a subjective essay and an objective essay? Discuss in detail the origin and development of essay in English literature as a genre. 20

PART-B

Q.5 What are Bacon’s views about Studies in the essay “Of Studies”? Discuss the language and style of the essay. 20

Q.6 “Dream Children: a Reverie is a perfect example of a subjective essay.” Discuss in detail the essay to justify the statement. 20

Q.7 Critically analyze the essay of Travel. 20
Q.1 Explain the following passages with reference to the context (any four):

a) As I remember, Adam, it was upon this fashion
   bequeathed me by will but poor a thousand crowns,
   and, as thou sayest, charged my brother, on his
   blessing, to breed me well: and there begins my
b) And what wilt thou do? beg, when that is spent?
   Well, sir, get you in: I will not long be troubled
   With you; you shall have some part of your will; I
   pray you, leave me.
c) My father loved Sir Rowland as his soul,
   And all the world was of my father’s mind:
   Had I before known this young man his son,
   I should have given him tears unto entreaties,
d) Last night of all,
   When yond same stat that’s westward from the pole
   Had made its course to illume that part of heaven
   Where now it burns, Marcellus and myself,
   The bell then beating one,-
e) Madam, I swear I use no art at all.
   That he is mad, ’tis true; ’tis true ’tis pity;
   And pity ’tis true: a foolish figure;
   But farewell it, for I will use no art.
f) He took me b the wrist and held me hard;
   Then goes he to the length of all his arm;
   And, with his other hand thus o’er his brow,
   He falls to such perusal of my face.

PART-A

Q.2 Trace the development of English drama in the Elizabethan period. 20

Q.3 What were the dominant literary themes in the Elizabethan era? 20

Q.4 Discuss the relation between Orlando and Rosalind in the play As You Like It. 20

PART-B

Q.5 What are the characteristics of Elizabethan tragedy with special reference to Shakespeare? 20

Q.6 Who are main characters in Hamlet? Explain in detail. 20
Q.7 Is Hamlet’s greatest flaw melancholy or inaction?
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Second Semester
ENVIRONMENTAL STUDIES (BEH-202)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any four) of the following:
a) What do you mean by pollution? Write its effects on human life.
b) Write a short note on ecosystem.
c) What is population explosion?
d) Explain the need for public awareness about the environment and its degradation.
e) Define environment awareness and state why it is necessary.

5×4

PART-A

Q.2 Write short notes on (any two) of the following:
a) Sustainable development.
b) Bio-diversity.
c) Environmental energy.

10×2

Q.3 What is the difference between renewable and non-renewable natural resources? Explain with a suitable example.

20

Q.4 What are the major reasons of population explosion? What are its effects on environment and other human aspects?

20

PART-B

Q.5 Define “Ecology and Ecosystem”. Enumerate different types of ecosystem and any two of them in detail.

20

Q.6 What is the role of individual in prevention of pollution? Write its impact on human life with a suitable example.

20

Q.7 Discuss the development and implementation of "Family Welfare Programme" in India.

20
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Second Semester  
ENVIRONMENTAL STUDIES (BEH-202)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any one) the following questions:
   a) Express sustainable development. Which are the recent approaches to achieve sustainable development?
   b) What are the major areas of environmental concern? Discuss.
   c) What is balanced ecosystem? Explain the mechanism to maintain balanced ecosystem.  
      10×2

PART-A

Q.2 What is mean by structure of an ecosystem? Explain the various components of an ecosystem structure. Discuss the functions of an ecosystem also.  
   20

Q.3 What do you mean by deforestation? Explain its causes and ill-effects.  
   20

Q.4 What is meant by biodiversity? What is its concept? Explain the three hierarchical levels of biodiversity.  
   20

PART-B

Q.5 What is air pollution? What are its effects on human health? Discuss the measures used for controlling air pollution.  
   20

Q.6 Explain water conservation, global warming, acid rain and ozone layer depletion.  
   20

Q.7 Write short notes on (any four) of the following:
   a) Urban environmental health.
   b) Water quality and health.
   c) Waterborne diseases.
   d) Air quality and health.
   e) Industry-related health problems
   f) Energy and Health.  
      5×4
Q.1 Answer (any four) of the following questions:
   a) Write the character sketch of Mrs. Bennet.
   b) Discuss the water symbolism in the novel "Mill on the Floss".
   c) How does David Copperfield’s struggle come to an end?
   d) Give a character sketch of Lady Catherine De Bourgh.
   e) What kinds of commitments has Maggie broken when she elopes with Stephen? 5×4

**PART-A**

Q.2 What role does the theme “First impressions” play in Austen’s “Pride and Prejudice”?

Q.3 Explain the developing relationship between Elizabeth and Mr. Darcy.

Q.4 Write an essay explaining the features and style of the Victorian novelists.

**PART-B**

Q.5 Explain "Mill on the Floss" as a psychological novel.

Q.6 Describe the ending of the novel “The Mill on the Floss”.

Q.7 How does Charles De Deus use contrasting pairs of characters to explain good and evil in the novel?
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Second Semester  
ELIZABETHAN DRAMA (BEH-204)

Time: 3 hrs.  Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B**. Marks are indicated against each question.

Q.1 Answer **(any four)** of the following questions:
   a) Write the character sketch of Wagner in Marlowe’s “Dr. Faustus”.
   b) Define the term Comedy of Humour.
   c) Brief the traits of the Elizabethan theatre.
   d) Write the character sketch of Bosola in Shakespeare’s “The Merchant of Venice”.
   e) Describe the Wax scene in John Webster’s “The Duchess of Malfi”.
   f) Discuss in brief about the Senecan Tragedy.  

**PART-A**

Q.2 Describe the concepts, characteristics, types and development of English drama till the Elizabethan Age.  
20

Q.3 Discuss different types of comedies used during the Elizabethan Age and the Jacobean Age.  
20

Q.4 Analyze the religious and class differences shown in Shakespeare’s “The Merchant of Venice”.  
20

**PART-B**

Q.5 Discuss all the relevant techniques used in Marlowe’s “Dr. Faustus” in detail.  
20

Q.6 Compare and contrast Christopher Marlowe and Shakespeare’s tragic plays.  
20

Q.7 Critically analyze John Webster’s “The Duchess of Malfi” as a play of betrayal and murder.  
20
End Semester Examination, Dec. 2018
B.A. (Hons.) ENGLISH – Second Semester
ELEGY AND SATIRE (BEH-205)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Explain (any four) with reference to the context:
   a) The curfew tolls the knell of parting day,
      The lowing herd wind slowly o’er the lea,
      The plowman homeward plods his weary way,
      And leaves the world to darkness and to me.
   b) There at the foot of yonder nodding beech
      That wreathes its old fantastic roots so high,
      His listless length at noontide would he stretch,
      And pore upon the brook that babbles by.
   c) From hence, ye beauties, undeceived,
      Know, one false step is ne’er retrieved,
      And be with caution bold.
      Not all that tempts your wandering eyes
      And heedless hearts, is lawful prize;
      Nor all that glisters, gold.
   d) Some speedy aid to send.
      No dolphin came, no Nereid stirred;
      Nor cruel Tom, nor Susan heard;
      A Favourite has no friend!
   e) Such was the Scorn that fill’d the Sage’s Mind,
      Renew’d at ev’ry Glance on Humankind;
      How just that Scorn ere yet thy Voice declare,
      Search every State, and canvass ev’ry Pray’r.
   f) But will not Britain hear the last Appeal,
      Sign her Foes Doom, or guard her Fav’rites Zeal;
      Through Freedom’s Sons no more Remonstrance rings,
      Degrading Nobles and controlling Kings;

   5x4

Q.2 Write an appropriate critical appreciation of the poem "Elegy Written in a Country Churchyard" by Thomas Gray.
   20

Q.3 Write in brief Samuel Johnson as a poet of "The Vanity of Human Wishes".
   20

Q.4 Describe in brief the character sketch of Gulliver from "Gulliver’s Travels by Jonathan Swift."
   20

Q.5 Describe Gulliver in Lilliput how the people had treated him and about the Lilliputians?
   20

Q.6 Write vivid & detailed description about the land, the people and the king of Laputa.
   20

Q.7 "Gulliver's Travels" by Jonathan Swift is a satire. Explain briefly.
   20
End Semester Examination, Dec. 2018
B.A. (Hons.) ENGLISH – Second Semester
CLASSICAL LITERATURE (INDIAN) (BEH-206)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Marks are indicated against each question.

Q.1 Explain *(any four)* of the following lines with reference to the context:
   a) A flower whose fragrance none has dared to smell:
      Spring’s tenderest shoot no profaning finger’s have plucked;
      Fresh honey whose taste no lip has relished;
      A gem glowing inviolate.
   b) Her eyes red with anger look straight at me,
      Her words flung out harsh, not smoothed into a drawl!
      Her lower lip like a ripe bimba- fruit
      Is all quivering as it struck by an icy blast lower
   c) O how my heart goes out to this wayward little fellow
      Blessed are they whose garments get soiled
      From the dust of the limbs of their little sons
   d) Enough, therefore, of this dicing son, for gambling is found to be divisive. At a
      breach the kingdom perishes
   e) She submits to many men and assuredly is a whore! Thus there is, I think nothing
      strange about taking her into hall, or to have her in one piece of clothing, or for that
      matter naked!
   e) Time is out of joint-their innocent daughter and daughter in-law to be molested! **5×4**

**PART-A**

Q.2 Critically appraise The Dicing and Sequel to Dicing? Do you think that after this there
was no scope for the reconciliation between the Pauravas and the Pandavas? **20**

Q.3 Draupadi’s humiliation in the assembly hall, in a sense, was prelude to the Great War of
the Mahabharata. Justify. **20**

Q.4 Compare and contrast the roles of Dhritrashtra and Vidura in the assembly hall. Were
either of them in the position to prevent the game of dicing. **20**

**PART-B**

Q.5 Dilate the theme of love in *Abhijnanasakuntalam.* **20**

Q.6 How has Kalidasa compared and contrasted the life of court with that of Hermitage?
Discuss and elaborate. **20**

Q.7 What is the dramatic significance of the curse of Durvasha in the thematic design of the
play *Abhijnanasakuntalam?* Do you think that fate all pervades the world of the play? **20**
Q.1 Explain (any four) of the following lines with reference to the context:

a) Would she not have the advantage, after all?
   This music is successful with a “dying fall”
   Now that we talk of dying—
   And should I have the right to smile?

b) That is no country for old men. The young,
   In one another’s arms, birds in the trees,
   Those dying generations – at their song,
   The salmon-falls, the mackerel-crowded seas,
   Fish, flesh, or fowl, commend all summer long,
   Whatever is begotten, born, and dies.

c) Something there is that doesn’t love a wall,
   That sends the frozen–ground-swell under it,
   And spills the upper boulders in the sun,
   And makes gaps even two can pass abreast.
   The work of hunters is another thing:

Q.2 What were the causes of the development of modern poetry? Discuss the main elements of modern poetry.

Q.3 Critically analyze the poem "Portrait of a Lady" by T.S. Eliot.

Q.4 What is the theme of "The Second Coming" by W. B. Yeats? Analyze the theme and style of the poet.

Q.5 Write a critical appreciation of the poem "Stopping by the Wood on a Snowy Evening".
Q.6 How is "In Memory of W.B. Yeats" different from a conventional elegy? Analyze the poem.  

Q.7 Does Wilfred Owen glorify war in the poem "Strange Meeting"? Analyze the poem to justify your answer.
Q.1 Explain (any four) of the following lines with reference to the context:
   a) Hail to the world’s soul, and mine. More glad than is The teeming earth to see the
      longed-for sun Peep through the horns of the celestial ram, Am I, to view they
      splendor, darkening his:
   b) Oh, God and his good angels! Whither whither Is shame fled human breasts? That
      with such ease, Men dare put off you honours and their own? Is that, which ever
      was a cause of life, Now placed beneath the basest circumstance? And modesty an
      exile made, for money?
   c) Hey! what the plague! you seem to differ strangely
      in your accounts—however you agree that Sir Peter is dangerously wounded.
   d) Then to fret you no longer Sir Peter-we are indeed
      acquainted with it all—I met Lady Teazle coming from Mr. Surface’s so humbled,
      that she deigned to request ME to be her advocate with you--
   e) Write a short note on Jacobean Age.
   f) What is Restoration period in English Literature?

Q.2 Analyze the use of songs in Volpone. How does Jonson use them to create tone? What
    other purposes do they serve in the play?

Q.3 What vision of morality and justice does Ben Jonson’s Volpone present?

Q.4 What does Jonson mean by “comedy of Humours?”

Q.5 What are the main areas of conflict in the first three acts of the play School for Scandal
    by Richard Brinsley Sheridan?

Q.6 Can you explain the difference between the comedy of manners from the Restoration
    period represented by The Country wife and the ‘new comedy of manners’ from the
    eighteenth century represented by School for Scandal and possibly The Beggar’s Opera?
    Are there any general features of the genre that are different for either of the periods?

Q.7 Explain the Comedy of Manners style used in Sheridan’s School for Scandal.
Q.1 Answer (any four) of the following:
   a) Brief the social and political milieu of the modern age.
   b) Define the term Oedipus complex.
   c) Write the character sketch of Gertrude Coppard/Morel in the novel “Sons and Lovers”.
   d) Write the explanation with reference to the context of the lines below:
      He writes, “I can give you a spirit love, I have given you this long, long time; but not
      embodied passion. See, you are a nun. I have given you what I would give a holy
      nun... In all our relations no body enters. I do not talk to you through the senses-
      rather through the spirit. That is why we cannot love in the common sense”.
   e) Write the character sketch of Charles Bovary in the novel “Madam Bovary”.
   f) Who is Leon and why does he fall back from his commitments and leave Emma in
      the novel “Sons and Lovers”?

**PART-A**

Q.2 Describe the terms interior monologue, cinematic devices, symbolism and myth by
   taking the suitable examples from the texts prescribed in the syllabus.
   20

Q.3 Discuss the important themes in the novel “Sons and Lovers”.
   20

Q.4 Delineate the role of Paul Morel in the novel “Sons and Lovers”. Discuss his complex
   relationship with the women.
   20

**PART-B**

Q.5 Make the critical appreciation of the novel “Madame Bovary”.
   20

Q.6 Compare and Contrast the characters Rodolphe and Charles Bovary in the novel
   “Madame Bovary”.
   20

Q.7 Discuss the setting, style and motif of the novel “Madame Bovary”.
   20
Q.1 Explain \textit{(any four)} the following lines with reference to the context:

\begin{enumerate}
\item \textit{In the flickering dark his lean-to opened like a wound.}
\text{The wind was I, and the days and nights before.}
\text{Palm fronds scratched my skin. Inside the shack}
\text{an oil lamp splayed the hours bunched to those walls.}
\item \textit{The impersihable that swung your broken body,}
\textit{turned it inside out? What did faith matter?}
\textit{What Hindu world so ancient and true for you to hold?}
\textit{Uneasily you dreamed toward the center of your web.}
\item \textit{On how to cross a desert patch,}
\textit{We lost a friend whose stylish prose}
\textit{Was quite the best of all our batch.}
\textit{A shadow falls on us and grows.}
\item \textit{The peasants came like swarms of flies}
\textit{and buzzed the name of God a hundred times}
\textit{to paralyse the Evil One.}
\item \textit{The measure of Ashoka's suffering}
\textit{does not appear enough.}
\textit{The place of his pain peers lamentably}
\textit{from among the pains of the dead.}
\end{enumerate}

\textbf{PART-A}

Q.2 Write a detailed note on Jayanta Mahapatra as a poet of New India. \hspace{1cm} 20

Q.3 Decode the \textit{"Feminist" in Ismat Chughtai’s short story “Lihaaf".} \hspace{1cm} 20

Q.4 Discuss the theme of Sadat Hasan Manto’s \textit{“Toba Tek Singh".} \hspace{1cm} 20

\textbf{PART-B}

Q.5 Analyze the role of conscience in Prem Chand’s \textit{“The Holy Panchayat".} \hspace{1cm} 20

Q.6 Evaluate the Nissim Ezekiel’s style of writing. Focus on how he portrays rural India through his poems. \hspace{1cm} 20

Q.7 \textit{“To worship my country as a god is to bring a curse upon it". Through these lines examine Rabindra Nath Tagore’s take on nationalism in “Home and the World”} \hspace{1cm} 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Fourth Semester
ENGLISH POETRY FROM CHAUCER TO DONNE (BEH-402)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any four) the following:
   a) Discuss and describe the setting of the ode Epithalamion? Also mention the poet's name and the occasion for composing the poem.
   b) What is the structure of The Canterbury Tales by Chaucer?
   c) Thou’art slave to fate, chance, kings, and desperate men, And dost with poison, war, and sickness dwell, And poppy’or charms can make us sleep as well And better than thy stroke; why swell’st thou then?
   d) Lyke as a ship that through the Ocean wyde, by conduct of some star doth make her way, whenas a storme hath dimd her trusty guyde, out of her course doth wander far astray:
   e) Yet dearly I love you, and would be lov’d fain, But am betroth’d unto your enemy; Divorce me, untie or break that knot again, Take me to you, imprison me, for I, Except you enthrall me, never shall be free, Nor ever chaste, except you ravish me.
   f) Experience, though noon auctoritee, Were in this world, is right ynogh for me, To speke of wo that is in mariage; For, lordynges, sith I twelve yeer was of age, Thoiked be God that is eterne on lyve, Housbondes at chirche dore I have had fyve— If I so ofte myghte have ywedded bee— And alle were worthy men in hir degree.

PART-A

Q.2 "The Wife of Bath’s Talc provides an insight into the role of women in the Late Middle Ages”. Do you agree with this statement? Analyze and discuss the tale to support your answer. 20

Q.3 Discuss the salient features of the narrative art of Chaucer with reference to “The Wife of Bath’s Tale”. 20

Q.4 Discuss in detail the character of “The Wife of Bath” as shown in the prologue to the tale. 20

PART-B

Q.5 Discuss “Epithalamion” as a marriage Ode by Edmund Spenser. 20

Q.6 Give a detailed analysis of the sonnet 34 of Ammoretti. 20

Q.7 Discuss John Donne as a metaphysical poet with special reference to the poems you have read. 20
Q.1 Attempt any four the following:
   a) Discuss and describe the setting of the ode Epithalamion? Also mention the poet's name and the occasion for composing the poem.
   b) What is the structure of The Canterbury Tales by Chaucer? Explain passages with reference to the context:
   c) Thou'art slave to fate, chance, kings, and desperate men,  
      And dost with poison, war, and sickness dwell,  
      And poppy'or charms can make us sleep as well  
      And better than thy stroke; why swell'st thou then?
   d) Lyke as a ship that through the Ocean wyde  
      by conduct of some star doth make her way,  
      whenas a storme hath dimd her trusty guyde,  
      out of her course doth wander far astray:
   e) Yet dearly I love you, and would be lov'd fain,  
      But am betroth'd unto your enemy;  
      Divorce me, untie or break that knot again,  
      Take me to you, imprison me, for I,  
      Except you enthrall me, never shall be free.  
      Nor ever chaste, except you ravish me.
   f) Experience, though noon auctoritee  
      Were in this world, is right ynogh for me  
      To speke of wo that is in mariage;  
      For, lordynes, sith I twelve yeer was of age,  
      Thoiked be God that is eterne on lyve,  
      Housbondes at chirche dore I have had fyve—  
      If I so ofte myghte have ywedded bee—  
      And alle were worthy men in hir degree.  

PART-A

Q.2 "The Wife of Bath's Tale provides an insight into the role of women in the Late Middle Ages". Do you agree with this statement? Analyze and discuss the tale to support your answer.  

Q.3 Discuss the salient features of the narrative art of Chaucer with reference to "The Wife of Bath's Tale". 

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PART-B

Q.5 Discuss "Epithalamion" as a marriage Ode by Edmund Spenser. 

Q.6 Give a detailed analysis of the sonnet 34 of Ammoretti. 

Q.7 Discuss John Donne as a metaphysical poet with special reference to the poems you have read.
Q.1 Explain (any four) of the following passages with reference to the context:

a) In what distant deep or skies,
    Burnt the fine of thine eyes?
    On what wings dare he aspire?
    What the hand, dare seize the fire?

b) And Priests in black gowns,
    were walking their rounds.
    And biding with briars,
    My joys and desires.

c) I love note Man the less,
    but Nature more,
    For these our interviews, in which steal,
    From all I may be, or have been before.

d) Thy throne had still been thine,
    Or never been;
    For daring made thy rise as fall: thou seek’st,
    Even now to re-assure the imperial mein.

e) How the Chimney-Sweepers cry,
    Every blackning Church appals,
    And the hopless soldiers sigh
    Runs in blood down Palace walls.

f) I wander thro’ each charter’d street,
    Near where the charter’d thames does flow.
    And mark in every face I meet,
    Marks of weakness, marks of woe.

5×4

PART-A

Q.2 W. Blake draws a very interesting parallel between tigers and lambs in his poems. Discuss in detail using sufficient quotes. 20

Q.3 Critically discuss the poems “London”. 20

Q.4 Analyze the two companion poems “The Chimney Sweeper” present in both the volumes of Blake’s poems – “Songs of Innocence” and “Songs of Experience”. 20

PART-B

Q.5 Byron says – “I have loved thee – Ocean” bring out the imagery of ocean and the nature symbolism in Byron’s poetry. 20

Q.6 Discuss Byron as a spiritual poet/a philosophical poet. 20

Q.7 Discuss the ideas present in Childe Harold’s Pilgrimage Canto III (verse 36 – 45). 20
Q.1 Explain (any four) the following passages with reference to the context:

a) “All of them, dear lady, all of them, believe me. It is our duty to live as long as we can.”

b) “I won the battle the wrong way when our worthy Russian generals were losing it the right way. That upset their plans, and wounded their self - esteem. Two of their colonels got their regiments driven back on the correct principles of scientific warfare.”

c) “These heroics of yours have their practical side after all. (To Louka) Gracious young lady: the best wishes of a good Republican!”

d) “You're hurt because everything is changed. Jimmy is hurt because everything is the same. And neither of you can face it. Something's gone wrong somewhere, hasn't it”?

e) “You see I learnt at an early age what it was to be angry - angry and helpless. And I can never forget it. I knew more about - love... betrayal... and death, when I was ten years old than you will probably ever know in your life”.

f) We'll be together in our bear's cave, and our squirrel's drey, and we'll live on honey, and nuts - lots and lots of nuts. And we'll sing songs about ourselves-about warm trees and snug caves, and lying in the sun....”

5×4

Q.2 Write an essay on New Theatre or New Drama of 20th century. Why is it also termed as plays of idea? 20

Q.3 What is Raina's conception of “High love” and “Great ideals of war” in the beginning of the play? How does it get changed in the course of the play? Critically analyze the development of Raina in the context of ideas related with love and war. 20

Q.4 Evaluate George Bernard Shaw as a playwright and how far does the activist in Shaw overshadow Shaw as the artist? 20

Q.5 John Osborne's play “Look Back in Anger” marked a turning point in the Post-war British theatre. Elucidate. 20

Q.6 Critically examine the character of Jimmy Porter in “Look Back in Anger”. 20

Q.7 “Look Back in Anger” sets a significant protest against the gutless hypocritical world of today. Discuss and illustrate. 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Fourth Semester
INDIAN NOVEL (BEH-405)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any two) of the following questions:
a) What is a political novel? Elaborate with the help of any Indian novel.
b) Discuss the character of Moorthy in the novel "Kanthapura".
c) What is a brief summary of Untouchable? 10x2

PART-A

Q.2 Trace the rise and development in the English Indian novel. 20
Q.3 Whiteness, in the form of British and other European, has an elevated status in Untouchables India. Why is whiteness so highly regarded? What are the examples of white supremacy in the novel? 20
Q.4 Discuss Mulk Raj Anand's depiction of the untouchables in the Indian society. 20

PART-B

Q.5 Write about four persons who were Swami's friends. 20
Q.6 Discuss Raja Rao as a novelist with special reference of "Kanthapura". 20
Q.7 Discuss how Raja Rao places his novel in the Indian history. 20
Q.1 Explain (any four) of the following lines with reference to the context:
(Short answers are indicated against each question.)

a) And even if I die in the act, that death will be a glory.
   I will lie with the one I love and loved by him—
   an outrage sacred to the gods.

b) —harbor of Death, so choked, so hard to cleanse!—
   why me? why are you killing me?
   Herald of pain, more words, more grief?
   I died once, you kill me again and again.

c) When the soldier returns from the wars, even though he has white hair, he very
   soon finds a young wife. But a woman has only one summer; if she does not make
   hay while the sun shines, no one will afterwards have anything to say to her, and
   she spends her days consulting oracles that never send her a husband.

d) Come, friend, you too must die. Why moan about it so?
   Even Patroclus died, a far, far better man than you.
   And look, you see how handsome and powerful I am?
   The son of a great man, the mother who gave me life,
   a deathless goddess. But even for me, I tell you,
   death and the strong force of fate are waiting.

e) “To seize the treasury; no more money, no more war.” What is the dramatic
   significance of the seizure of treasury in Lysistrata?

f) Comment on the opening of the epic The Iliad?

PART A

Q.2 How does classical Greek tragedy evolve? Highlight its various features.

Q.3 Demonstrate the major issue of confrontation in the tragedy Antigone. Bring out the
   main argument in favour of both the views.

Q.4 “Your own blind will, your passion has destroyed you.” Analyze the character of
   Antigone in the light of the above said statement.

PART B

Q.5 Assess Lysistrata as an anti-war comedy.

Q.6 How far the women characters succeed in conditioning the action of Lysistrata?
   Examine with reference to the main issue of confrontation in the play.
Q.7 Formulate the wrath of Achilles as presented in *The Iliad*. What are its implications?
End Semester Examination, Dec. 2018
B.A. (Hons.) ENGLISH – Fifth Semester
MODERN POETRY-II (BEH-502)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Explain the following lines with reference to the context. Attempt any four. All questions carry equal marks:
   a) He spins from the bars, but there’s no cage to him,  
      More than to the visionary his cell:  
      His stride is wilderness of freedom:  
      The world rolls under the long thrust of his heel.
   b) A pulse in the eternal mind, no less.  
      Gives somewhere back the thoughts by England given;  
      Her sights and sounds; dreams happy as her day;  
      And laughter, learnt of friends; and gentleness,  
      In hearts at peace, under an English heaven.
   c) Nothing I cared, in the lamb white days, that time would take me,  
      Up to the swallow thronged loft by the shadow of my hand,  
      In the moon that is always rising,  
      Nor that riding to sleep  
      I should hear him fly with the high fields  
      And wake to the farm forever fled from the childless land.  
      Oh as I was young and easy in the mercy of his means,  
      Time held me green and dying  
      Though I sang in my chains like the sea.
   d) Success so huge and wholly farcical;  
      The women shared  
      The secret like a happy funeral;  
      While girls, gripping their handbags tighter, stared  
      At a religious wounding. Free at last,  
      And loaded with the sum of all they saw,  
      We hurried towards London, shuffling gouts of steam.
   e) In the hallucination of the horror  
      He saw this shoe, with no sole, rain-sodden,  
      Lying on a moor.  
      And there was this garbage can, bottom rusted away,  
      A playing place for the wind; in a waste of puddles.
   f) Some share that night. But they know love grows colder,  
      Grows false and dull, that was sweet lies at most.  
      Astonishment is no more in hand or shoulder,  
      But darkens, and dies out from kiss to kiss.  
      All this is love; and all love is but this.

\[5 \times 4\]

PART-A

Q.2 Discuss the origin and development of modernism. 20
Q.3 Referring to both ideas and imagery, discuss how Larkin presents the importance of love to experience in The Whitsun Weddings.

Q.4 Attempt a critique of the animal imagery in the poetry of Ted Hughes.

PART-B

Q.5 In the poem ‘in a station of the metro’, what is the effect of describing ‘faces in the crowd’ as ‘Pelats on a wet black bough’.

Q.6 Critically analyze the poem “The Soldier” by Rupert Brooke.

Q.7 Why does Dylan Thomas say, “Do not go gently into that good night”? 
Q.1 Answer the following in brief (any four):
   a) What did Plato mean by his statement “Poetry is immoral”?
   b) Discuss in brief two types of ‘Plots’ as mentioned by Aristotle in his Poetics.
   c) What is false sublimity? Explain with reference to Longinus’s treatise On the Sublime.
   d) Briefly state Neander’s arguments in favor of the modern English drama in Dryden’s essay An Essay of Dramatic Poesy.
   e) Discuss how Dryden compares the artistic talents of Ben Jonson and Shakespeare in his essay An Essay of Dramatic Poesy.
   f) Brief the views of Dr. Johnson on Shakespeare’s use of Unities in Preface to Shakespeare?

   PART-A

Q.2 What do you understand by ‘Unity’? What are the opinions of Aristotle, Lisidiuos (A fictional character) and Dr. Johnson on ‘Unity’? Explain.

Q.3 Why did Plato react against the school of poetry? Explain.

Q.4 Write a note on Aristotle’s theory of mimesis and compare his views with those of Plato?

   PART-B

Q.5 Explain the five sources of the sublime in On the Sublime by Longinus?

Q.6 Give the Dryden’s definition of poetry. Compare and discuss the different views of the four dramatic characters on the French writers and English writers in Dryden’s An Essay of Dramatic Poesy.

Q.7 Explain how Dr. Johnson defends Shakespeare’s use of tragic-comedy and three unities in Preface to Shakespeare?
Q.1 Answer (any four) of the following:
   a) Write the character sketch of Paul D in the novel “Beloved”.
   b) Brief how Elizabeth is fooled by her own servant Marry Warren in the play “The Crucible”.
   c) Give reference to the context of the lines below. Brief the relevance of the poem to the age it depicts in the poem:
      Aunt Jennifer’s tigers prance across a screen
      Bright topaz denizens of a world of green
      They do not fear the men beneath the tree
      They pace in sleek chivalric certainty.
   d) Write the explanation with reference to the context of the lines below:
      We have no prairies
      To slice a big sun at evening
      Everywhere the eye concedes to
      Encroaching horizon.
   e) Write the explanation with reference to the context of the lines below:
      First having read the book of myths,
      and loaded the camera,
      and checked the edge of the knife-blade.
   f) Write the character sketch of Alban in “Maugham’s Door of Opportunity”.

**PART-A**

Q.2 Illustrate the misery and agony of the black labour in America by citing the examples from the novel “Beloved”.

Q.3 Explain the feminist issues and concerns as seen in the poems of Adrienne Rich.

Q.4 Critically analyze the last two acts of the play “The Crucible”.

**PART-B**

Q.5 What is the role of Sethe in the novel “Beloved”? How does her life get transformed at the arrival of “Beloved”? Explain in detail.

Q.6 Critically analyze Seamus Heaney’s any two major poems.

Q.7 Discuss the themes of Maugham’s “Door of Opportunity”.
Q.1 Explain the following passages with reference to the context (any Four):

a) "You and father have committed a great sin against me. It is your fault that I have made nothing of my life, our home has been nothing but a playroom. I have been your doll-wife……….”

b) "But no man would sacrifice his honor for the one he loves.”

c) "To be letting on he was dead, and coming back to life, and following after me like an old weasel tracing a rat, and coming in here laying desolation between my own self and the fine women of Ireland”.

d) "Oh, my grief, I’ve lost him surely; I’ve lost the only Playboy of the Western World.”

e) "There are no god-fearing people left: that is the naked truth which you will not recognize.”

f) "To be good to you, my son, I shall be a tigress to all others”

5x4

PART-A

Q.2 Examine The Doll’s House as modern realistic drama.

20

Q.3 What led Nora’s transformation from a submissive wife to an independent decision making woman? Examine and illustrate.

20

Q.4 Do you agree with the ending of the play The Doll’s House? Would you like to suggest any alternate ending for it? Justify.

20

PART-B

Q.5 The search of good person ends in a failure in The Good Person of Szechwan. Do you agree? Elucidate.

20

Q.6 Discuss in detail the structure of play The Good Person of Szechwan.

20

Q.7 Bring out the significance of the title The playboy of the Western World. In what way ‘playboy’ relevant to the present times?

20
Q.1 Explain (any four) of the following with reference to the context:
   a) Tonight I can write the saddest lines,
      To think that I do not have her. To feel that I have lost her,
      To hear the immense night, still more immense without her,
      And the verse fells to the soul like dew to the pasture.
   b) the fox run,
      politely to earth, the huntsmen,
      standing around him, fixed,
      in their tapestry of manners.
   c) I no longer love her, that's certain, but maybe I love her,
      Love is so short, forgetting is so long.
   d) I return to the story,
      of the woman caught in the war,
      & in labor, her things tied,
      together by the enemy,
      so she could not give birth.
   e) And it was at that age ... Poetry arrived,
      in search of me. I don't know, I don't know where,
      it came from, from winter or a river,
      I don't know how or when.
   f) It was taken some time ago,
      At first it seems to be,
      a smeared,
      print: blurred lines and grey flecks,
      blended with her paper;

PART-A

Q.2 Describe the character of Santiago Nasar in the novel *Chronicle of a Death Foretold* by Gabriel Garcia Marquez. 20

Q.3 Write a critical appreciation of the poem "This is a Photograph of Me" by Margaret Atwood. 20

Q.4 "A Far Cry from Africa" presents Derek Walcott's love for his people. Explain in your words. 20

PART-B

Q.5 Critically comment on Fo's re-creation of the central 'event' in *The Accidental death of an anarchist*. 20

Q.6 Examine Pablo Neruda as a poet. Give reference to any one of his poems. 20

Q.7 Attempt a critical analysis of the poem "A Far Cry from Africa" by Derek Walcott. 20
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Sixth Semester
LITERARY THEORY AND CRITICISM-II (BEH-604)

Time: 3 hrs                   Max Marks:  100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Explain (any four) of the following questions:
   Explain with reference to the context:
   a) "The difference between classicism and romanticism is the difference between the complete and the fragmentary, the adult and the immature, the orderly and the chaotic".
   b) Define the term 'Fancy' as given by S. T. Coleridge.
   c) Explain why LA. Richards says that the term "true" should be reserved for the scientific use.
   d) Explain F.R. Leavis's concept of function of Criticism.
   e) Discuss how the New Critics' react against "the extraneous reading of the text".
   f) What does Wordsworth think of the distinction between the 'language of prose' and 'metrical composition'? Why?

   PART-A

Q.2 What is Wordsworth's theory of Poetic Diction? Why does he think that the poet is "chiefly distinguished from other men"? Explain how Coleridge refutes this theory of Wordsworth?

Q.3 Compare the terms Primary and Secondary Imagination. Explain how does Coleridge regard 'fancy' as inferior to 'imagination'? Explain how Coleridge believes in Imagination as vehicle for truth.

Q.4 Explain the term 'close reading'. With the referential study to the tenets of New Criticism, explain the ideas of T.S.Eliot and F.R. Leavis on the functions of criticism.

   PART-B

Q.5 Discuss T.S.Eliot's theory of 'Impersonality' and 'Dissociation of Sensibility' with suitable examples.

Q.6 Describe I.A. Richards's views on "Poetry is the happy play of impulses". Discuss four types of meanings as suggested by I.A.Richards to explain the inter-related structures.

Q.7 Describe F.R. Leavis's views on Culture with reference to his important works.
End Semester Examination, Dec. 2018  
BA (Hons.) ENGLISH – Sixth Semester  
MODERN EUROPEAN NOVEL (BEH-605)

Time: 3 hrs                   Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Attempt (any two) of the following questions:
   a) Write a short note on Modern European Novel.  
   b) Give the basic elements of European Novel.  
   c) What do you know about Modern European Novelist? Discuss.  10x2

   **PART-A**

Q.2 In terms of “Fathers and Sons” by Ivan Turgenev, what is human confrontation with mortality in the story?  20

Q.3 How is the setting used to develop the characters in the novel “Fathers and Sons?”  20

Q.4 What are the central events which bring about Arkady's change in the novel “Father and Sons?”  20

   **PART-B**

Q.5 Why does Marlow want to travel up the Congo River?  20

Q.6 What facets of the English social system does Virginia Woolf criticize in novel "Mrs. Dalloway"?  20

Q.7 How Virginia Woolf uses the narrative technique "stream of consciousness" in her novel Mrs Dalloway?  20
Q.1 Attempt (any four) of the following:
   a) The University Wits.
   b) Restoration Comedy.
   c) The Victorian Women.
   d) Rise of novel in the industrial age.
   e) Reformation Movement.
   f) Any movement during the modern age.  
      \(2\frac{1}{2} \times 4\)

**PART-A**

Q.2 Describe the socio and political merits and flaws of the age of Chaucer.  \(10\)

Q.3 Depict the major works during the Elizabethan age. Mention the names of a few theatres opened during this age. Brief the term romantic comedy.  \(10\)

Q.4 Define Metaphysical poetry or Caroline poetry. Illustrate a few examples of the poets of such poetry.  \(10\)

**PART-B**

Q.5 Brief the traits of the Neoclassical age. Discuss any satirist or an essayist or any major poet in detail.  \(10\)

Q.6 Discuss any woman novelist during the Victorian age. Describe the condition of women in this age.  \(10\)

Q.7 Discuss the war poetry or the imagist poetry or the modern poetry in detail.  \(10\)
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Third Semester  
ENGLISH LANGUAGE AND LINGUISTICS (BEH-DE-02)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on (any two) of the following:
   a) Morphemes and Allomorphs.
   b) Vowels and Diphthongs of English language.
   c) Prefixes and Affixes.
   d) Complementary distribution and Contrast.  
   5×2

   PART-A

Q.2 Write down the speculated theories about evolution of human language.  
   10

Q.3 What do you understand by morphology? How is derivation different from inflection? Write suitable examples.  
   10

Q.4 What is the difference between phonetics and phonology? Why do we need phonetic transcription? Write examples of your explanation.  
   10

   PART-B

Q.5 Classify the consonantal of English in term of place and manner of articulation and mentioned the consonants that are not there Hindi language. (Write an appropriate example of each consonant).  
   10

Q.6 How is human communication different from animal communication? Explain the distinctive features with suitable examples in detail.  
   10

Q.7 Explain a detailed account of language families of India. Draw a tree diagram with four examples of each languages family. Give common linguistics features of these languages compared to English. (eg. Word order, pronouns, pre and post positions etc.)  
   10
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Fourth Semester  
WOMEN’S WRITINGS IN THE 19TH AND 20TH CENTURY (BEH-DE-03)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Attempt (any two) of the following questions:
   a) How does the woman oppose her exploitation and assert herself in the poem "I am not that Woman"?
   b) Describe the setting of the short story "Bliss".
   c) Discuss the theme of "The Swing of Desire".
   d) Why is Sylvia Plath considered to be a confessional poet? Discuss.

PART-A

Q.2 Discuss and analyze Elaine Showalter's views about gynocriticism.
   10

Q.3 Critically analyze the poem "Lady Lazarus" by Sylvia Plath.
   10

Q.4 Do you think Mahasweta Devi's "Draupadi," presents a protagonist as a strong character? Analyze the character in detail.
   10

PART-B

Q.5 How gender roles are depicted in the short story "A Wall is Safer" by Shashi Deshpande? Discuss the gender roles in detail.
   10

Q.6 "The figure of Judith Shakespeare is created by Virginia Woolf to show the tragic fate a highly intelligent woman would have met." Analyze the statement critically in relation to "Shakespeare and his Sister".
   10

Q.7 How is Indian society depicted in "Girls" by Mrinal Panday? How does the narrator rebel against social hypocrisy? Analyze by giving examples from the text.
   10
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Sixth Semester
ANGLO AMERICAN DRAMA (BEH-DE-05)

Time: 2hrs                   Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A. and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer (any four) of the following:
   a) Give a short note on the symbols used in ‘The Gass Menagerie’.
   b) Explain the symbolic absurdism in the thinking cap of Vladimir in ‘Waiting for Godot’.
   c) Explain (in short) the myth of Sisyplms. What is its relevance in Absurdism?
   d) What are the symbols in ‘The Hairy Ape’?
   e) Write in brief the role of knights in Eliot’s play in your syllabus. 2½x4

PART-A

Q.2 How does Eliot employ the theme of morality in his play? 10
Q.3 How does Beckett use repetition in ‘Waiting for Godot’? Why does it matter? 10
Q.4 There is absurdism in treatment of ‘Lucky and Pozzo’. How is Lucky’s speech absurd? Discuss. 10

PART-B

Q.5 Explain the importance of the last scene in ‘The Hairy Ape’. 10
Q.6 Why is the fire escape important in ‘The Glass Menagerie’? 10
Q.7 Justify the title “The Hairy Ape”. 10
Q.1 Answer (any five) of the following questions:
   a) What is the difference between hearing and listening? Explain with example.
   b) Explain general and professional communication.
   c) Write difference between oral and written communication.
   d) What is audience analysis? Why is audience analysis important for public speaking?
   e) What is comprehension writing? Write a comprehension on “Cross culture”.
   f) What do you mean by barriers to communication? Explain its kind with an appropriate example.

   **PART-A**

   Q.2 Discuss the essential characteristics of a good business report. Write down the stricture of a business report.  

   Q.3 Define “Barriers to communication”. Explain its kind with an appropriate example.  

   Q.4 Justify a paragraph on “Literature and Modern social system” in 250 words limit.  

   **PART-B**

   Q.5 What are the objectives of communication? Explain in brief its importance in professionalism.  

   Q.6 Discuss in brief 7'C of communication. Write its impact on modern business.  

   Q.7 Illustrate briefly the various communication networks in an organization. Write a suitable case on organizational networks.
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Second Semester  
BUSINESS COMMUNICATION (BEH-GE-03)  

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any two) of the following questions:  
a) Discuss in detail the barriers in communication process.  
b) What makes business communication different from general communication? Write down the characteristic features of business communication.  
c) What are the different levels of communication? Give explanation of these in detail. 5x2  

PART-A  

Q.2 What is a quotation? Prepare a letter of enquiry for the purchase of 100 PC’s along with the necessary accessories for a business establishment. Invent the necessary details. 10  

Q.3 Write short notes on (any two) of the following:  
a) Grapevine concept of communication.  
b) Agenda, minutes and notices.  
c) Features of sales letter. 5x2  

Q.4 Write a covering letter to be sent with your resume in response to an advertisement for employment in Random House Publishing Company. Invent rest of the details. 10  

PART-B  

Q.5 Give a detailed account of types of Reports on the basis of purpose, frequency and mode of reporting. 10  

Q.6 Write short notes on (any two) of the following:  
a) Elements of formal report writing.  
b) Salient features of claim and adjustment letter.  
c) Effects and advantages of technology in business communication. 5x2  

Q.7 List the steps that should be involved in making an effective oral presentation. 10
End Semester Examination, Dec. 2018
B.A. English (Hons.) — Fifth Semester
FOREIGN LANGUAGE - FRENCH (BEH-GE-05)

Time: 3 hrs.  Max Marks: 50
No. of pages: 2

Note: Attempt all questions are compulsory. Marks are indicated against each question.

Q.1  a) Conjuguez les verbes suivants:
(Conjugate the following verbs)

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<thead>
<tr>
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<th>Regarder</th>
<th>Etre</th>
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</thead>
<tbody>
<tr>
<td>Je</td>
<td></td>
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<tr>
<td>Tu</td>
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<td>II/elle</td>
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</tbody>
</table>

1×6

b) Conjuguez les verbs suivants:
(Conjugate the following verbs)

i) Nous ____________ (manger) dans la piscine.
ii) Je ____________ (vouloir) du café.
iii) II ____________ (boire) du thé.

1×3

Q.2  Remplissez avec les pronoms sujets:
(Fill in the blanks with subject pronouns)

a) ____________ aimons le chocolat.
b) ____________ dansez ensemble.
c) ____________ parles bien.
d) ____________ mangent du sandwich.

½×4

Q.3  Quelle heure est-il?
(What time is it?)

a) 2:15 ______________________________.
b) 22:40 ______________________________.
c) 5:00 ______________________________.
d) 16:20 ______________________________.
e) 9:30 ______________________________.

1×5

Q.4  a) Ecrivez les salutations en anglais:
(Write the salutations in English)

i) S'il vous plaît ______________________________.
ii) Allô ______________________________.
iii) Monsieur ______________________________.
iv) Bon matin ______________________________.
v) Désolé ______________________________.

1×5

b) Écrivez en français:
(Write in French)
Q.5 Présentez-vous en cinq phrases:
(Describe yourself in 5 sentences)

Q.6 Écrivez en chiffres (cardinaux et ordinaux)
(Write the following numbers in digits, in cardinal or ordinal form)

Q.7 a) Complétez avec les articles définis «le,la,l',les»
(Complete with definite articles)
  
i) ________ stylo
  ii) ________ fille
  iii) ________ garçons
  iv) ________ amie

b) Complétez avec les articles indéfinis «un,une,des»
(Complete with indefinite articles)
  i) ________ arbres
  ii) ________ gâteau
  iii) ________ chaise
  iv) ________ fruits

Q.8 Complétez avec l'article partitif «du,de la, de l',des»
(Complete with partitive article)
  a) On veut ________ thé ou ________ café.
  b) Tu bois ________ vin ou mange ________ pain?
Q.9 Écrivez les jours ou les mois:
(Write the days or months)

a) Le premier jour de la semaine ___________________

b) Le troisième jour de la semaine ___________________

c) Le dixième mois de l'année ___________________

d) L'onzième mois de l'année ___________________

e) Le dernier (last) mois de l'année ___________________ 1×5

Q.10 Formulez les questions pour les réponses suivantes:
(Make questions for the following answers)

a) Je m'appelle Nick.
______________________________?

b) J'habite à Paris.
______________________________?

c) ça va bien, merci.
______________________________? 1×3
Q.1  Lisez le passage et répondez aux questions:


L’oncle de Manuel est architecte. Il fait des plans pour construire des maisons, des bâtiments, des ponts, etc. La tante de Manuel est journaliste.

a) Dites vrai ou faux:
   i) La mère de Manuel est actrice.  
   ii) Elle aime la télé 
   iii) Un architecte fait des plans pour construire des maisons. 
   iv) Le père de Manuel aime la mer.  
   v) La tante de Manuel est journaliste. 

   1x5

Q.2  Décrivez votre journée quotidienne:
(Describe your daily routine in 8-9 sentences)

______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
Q.3 *Mettez au négatif:*
(Write in negative)

a) Ils boivent de la bière pendant les fêtes.

b) J’aime regarder le film.

c) C’est un acteur.

d) Ce sont les crayons de Patrick.

e) Elle mange de la viande.

Q.4 *Mettez au pluriel:*
(Write in plural)

a) Il y a un oiseau sur l’arbre.

b) C’est une voiture.

c) J’aime voyager par le bateau.

d) Tu manges des légumes.

e) L’enfant de Mme Lenoir est intelligente.

Q.5 *Mettez les phrases suivantes à l’interrogation:*
(Write the phrases in interrogation in given form)

a) Vous aimez les fruits(II)

b) Tu as un stylo noir. (II)

c) Il parle français. (III)

d) Elles mangent peu de chocolat.(III)

e) Je vais à l’école. (II)
Q.6 **Completez avec les adjectifs démonstratifs:**
(Complete the sentences with demonstrative articles... ce,cette,cet,ces)
  a) ________________ amie de Paul parle italien.
  b) ________________ ordinateur est ancien.
  c) ________________ cahiers sont à Marie.
  d) ________________ filles sont intelligentes.
  e) Il y a beaucoup de livres dans ________________ cartable.

Q.7 **Mettez au féminin:**
(Write the feminine form)
  a) Mon pére est acteur.
     ____________________________.
  b) Le garçon est gros.
     ____________________________.
  c) Il a deux fils.
     ____________________________.
  d) L'oncle est de Rahul est beau.
     ____________________________.
  e) L'étudiant est intelligent.
     ____________________________.

Q.8 **Complétez avec l'adverbe de quantité:**
(Complete with adverb of quantity)
  a) ________________ cahiers achetez-vous?
  b) J'ai ________________ devoirs à faire! Je suis fatigué.
  c) Je ne veux pas de sucre, il y a ________________ sucre dans mon café.
  d) Demain, Je vais avoir ________________ de travail à faire.
  e) Tu dois prendre de l'eau, il y a ________________ eau dans la bouteille.

Q.9 **Écrivez les phrases au passé récent**
(Write the sentences into recent past)
  a) ________________ cahiers achetez-vous?
  b) J'ai ________________ devoirs à faire! Je suis fatigué.
  c) Je ne veux pas de sucre, il y a ________________ sucre dans mon café.
  d) Demain, Je vais avoir ________________ de travail à faire.
  e) Tu dois prendre de l'eau, il y a ________________ eau dans la bouteille.

Q.10 **Complétez avec les adjectifs interrogatifs**
(Complete the sentences with interrogative adjectives.... quel, quelle, quels, quelles)
  a) ________________ heures est-il?
  b) ________________ sont les fleurs les plus fraîches?
  c) ________________ sont les meubles anciens?
  d) ________________ robes achêtes-tu?
  e) ________________ jour est-ce aujourd'hui?
Q.1 Write short notes on (any five) of the following:
   a) MLA 7th edition style.
   b) Descriptive essay.
   c) Features of effective communication.
   d) Analytical essays.
   e) Importance of art of condensation.
   f) Plagiarism.  

   PART-A

Q.2 What is academic writing? Elaborate all the steps to be taken for a good academic writing.  

Q.3 Write a review on any film that is based on a specified genre of "Violence or Murder".  

Q.4 Write an essay on (any one) of the following:
   a) Cyber crime.
   b) Brain drain.  

   PART-B

Q.5 What is the art of condensation? Explains the steps associated with it.  

Q.6 Write how one can avoid plagiarism in his original work.  

Q.7 Write the summary of the paragraph given below:
The political interest of Modi ji drove him to discover RSS at a tender age of 8. He started attending their training sessions. There he met Mr. Lakshmanrao Inamdar, who, influenced by Narendra’s thought, became his political mentor and inducted him as junior cadet of RSS. He always had a strong urge to make some difference to the society. He was quite much influenced by the thoughts of Swami Vivekananda which duly booted seeds of spiritualism inside him. During Indo-Pak war in 1965, he offered his services at railway station to help Indian Soldiers. He also served flood affected victims during 1967. His anti-emergency activities made a great influence on senior political leaders and he was appointed as an organizer of newly formed BJP. In 1987, he became the general secretary of BJP at Gujarat state. Later, he won the Ahmadabad Municipal Elections. He was selected as the National Secretary of BJP and looked after Haryana and Himachal Pradesh. He consecutively won the seat of Gujarat Chief Minister for four times and remained there from 2001 to 2014. Viewing his popularity and effective working style, being impressed, BJP decided to let him stand for the position of Prime minister in 2014 general Lok Sabha election. That election process was a never-forgettable one because of the huge popularity Modi gained during election campaign. Finally, he won the election and took oath as the 15th Prime Minister of independent
India on 26th May, 2014. His victory was considered to be the most special one due to large number of favorable voting he received.
End Semester Examination, Dec. 2018  
B.A. (Hons.) ENGLISH – Fourth Semester  
POPULAR LITERATURE (BEH-OE-02)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer (any two) of the following:  
a) Write in brief the major themes of the story “The Interpreter of Maladies”.  
b) What do you know about Mostressor and Amontillado?  
c) Write the character sketch of Mr and Mrs. Dass.  

**PART-A**

Q.2 How do you feel when you read “The Cask”? Claustrophobic? Tired? Something else? What about the story makes you feel this way?  

Q.3 Elaborate on Ernest Hemingway as a short story writer. Describe your ideas with the reference to “Hills are like white elephant”.  

Q.4 Jhumpa Lahri is a social & moral short story writer. Evaluate the statement with the reference to “The Interpreter of Maladies”.  

**PART-B**

Q.5 Write a note on (any two) of the following:  
a) Mr Kapasi.  
b) Kew Gardens.  
c) Agenda.  
e) Memorandum.  

Q.6 What do you mean by popular literature? Explain its different forms with an example.  

Q.7 Discuss in brief the historical background of the story “Kew Garden” Virginia Woolf.
Q.1 Explain (any four) of the following passages with reference to the context:

a) I've heard it in the chilliest land -
   And on the strangest Sea -
   Yet - never - in Extremity, It asked a crumb - of me.

b) Ah! That's Delhi for you! They were looking for recruits and the moment they
   realized the Sultan had tried to kill me, off they discreetly approached me and
   invited me. They have asked you too, incidentally. They hope you won't be too
   apathetic towards...

c) You know when Muhammad said he was inviting you to look after Delhi; I didn't
   understand him at all. I couldn't see why he had to ask you, rather than a local
   Amir. I know now - he couldn't have chosen a better man.

d) Diadems - drop -
   And Doges surrender -
   Soundless as Dots,
   On a Disk of Snow.

e) .... you pray five times a day because,
   that's the law and if you break it, you'll have the,
   officers on your neck. Can you mention one earlier,
   Sultan in whose time people read the Koran in the,
   streets like now? Just one?

f) Barani is a historian - he's only interested in playing chess with,
   the shadows of the dead. And Najib's a politician,
   he wants pawns of flesh and blood. He doesn't have,
   the patience to breathe life into these bones.
   One needs Ain-ul-Mulk for that.

Q.2 What is the main problem of the protagonist of "Things Fall Apart" which leads to his
   eventual death? 10

Q.3 Discuss the writing style of Emily Dickinson with reference to any two of her poems. 10

Q.4 Animal imagery abounds in the folktales and proverbs circulated among the clan
   members in the novel "Things Fall Apart". Analyze the prominence of animal figures in
   relation to Igbo culture and about Achebe's larger goals. 10

Q.5 With the help of the line “Death is stronger than I am” show how Virginia Woolf depicts
   death in her essay. 10

Q.6 Compare and contrast the dramatist Girish Karnard with the writer Chinua Achebe. 10
Q.7 Evaluate how Karnad continuously refers to the chess imagery in *Tughlaq.*
Q.1 Explain in brief (any four) of the following with reference to the context:
   a) OF Mans First Disobedience, and the Fruit,
      Of that Forbidden Tree, whose mortal taste,
      Brought Death into the World, and all our woe,
      With loss of Eden, till one greater Man.
   b) Fall’n Cherube, to be weak is miserable,
      Doing or Suffering: but of this be sure,
      To do ought good never will be our task,
      But ever to do ill our sole delight.
   c) I admire it:
      In seeking to reduce both state and people,
      To a fix’d order, their judicious king,
      Begins at home; quits first his royal palace,
      Of flattering sycophants, of dissolute.
   d) I sing – This verse to Caryl, Muse! is due:
      His, ev’n Belinda may vouchsafe to view:
      light is the subject, but not so the praise,
      If she inspire, and he approve my lays.
   e) ’Twas at the royal feast, for Persia won,
      By Philip’s warlike son:
      Aloft, in awful state,
      The godlike hero sate.
   f) Timotheus, placed on high,
      Amid the tuneful quire,
      With flying fingers touched the lyre:
      The trembling notes ascend the sky,

   **PART-A**

Q.2 What was the impact of Renaissance on English Drama? Discuss.  

Q.3 Please expand on the themes of disobedience and punishment in Book 1 of *Paradise Lost*.  

Q.4 Describe the murder scene in the play "Duchess of Malfi."

**PART-B**

Q.5 What are the three key themes of *Age of Reason*? Why is was called the *Age of Reason*?
Q.6 In the Rape of the Lock, what parts did you find most humorous? Why? Where does Pope show us that he is ridiculing wealthy young people whose values are misdirected? 20

Q.7 Elucidate and Elaborate the style, Tone and theme of Dryden's 'Alexanders' Feast.' 20
End Semester Examination, Dec. 2018 
BA (Hons.) ENGLISH – First Semester 
BRITISH POETRY AND DRAMA: FROM 14th to 17th CENTURY 
(BEN-101)

Time: 3 hrs                   Max Marks: 100
Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Explain in brief (any four) of the following questions: (Questions 'a' to 'e' are the passages for explanation with reference to the context, whereas 'f' is a short answer question)

a) Out, out, brief candle!
   Life’s but a walking shadow, a poor player
   That struts and frets his hour upon the stage
   And then is heard no more. It is a tale
   Told by an idiot, full of sound and fury,
   Signifying nothing.

b) Ay, we must die an everlasting death.
   What doctrine call you this? Che sarà, sarà:
   What will be, shall be! Divinity, adieu!
   These metaphysics of magicians,
   And necromantic books are heavenly!

c) Why does the Parson not like the idea of telling an imaginary story? What aspect of his personality is revealed by his statement?

d) Here’s the smell of the blood still.
   All the perfumes of Arabia will not sweeten this little hand.

e) MEPHASTOPHILIS.: Hell hath no limits, nor is circumscribed
   In one self-place; for where we are is hell,
   And where hell is, there must we ever be.

f) How does the parson define sin? What are Seven Deadly Sins? In what image has the poet presented them?

PART-A

Q.2 Critically examine the theme of penitence as given in The Parson’s Tale. 20

Q.3 Write a critical appreciation of the sonnet “Like a huntsman after a weary chase” 20

Q.4 Critically examine John Donne as a poet of love with special reference to his love poems prescribed for you. 20

PART-B

Q.5 Bring out the renaissance elements in Dr Faustus. 20

Q.6 Bring out the character sketch of Lady Macbeth. Does she play the role of the fourth witch in the play? 20
Q.7 Assess *Twelfth Night* as a characteristic Shakespearean comedy. How the atmosphere of sorrow and suffering in *the play* is transformed into happiness and bliss?
Q.1 Answer the following in brief (any four):
   a) Discuss in brief the wax scene in *The Duchess of Malfi*.
   b) Give suitable adjectives and similes to describe the heroic qualities of Satan in *Paradise Lost* Book-1.
   c) Brief the socio and political background of the 18th century British land.
   d) *The Rape of the Lock* applies supernatural elements. Discuss those in brief.
   e) Give the reference of the lines below. Brief its contextual meaning also.
      Twas at the royal feast for Persia won
      By Philip's warlike son
      Aloft in awful state
      The godlike hero sate
      On his imperial throne
   f) Give the reference of the lines below. Brief its contextual meaning also.
      "He and his brother are like plum-trees that grow crooked over standing pools; they
      are rich and overladen with fruit, but none but crows, pies, and caterpillars feed on
      them."

**PART-A**

Q.2 What is role of Antonio in the play *The Duchess of Malfi*? How does he get killed at last? Explain.  
20

Q.3 Explain the feminist issues and concerns as seen in the play *The Duchess of Malfi*.  
20

Q.4 Critically analyze the text *Paradise Lost* Book-1.  
20

**PART-B**

Q.5 Snobbery, Lies, Flirtation, and Immorality are the key concerns in the mock heroic poem *The Rape of the Lock*. Discuss.  
20

Q.6 Critically analyze the text *Alexander Feast*.  
20

Q.7 Discuss *The Rape of the Lock* as a mock heroic poem.  
20
Q.1 Answer the following in brief (any four):
   a) Write the major socio-political trends of the 18th century in Britain.
   b) Brief the Proviso Scene in the play ‘Way of the World’.
   c) Describe the various experiments held by the scientists in Lagado and Glubbdubdrib.
   d) Explain with reference to its context:
       Far from the madding crowd's ignoble strife,
       Their sober wishes never learn'd to stray;
       Along the cool sequester'd vale of life
       They kept the noiseless tenor of their way.
   e) While Thales waits the Wherry that contains
       Of dissipated Wealth the small Remains,
       On Thames's Banks, in silent Thought we stood,
       Where Greenwich smiles upon the silver Flood.
   f) Discuss the character of Mrs. Shandy. Is she as a fool as she seems? Does she have redeeming qualities?

**PART-A**

Q.2 Discuss the term ‘Comedy of Manners’ with reference to Marriage, Adultery, and Inheritance as illustrated in the text ‘Way of the World’.

Q.3 Explain how wit, trickery, selfishness and irony are associated with the lives of female characters in the play ‘Way of the World’?

Q.4 Describe the underlying allegorical - political and social satire in Gulliver’s Travels with special reference to its ‘Part 3’. Explain how it synthesizes a critique on science?

**PART-B**

Q.5 *Tristram Shandy* is a supreme instance of digression. What concepts of digression underlie the novel?

Q.6 Samuel Johnson presents the corruption, vices and politics prevailing during the 18th century England through his poem 'London'. Discuss.

Q.7 Rich and poor are discussed by Thomas Gray in his poem ‘Elegy written in Country Churchyard’ either metaphorically or literally. Discuss how?
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Second Semester
ROMANTIC POETRY (BEN-202)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain (any four) of the following with reference to its contexts:
   a) Tyger Tyger burning bright,
      In the forests of the night,
      What immortal hand or eye,
      Dare frame thy fearful symmetry?
   b) With some uncertain notice, as might seem,
      Of vagrant dwellers in the houseless woods,
      Or of some Hermit's cave, where by his fire,
      The Hermit sits alone.
   c) A damsel with a dulcimer,
      In a vision once I saw,
      It was an Abyssinian maid,
      And on her dulcimer she played,
      Singing of Mount Abora.
   d) O Wild West Wind, thou breath of Autumn's being,
      Thou, from whose unseen presence the leaves dead,
      Are driven, like ghosts from an enchanter fleeing.
   e) She walks in beauty, like the night,
      Of cloudless climes and starry skies,
      And all that's best of dark and bright,
      Meet in her aspect and her eyes.
   f) Discuss the state of Keats's longing to "wine" and "other objects" in the poem "Ode to Nightingale".

   PART-A

   Q.2 How do these poems "The Tyger" and "The Lamb" reflect the theme of awe and mystery of creation and the creator? Describe the key differences in the poems. 20

   Q.3 How does the speaker in "Tintern Abbey" and "Ode: An Intimations of Immortality" change or develop between the first stanza and the last stanza? Why do you think this change takes place? 20

   Q.4 Describe the techniques used in the poem "Dejection: An Ode" and "Kubla Khan" by S.T. Coleridge. 20

   PART-B

   Q.5 Analyze the theme and structure of these poems "Ozymandius" and "Ode to the West Wind". 20

   Q.6 Discuss the figurative language and imagery used in Byron's poems "She Walks in Beauty" and "The Prisoner of Chillon". Make a feminist critique of the poem. 20

   Q.7 Discuss the elements of sensuousness and mystery in the poems "Ode to a Nightingale" and "To Autumn". 20
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Third Semester
BRITISH LITERATURE: VICTORIAN AGE (BEN-301)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer (any four) of the following:
   a) Write in brief the condition of the Lowood School in the novel Jane Eyre.
   b) “Charles Dickens is a novelist of social reform and relation”. Explain
   c) Explain the following stanza with reference to its context:
      Evening by evening,
      Among the brookside rushes,
      Laura bow’d her head to hear,
      Lizzie veil’d her blushes,
      Crouching close together,
      In the cooling weather,
      With clasping arms and cautioning lips,
      With tingling cheeks and finger tips.
      d) And moving through a mirror clear,
         That hangs before her all the year,
         There she sees the highway near,
         Shadows of the world appear.
         Winding down to Camelot.
   e) Write in brief Jane Austen as a novelist.
   f) That’s my last Duchess painted on the wall,
      Looking as if she were alive. I call,
      That piece a wonder, now; Fra Pandolf’s hands,
      Worked busily a day, and there she stands.
      Will’t please you sit and look at her? I said,
      “Fra Pandolf” by design, for never read,
      strangers like you that pictured countenance,
      The depth and passion of its earnest glance.

 PART-A

Q.2 Explore Austen’s portrayal of the women in the novel. In what ways does she sympathize with their plight, and in what ways is she unsympathetic? 20

Q.3 Critically appreciate the novel Jane Eyre as a Bildungsroman novel. 20

Q.4 How are economic and social change addressed in Hard Times? How did industrialism affect the individual during the Victorian Era in general? 20

 PART-B

Q.5 Explain the themes of Rossetti’s poem The Goblin Market. 20

Q.6 Describe the techniques, style and tone in Browning’s poems My Last Duchess and The Ride Together. 20
Q.7 Critically analyze the representation of women in the Victorian and by taking the reference of Tennyson’s poems prescribed in your syllabus. 20
Q.1 Answer (any four) of the following:

a) Write the reference to the context mention below:
   The host with someone indistinct,
   Converges at the door apart,
   The nightingales are singing near,
   The Convent of the Sacred Heart.

b) Write the reference to the context mention below:
   A sudden blow: the great wings beating still,
   Above the staggering girl, her thighs caressed,
   By the dark webs, her nape caught in his bill,
   He holds her helpless breast upon his breast.

c) Write the reference to the context mention below:
   That is not natural in an age like this,
   Being high and solitary and most stern?
   Why, what could she have done, being what she is?
   Was there another Troy for her to burn?

d) Write the reference to the context mention below:
   The eyes are not here,
   There are no eyes here,
   In this valley of dying stars,
   In this hollow valley,
   This broken jaw of our lost kingdoms.

e) Is Mr. Walter Morel a pathetic figure in the novel "Sons and Lovers"? Justify your answer with examples from the novel.

f) Is the end of the novel "Sons and Lovers" ambiguous? How do you interpret the end? Discuss.  

PART-A

Q.2 Do you think that D.H. Lawrence’s "Sons and Lovers" is a transitional novel? Discuss and analyze. 20

Q.3 "The damaging influence of the mother’s love upon the life of a son". Does this adequately describe the theme of "Sons and Lovers"? Analyze in detail. 20

Q.4 How is Kurtz an example of spiritual degeneration in the novel "Heart of Darkness"? Analyze with examples from the novel. 20

PART-B

Q.5 How does “The Hollow Men” by T. S. Eliot reflect the reality of humanity in the early 20th century? Is the meaning of the poem still applicable to the 21st century? Discuss and analyze in detail. 20

Q.6 How does William B. Yeats connect to western civilization in “The Second Coming”? 20

Q.7 Analyze in detail the mythical elements in the poem “Sweeney among the Nightingales” by T.S. Eliot. 20
Q.1 Analyze (any four) the following lines with reference to the context:
   a) The only person with whom
      I have not exchanged confidences
      is my hairdresser.
   b) Peel off the napkin
      O my enemy.
      Do I terrify?
   c) I could not die - with You -
      For One must wait
      To shut the Other's Gaze down -
      You - could not -
   d) Don't cuss out of the window
      at their enemies.
      That stare of perpetual surprise
      in those great green eyes
      will teach you
      to die alone.
   e) In the German tongue, in the Polish town
      Scraped flat by the roller
      Of wars, wars, wars.
      But the name of the town is common.
      My Polack friend
   f) How odd the Girl's life looks
      Behind this soft Eclipse -
      I think that Earth feels so
      To folks in Heaven - now

PART-A

Q.2 Examine the Alice Walker's treatment of God and Religion in her novel “The Color Purple”. 20
Q.3 Discuss critically the poem “Bequest”. Also focus on the writing style of the poet. 20
Q.4 Examine the evils of the “Resting Cure” and its impact on the protagonist in “The Yellow Wallpaper”. 20

PART-B

Q.5 The symbol of women’s breast is a major theme in Mahashweta Devi’s “Breast stories”. Elaborate this with the help of “Draupadi”. 20
Q.6 How are men responsible for women’s low social and moral status, according to Wollstonecraft? 20
Q.7 Discuss the life and struggles of Rassundari Debi. 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — First Semester

ENGLISH LANGUAGE: GRAMMAR, SYNTAX AND COMPOSITION
(BEN-AE-01)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any FOUR questions out of six. Marks are indicated against each question.

Q.1 Write short notes on (any four) of the following:
   a) Evolution of language (theories).
   b) Phrasal verbs.
   c) Homophones.
   d) Writing advertisement.
   e) Structure of sentences.
   f) Consonants. 5×4

Q.2 Differentiate between adjectives and adverbs. Write five sentences each of adjectives and adverbs, underline them also. 20

Q.3 “Letter writing is an art” elucidate it. Also mention the format of a formal letter. 20

Q.4 List the different types of written communication and discuss in detail the types of reports. 20

Q.5 Describe a few techniques for vocabulary building. Give one word substitution for the following sentences:
   a) A number of people listening to a lecture.
   b) One, who considers the happiness and well-being of others first.
   c) A person who does not believe in God.
   d) One, who studies the evolution of mankind.
   e) Government by one person.
   f) The life history of a person written by himself.
   g) To cut off a part of a person’s body which is infected?
   h) A place for ammunition and weapons.
   i) A place where government or public records are kept.
   j) A man who does a thing for pleasure and not as a profession. 20

Q.6 Recognize and describe the three main periods of the development of English language. 20

Q.7 Evaluate the sentences and after identifying the error rewrite them. Also mention why the sentence was wrong:
   a) I wouldn’t mind your coming late if you do not wake me on.
   b) He is independent from his parents.
   c) Sonia is taller of the two girls.
   d) Could you please move the bit?
   e) There I saw his Mom whom he said was away.
   f) This chair is quite cheap at $20.
   g) We do not sell things at credit.
   h) As we labour, so shall we reward?
   i) I’m too tired that I cannot attend the class,
   j) She has been absent since three days 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — First Semester
LANGUAGE AND LINGUISTICS (BEN-GE-01)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any FOUR questions out of remaining SIX. Marks are indicated against each question.

Q.1 Write short notes on (any two) of the following:
a) Standard language, Non-standard language, Dialect and Register.
b) Phonemes, Allophones, Morphemes and Allomorphs,
c) Vowel phonemes (Monophthongs and Diphthongs) of English language along with suitable examples. 10×2

Q.2 What do you understand by structuralism? Also give Sapir’s and Bloomfield’s views regarding language. 20

Q.3 How is human communication different from animal communication? Give the characteristics of human language/communication along with examples. 20

Q.4 How do we group languages into families? Mention the criteria. How many languages families are there in India? Give a tree diagram and two examples of each family. 20

Q.5 What is the difference between inflectional and derivational morphology? Give a detailed account with examples. 20

Q.6 Give a three label (Voice, Manner and Place) detailed account of the following sounds and also mention the sounds of English language that are not present in Hindi language f, v, g, q, ts, dz, z, b, n, d 20

Q.7 Write short notes on (any two) of the following along with the examples:
a) Bound and Free morphemes, Lexical and Grammatical morphemes.
b) Affricates, Fricatives and Nasal sounds with their description according to place and manner of articulation.
c) IPA, Phonetic transcription and need of phonetic symbol, along with examples. 10×2
Q.1 Answer (any five) of the following questions:
   a) Write a note on condensation.
   b) Define topic sentence? Write its kinds with an example.
   c) Write difference between verbal & non-verbal communication.
   d) Write in short features of academic writing.
   e) What is comprehension writing? Write a comprehension on “Man and society”.
   f) What do you understand by evaluation in academic writing? 4×5

**PART-A**

Q.2 What do you understand by paragraph development? Explain unity, coherence and logic in paragraph writing with a suitable example. 20

Q.3 Illustrate a paragraph on (any two) of the following in 150 words.
   a) Literature and Society.
   b) Love is blind.
   c) Modern and ancient social system. 10×2

Q.4 What is the difference between a paragraph and comprehension writing? Write a comprehension on “Literature is the mirror of society”. 20

**PART-B**

Q.5 Write in brief difference between critical evaluation & critical thinking. Demonstrate a critical evaluation on “Communication is a mode of organization success”. 20

Q.6 Read the paragraph and writes its summary with a suitable title:
   "Why Literature is important in our lives”. There are many limitations on the extent of a mans lifetime experience such as time, geography and point of view. Literature serves as a method of transcending such barriers. Literature is derived from the Latin term Litera which means letter, any printed matter written in a book, a magazine, or a pamphlet, a faithful reproduction of man's manifold experiences blended in to harmonious expression. Literature is very important today because it enable the people to know the history of a nation's spirit; people must read its literature. To understand the real spirit of a nation, one must trace the little rills as they course along down the ages, broadening and deepening into the great ocean of thought which men at the present source are presently exploring, it also enable to express of one's feelings according to him, may be through love, sorrow, happiness, hatred, anger, contempt or revenge. Literature is one way for us to hear the voices of the past and work with the present, it is the way for the present to connect to the possible future, we learn about history we didn't experience, the customs we are not familiar with or that read to what we do now, it unlocks the culture of the time period, it is the way for the modern society about life, allow us to interpreted our own life and emotions and we find ways to relate to the story so we in turn can reflect. Literature is the most invisible with the five senses and the most visible with feelings, Literature is always realistic, it is about life, it is life when we get involved in it .even it is legendary, unbelievable, and whatever it talks about, it is life because it is created and produced by people from their life. 20
Q.7 Explain in brief difference between Book & media review. How both are important in academic writing?
End Semester Examination, Dec. 2018  
B.A. (Hons.) English — Second Semester  
CONTEMPORARY INDIA: WOMEN AND EMPOWERMENT (BEN-GE-04)  

**Time: 3 hrs.**  
**Max Marks:** 100  
**No. of pages:** 1  

**Note:** Attempt **FIVE** questions in all; **Q.1 is compulsory.** Marks are indicated against each question.

Q.1 Answer (any one) the following questions:  

a) Give a detailed insight into the women of the post-independence era.  

b) Write an essay on “Female Foeticide”.  

Q.2 Write an essay on Dr. Ambedkar’s role in uplifting the condition of Dalit’s in India.  

Q.3 Give a detailed study on the idea of the feminist utopia called “Sultana’s Dream”.  

Q.4 Justify the idea of “Muscularity is a social construct”. Describe in detail.  

Q.5 Elaborate on the ways women are protected and maintained by the Indian constitution.  

Q.6 Write about the acts in the Indian construction that favor women.  

Q.7 What is domestic violence? Explain the laws protecting the same.
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Third Semester
MEDIA AND COMMUNICATION SKILLS (BEN-GE-05)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Marks are indicated against each question.

Q.1 Write short notes on (any two) of the following:
   a) Globalization.
   b) Scriptwriting.
   c) Product placement.
   d) Types of social media. 10×2

Q.2 Differentiate between broadcast media and print media. Which according to you has the widest reach and why? 20

Q.3 Evaluate the impact of globalization on mass communication. 20

Q.4 Create a story board for the advertisement of a baby product. 20

Q.5 “It is very important to uphold the ethics of advertisement”. Support this statement with real life examples. 20

Q.6 As a student examine how social media has impacted you in your life? 20

Q.7 Write a news report on the impact of rape in society and the measures required to stop it. 20
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Third Semester
TEXT AND PERFORMANCE (BEN-GE-06)

Time: 3 hrs                       Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Each question carries equal marks.

Q.1 Give the short answers of (any four) questions:
   a) What are the elements of a good play?
   b) What are the some improvements in acting form the Elizabethan era to today?
   c) Write a short note on importance of Theatre Arts.
   d) What do you know about theatre exercise?
   e) Write a short note on Natyashastra.
   f) Explain: Natya and Loka.

Q.2 Analyze the role of music and poetry in the success of any performance.

Q.3 What do you understand by technical theatre terms? Explain any five terms.

Q.4 What do you know about western theater? Give a brief history of western theatre.

Q.5 What are the Rasas? What is the significance of Rasas in Natyashastra?

Q.6 Describe the four actor’s tools. (Aharya, Vacika, Angika, Sattvika).

Q.7 Elaborate the Stanislavski’s and Brechtian dramatic theory.
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Third Semester
BUSINESS COMMUNICATION (BEN-SE-01)

Time: 3 hrs. 
Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt **ANY TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Marks are indicated against each question.

Q.1 Write short notes on **any four** of the following:
   a) Frontispiece.
   b) Semantic barriers.
   c) Decoding.
   d) Unsolicited proposal.
   e) Progress report.
   f) Grapevine.

   **5×4**

**PART-A**

Q.2 What is business communication? What are the characteristics of business communication? 20

Q.3 Explain the format of a standard formal report in detail. 20

Q.4 A general body meeting of your organization is scheduled to be held in which issues such as employee salary, promotion and perks are to be discussed and revised. As secretary, draft the notice and agenda, and prepare the minutes. Invent the necessary details. 20

**PART-B**

Q.5 There is an advertisement by sigma engineering company in Hindustan Times dated November 15, 2018 for the post of executive engineer. Write a job application letter for the post. Invent the necessary details. 20

Q.6 What is the importance and relevance of group discussion? 20

Q.7 What is a proposal? What are the different types of proposal? Explain with examples. 20
End Semester Examination, Dec. 2018
B.A. (Hons.) ENGLISH – Third Semester
TECHNICAL WRITING (BEN-SE-02)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt FOUR out of remaining SIX questions. Marks are indicated against each question.

Q.1 Answer (any five) of the following:
   a) Explain general and technical writing.
   b) What is the difference between language and communication?
   c) What do you mean by barriers to communication? Explain its kind with an appropriate example.
   d) What is a thesis and a dissertation?
   e) Define comprehension writing. Write a comprehension on “Innovative trends and tradition of modern businesses”.
   f) Written communication is a medium of organizational success. Explain. 5×4

Q.2 Write about technical and general writing. How technical writing is different than general writing? 20

Q.3 Brief (any four) of the following:
   a) Formal and informal writing.
   b) Unity, coherence and cohesion.
   c) Speech and lecture writing.
   d) Social and cultural communication.
   e) Letter and report. 4×5

Q.4 Explain in brief 7'C of communication. Write its impact on modern organizational culture. 20

Q.5 Write a note on (any four) of the following:
   a) Handbooks.
   b) Manuals.
   c) Notice.
   d) Agenda.
   e) Memorandum. 4×5

Q.6 Write important characteristics of a good business report. Explain the various types of report. 20

Q.7 Justify paragraph development is important in academic writing? Write an appropriate paragraph on “communication and global business”. (Word limit-250) 20
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Fourth Semester
INDIAN NOVEL (BEH-405)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANY TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer any two of the following questions:
   a) What is a political novel? Elaborate with the help of any Indian novel. 10
   b) Discuss the character of Moorthy in the novel "Kanthapura". 10
   c) What is a brief summary of Untouchable? 10

PART-A

Q.2 Trace the rise and development in the English Indian novel. 20

Q.3 Whiteness, in the form of British and other European, has an elevated status in Untouchables India. Why is whiteness so highly regarded? What are the examples of white supremacy in the novel? 20

Q.4 Discuss Mulk Raj Anand's depiction of the untouchables in the Indian society. 20

PART-B

Q.5 Write about four persons who were Swami's friends. 20

Q.6 Discuss Raja Rao as a novelist with special reference of "Kanthapura". 20

Q.7 Discuss how Raja Rao places his novel in the Indian history. 20
Q.1 Write short notes on the following:
   a) Dual report system.
   b) Any one biological theory.
   c) Infant mortality rate.
   d) Emigration.
   e) Theory of diffusion.
   f) Pull factors in migration.
   g) Rural areas as per census of India.
   h) Sustainable development.
   i) Demographic Dividend.
   j) Fecundity.

   \[2\times10\]

**PART-A**

Q.2 a) Elaborate the nature and scope of population Studies.
   b) Discuss the significance of studying population.
   c) Briefly explain the population growth trends in 20th Century.

   \[6\text{ }\]  \[7\text{ }\]  \[7\text{ }\]

Q.3 a) Critically analyze the Malthusian Theory of population.
   b) Discuss any two biological Theories of Population.

   \[10\text{ }\]  \[10\text{ }\]

Q.4 a) Define ‘fertility rate’.
   b) Discuss the factors affecting fertility in a country
   c) Explain any one fertility theory

   \[5\text{ }\]  \[10\text{ }\]  \[5\text{ }\]

**PART-B**

Q.5 Discuss four major theories of migration in detail.

   \[20\text{ }\]

Q.6 Explain the inter-relationship between population, development and environment. Substantiate your answer with suitable examples.

   \[20\text{ }\]

Q.7 a) Discuss the trends in birth rate and mortality rate since Independence.
   b) Critically evaluate the National Population Policy of India.

   \[10\text{ }\]  \[10\text{ }\]
Q.1 Answer the following in brief:
   a) Briefly explain the features of Mahalwari system.
   b) Describe the composition of India’s foreign trade in the early 19th century.
   c) What were the benefits accrued to British companies with the establishment of railways in India?
   d) Enumerate the basic features of Zamindari system.
   e) What composed drain of wealth?
   f) What do you understand by deindustrialization?
   g) Explain "The Guarantee' given on investments in railways in India.
   h) What are 'welter of rights'?
   i) Give reasons for population growth post 1920s in India.
   j) Explain the concept of 'Protected forests' under British Rule.

PART-A

Q.2 a) Explain the dual mandate of British in Technological advancement in India.          5
    b) Enumerate the steps taken by the British in the field of technology in India.          7
    c) Explain India's response to such initiatives.                                      8

Q.3 Discuss the process of commercialization of agriculture under British rule. How did it affect India's foreign trade pattern?                      20

Q.4 a) Briefly discuss the features of different land revenue systems introduced in India under British rule.                        10
   b) How did these systems affect the peasant and tribal class?                        10

PART-B

Q.5 Critically analyze the government and fiscal policy under colonial rule.                  20

Q.6 a) What do you understand by commons?                                                   5
    b) Examine the impact of British policy on commons, peasant and tribal class.          15

Q.7 a) In what way did the railways affect the growth of the Indian economy?                10
    b) Railways were developed in India primarily to serve colonial objectives and thus failed to play a transformative role. Comment.         10
Q.1 Answer the following questions:
   a) What is research proposal?
   b) What is hypothesis testing?
   c) Define nominal scale with the help of an example.
   d) Define data.
   e) Define cluster sampling.
   f) What are dependent variables?
   g) What is alternative hypothesis?
   h) What is a variable?
   i) What is a bibliography?
   j) Explain any two advantages and two disadvantages of primary data.

PART-A

Q.2 What do you mean by research? Briefly describe the different steps involved in a research process.

Q.3 Define research design? What are the significant elements of research design?

Q.4 a) What is scaling? Discuss with the help of examples the four key levels of measurement.
    b) Explain with the help of examples the difference between semantic differential scale and staple scale.

PART-B

Q.5 What is a research report? What precautions must be taken while preparing a research report?

Q.6 What is the significance of sample selection in research? Discuss different sampling methods.

Q.7 a) What are the various types of questions that can be included in a questionnaire?
    b) Discuss the basic criteria for question designing.
Q.1 Write a note on following in not more than 50 words:
   a) Speculative demand for money.
   b) Concept of consumption in Keynesian model.
   c) Demand pulls inflation.
   d) IS curve.
   e) Fiscal policy.
   f) Purchasing power parity.
   g) J curve.
   h) Balance of payments.
   i) Capital account convertibility.
   j) Flexible exchange rate.

   PART-A

Q.2 a) Graphically derive the LM and IS curves. 6
   b) Explain simultaneous equilibrium in goods and money market. 6
   c) Discuss the impact of rise in government expenditure on the equilibrium output and interest rate. 12

Q.3 a) Discuss the reasons behind vertical, horizontal and upward sloping aggregate supply curve. 10
   b) Explain the significance of slope of aggregate supply curve in determining equilibrium output and prices in an economy. 10

Q.4 a) What do you understand by unemployment? 6
   b) Explain different causes of unemployment. 6
   c) Elaborate on different types of unemployment. 12

   PART-B

Q.5 a) What do you understand by perfect capital mobility? 5
   b) Why is BP curve horizontal in case of perfect capital mobility? Complement the answer with suitable diagram. 10
   c) Explain the concept of Purchasing Power Parity and its significance. 5

Q.6 a) Critically evaluate the Solow model. 5
   b) Explain steady state under Solow model. 5
   c) Explain the golden rule level of capital, consumption and savings. 10

Q.7 a) Describe the trends of India’s BOP during 50s, 60s, and 70s. Analyze the major features and its implications. 10
b) What do you understand by currency convertibility? Discuss the concept of current and capital account convertibility.
End Semester Examination, Dec. 2018
B.A. (Hons.) Economics — Fourth Semester
PUBLIC ECONOMICS (BHE-404)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) Government in welfare nation should intervene in the market—give at least two reasons in support of this statement.
   b) Differentiate private and public goods.
   c) Why the merit goods should supply by public authority?
   d) Distinguish private and social costs.
   e) What do you mean by tax base?
   f) Why vertical equity is relevant in fiscal federal structure of India?
   g) Why the NITI Aayog differs from erstwhile Planning Commission?
   h) What is the most important role of GST Council in India?
   i) Why fiscal deficit is important in public budget?
   j) Why fiscal federalism is important in India? 2×10

PART-A

Q.2 a) Systematically classify goods in 2x2 matrix using exclusion principle and rivalries, and briefly explain each type of goods. 8
   b) How the government determines optimum supply of public goods in a Samuelson economy. 4
   c) Write a brief note on the 'allocation role' of government in economy 8

Q.3 a) Why presence of externalities causes inefficiency in the private market solution? 4
   b) Diagrammatically explain the economic impact of negative externality. 8
   c) Using a suitable example, explain Coase theorem for a successful private bargaining solution to the externalities 8

Q.4 a) Briefly explain the cannons of taxation. 8
   b) Explain the Benefit Principle of taxation. 6
   c) Suppose the government imposes t amount of unit tax on production of a commodity which caused price of the commodity to increase from $p_0$ to $p_1$ such that $p_1=p_0 +t$. Explain the situation using suitable diagrams from both consumer and producer sides. 6

PART-B

Q.5 a) Write a concise note on tax structure of India. 7
   b) What are the main differences between GST and VAT 7
   c) Suppose a firm sells its product @ Rs.3000 to the distributor. In the pre-GST regime, there was 12.5% excise duty and 14.5% VAT. While in post-GST period, there are 9% each as CGST and SGST. Compare the pre and post GST taxes, and justify how GST is beneficial or detrimental. 6

Q.6 a) Briefly explain the provision of federal fiscal responsibilities as per Constitution of India. 6
   b) Systematically present the broad heads of public budget at national or state level. 8
   c) Write a short note on Wagner hypothesis. 6

Q.7 a) Briefly explain the federal fiscal structure of India. 6
   b) Why the finance commission is constituted in India? What is the role of state finance commission? 8
c) What are the major recommendations of fourteenth finance commission of India.
Q.1 Attempt (any ten) of the following:
   a) Name three organs of the Government.
   b) The members of Rajya Sabha are elected by ________.
   c) Define politics.
   d) Who was Chinu Bohidar?
   e) In which year The Hindustan Times started?
   f) How many seats are there in Lok Sabha?
   g) What is Niti Ayog?
   h) What is Pradhan Mantri Jan Dhan Yojna?
   i) What do you mean by MNREGA?
   j) How many states are there in India?
   k) Why is 26th January an important date in Indian Constitution?
   l) Who is the founder of Bahujan Samajwadi Party?
   m) Who is regarded as “Iron man of India”?
   n) What is the capital of Andhra Pradesh?
   o) Name the part chief of AIADMK.

Q.2 Explain the working and composition of Election Commission of India.   

Q.3 “Supreme Court is the apex court of the country”. Justify. 

Q.4 Throw a light on the Fundamental Rights of an Indian citizen enshrined in constitution. 

Q.5 Throw a light on the problem of terrorism in India and its repercussions. 

Q.6 Explain the working of Comptroller General of India in detail. 

Q.7 Write a note on Directive Principles of State Policy. 

Q.8 “Central Council of Ministers are the backbone of any Government” Justify. 

Q.9 How is the President of India elected? 

Q.10 Write a descriptive note on Electoral Reforms in India. 

Q.11 Throw a light on the river disputes prevailing in India since its independence.
Q.12 If you were Chief Minister of Haryana what policies and changes, you will formulate for betterment of the state?  

17½
Q.1 Attempt (any ten) of the following:
   a) What is the full form of NDTV?
   b) What is TAM?
   c) Who wrote “Midnight Children”?
   d) Who is Dr. Prannoy Roy?
   e) What is the full form of PRC?
   f) Who is the director of “Rockstar”?
   g) What is Gagging Act?
   h) Who wrote “The Accidental Prime Minister”?
   i) Who was the founder of Arya Samaj in India?
   j) What is the full form of TRAI?
   k) Name the capital of Arunachal Pradesh.
   l) What is Pradhan Mantri Jan Dhan Yojna?
   m) How many National Parties are there in India?

PART-A

Q.2 Write a short note on ‘defamation’. 5

Q.3 Throw a light on Official Secret Act, 1923. 5

Q.4 Throw a light on the role of TV in social reforms in India. 5

Q.5 Throw a light on the reasons behind the formations of Press Commission in India and discuss its outcomes in brief. 5

Q.6 Define ‘censorship’. Discuss its relevance in India. 5

Q.7 Explain the working of ‘Press Council of India’. 5

Q.8 Write a detailed note on Working Journalist Act of India. 5

Q.9 Explain:
   a) DAVP
   b) ILNA
   c) ASCI 5

PART-B

Q.10 Write a descriptive note on history of Radio in India. 17½


Q.12 Explain the Code of Conduct laid down by PCI for journalists in India. 17½
End Semester Examination, Dec. 2018  
B.A. (Journalism and Mass Communication) – Second Semester  
REPORTING AND EDITING-I (BJ-204)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following in brief (any five):  
a) What is soft news?  
b) What is a broadsheet?  
c) What is a caption?  
d) What does UNI stand for?  
e) What is a masthead?  
f) Who is a Reporter?  
g) What is a press release?  
h) Why are advertisements important?  

PART-A

Q.2 What is a source? Discuss two important sources while writing an article.  

Q.3 What is the meaning of ‘editing’? Why is it important to edit your story before submitting your final article to your Editor?  

Q.4 What are the qualities required to be a good Reporter?  

PART-B

Q.5 What is a Press Conference? What are the arrangements you would look into while organizing a Press Conference?  

Q.6 Write a report of not less than 250 words on any news which has made headlines in the newspaper/TV in the past two weeks?  

Q.7 Write a report of not less than 250 words on the Prime Minister’s Swachch Bharat Mission. How would you contribute to it?
Q.1 Attempt (any ten) of the following:
   a) Who is the creative director of Ogilvy and Mathor?
   b) What is copywriting?
   c) What is U.S.P.?
   d) Name any two famous product’s punchlines.
   e) What is jacket?
   f) What is space in media selling?
   g) What is the role of visualiser in advertising agency?
   h) What is media brief?
   i) When the first print advertisement published in India?
   j) PRSI stands for ------
   k) Which advertising agency created famous Zoo-Zoo advertisements?
   l) What is the punchline of Dominos?
   m) DAVP stands for ________.

**PART-A**

Q.2 Write a short note on: ‘economic aspects of advertising’.

Q.3 What is the role of PR in a Public Service Company? Elaborate it in detail.

Q.4 Write a brief note on: ‘propaganda’?

Q.5 ‘Advertisements affect the public opinion’ discuss the statement with examples.

Q.6 Write a short note on: ‘tools of public relations’.

Q.7 What is client servicing department? Discuss its role in an advertising industry.

Q.8 Write a note on: ‘advertising agencies’.

Q.9 Write a brief note on different PR tools.

**PART-B**

Q.10 “Doing business without advertising is just like winking at a girl in the night”? Do you agree with the statement?

Q.11 ‘Objectification of women in advertisements is a matter of concern’ Justify the statement in the light of Indian advertising.

Q.12 Discuss in detail the role of PR in both private and public sectors.
Q.1 Attempt (any ten) of the following:
   a) What do you mean by event budget?
   b) Define ‘press conference’.
   c) Name some visible aids used for promoting an event.
   d) Media plays an important role in promotion of an event. (True/False)
   e) Write any two advantages of using an event management company.
   f) What is risk management?
   g) What is contingency fund?
   h) What do you mean by trade fair?
   i) Name the 5C’s of an event.
   j) What is event evaluation?
   k) Define ‘publicity’.
   l) What do you mean by co-sponsorship?
   m) Give any two objectives of an event.

**PART-A**

Q.2 Discuss the role and qualities of an event manager in detail. 5
Q.3 Discuss the various types of events. 5
Q.4 Why budget is important for an event? 5
Q.5 Distinguish between fundraising and entertainment event with suitable examples. 5
Q.6 Write a short note on the scope of event management. 5
Q.7 Explain briefly how event is a marketing tool? 5
Q.8 What are the key elements of an event? Discuss. 5
Q.9 Discuss the role of media in promotion of an event. 5

**PART-B**

Q.10 Write a detailed note on: ‘event evaluation’. 17½
Q.11 What do you mean by sponsorship? Discuss the role and importance of sponsors in an event. 17½
Q.12 Discuss the steps of planning process in detail. 17½
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) — Third Semester
ENVIRONMENTAL STUDIES (CH-202B)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANY TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer any four of the following questions:
   a) What do you understand by ecosystem? Explain it in detail.
   b) What do you mean by food chain? How it helps in creating the environmental balance?
   c) What are nuclear weapons? How they can be most dangerous weapon of modern time?
   d) Identify those activities which are responsible for soil pollution? Elaborate them in detail.
   e) What are the various reasons behind the deforestation?
   f) What will be your solution to stop migration and saving the ecological balance? 5×4

   PART-A

Q.2 a) What do you understand by biotic and abiotic component? Explain them. 10
   b) How would you classify various energy recourses? 10

Q.3 a) Define “Environmental Studies”. Explain the multidisciplinary nature of environmental studies. 10
   b) What is biodiversity? Explain the value of biodiversity with examples? 10

Q.4 a) “Rapid industrialization is the major cause of environmental issues in developing nations”. Do you agree with the statement? Elaborate it with suitable examples. 10
   b) What would you suggest to solve the waste management problem in urban India? 10

   PART-B

Q.5 What is your opinion of industrial waste and environmental pollution? How we can resolve it without affecting developmental process. 20

Q.6 Briefly explain the causes and impacts of various types of pollution? 20

Q.7 You have visited to nearby environmental assets like river, forest or mountain. Write down your inferences from the visit. 20
End Semester Examination, Dec. 2018
BAJMC - Second Semester
ENVIRONMENTAL STUDIES (CH-202B)

Time: 3 Hours                       Max Marks: 100
No. of pages: 1

Note: Attempt **SEVEN** questions in all. **Q.1 is compulsory.** Attempt any **FOUR** questions from **PART-A.** and **TWO** questions from **PART-B.** Marks are indicated for each question.

Q.1 Attempt any four questions from the following:
   a) What do you understand by ecosystem? Explain it in detail.
   b) What do you mean by food chain? How it helps in creating the environmental balance?
   c) What are the nuclear weapons? How they can be most dangerous weapon of modern time?
   d) Identify those activities which are responsible for soil pollution? Elaborate them in detail.
   e) What are the various reasons behind the deforestation?
   f) What will be your solution to stop migration and saving the ecological balance? **5x4**

**PART-A**

Q.2 What do you understand by biotic and abiotic component? Explain them. **10**

Q.3 How would you classify various energy recourses? **10**

Q.4 Define environmental studies. Explain the multidisciplinary nature of environmental studies. **10**

Q.5 What is biodiversity? Explain the value of biodiversity with examples? **10**

Q.6 ‘Rapid industrialization is the major cause of environmental issues in developing nations’. Do you agree with the statement? Elaborate it with suitable examples. **10**

Q.7 What would you suggest to solve the waste management problem in urban India? **10**

**PART-B**

Q.8 What is your opinion about industrial waste and environmental pollution? How we can resolve it without affecting developmental process? **20**

Q.9 Briefly explain the causes and impacts of various types of pollution. **20**

Q.10 You have visited to nearby environmental assets like River, Forest or Mountain. Write your inferences from the visit. **20**
End Semester Examination, Dec. 2018
B.A. (Hons.) English – Second Semester
CLASSICAL LITERATURE (ENG.-2.5)

Time: 3 hrs. Max Marks: 70
No. of pages: 1

Note: Question paper has three sections A, B, and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Explain the following passages with reference to the context (any five):
   a) “Today well lived makes every yesterday a memory of happiness and every tomorrow a vision of hope.”
   b) I fear for the ruin of our line.
      When brother are split, a quarrel is sure:
   c) “... let the enemies be challenged! I shall take no risk, nor fight a battle in front of armies: I shall throw dice and, whole body and wise defeat the fools! Be sure, the dice are my bows and arrows, the heart of the dice my string, the dicing rug my chariot!”
   d) I accept with gratitude a Brahman’s benediction...
      Is the chief of your Society now at home?
   e) Your kind words, noble Sir, fill me with confidence, and prompt me to inquire of what regal family our noble guest is the ornament? What country is now mourning his absence? And what induced a person so delicately nurtured to expose himself to the fatigue of visiting this grove of penance?
   f) “...If a guide, seduced by his enemy, gets confused about what path to take, how can followers follow his path?...”
   g) “There are three who own no property. A student, a slave, a dependent woman:”
      The wife of a slave, you are his now, my dear; A masterless slave wench, you are now slave wealth!”
   h) “We should not disturb the grove! Stop the chariot... one should not enter an ascetics grove in hunting gear. Take these!”

SECTION-B

Q.2 Give short answer to the following questions (any five):
   a) What is the role of Madhavya in Abhijanan Shakuntalam?
   b) What are some of the major themes in “The Recognition of Shakuntala”?
   c) What were the responses to draupadi’s question in the game of dice? Explain with a suitable example.
   d) What was the dramatic function of ring in abhijnana shakuntalam?
   e) Critically comment on the role of Draupadi in Mahabharat.
   f) Explain the dramatic significance of the loss of Shakuntala’s ring.
   g) What is the message to society by the silence of Dhrtrastra?
   h) Discuss the portrayal of men and women in Bharatamuni’s Natyashashtra.

SECTION-C

Q.3 Answer (any two) of the following (Essay type) questions:
   a) Define in brief the major themes of Abhijnanasakuntalam with a suitable example.
   b) Explain important difficulties when the game of dicing was arranged? Write its stake in this game.
c) The game of dice was a gamble, and gamble is considered “adharma” or immoral/vice. Still he chose to play that game. Why did dharmaraja do this adharma?
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – First Semester
ENGLISH PROSE (ENG-1.1)

Time: 3 hrs  
Max Marks: 70  
No. of pages: 1

Note: Question paper has three sections A, B and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Write short answers to (any five):

a) What is an Essay? Explain.
b) “Reading maketh a full man; conference a ready ma; and writing an exact man”. Explain.
c) “Travel in the younger sort, is part of education: in the elder a part of experience”. Explain with reference to the context.
d) “Studies serve for delight, for ornament, and for ability”. Explain with reference to the context.
e) “We are not of Alice, nor of thee, nor are we children at all. The children of Alice call Bartram father. We are nothing, less than nothing, and dreams”. Explain with reference to the context.
f) What is Bacon’s view on travel in ‘Of Travel’?
g) What, according to Bacon, is the benefit of studies?
h) Bring out the picture of Lamb’s grandmother that we get from his essay ‘Dream Children: A Reverie’. 3x5

SECTION-B

Q.2 Write short answer to the following questions (any five):

a) “Read not to contradict and confute, nor to believe and take for granted, nor to find talk and discourse, but to weigh and consider”. Discuss.
b) “…for quarrels, they are with care and discretion to be avoided: they are commonly for mistresses, healths, place, and words; and let a man beware how he keepeth company with choleric and quarrelsome persons; for they will engage him into their own quarrels”. Explain.
c) “Travel in the younger sort is a part of education: in the elder, a part of experience”. Discuss.
d) “Studies serve for delight, for ornament and for ability”. Explain.
e) “Crafty men condemn studies, simple men admire them, and wise men use them”. Justify.
f) “Bacon is not an idealist, he believed in worldly wisdom”. Justify.
g) What do you mean by the aphoristic style of Bacon? Discuss.
h) Write down the summary of ‘Dream children: a Reverie’. 5x5

SECTION-C

Q.3 Answer (any two) of the following essay type questions:

a) ‘The essays of Bacon constitute a handbook of practical wisdom’. Discuss.
b) Write a note on the development of English essays from Bacon to Lamb.
c) To what extent does Lamb reveal himself in his essays? Give examples from the essay you have read. 15x2
SECTION-A

Q.1 Answer (any five) of the following short questions. Explaining the given lines with reference to the context:

a) O, that this too too solid flesh would melt,
Thaw and resolve itself into a dew!

b) What a piece of work is a man!
   How noble in reason, how infinite in faculties,
   In form and moving how express and admirable,
   In action how like an angel, in apprehension how like a God!

c) I hop'd thou shouldst have been my Hamlet's wife.
   I thought thy bride-bed to have deck'd, sweet maid,
   And not have strew'd thy grave.

d) Not a whit, we defy augury: there's a special
   Providence in the fall of a sparrow. If it be now,
   'Tis not to come; if it be not to come, it will be
   Now; if it be not now, yet it will come.
   The Readiness is all.

e) Men have died from time to time, and worms have eaten them, but not for love.

f) If she be a traitor,
   Why, so am I. We still have slept together,
   Rose at an instant, learned, played, eat together,
   And wheresoe'er we went, like Juno's swans,
   Still we went coupled and inseparable”.

g) Sweet are the uses of adversity,
   Which, like the toad, ugly and venomous,
   Wears yet a precious jewel in his head;

h) All the world's a stage, and all the men and women merely players.

SECTION-B

Q.2 Answer (any five) of the following questions:

a) Describe the events that lead to Gertrude's death.

b) Dilate the relationship between Hamlet and Gertrude.

c) Write down a note on Shakespearean tragedy.

d) What is the significance of the songs of Ophelia?

e) Bring out the significance of the Forest of Arden in As You Like It.

f) Throw light on the relationship between Rosalind and Celia.

g) Critically analyse the song 'All the World is a Stage'.

h) Why does Orlando decide to leave the castle of his elder brother Oliver?

SECTION-C

Q.3 Answer (any two) of the following questions:
a) Why is it not adequate to describe Hamlet as a tragedy of revenge? Explain.
b) Discuss and illustrate the various types of love mentioned in *As You Like It*.
c) Assess *As You Like It* as a lyrical comedy of romantic love.
End Semester Examination, Dec. 2018  
B.A. (Hons) English — Second Semester  
ENGLISH NOVEL (VICTORIAN AGE)-I (ENG-2.1)

Time: 3 hrs.  Max Marks: 70
No. of pages: 1

Note: Question paper has THREE sections A, B and C. All sections are Compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Answer the following short questions (any five):
   a) Whom does David meet in Yarmouth on his way to the boarding school in London?
   b) Who is Miss Betsey Trotwood? What does she do for David?
   c) What does David do at Mr. Quinion’s wine bottling factory?
   d) Do you think George Eliot uses Psychological realism in her novel ‘The Mill on the Floss’? Explain with examples.
   e) “Nothing is more deceitful than the appearance of humility”. Explain.
   f) Write a note on David as an ambitious boy in David Copperfield.
   g) Analyze the biography of Maggie Tulliver.
   h) Comment on the Bingley- Darcy relationship in Pride and Prejudice.

SECTION-B

Q.2 Answer the following questions (any five):
   a) Do you agree with Dr. F.R. Leavis view that Dickens lacks the “total significance of profoundly serious kind”?
   b) How had Dickens dealt with the marriage question in the novel David Copperfield?
   c) Elucidate David’s relationship with his mother.
   d) Do you think Fate plays a major role in the climax of the novel The Mill on the Floss? Discuss and justify your answer.
   e) Discuss Mill on the Floss as a picture of English family life.
   f) Comment on the use of irony in Pride and Prejudice.
   g) Discuss the address of class issues in Pride and Prejudice.
   h) What is the importance of motherhood in the novel David Copperfield? Discuss.

SECTION-C

Q.3 Answer any two of the following (essay type) questions:
   a) Elucidate the theme of growing-up in David Copperfield.
   b) Discuss the appropriateness of the title Pride and Prejudice.
   c) Discuss the character of Maggie Tulliver, the protagonist of the novel The Mill on the Floss. How is Maggie different from Lucy Dean?
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Second Semester
ELIZABETHAN DRAMA (ENG-2.2)

Time: 3 hrs                   Max Marks: 70
No. of pages: 1

Note: Question paper has three sections A, B and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Explain the following passages with reference to the context (any five):
   a) It is twice blessed:
      It blesseth him that gives and him that takes,
      ‘Tis mightiest in the mightiest.
   b) Cover her face; mine eyes dazze; she died young
   c) O, my conscience!
      I would pray now; but the devil takes away my heart
   d) .......... and let the sounds of music
      Creep in our ears, Soft stillness and the night
      Become the touches of sweet harmony.
   e) O, I am gone!
      We are only like dead walls or vaulted graves.
   f) It is enthronèd in the hearts of kings;
      It is an attribute to God himself,
      And earthly power doth then show likest God’s,
      When mercy seasons justice.
   g) I hate him for he is a Christian,
      But more for that in low simplicity,
      He lends out money gratis and brings down,
      The rate of usance here with us in Venice.
   h) He is well paid that is well satisfied;
      And I, delivering you, am satisfied,
      And therein do account myself well paid: Pull and pull strongly, for your able.

   3x5

SECTION-B

Q.2 Give short answer to the following questions (any five):
   a) In scene thirteen, Faustus tells the scholars that he cannot call upon God or repent. Why?
   b) What seven figures does Lucifer use to distract Faustus from his prayers? What is the relevance of this scene in the play?
   c) What are the five conditions Faustus sets down in the contract?
   d) Comment on the elements of horror in The Duchess of Malfi.
   e) "To suffer death or shame for what is just:
      Mine is another voyage”.
      This dialogue is from the play The Duchess of Malfi. Who says it and what has happened to him? Explain this statement in light of the action happened.
   f) Write a note on the setting of The Duchess of Malfi.
   g) Why are the brothers of the Duchess against her marriage with Antonio?
   h) Write a short note on Jacobean Drama.

   5x5

SECTION-C

Q.3 Answer (any two) of the following (essay type) questions:
   a) Discuss Dr. Faustus as a Morality play.
b) Evaluate *The Merchant of Venice* as a characteristic Shakespearean comedy. Is the play more tragic than comic?

c) Critically comment on the influence of Machiavelli on Webster.
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Second Semester
WOMEN’S WRITING IN THE NINETEENTH AND TWENTIETH CENTURY
(ENG-2.3)

Time: 3 hrs                   Max Marks: 70
No. of pages: 2

Note: Question paper has three sections A, B and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Explain the following passages with reference to the context (any five):
   a) You do not do, you do not do
      Any more, black shoe
      In which I have lived like a foot
      For thirty years, poor and white,
      Barely daring to breathe or Achoo
   b) Because I could not stop for Death-
      He kindly stopped for me-
      The Carriage held but just ourselves-
      And Immortality.
   c) I’ve known her —from an ample nation—
      Choose One—
      Then —close the Valves of her attention —
      Like Stone—
   d) And then I heard them lift a Box
      And creak across my Soul
      With those same Boots of Lead, again,
      Then Space – began to toll,
   e) If I’ve killed one man, I’ve killed two
      The vampire who said he was you
      And drank my blood for a year,
      Seven years, if you want to know.
      Daddy, you can lie back now.
   f) Now I am a lake. A woman bends over me,
      Searching my reaches for what she rally is.
      Then she turns to those liars, the candles or the moon.
      I see her back, and reflect it faithfully.
   g) Dying
      Is an art, like everything else.
      I do it exceptionally well.
      I do it so it feels like hell.
      I do it so it feels real.
   h) I
      Know you appear,
      Vivid at my side,
      Denying you sprang out of my head,
      Claiming you feel,
      Love fiery enough to prove flesh real,
      Though it’s quite clear,
All you beauty, all you wit, is a gift, my dear, 
From me.

SECTION-B

Q.2 Answer the following questions (any five):

a) Highlight about the character of 'Draupadi' as portrayed by Mahasweta Devi.
b) Write down the character sketch of Bertha from the story Bliss.
c) Comment on the title of story 'Bliss' by Katherine Mansfield.
d) Comment upon Sylvia Plath's style of writing.
e) Write down the critical Appreciation of 'Daddy' by Sylvia Plath.
f) Write down the critical Appreciation of 'Elysium is as far as to' by Emily Dickinson.
g) What is the poem 'Lady Lazarus' by Sylvia Plath all about? Explain.
h) Explain in your own words the poem 'Because I could not stop for death' by Emily Dickinson.

SECTION-C

Q.3 Answer (any two) (essay type) of the following:

a) “Reading the poetry of Sylvia Plath can be a disturbing Experience.” How far do you agree with this statement? Comment on the basis of the poems you’ve read.
b) Elaborate Aurora’s association of love with Metaphysical Motherhood in Aurora Leigh Book V.
c) “Emily Dickinson’s style is distinguished by its conciseness, its simplicity, its control and its economy”. Discuss.
SECTION-A
Q.1 Answer (any five) of the following short questions.
(Explain the given lines with reference to the context:)
a) I do beseech you, sir, you will vouch safe,
   To write me ‘I’ your family. All my hopes,
   Depend upon your worship.
b) Without a partner, sir, confirmed this morning;
   The wax is warm yet, and the ink scarcely dry,
   Upon the parchment.
c) The blazing star of Italy! A wench,
   Of the first year! A beauty ripe as harvest,
   Whose skin is whiter than a swan all over,
   Than silver, snow, or lilies!
d) I want to be quite perfect with Sergius—no meanness, no smallness, no deceit. My
   relation to him is the one really beautiful and noble part of my life.
e) When you get into that noble attitude and speak in that thrilling voice, I admire you;
   but I find it impossible to believe a single word you say.
f) Oh, war! War! The dream of patriots and heroes! A fraud, Bluntschli, a hollow sham,
   like love.
g) And, many a year elapsed, return to view,
   Where once the cottage stood, the hawthorn grew,
h) In barren splendour feebly waits the fall,
   Now lost to all; her friends, her virtue fled.

SECTION-B
Q.2 Answer (any five) of the following questions:
a) "It proves that all our ideas were real after all". Explain with reference to the context in
   Arms and the Man.
b) Highlight the theme of Mortality in Volpone.
c) "Sweet Auburn! loveliest village of the plain;
   Where health and plenty cheered the labouring swain,
   Where smiling spring its earliest visit paid,
   And parting summer’s lingering blooms delayed"
   The village was different before it was deserted. Explain with reference to The Deser ted
   Village.
d) What older work does the title Arms and the Man refer to? Why is this allusion made?
e) Ben Jonson uses comedy as a tool for moral vision in Volpone. Comment in brief.
f) What do you think was the reason for people leaving the village in The Deser ted Village?
g) "Avarice leads to human downfall". Elaborate with respect to Volpone.
h) Provide the historical context of The Arms and the World.

SECTION-C
Q.3 Answer (any two) of the following questions:
a) Write an essay on Ben Jonson’s Comedy of Humours with special reference to *Volpone*.
b) Examine *Arms and the Man* as a characteristic Shavian play.
c) Write down the critical appreciation of the poem *The Deserted Village*. 

15x2
End Semester Examination, Dec. 2018  
BA (Hons.) ENGLISH – Fourth Semester  
ENGLISH NOVEL-II (ENG-4.1)

Time: 3 hrs  
Max Marks: 70

No. of pages: 1

Note: Question paper has three sections A, B and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Answer the following questions (any five):

a) Who is Sleary? What role does he play in the novel Hard Times?
b) Write the major three themes of Hard Times.
c) What does the expression “Hard Times” mean to you?
d) Who is Bessie Lee? How does she soothe the child Jane at Gateshead?
e) What role Bertha Mason plays in the development of the novel?
f) What happens when Mrs. Reed imprisons Jane in the Red-room?

Explain the following lines with reference to the context:

g) Life, what is it but a dream?
h) “When I use a word,’ Humpty Dumpty said in rather a scornful tone, ‘it means just what I choose it to mean — neither more nor less.’” The question is,’ said Alice, ‘whether you can make words mean so many different things.’

3x5

SECTION-B

Q.2 Answer (any five) of the following questions:

a) Comment on Mr. Gradgrind’s system of education and its effect on his children.
b) Analyze the theme of class conflict in Jane Eyre.
c) Write a short note on Nonsense Literature.
d) What does the symbol ‘fire vs. ice1 signify in the novel in Jane Eyre?
e) Contrast between the characters of Jane and Bertha Mason in Jane Eyre.
f) Discuss Chess as a metaphor for Fate in the novel Through the Looking Glass.
g) Comment on tragic story, of Stephen Blackpool in Hard Times. What kind of picture does it provide of the plight of factory workers in the 19th century England?
h) Discuss Through the Looking Glass as depicting Life as a dream.

5x5

SECTION-C

Q.3 Answer (any two) of the following (essay type) questions:

a) Reproduce the picture of Victorian society which emerges from the reading of Hard Times.
b) Write an essay on the plot construction of Jane Eyre.
c) Analyze the character of Alice in Through the Looking Glass.

15x2
SECTION-A

Q.1 Attempt (any five) of the following questions:
(Explain the following with reference to the context:)

a) Anarchy---
Show me a greater crime in all the earth!
She, she destroys cities, rip up houses,
Break the rank of spearmen into the headlong rout.

b) You have no business with the dead
Nor do the gods above—this is violence
You have forced upon the heavens.....

b) And there he lies, body enfolding body—
He has won his bride at last, poor boy,
Nor here but in the houses of the dead.

b) When the soldier returns from the wars, even though he has white hair, he very soon finds
a young wife? But a woman has only one summer; if she does not make hay while the sun
shines, no one will afterwards have anything to say to her, and she spends her days
consulting oracles that never send her a husband.

Answer in brief:

e) How do the women dismiss the Magistrate?
f) Who is Xanthos? What prophesy does it make to Achilles?
g) What is the connection between heroism and prospect of death? Are the heroes of
The Iliad troubled by thoughts of death?
h) Who are Briseis and Chryseis? Why doesn’t Achilles just hand over his captiveto
Agamemnon?

SECTION-B

Q.2 Answer (any five) of the following questions:

a) Why does Antigone call her sister Ismene outside the palace of Thebes?
b) What according to Creon are the major attributes of an ideal king?
c) What role does the chorus play in Antigone?
d) Give significance of the title Lysistrata.
e) Write a note on Episode on False Pregnancy.
f) What are the human and cosmic dimensions of the combat with the river? What does
this episode reveal about the importance of Achilles's participation in the war?
g) Who are the members of the delegation sent to Achilles? How does each seek to
persuade Achilles to return to combat?
h) How does Achilles honor Patroclus and dishonor Hector?

SECTION-C
Q.3 Answer (any two) of the following questions:

a) Discuss critically the theme of the confrontation between the divine law and the civil law in *Antigone*.

b) Critically comment on the various themes of *The Iliad*.

c) Estimate *Lysistrata* as an anti-war comedy.
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH – Fifth Semester
ANGLO AMERICAN WRITING (ENG-5.3)

Time: 3 hrs                   Max Marks: 70
No. of pages: 1

Note: Question paper has three sections A, B and C. All sections are compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Answer (any five) of the following short questions:
   a) What does Abigail do to befuddle Mary?
   b) Discuss Rich’s views of female individualism in ‘Snapshots of a daughter-in-law’.
   c) What is the symbolic analysis of “Aunt Jennifer’s Tigers”?
   d) What is the theme of the poem ‘Punishment’ by Seamus Heaney?
   e) How does the play Rosencrantz and Guidenstern are Dead deal with the theme of absurdity?
   f) Who is ‘beloved’ in the novel by Toni Morrison?
   g) What does the wreck symbolize in ‘Diving into the Wreck’?
   h) What is Seamus Heaney’s poem ‘The Railway Children’ all about? Explain. 3x5

SECTION-B

Q.2 Answer (any five) of the following questions:
   a) Write a critical appreciation of the poem ‘Snapshots of a Daughter in Law’
   b) What are the major issues in ‘Bog Land’?
   c) Explain the following lines with reference to context: “...She shaves her legs until they gleam, like petrified mammoth- tusk”.
   d) Discuss the symbolism of the boat in Tom Stoppard’s Rosencrantz and Guildenstern are Dead.
   e) Write a note on the character of Rebecca Nurse.
   f) “Hot, Nothing to breathe down there and no room to move in...A lot of people down there. Some is dead.” Who says this to Denver and why?
   g) Explain the significance of the coin toss game in Rosencrantz and Guildenstern are Dead.
   h) Elaborate on the line ‘Sixty Million and More’in Morrison’s novel. 5x5

SECTION-C

Q.3 Answer (any two) of the following questions:
   a) Write detailed note on Toni Morrison as a novelist.
   b) How do Rosencrantz and Guildenstern develop as characters over the course of the play?
   c) How does the speaker in “Snapshots of a Daughter-in-law” achieve a personal transformation? What is this transformation? Explain. 15x2
Q.1 Attempt (any five) of the following questions:
   a) What is the concept of ‘purgation’ or ‘catharsis’ in the Poetics?
   b) What is the importance of the three unities – time, place and action in a tragedy?
   c) Write short notes on hamartia and peripeteia.
   d) What is structuralism?
   e) What is Derrida’s concept of meaning?
   f) What is Roland Barthe’s idea of ‘Death of An Author’?
   g) What is postmodernism? Mention names of at least two postmodern literatures.
   h) Explain with reference to the context: “Poetry is not a turning loose of emotion, but an escape from emotion; it is not the expression of personality but an escape from personality.

Q.2 Answer (any five) of the following:
   a) How many kinds of plot are discussed in the Poetics by Aristotle?
   b) Discuss the concept of ‘poetry’ and ‘poetic’ diction as explained by William Wordsworth in Preface to Lyrical Ballads.”
   c) What according to Wordsworth should be the themes of poetry? How does he elaborate on the use of metre and simplicity of language?
   d) State, briefly, the tenets of deconstruction.
   e) Write a brief note on Derrida’s contribution to deconstruction.
   f) What according to Eliot is the duty of the poet? Explain with reference to the essay ‘Tradition and the Individual Talent’
   g) Define poetry according to T.S Eliot as illustrated in his essay ‘Tradition and the Individual Talent’
   h) Write an essay on various structural theories of Saussure.

Q.3 Answer (any two) of the following:
   a) According to Aristotle, ‘Tragedy is an imitation of an action that is serious, complete and of a certain magnitude”. Discuss in reference to the theory propounded by him.
   c) Explain the concept of poetic process as given by Wordsworth in Preface to Lyrical Ballads.
End Semester Examination, Dec. 2018
B.A. (Hons.) English — Sixth Semester
ANGLO AMERICAN DRAMA (ENG.-6.5)

Time: 3 hrs.  Max Marks: 70
No. of pages: 1

Note: Question paper has THREE sections A, B and C. All sections are Compulsory. Marks are indicated against each question.

SECTION-A

Q.1 Answer the following in brief (ANY FIVE):
(Explain with reference to the context:)
a) Seven years and the summer is over,
Seven years since the Archbishop left us,
He who was always kind to his people,
But it would not be well if he should return,
King rules or barons rule;
We have suffered various oppression,
But mostly we are left to our own devices,
And we are content if we are left alone.
b) For good or ill, let the wheel turn,
The wheel has been still, these seven years, and no good,
For ill or good, let the wheel turn,
For who knows the end of good or evil?
c) What are we doing here, that is the question?
d) "We are all born mad. Some remain so."
e) Who makes dis old tub run? Ain't you guys? Well then, we belong, don't we?
f) Steel was me, And I owned the woild. Now I ain't steel, and de woild owns me.
g) "Drink, don't think,
Drink, don't think.
h) “Destiny waits in the hand of God, not in the hands of statesmen".

SECTION-B

Q.2 Answer the following questions (ANY FIVE):
a) Discuss Murder in the Cathedral as a religious drama.
b) Comment on the title of Waiting for Godot.
c) Discuss the last scene (Scene VIII) of The Hairy Ape.
d) Discuss the theme of Six Characters in Search of an Author.
e) Write down the character sketch of Yank from The Hairy Ape.
f) Comment on the linguistic devices in Waiting for Godot.
g) Comment on the role of the Four Tempters in Murder in the Cathedral.
h) Comment on the theme of martyrdom in Murder in the Cathedral.

SECTION-C

Q.3 Answer the following questions (ANY TWO):
a) Discuss the theme of Belongingness in The Hairy Ape.
b) Justify Waiting for Godot as an Existentialist Play.
c) Discuss the importance of the Chorus in Murder in the Cathedral by T.S Eliot.
End Semester Examination, Dec. 2018
BA (Hons.) ENGLISH–Sixth Semester
FOREIGN LANGUAGE FRENCH-II (ENG-E 6.1)

Time: 3 hrs                    Max Marks: 100
No. of pages: 3

Note: ALL questions are compulsory.

Q.1 Mettez au negatif:
   a) Vous voulez du pain.
   b) J'aime la musique.
   c) Nous regardons un film.
   d) C'est un livre.
   e) Ce sont des crayons.

Q.2 Completez avec Padjectif possessif:
(Mon, Ma, Mes.............Votre, leurs)
   a) _________ parents sont gentils.
   b) Ou est _________ livre?
   c) Il aime _________ soeur.
   d) Elles prennent _________ diner.
   e) Vous allez avec _________ enfants?

Q.3 Mettez les phrases a la forme interrogative en utilisant la forme mentionnee?
   a) Nous pouvons aller au cinema (II)
   b) Ils boivent du lait (I)
   c) Tu vas a l'ecole? (Ill)
   d) Il mange du chocolat (II)
   e) Elle a une robe noire (III)

Q.4 Completez avec les prepositions donnees :
   a) Les oiseaux sont _________ l'arbre (Above)
   b) Il y a un jardin _________ ma maison. (Around)
   c) Tu vas _________ ton amie? (At somebody's place)
   d) Je veux le the _________ sucre. (With)
   e) _________ le pare , il ya ma maison. (Next to)

Q.5 Repondez aux questions suivantes:
(Answer these sentences into French)
   a) Quels est le dernier mois de l'annee?
   b) En quelle saison fait-il froid en Inde?
   c) Il y a combien de jours en avril?
   d) Ecrivez la date de l'anniversaire de votre pere.
   e) Nous sommes en quelle saison?
   f) Quel jour sommes-nous?
   g) Quels sont les quatres saisons de l'annee?
   h) Quel est le cinquieme mois de l'annee?

Q.6 Mettez au feminin:
Mon père est intelligent.
Mon frère est beau.
Mon grand père est professeur.
Les indiens sont petits.
Le garçon boit le lait.

Q7 Conjuguez les verbes données:
a) Vous ________ étudiants? (être)
b) Clara ________ du lait. (boire)
c) Nous ________ du pain. (vouloir)
d) Sam ______ cette fille. (aimer)
e) Tu ______ dans la chambre. (danser)
f) Elles ______ le diner. (prendre).
g) Laurent et Marc ______ une lettre. (écrire)
h) Il ______ un roman. (lire)
i) ______-vous la porte? (fermer)
j) Je ______ chez mon ami. (aller)

Q8 Mettez au pluriel:
a) Il mange de la salade.
b) Anna a une jolie robe.
c) Tu as un ami.
d) C'est une maison.
e) Il y a une table.

Q9 Trouvez les questions:
(Find the questions)
a) J'habite à Faridabad.
b) Il y a trois livres.
c) Oui, j'aime la glace.
d) J'arrive dans le soir.
e) Il chante bien.

Q10 Completez avec l'article défini (le, la, les, l')
a) J'aime ______ glace.
b) Ce sont ______ cahiers de Nicole.
c) Elle préfère ______ the.
d) Nous n'adorons pas ______ musique classique.
e) ______ chocolats sont bons.

Q11 Completez avec l'article partitif: (Du, De la, Des, De l')
a) Je veux ______ chocolat.
b) Nous ne voulons pas ______ viande.
c) Tu manges ______ poulet?
d) Elle prépare ______ salade.
e) Nous voulons ______ eau.

Q12 Completez avec l'article indéfini (un, une, des):
a) Il y a ______ fleurs dans.
b) Nous avons ______ petite voiture.
c) J'écoute ___________ musique.
d) Ce sont ___________ robes.
e) C'est _________ belle fille.

Q.13 Remplissez les blancs avec les superlatifs:
a) Marie est _____________ de la classe. (biggest)
b) Il est _____________ dans l'école. (least intelligent)

Q.14 Remplissez les blancs avec les comparatifs:
a) Elle est ____________ (more pretty) que sa soeur.
b) Il est _____________ (less naughty) que Nicole.

Q.15 Completez avec l'article contracts (du, de la, de l', des, ou au, a la, a l', aux)
a) Les enfants parlent ___________ parents (a)
b) C'est le livre ____________ gargon (de)
c) Je donne le livre ____________ professeur (a)
d) Je viens _____________ chambre (de)
e) Nous allons ____________ école (a)

Q.16 Mettez au masculin:
a) Elle mange du pain.
b) La mère de Nicole est belle.
c) Ma soeur est jolie.
d) Mes enfants sont intelligentes.
e) Elles sont indiennes.

Q.17 Vous et votre ami(e) vont pour voir un film. Acceptez l'invitation:
a) Bonjour Beena!
b) ___________ !
a) Comment ça va?
b) ____________.
a) Est-ce que tu es libre ce soir?
b) Oui, mais __________? 
a) Il y a un bon film. Tu voudrais venir avec moi?
b) Oui, _____________ , à quelle heure?
a) À sept heures du soir.
b) _____________ , je vais venir.

Q.18 Associez les colonnes (Match the following)

<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Avoir faim</td>
<td>J'ai dix ans</td>
</tr>
<tr>
<td>b. Avoir âge</td>
<td>II fait trop chaud donc il a soif</td>
</tr>
<tr>
<td>c. Avoir peur</td>
<td>Je mange un sandwich parce que j'ai faim</td>
</tr>
<tr>
<td>d. Avoir sommeil</td>
<td>J'ai peur de fantôme</td>
</tr>
<tr>
<td>e. Avoir soif</td>
<td>C'est trop ennuye, j'ai sommeil</td>
</tr>
</tbody>
</table>

Q.19 Presentez-vous ou une membre de votre famille.
Q.1 Attempt the following questions in brief *(any five)*:  
   a) Define creative writing. What are its main purposes?  
   b) What do you mean by logical reasoning in a work of writing?  
   c) Why do we need to choose appropriate words while writing something?  
   d) What is more important – the content or the style-in a piece of writing?  
   e) What is first person narrative?  
   f) Who is the protagonist in a work of fiction?  
   g) What is the difference between short story and novel?  
   h) What is importance of editing in a work of writing?  

Q.2 Write short answer to the following questions *(any five)*:  
   a) What are the basic principles of writing? Discuss and explain.  
   b) What is subjective poetry? How does it differ from objective poetry? Explain with examples.  
   c) Explain ‘theses, motif and evidence’ of an essay.  
   d) How will you explain the phenomenon of “Conflict – Climax – Denouement” in a short story?  
   e) What are the different aspects of novel? Discuss.  
   f) What is a feature story? What are its main characteristics?  
   g) What do the ‘7 C’s of writing suggest?  
   h) Write a poem expressing your sense of anguish over the prevailing corruption society.  

Q.3 Answer *(any two)* of the following *(essay type)* questions:  
   a) Develop a dialogue between two housewives discussing the rising prices of essential commodities. *(write 10 dialogues by each characters)*  
   b) Write a letter to the editor of a leading newspaper commenting on the rising intolerance in society.  
   c) Write an essay of about 700 words on “If I could Fly in the sky”.  

Note: The Question Paper has three Sections A, B and C. All sections are compulsory. Marks are indicated against each question.
SECTION-A

Q.1  a) Fill in the blanks with the appropriate homophones from the list given below:

i) Ceased/ seized  
ii) rain/rein
iii) Site / cite  
iv) illusion / allusion
v) Later / latter  
vii) quite / quiet 
v) principal / principle
ix) elicit / illicit

a) Please take all the books off the shelf ______________ the read one.
b) The army __________ the enemy territory.
c) The professor made an _________ to Shakespeare’s plays.
d) A mirage is a kind of __________.
e) The novel is __________ interesting.  

b) Use appropriate foreign words to fill in the blanks from the list given below:

i) ad-hoc  
ii) prima facie
iii) alma mater  
iv) cliché
v) de facto  
vi) debut
vii) sine die  
viii) in-toto
ix) modus operandi  
x) vendetta
xi) status quo

a) During the reign of the minor king, the minister became the ___________ ruler.
b) After wide spread unrest by the student union, the university was closed ___________.
c) The court has directed both the parties to maintain __________.
d) The _________ of the terrorists seemed very well planned.
e) Her ____________ performance on stage gave her much fame.  

SECTION-B

Q.2  Express your views in the form of a debate on (any one) of the following topics:

i) Reservation for women in politics is in the interest of the nation.

Q.3  Express your views in the form of a debate on one of the following topics:

i) Internet is a blessing for the modern generation.

SECTION-C

Q.4  Discuss the features of a good presentation. Explain the five star strategy for planning a presentation.
Q.5 What is a group discussion? Discuss in detail the points one should keep in mind for effective participation in a group discussion.
Q.1 Conjuguez les verbes
(Conjugate the verbs)
a) Paul _______ (regarder) les films français. Il _______ (parler) anglais?
b) Vous _______ (aimer) les fleurs. Vous _______ (habiter) en Inde.
c) Nous _______ (manger) des fruits et _______ (faire) le devoir.
d) J’ _______ (acheter) des pommes et _______ (boire) du lait.
e) Ils _______ (être) étudiants. Ils _______ (avoir) des livres.  

Q.2 Écrivez les prépositions dans les paranthèses en français
(Write the prepositions given in bracket in French)
a) La chaise est _____________________ le lit (at the right of).
b) Mon école est ____________________ de la maison (in front).
c) Les livres sont __________________ la table (under).
d) Le parc est _______________________ l’église (at the side of).
e) On va au cinéma ____________________ ses amis (without).  

Q.3 Remplacez le présent par l’impératif
(Make the following sentences imperative)
a) Tu danses bien.

b) Vous habitez en Inde.

c) Nous sommes sympathiques.

d) Tu vas au cinéma.

e) Nous voulons du lait.  

Q.4 Quelle heure est-il?
(What time is it?)
a) 15:40 ____________________________
b) 12:00 ____________________________
c) 2:45h ____________________________
d) 18:00 ____________________________
e) 6:30h ____________________________
Q.5 Complétez avec les pronoms sujets:  
(Co mplete with subject pronouns)  

a) ___________ sommes professeurs.  
b) ___________ as des fleurs  
c) ___________ sont intelligentes  
d) ___________. sont les parents de Marc  
e) ___________. ai des gommes  

Q.6 Écrivez les salutations en français:  
(Write the salutations in French)  

a) Good night _________________.  
b) Thanks a lot _________________.  
c) Excuse me _________________.  
d) Madam _________________.  
e) Please _________________.  

Q.7 Écrivez les nombres cardinaux en français:  
(Write ordinal numbers in French)  

a) 28 _________________.  
b) 51 _________________.  
c) 38 _________________.  
d) 19 _________________.  
e) 4 _________________.  

Q.8 Complétez avec l'article partitif (du, de la, de l’, des)  
(Complete with partitive articles)  

a) Je bois ______café et mange _____biscuits.  
b) Il y a _______fruits et ___________ sel dans le placard.  
c) Tu veux ___________pain avec _______beurre.  
d) Vous mangez _______viande mais il mange _______poulet.  
e) Nous voulons ____________riz et __________salade?  

Q.9 Présentez vous ou votre ami(e)  
(Introduce yourself or your friend in 5-6 sentences)  

_______________________________________________________________________  
_______________________________________________________________________  
_______________________________________________________________________  
_______________________________________________________________________  
_______________________________________________________________________  

_______________________________________________________________________  

1×5

1×5

1×5

1×5

½×10

1×5
Q.1 Explain the following concepts:
   a) PCI.
   b) Media and Religion.
   c) Folk Media.
   d) Ethical dilemma.

   **PART-A**

Q.2 What do you understand by media ethics? Explain their importance in today’s media world.

Q.3 Do you think that portrayal of women in media in India has been appropriate? Justify your answer with examples.

Q.4 Explain the use of mass media as a tool of development with examples.

**PART-B**

Q.5 Compare and contrast the opportunities and challenges faced by print and online media.

Q.6 Trace the growth of FM radio in India. Explain how it has revived the radio industry in the country.

Q.7 What are news agencies? Explain their relevance in media today.
End Semester Examination, Dec. 2018  
M.A. (Journalism and Mass Communication) – First Semester  
COMMUNICATION THEORY (MAJ-102)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1  
a) Define non-verbal communication.  
b) Who gave agenda setting theory?  
c) What do you understand by effective communication?  
d) What is kinesis?  
e) What are functions of communication?  
f) Write a short note on group communication.

PART-A

Q.2 Critically analyze two step flow theory and multi-step flow theory with examples.  
Q.3 Explain Osgood and Lasswell model of communication in detail.  
Q.4 Write a detailed note interpersonal communication with examples.

PART-B

Q.5 Explain Agenda setting theory and Uses and gratification theory in detail.  
Q.6 Discuss Shannon and Weaver model of communication in detail.  
Q.7 Write an article on media and social responsibility.
End Semester Examination, Dec. 2018  
M.A. (Journalism and Mass Communication) – First Semester  
PRINT JOURNALISM (MAJ-103)

Time: 3 hrs                       Max Marks: 100  
No. of pages: 1

Note: Attempt any EIGHTH questions in all; Q.1 is compulsory. Attempt any FIVE questions from Part-A and any TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any five) of the following:  
a) Caption.  
b) Byline.  
c) Lead News.  
d) Sub-Editor.  
e) Layout.  
f) Pullout.  
g) Editing.  

2x5

PART-A

Q.2 On what basis are magazines segregated? Mention five different kinds of magazines? Which genre of magazine is your favourite and why?  

10

Q.3 Justify three major differences between a magazine and a newspaper.  

10

Q.4 What is an Editorial? Is the lead for an editorial differently written from that of an article or a new story?  

10

Q.5 Who is a columnist? Discuss three different kinds of columnists, If given a opportunity which kind of column would you like to write an why?  

10

Q.6 Who is Reporter? Discuss three qualities of a good Reporter.  

10

Q.7 Justify the statement: ‘The lead and the ending are two most important components of a story’.  

10

PART-B

Q.8 Write a report on not less than 250 words on the ‘National Media Conclave’ organized by FMeH in August 2018 OR any other event you may have attended at MRIIRS.  

20

Q.9 Write an article on any news that has made headlines in the last two weeks. Your article should not be less than 250 words.  

20

Q.10 Write a brief article on ‘Section 377’ – giving your viewpoints whether for or a verdict by the Supreme court on 6th September 2018.  

20
End Semester Examination, Dec. 2018
M.A. (Journalism and Mass Communication) — First Semester
ADVERTISING AND BRAND MANAGEMENT (MAJ-104)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) **Answer the following question:**

i) Define “Brand”.

ii) What is target audience?

iii) What is the full form of ASCI?

iv) What is covert advertising?

v) Name the agency that created the "What an Idea Sir ji” ad and for which company?

vi) The famous pug ad and zoo zoos were created by which famous ad agency?

vii) Name the personality behind the creation of the Amul girl?

viii) "Daag achche hai” is the brain child of which advertising agency and for which company? 2×8

b) **Fill in the blanks:**

i) _______________ is the number of different people (unduplicated) who are exposed to an advertising message at least once over the course of the campaign. The number is expressed as a percentage of the target audience.

ii) The idea of advertising heavily for a short period of time to build awareness that carries over to the next advertising period is called _______________. 2×2

**PART-A**

Q.2 Explain the role and function of an advertising agency. 20

Q.3 Discuss in detail factors affecting consumer buying behavior with special reference to Maslow's Hierarchy of needs. 20

Q.4 David Aaker defines Brand equity as the "Set of brand assets and liabilities linked to the brand model of brand equity”. Explain in detail. 20

Q.5 What are the various appeals used in advertising. Explain each appeal with a relevant example. 20

**PART-A**

Q.6 Explain the client agency relationship keeping in mind the areas of conflict between the two. 20

Q.7 Deconstruct the Ad campaign "Lifebuoy se haath dhoya kya"? 20

Q.8 Create a print ad of a luxury good/product mentioning the objectives, target audience and the media to be used and the reasons behind. 20

Q.9 Like any other profession, the profession of advertising also has a code of ethics which provides practical guidelines to practitioners. Given the context explain the role of ASCI. 20
End Semester Examination, Dec. 2018  
M.A. (Journalism and Mass Communication) — First Semester  
MEDIA ORGANIZATION AND MANAGEMENT (MAJ-105)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any four) of the following:  
a) Write a short note on media.  
b) Explain various types of medium of communication available in contemporary.  
c) What do you mean by media advocacy? Explain with suitable example.  
d) Differentiate between private and government rum media.  
e) What are the emerging trends in media industry?  

5×4  

PART-A  

Q.2 Discuss in detail the evolution of television industry in India.  
20  

Q.3 Draw organizational structure of a newspaper organization. Explain the working of its each element.  
20  

Q.4 What do you mean by media concentration? Do you think contemporary media industry is running in a monopolistic environment? Justify your answer.  
20  

PART-B  

Q.5 What do you mean by FDI? Explain various types, advantages and disadvantages of FDI.  
20  

Q.6 Suppose you are the minister of information and broadcasting in India, what are the changes you would like to introduce in contemporary media industry?  
20  

Q.7 Elucidate various laws related to television and newspaper industry in India.  
20
MEDIA ORGANIZATION AND MANAGEMENT (MAJ-105)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any four) of the following:
   a) Write a short note on ‘media’.
   b) Explain various types of medium of communication available in contemporary.
   c) What do you mean by media advocacy? Explain with suitable example.
   d) Differentiate between private and government run media.
   e) What are the emerging trends in media industry?

PART-A

Q.2 Discuss in detail the evolution of television industry in India.  

Q.3 Draw organizational structure of a newspaper organization. Explain the working of its each element in detail.

Q.4 What do you mean by media concentration? Do you think contemporary media industry is running in a monopolistic environment? Justify your answer.

PART-B

Q.5 What do you mean by FDI? Explain various types, advantages and disadvantages of FDI.

Q.6 Suppose you are the Minister of Information and Broadcasting in India. What are the changes you would like to introduce in contemporary media industry?

Q.7 Elucidate various laws related to television and newspaper industry in India.
End Semester Examination, Dec. 2018
M.A. (Journalism and Mass Communication) — Second Semester
WRITING FOR MEDIA (MAJ-201)

Time: 3 hrs.  Max Marks: **100**
No. of pages: **1**

Note: Attempt **EIGHTH** questions in all; **Q.1 is compulsory.** Attempt any **FIVE** questions from **PART-A** and **TWO** questions from **PART-B**. Marks are indicated against each question.

Q.1 Answer (any five) of the following:
   a) How would you define an article?
   b) How much is a 'lead' important in the structure of an article?
   c) Write the name two kinds of columnists. Discuss briefly their profiles.
   d) Mention one of your favourite cosmetic advertisements. Why is it your favourite?
   e) Write the name two Government radio stations.
   f) Justify the use of minimum words in an advertisement.
   g) Who is an announcer on radio?
   h) What does RJ stand for? What is his/her job

**PART-A**

Q.2 What is 'twitter'? Discuss any one twitter personality whom you respect and follow.  

Q.3 Explain three important points you would consider when writing a PR report?

Q.4 How would you utilize the 'inverted pyramid' while writing a story for a newspaper?

Q.5 Explain a) Minutes of a meeting b) a Memo.

Q.6 How would you evaluate a 'good writer'? Mention 3 good qualities.

Q.7 What is the most important part of an AD? Give reasons for your answer.

Q.8 What is the most important part of an AD? Give reasons for your answer.

Q.9 What are the two main advantages of a radio broadcast?

**PART-B**

Q.10 Write a report of not less than 250 words on the International media conference organized by FMeH in March 2018.

Q.11 What is press conference? What preparations would you undertake to invite the press for the launch of a new book?

Q.12 What are the techniques of writing a good advertising copy? Explain at least for good techniques you would use to make an advertisement copy for a product.

Q.13 Base on what you have learnt in the semester, which kind of writing would be your favourite: Column writing, Editorial piece, news story or feature writing. Select which one is your favourite and justify the same.
Q.1 Attempt (any ten) of the following:

a) **State whether the following statements are TRUE or FALSE:**
   i) Low level of income is a characteristic of developed economies.
   ii) Media does not play a central role in holding the powerful to account.
   iii) Sustainable development does not ask people to participate in the debates and decisions that affect their lives. Public relations play an important role in promotion of an event.
   iv) In slums their monthly income is usually between Rs. 3000 to 5000.
   v) Folk media like tamasha, Bhavai and Nautanki were used by the freedom fighters.
   vi) ICT for rural development areas improves services to citizens and brings in transparency.
   vii) Media theory prioritizes the economic dimensions of media's social responsibilities.
   viii) The key reason for slums is the slow economic progress.
   ix) In slums income is usually 90 to 120 per day.

b) **Answer the following questions:**
   x) What is a slum?
   xi) Define Development Planning.
   xii) Define the process of development.

**PART-A**

Q.2 a) Interpret the role of communication in good governance with example.
    b) Identify and discuss the networks of 'Social Capital'.

Q.3 a) Categorize various processes to encourage and sustain positive behaviors.
    b) Explain various media accountability systems in a democracy with examples.

Q.4 a) MS Swaminathan has called for clarity in Minimum support prize. Discuss.
    b) Discuss the role of media in promotion of ethics in the urban environment.

**PART-B**

Q.5 Entertainment-education is premised on the idea that individuals learn behavior by observing role models, particularly in mass media. Argue in the context of Krishi Darshan.

Q.6 Community driven media initiatives have helped in amplifying the voices and concerns of marginalized women in India. Comment in the context of SEWA.

Q.7 Discuss the fundamental problems that plague human development in India.
Q.1 Answer (any ten) of the following questions:
   a) Define Online Journalism.
   b) Write your profile for a blog in 50-100 words.
   c) What is the limitation of character on twitter?
   d) What is Bookmark?
   e) What idea justifies the hyperlink in an online news story?
   f) Define ICT.
   g) What is RSS Feed?
   h) What is podcasting?
   i) Write three famous journalists’ blog URL.
   j) Briefly explain the importance of research for an online story.
   k) What is a web browser? Name five web browsers.
   l) What is net neutrality?
   m) Write the role of feedback in an online story.
   n) Define web traffic.  

**PART-A**

Q.2 What is the use of Hashtag on social media network?  

Q.3 Why Security of media person is becoming an issue in India?  

Q.4 How blogs are becoming a source of news?  

Q.5 Role of producer & consumer of content has changed due to online media. Discuss  

Q.6 Explain the role of research to understand the behavior of the online audience.  

Q.7 How writing for online is different from print and electronic media?  

Q.8 How convergence of traditional media with new media is changing the consumption of news?  

**PART-B**

Q.9 How Twitter is becoming a source of information and crisis management?  

Q10 How social media can become a tool of e-governance. Discuss this with suitable examples.
Q.11 How the Internet is creating a social, cultural and political opportunity as well as a threat? Answer with suitable examples. 17½

Q.12 How paid news does affect the image, approach, and commitment of news media? 17½
End Semester Examination, Dec. 2018
M.A. (Journalism and Mass Communication) – Second Semester
MEDIA ECONOMICS (MAJ-204)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following questions (any ten):
   a) What is vertical integration?
   b) What is the size of monster MPU and where is it used?
   c) What is DMM and what does it do?
   d) What is CTR and where is it used?
   e) What is SMM and where is it used?
   f) What is COPE?
   g) What is referral traffic?
   h) What is Zomato and what does it do?
   i) What is SEM?
   j) What is ROI?
   k) What is USP and where is it used?
   l) What is an IP address?
   m) Who is Rupert Murdoch?

   2×10

PART-A

Q.2 a) What is the importance of media pricing? What are the objectives of pricing and what factors affect pricing decisions? 
   b) What is the role of market segments in marketing strategies? Explain with the help of suitable examples.

   10

Q.3 a) Describe the basic dimensions of a marketing plan. What role has demographics to play in a marketing plan?
   b) What is the value of marketing to society?

   10

Q.4 a) Explain the concept of co-branding with the help of examples.
   b) What are the issues and challenges of IPR in India and how can you suggest ways to face them?

   10

PART-B

Q.5 How would you apply what you learned to develop your understanding of cyber security? What are the issues and challenges involved?

   20

Q.6 What is Google Analytics and where is it used? Can you elaborate on the various reports generated by Google Analytics?

   20

Q.7 How can you make your advertising content relevant to your audience? What could be the advertising techniques for teenagers?

   20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Second Semester
MEDIA LAWS AND ETHICS (MAJ-205)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Explain the following in brief:
   a) What is Phishing? 2
   b) What is Scoop? 2
   c) What do you mean by Piracy? 2
   d) Define Investigative Journalism. 3
   e) Why being accurate is important in media? 3
   f) What do you mean by Accountability? 3
   g) “Social networking sites mould public opinion” Justify the statement. 5

PART-A

Q.2 What do you mean by Ethics? How are ethics different from laws? Throw light on the evolution of journalistic ethics in the world. 20

Q.3 a) ”Right to Information has given more power to people”. Justify the statement. 10
    b) Throw light on the making of Prasar Bharti Act. 10

Q.4 Explain Intellectual Property Right Act in detail. 20

PART-B

Q.5 Discuss Journalistic ethics laid down by PCI in detail. 20

Q.6 What do you mean by sting operation? Discuss how are sting operations giving rise to issues of privacy and paid news? Give suitable examples. 20

Q.7 Elaborate Advertising and Television code of ethics, with suitable examples. 20
Q.1 a) What do you mean by planning? 5
b) Define ‘publicity’. 3
c) Name some visible aids used for promoting an event. 2
d) Public relations play an important role in promotion of an event. (True/False) 1
e) Write any two advantages of using an event management company. 2
f) What is risk assessment? 5
g) Give any three advantages of event planning. 2

PART-A
Q.2 Discuss the role and qualities of an event manager in detail. 20
Q.3 Explain the various types of events in detail. 20
Q.4 Distinguish between fundraising and entertainment event with suitable examples. 20

PART-B
Q.5 Write a detailed note on ‘event evaluation’. 20
Q.6 Write a sponsor proposal for an event that you are organizing. 20
Q.7 Discuss the steps of planning process in detail. 20
End Semester Examination, Dec. 2018
M.A. (Journalism and Mass Communication) – Third Semester
ELECTRONIC MEDIA (MAJ-302)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions
from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer (any five) of the following:
   a) Write a brief note on Prasar Bharti.
   b) How TRP plays an instrumental role in television advertising?
   c) Write any three differences between television and other audio-visual mediums.
   d) What is the importance of story board in any programme?
   e) Throw light on various methods of advertising a product.
   f) What is the difference between live and a recorded programme? 4x5

PART-A

Q.2 Throw light on various tools used by technicians programme. Explain the working of PCR. 20
Q.3 Explain various stages of production in detail. 20
Q.4 What are the requisites of a good script? Write down a fifteen minute short film script. 20

PART-B

Q.5 Trace the history of Television in India. 20
Q.6 Explain how FM played an instrumental role in the revival of radio? Throw light on the recent trends in radio industry. 20
Q.7 Do you think contemporary radio and television industry is adhering to the ethics laid
down for them by the ethics laid down for them by the competent authority? Justify
your answer with examples. 20
Q.1 Attempt the following:
   a) Define Publics.
   b) Explain consumer consultancy.
   c) Define third-party endorsement?
   d) Who were called as robber barons?
   e) What is a Theory?
   f) What is Above the Line Spin?
   g) Explain slander.
   h) Write the full form of PRSI.
   i) What is Copyright?
   j) Who is the father of modern Public Relations?

PART-A

Q.2 A massive fire broke out during a cultural program organized by the state government of Haryana in Faridabad, engulfing the whole stage in seconds. The venue was a city cultural Hall. The hall was packed with more than 500 people. Prominent people, VIPs, Bollywood stars, chief minister and his cabinet colleagues, ambassadors of various countries were present in the show.

According to the eye witnesses, a spark in the wire under stage led to the fire. As the fire spread, people began to scream, shout and run for their lives. The VIPs and other dignitaries were escorted to safety but many got stranded in the Hall. As the hall had only one emergency exit, people began to stumble on each other resulting in stampede. There was a complete mayhem. As the fire spread, rescue operations became difficult.

Meanwhile news channels began to beam the whole incident live and some telephonic interviews with the people/eyewitnesses were shown.

The state government was trying its best to handle the situation, but due to coverage in the TV channels and social media, a very poor picture was being painted of the government rescue operations.

You are required to work out a crisis communication plan and strategy to reach out to various stakeholders, especially the media on behalf of the state government. You may like to work on certain assumptions on the action taken by the government.

Q.3 Explain the relevance of theories in Public Relations with special reference to the excellence theory.
Q.4 A house journal is an important means of communication used by companies/organization to reach out to its various publics. Give your answer by explaining various stages in planning a house journal.

**PART-B**

Q.5 Chetan Bhagat has come out with a new book which he is going to release at the India habitat centre, Delhi. The book will be released by Superstar Mr. Amitabh Bachhan. Write a press release on the release of the book.

Q.6 What is political public relations? Do you think public relations has come to play a critical role in the political spectrum of the country?

Q.7 Every profession is bound by certain ethical principles. Same goes for public relations also. Therefore, explain the role of ethics in public relations in the context of law of defamation.
End Semester Examination, Dec. 2018
M.A. (Journalism and Mass Communication) – Third Semester
GLOBAL MEDIA AND INTERCULTURAL COMMUNICATION
(MAJ-304)

Time: 3 hrs                       Max Marks: 100
No. of pages: 1

Note: Attempt any **SEVEN** questions in all; **Q.1 is compulsory**. Attempt any **FOUR** questions from **Part-A** and any **TWO** questions from **Part-B**. Marks are indicated against each question.

Q.1 Attempt **(any four)** questions of the following:
a) How cultural values change the process of communication?
b) Do you think that global information flow is biased and west oriented? Elaborate your answer with examples.
c) Why communication is considered as a great tool for equality and peace? Explain it.
d) How modern mass media is creating a pressure on religious values of society? Discuss it with examples.
e) What are the various elements of folk media which makes it a culture oriented communication tool?
f) How the economy of a country governs the cultural values and changes them? 5x4

**PART-A**

Q.2 What are the various social and political factors which affects the cultural values and traditions? 10

Q.3 How the cross cultural communication plays a significant role in creating of traditional values? 10

Q.4 Do you think that the growth of media technologies is a major factor behind the new culture? 10

Q.5 What is your understanding about the role of CBFC and current Indian film content? 10

Q.6 Why information is powerful tool in the current global scenario? Elaborate your answer with examples. 10

**PART-B**

Q.7 Why the cultural hegemony is the biggest threat to a country? Do you think that the conflict between east and west is rooted in the concept of it? Support your answer with examples. 20

Q.8 What inferences you can draw from the current global media and the conflict between North Korea and U.S.? Do you think that the media is acting hyper real in this issue? 20

Q.9 ‘The conflict between different cultures is result of neo-imperialism’ Do you agree with the statement? Support your answer with suitable examples. 20
Q.1 Write short notes on (any ten) of the following:
   a) Variable.
   b) Hypothesis.
   c) 4 P's of communication research.
   d) Validity.
   e) APA style.
   f) Participatory observation.
   g) Opinion polls.
   h) Indian Readership Survey (IRS).
   i) Television Audience Measurement (TAM).
   j) Broadcast Audience Research Cell (BARC).
   k) Audit Bureau of Circulation (ABC).
   l) Abstract.  

\[2 \times 10\]

**PART-A**

Q.2 a) Define “communication research” and discuss the importance of communication research.  

Q.3 a) Define “data interpretation”. Differentiate between data processing and data interpretation.  

Q.4 a) Explain research design and state its significance in detail.  

**PART-B**

Q.5 Define ‘interview method’. Design interview questions to study problem of social media addiction in youth.  

Q.6 What is meant by a research report? What are various stages of report writing?  

Q.7 Explain the rationale behind selecting various types of research approaches in media research.
End Semester Examination, Dec. 2018
MJMC – First Semester
INTRODUCTION TO JOURNALISM AND MEDIA HISTORY (MAJM-101)

Time: 3 hrs
Max Marks: 75

No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from Part-A and any TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following:
   a) Give the full form of PCI and ABC.
   b) Which law prohibits trespassing?

State whether the following statements are TRUE or FALSE:
   c) Zee Trendz, Fashion TVs are infotainment channels.
   d) Doordarshan’ means Television.
   e) Daily Mirror was the first Tabloid style newspaper.
   f) Change is inevitable.
   g) The Golden Age of Radio covered the period between 1930 and 1950.

Fill in the Blanks:
   h) The first newspaper in the world was___________.
   i) The first Journalist in the world was___________.
   j) Morgue is ____________.
   k) Television content is of two kinds- commissioned and ____________.
   l) The TV distribution value chain consists of_____________.

PART-A

Q.2 “Bill Kovach and Tom Rosenstiel defined the role of a Journalist in the age of social media. Discuss.

Q.3 Write a short note on ‘RNI and INS’.

Q.4 Explain rights and responsibilities of a reporter.

Q.5 Explain the development of three Tier Networks with suitable examples.

Q.6 Discuss various types of developments in journalism.

Q.7 Discuss the importance of pack journalism in modern times.

Q.8 Discuss cultural innovation in context of newspaper organizations in brief.

PART-B

Q.9 What is your understanding of the Official Secret Act (2003)?

Q.10 Discuss the accountability of media towards a society in the light of incidents of past three months.

Q.11 Discuss the importance of GST in the context of prevailing national and international trade situations.
Q.1 Attempt **(any ten)** of the following:
   a) What is tag line of Aaj Tak?
   b) Mimamsha Mallik is a renowned anchor of which news channel.
   c) What is yellow journalism?
   d) Who is the Information and Broadcast Minister of India?
   e) Who is the Editor in Chief of NDTV?
   f) Radio Mirchi a popular FM channel is owned by which group.
   g) What is PCI?
   h) The abbreviation RNI and ABC stands for what.
   i) What do you mean by commercial cinema?
   j) Who is the present Prasar Bharti Chairman?
   k) What do you mean by layout?
   l) FDI and FII stands for __________.
   m) Name the first color Hindi movie in India.  

**PART-A**

Q.2 What is the Role of Press Council of India in Indian media industry?  
Q.3 Discuss the growth of FM and its contribution in radio industries.  
Q.4 Write a note on ‘growth and expansion of Indian Media Industry’.  
Q.5 Discuss the various career avenues in media industries in brief.  
Q.6 What is the ‘Glamour of Media Professionals’?  
Q.7 Define cross media ownership.  
Q.8 What challenges are there before today’s media professionals?  
Q.9 Discuss the history of radio industries.  

**PART-B**

Q.10 ‘The advertising revenue is one of the main drivers of the Media industry’. Discuss.  
Q.11 Discuss the recent trends in global media markets in detail.  
Q.12 Describe the organizational structure of a newspaper in India.
End Semester Examination, Dec. 2018
M.A. (JMC) – Second Semester
MEDIA MARKETS AND RESEARCH METHODS (MAJM-205)

Time: 3 hrs                   Max Marks: 75
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from Part-A and any TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt (any ten) of the following:
   a) Define 'research'.
   b) What is feedback?
   c) What do you mean by 'action research'?
   d) What is TRP?
   e) What is media market?
   f) What is a questionnaire?
   g) Define 'sample'.
   h) What is a hypothesis?
   i) Name the business edition of the Hindu Dailies.
   j) What is snowball sampling?
   k) What do you understand by 'qualitative research'?
   l) Associated Press (AP) is a news agency of which country? 1x10

PART-A

Q.2 Write a short note on business on news and information. 6
Q.3 Write a short note on research design. 6
Q.4 Explain stratified random sampling method. 6
Q.5 Explain market segmentation in detail. 6
Q.6 Write a short note on interview method. 6
Q.7 Write a detailed note on non-random sampling. 6
Q.8 Explain the role of media research as a tool for reporting. 6
Q.9 What do you understand by target audience? 6

PART-B

Q.10 Prepare a questionnaire on any awareness campaign focusing on the role of communication. 17½
Q.11 Discuss the various method of research in detail. 17½
Q.12 Prepare a questionnaire on any topic for research. 17½
Q.1 Attempt (any ten) questions from the following:
   a) Why right to information is required?
   b) Define ‘yellow journalism’.
   c) Who is the Information and Broadcasting Minister in India?
   d) Who is the CEO of Prasar Bharti?
   e) Who is the founder of WikiLeaks?
   f) Who is the founder of INX media?
   g) Which Indian news network has shifted their operation to mobile journalism?
   h) What is Suo Motu Disclosure under RTI Act?
   i) What is the role of Central Information Commission?
   j) Who is the Editor-in-Chief of Republic TV?
   k) Name the four different types of puppet popular in India.
   l) Write the tagline of ABP News.
   m) Name two political and two women-oriented magazines in India.
   n) What is community radio? 

**PART-A**

Q.2 How social media can effectively become a tool of development communication? 6

Q.3 Write a brief note on Nira Radia Tapes and the question of journalistic ethics it raised. 6

Q.4 Write a short note on the role of the press in Indian freedom movement. 6

Q.5 Discuss the importance of street theatre in dealing with social issues. 6

Q.6 Discuss the scope and time-frame of providing information under RTI Act. 6

Q.7 Do you think media content should be regulated by a public authority? 6

Q.8 ‘Viewing violent content on media affects the children in long run’. Discuss. 6

Q.9 Under what circumstances a contempt of court proceeding can be initiated against a journalist? 6

**PART-B**

Q.10 Discuss the issues related to media independence and its accountability in India. 17½

Q.11 Discuss the significance of using radio for Prime Minister’s ‘Man Ki Baat’ program to initiate a conversation with citizens of the country. 17½
Q.12 Discuss the code of ethics prescribed by Press Council of India for journalists.  

17½
End Semester Examination, Dec. 2018  
M.A. (Journalism and Mass Communication) – Fourth Semester  
ENTERTAINMENT JOURNALISM (MAJM-402C)

Time: 3 hrs.  
Max Marks: **75**  
No. of pages: **1**

Note: **Attempt EIGHT questions in all; Q.1 is compulsory.** Attempt any **FIVE questions from Part-A and TWO questions from Part-B.** Marks are indicated against each question.

Q.1 Attempt *(any ten)* of the following:
   a) What is news media?
   b) What do you mean by regional cinema?
   c) What do you mean by Soap operas?
   d) Name the first silent movie of India.
   e) Name the director of Do Bigha Zameen.
   f) What do you mean by popular culture?
   g) Name any two famous entertainment channels.
   h) Name any two popular reality shows.
   i) Who was the main anchor of the Roadies?
   j) What do you mean by film review?
   k) Who was the host of the famous reality show ‘Bigg Boss’?

   **1×10**

**PART-A**

Q.2 Write a short note on ‘mainstream cinema’.  
**6**

Q.3 What do you understand by paparazzi culture?  
**6**

Q.4 Write a short note on ‘urban lifestyle’.  
**6**

Q.5 Discuss the role and qualities of an entertainment journalist.  
**6**

Q.6 Write a short note on ‘increasing trend of daily soap operas’.  
**6**

Q.7 What do you understand by ‘new age cinema’? Discuss.  
**6**

Q.8 Discuss the importance of colorful presentation style of entertainment pages in print.  
**6**

Q.9 Discuss the do’s and don’ts of an entertainment reporter.  
**6**

**PART-B**

Q.10 Write a review of any action movie of 90’s.  
**17½**

Q.11 Discuss in detail the different aspects of reporting about the film industries.  
**17½**

Q.12 Write a detailed note on invasion of privacy by entertainment channels.  
**17½**
End Semester Examination, Dec. 2018
M.A. (English) — First Semester
ENGLISH LITERATURE - FROM CHAUCER TO MARLOWE (MEH-101)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain (any four) of the following passage with reference to the context:
   a) Me mette how that I romed up and doun,
      Withinne our yeerd, looks as I saugh a beest,
      Was lyk an hound, and wolde han maad areest,
      Upon my body, and wolde han had me deed.
   b) That if gold ruste, what shai yren do?
      For if a preest be foul, on whom we truste,
   c) A dungeon horrible, on all sides round,
      As one great furnace flamed; yet from those flames,
      No light; but rather darkness visible,
      Served only to discover sights of woe".
   d) Thy beams, so reverend and strong,
      Why shouldst thou think?
      I could eclipse and cloud them with a wink,
      But that I would not lose her sight so long.
   e) Therewith she [Errour] spewed out of her filthy maw,
      A floud of poyson horrible and blacke,
      Full of great lumpes of flesh and gobbets raw...
      Her voit full of books and papers was,
      With loathly frogs and toades...
   f) Therefore I lie with her and she with me,
      And in our faults by lies we flattered be.

   PART-A

Q.2 Discuss salient features of Chaucer's narrative art with special reference to "Prologue to the Canterbury Tales". 20

Q.3 Appraises critically "Nun's Priests Tale" as an allegory on Christian theme of "Fall and Redemption". 20

Q.4 Examine the Milton's portrayal of Satan. Do you think that the poet has cast him in heroic mould? 20

   PART-B

Q.5 The Neo Platonic conception of love gets a profound portrayal in Donne's love poems presented in his characteristic bold and vehement way. Articulate. 20

Q.6 Develop the plot and sub plots as presented by Marlowe in Edward II. 20

Q.7 Analyze and assess the theme of love as reflected in Shakespeare sonnets with special reference to the sonnets prescribed for you. 20
End Semester Examination, Dec. 2018
M.A. (ENGLISH) – First Semester
SHAKESPEAREAN DRAMA (MEH-102)

Time: 3 Hours                       Max Marks: 100
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short answers on (any four) of the following:
   a) Unhappy that I am, I cannot heave,
      My heart into my mouth. I love your majesty,
      According to my bond; no more nor less.
   b) To be, or not to be: that is the question.
   c) O, wonder!
      How many goodly creatures are there here!
      How beauteous mankind is! O brave new world,
      That has such people in’t!
   d) Lord, what fools these mortals be!
   e) A sad tale’s best for winter: I have one of sprites and goblins.
   f) The course of true love never did run smooth. 20

PART-A

Q.2 Examine hamlet as a study of the theme of indecision. 20
Q.3 Write a critical note on Shakespeare’s treatment of the supernatural in The Tempest. 20
Q.4 Trace the process of Lear’s education in King Lear. 20

PART-B

Q.5 Discuss the various themes presented in A Midsummer Night’s Dream. 20
Q.6 A silvery undertone of sadness makes Twelfth Night perhaps the loveliest of Shakespeare’s high comedies. Comment. 20
Q.7 Consider The Winter’s Tale as a tragic – comedy. 20
PART-A

Q.1 Answer \textit{(any four)} of the following:
   b) Which character is a foil to the character of Emma? What is the purpose of this foil in the whole scheme of the novel?
   c) Describe the dreams of Lockwood. What is the significance of his dreams in the novel \textit{Wuthering Heights}?
   d) In your opinion who brings more destruction to the life of Tess -- Alec or Angel? Analyze critically.
   e) Describe the circumstances of Heathciff’s death.
   f) What is the subtitle of the novel \textit{Tess of the D’Urbervilles}? Do you think the title is justified? \(5 \times 4\)

PART-B

Q.2 What is a picaresque novel? Analyze Joseph \textit{Andrews} as a picaresque novel. \(20\)

Q.3 Critically analyze Thomas Hardy’s \textit{Tess of the D’Urbervilles} as a feminist novel. \(20\)

Q.4 Is the protagonist of Emily Bronte’s \textit{Wuthering Heights} an anti-hero? Discuss in detail. \(20\)

Q.5 Jane Austen once said that Emma is “a heroine whom no-one but myself will much like.” Critically analyze the character of Emma. \(20\)

Q.6 Discuss the theme of marriage in \textit{Middlemarch}. \(20\)

Q.7 Evaluate critically the role of foreshadowing in the novel \textit{A Tale of Two Cities}. \(20\)
End Semester Examination, Dec. 2018
M.A. (English) – First Semester
ENGLISH LANGUAGE AND LINGUISTICS (MEH-104)

Time: 3 Hours                      Max Marks: 100
No. of pages: 1

Note: Attempt any FIVE questions in all. PART-A is compulsory. Attempt any FOUR questions from PART-B. Marks are indicated for each question.

PART-A

Q.1 Write down short description of any two of the following questions with examples:
   a) Phonetic symbols of the consonantal sounds of English language (with two examples for each sound)
   b) Language, dialect, ideialect, register.
   c) Difference between phonetics and phonology and need for phonetic transcription. Provide suitable examples.

PART-B

Q.2 Write down the phonetic symbols of vowels (both Monophthongs and diphthongs) along with examples. (two for each).

Q.3 Give a detailed account of consonantal phonemes of English language in terms of place and manner of articulation. Provide example of each sound.

Q.4 What is morphology? How is inflectional morphology different from derivational morphology? Give a detailed account with examples.

Q.5 Give a detailed account of characteristic features of human language. Provide necessary examples.

Q.6 What do you understand by phrase structure rules and transformational rules? Write down tree diagrams of the following sentences and give phrase structure rules:
   a) The teacher punished the students.
   b) The Principal scolded the teacher.
   c) Students were snoring in the syntax class.

Q.7 Write down the phonetic symbols of the underlined sounds and mention their place and manner of articulation and voicing feature (voiceless or voiced).

This    throw    Phone    Television
Church  Van      Sugar     See
Cat     Lake
**End Semester Examination, Dec. 2018**

**M.A. (ENGLISH) – Second Semester**

**EIGHTEENTH CENTURY LITERATURE (MEH-201)**

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: **Attempt FIVE questions in all;** **Section-A is compulsory.** **Attempt any FOUR questions from Section-B** Marks are indicated against each question.

**SECTION-A**

Q.1 Attempt **(any four)** of the following:
   a) Explain with reference to the context: “You would affect a cruelty which is not in your nature; your true vanity is in the power of pleasing.”
   b) Shadwell alone my perfect image bears.  
      Mature in dullness from his tender years.  
      Shadwell alone, of all my sons, is he  
      Who stands confirm’d in full stupidity.
   c) Thoughtless as monarch oaks, that shade the plain,  
      And, spread in solemn state, supinely reign.  
      Heywood and Shirley were but types of thee,  
      Thou last great prophet of tautology:
   d) How does Wycherley present the character of Margery Pinchwife in *The Country Wife*?
   e) Briefly describe the advice given to Crusoe by his father.
   f) Comment on *A Tale of a Tub* as a religious satire.

Q.2 **SECTION-B**

Q.2 Comment on S.T Coleridge’s view that Crusoe is “the universal representative, the person, for whom every reader could substitute himself”.

Q.3 What according to you is the function of Digression in Swift’s *A Tale of a Tub*?

Q.4 Why it is not adequate to term *The Way of the World* a characteristic humdrum Restoration comedy? Critically examine the salient features of the play.

Q.5 Critically examine the construction plot and subplots in *The Country Wife*.

Q.6 Critically Analyze the Coronation Scene in “Mac Flecknoe” by John Dryden.

Q.7 Alexander Pope says that the purpose of the poem *An Essay on Man* is to “vindicate the ways of God to Man”. What is Pope’s central argument of the poem? Analyze, in detail.
End Semester Examination, Dec. 2018  
M.A. (ENGLISH) – Second Semester  
ENGLISH POETRY FROM BLAKE TO BYRON (MEH-202)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Section-A is compulsory.** Attempt any **FOUR** questions from **Section-B** Marks are indicated against each question.

**SECTION-A**

Q.1 Attempt **any four** short questions:

a) Is it appropriate to term Romantic poetry a ‘mere mix of beauty and strangeness’?

b) How is Romantic poetry more than just being “spontaneous overflow of powerful feelings”?

c) “...a huge peak, black and huge,  
As if with voluntary power instinct  
Upreared its head. I struck and struck again,  
And growing still in stature the grim shape  
Towered up between me and the stars, and still,”

What incident of Wordsworth’s life is being described in these lines? What type of interaction between man and Nature do these suggest?

d) Was it a vision, or a waking dream?  
Fled is that music:—Do I wake or sleep?

What question is being asked in the above quoted lines? What answer do they imply? Comment on the major theme of Keats in the poem under consideration.

e) I bring fresh showers for the thirsting flowers,  
From the seas and the streams;  
I bear light shade for the leaves when laid  
In their noonday dreams.

What tone do the above quoted lines from the opening lines of Shelley’s *The Cloud* set? Bring out the major thematic concern of the poet in the poem.

f) And now am I come, with this lost love of mine,  
To lead but one measure, drink one cup of wine.  
There are maidens in Scotland more lovely by far,  
That would gladly be bride to the young Lochinvar.”

Explain the above quoted lines with reference to the context.  

**SECTION-B**

Q.2 Explore the theme of love of nature leading to love of man as depicted in *The Prelude.*  

Q.3 Examine Coleridge as "a poet of imagination", with special reference to *Kubla Khan* and *Christabel.*  

Q.4 Keats believed that ‘poetry should surprise by a fine excess’. What elements of “surprise” and "fine excess" do we find in the prescribed Odes of Keats? Discuss and illustrate.

Q.5 Do you rate Shelley to be just “a beautiful and ineffective angel”? Justify your answer bringing in salient feature of Shelley as a poet.
Q.6 Comment on the various themes and styles employed by Sir Walter Scott in his poetry. Refer to the poems prescribed for you.

Q.7 Bring out the major thematic concerns of Byron’s poems prescribed for you. In what way idealism and realism get mingled in Byron’s poetry?
CRITICAL THEORY: PLATO TO ARNOLD (MEH-203)

Q.1 Attempt (any four) short questions:
   a) What are Sidney's views on the decline of contemporary English Poetry?
   b) Discuss Dryden importance as a critic.
   c) How does Dr Johnson defend Shakespeare’s violation of ‘three unities’?
   d) What, according to Mathew Arnold, is the “highest function of man”?
   e) Write a short note on Catharsis.
   f) Why does Plato say that poetry is “twice removed from reality”? Critically analyze his statement.  \[ 5 \times 4 \]

Q.2 Critically examine Sidney’s defence of the Puritan objections of poetry. \[ 20 \]

Q.3 Discuss John Dryden’s Essay on Dramatic Poesy. \[ 20 \]

Q.4 Discuss the merits and demerits of Shakespeare as given in Dr Johnson’s Preface to Shakespeare. Do you take Dr Johnson to be a biased critic of Shakespeare? \[ 20 \]

Q.5 Bring out the salient features of Mathew Arnold as a critic with special reference to “Function of criticism at the present time”. \[ 20 \]

Q.6 Discuss the concept of the ideal tragic hero according to Aristotle. \[ 20 \]

Q.7 On what ground did Plato attack poetry? What was Aristotle’s defense of it? \[ 20 \]
End Semester Examination, Dec. 2018
M.A. (English) — Third Semester
LITERATURE – VICTORIAN AGE (MEH-301)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain (any four) of the following passage with reference to the context:

a) Grow old along with me!
The best is yet to be,
The last of life, for which the first was made:
Our times are in His hand
Who saith "A whole I planned,
Youth shows but half; trust God: see all, nor be afraid!"

b) Then star nor sun shall waken,
Nor any change of light:
Nor sound of waters shaken,
Nor any sound or sight:
Nor wintry leaves nor vernal;
Nor days nor things diurnal;
Only the sleep eternal
In an eternal night."

c) His breast heaved, his lips foam'd, and twice his voice
Was choked with rage; at last these words broke way:-
"Girl! nimble with thy feet, not with thy hands!
Curl'd minion, dancer, coiner of sweet words!
Fight, let me hear thy hateful voice no more!...

d) Comment on the melodramatic scene of Little Father Time's killing three young children of Jude and Sue and then committing suicide in Jude the Obscure.

e) Is "Through the Looking Glass" really an example of non-sense literature?
How is Alice's perception of the world changed when confronted with the world and characters of nonsense?

f) How did Dr. Kemp's plan to get the Invisible Man arrested fail? Describe. 5×4

PART-A

Q.2 a) Trace the evolution of thought in Alfred Tennyson's "The Lotos Eaters". 10
b) Evaluate Mathew Arnold as a characteristic Victorian poet. 10

Q.3 Write a brief essay on Browning's treatment of dramatic monologue with special reference to the poems you have read. 20

Q.4 The main interest in Swinburne's poetry lies in the sensuous texture-the verbal and rhythmic incantation that is almost seductive. Examine and illustrate. 20

PART-B

Q.5 Is it appropriate to call Jude the Obscure as tragedy of "Unfulfilled Aims"? Justify. 20

Q.6 The Pickwick Papers began as burlesque, but soon developed into a substantial kind of picaresque comedy. Elucidate. 20
Q. 7  

a) Define "Bildungsroman". Analyze "Through the Looking Glass" as an example of bildungsroman.  
b) Discuss in detail the themes of the novel "The Invisible Man" by H.G. Wells.
Q.1 Write short answers on (any four) of the following:
   a) “All animals are equal, but some animals are more equal than others.” What is the
      significance of this statement in the thematic design of the novel Animal Farm?
   b) Summarize the debate between the priest and the lieutenant.
   c) In the novel The Portrait of an Artist as a Young man, why does Stephen turn down
      the offer to become a Jesuit? Discuss.
   d) “In To the Lighthouse Virginia Woolf expresses two kinds of truth in the form of the
      characters of Mrs. Ramsay and Mr. Ramsay.” Analyze briefly the given statement.
   e) Describe in brief how Aziz and Mrs. Moore became friends?
   f) Why does Siddhartha choose to reject the Buddhist way and continue on his
      journey?

PART-A

Q.2 Bring out the elements of allegory and satire in Animal Farm. 20

Q.3 What does the novel Power and Glory tell about the nature of faith and the role of
   mercy and of sin? Probe the novel catholic ideas presented in the novel. 20

Q.4 Analyze the novel The Portrait of an Artist as a Young Man as a modernist
   bildungsroman. 20

Q.5 Virginia Woolf once claimed that through her novels, she wanted to show how “an
   ordinary mind on an ordinary day’ receives and organizes ‘myriad impressions” Give a
detailed analysis of the novel To the lighthouse from thematic and stylistic perspective
   to support Woolf’s claim. 20

PART-B

Q.6 Is a passage to India a satire on Anglo-Indian life? Justify your answer with relevant
   instances from the text. 20

Q.7 Lawrence in The Rainbow has tried to study the tensions and potentialities of married
   life. Comment. 20

Q.8 Bring out the theme of the search for spiritual enlightenment in Siddhartha. 20

Q.9 In Chrome Yellow, the novelist Huxley satirizes the fads and fashions of the time.
   Critically comment. 20
Time: 3 hrs.  
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any FOUR questions from out of six. Marks are indicated against each question.

Q.1 Explain (any four) of the following passage with reference to the context:
   a) I have walked and prayed for this young child an hour
      And heard the sea-wind scream upon the tower,
      And under the arches of the bridge, and scream
      In the elms above the flooded stream;
   b) A sudden blow: the great wings beating still
      Above the staggering girl, her thighs caressed
      By the dark webs, her nape caught in his bill,
      He holds her helpless breast upon his breast.
   c) The apes yawn and adore their fleas in the sun.
      The parrots shriek as if they were on fire, or strut
      Like cheap tarts to attract the stroller with the nut.
      Fatigued with indolence, tiger and lion
   d) He was found by the Bureau of Statistics to be
      One against whom there was no official complaint,
      And all the reports on his conduct agree
      That, in the modern sense of an old-fashioned word, he was a saint,
   e) When I was a child, I thought,
      Casually, that solitude
      Never needed to be sought,
      Something everybody had,
      Like nakedness, it lay at hand,
      Not specially right or specially wrong,
      A plentiful and obvious thing
      Not at all hard to understand.
   f) But if you stare aghast perhaps
      At certain muddied khaki scraps
      Or trophy-fragments of field grey,
      Clotted and torn, a grim display
      That never decked white sheets before,
      Blame my dazed head, blame bloody war.  
   5×4

Q.2 Critically analyze the poem “A Prayer for my Daughter” by W. B. Yeats.  
20

Q.3 How does T. S. Eliot describe the physical “Waste Land” in this poem “The Waste Land”? What are some of its main features, and how are they connected to the symbolic wasteland that Western culture has become for Eliot?  
20

Q.4 Discuss “The Unknown Citizen” by W. H. Auden as a satire on modern society and analyze the various themes and style of the poem.  
20
Q.5 Analyze the poetic art of D.H. Lawrence with examples from the poems you have read.  

Q.6 Critically analyze the animal imagery used by Ted Hughes in his poetry.  

Q.7 Analyze Philip Larkin's poetic art with examples from his poems.  

Q.8 What is war poetry? Discuss in detail Robert Graves a war poet.  

Q.9 Critically analyze the theme, structure and imagery of the poem “I said to Love” by Thomas Hardy.
End Semester Examination, Dec. 2018  
M.A. (English) — Third Semester  
MODERN CRITICAL THEORY (MEH-304)  

Time: 3 hrs.  Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.  

Q.1 Answer (any four) of the following:  
a) “The progress of an artist is a continual self-sacrifice, a continual extinction of personality”. What does Eliot mean by this statement?  
b) In what way Richards defines poetry in ‘Definition of a Poem’?  
c) What does Kermode establish in ‘The Artist in Isolation’?  
d) “…Or technique is thought of in blunter terms… as the arrangement of events to create plot; or, within the plot, of suspense and climax; or as the means of revealing character motivation, relationship, and development or the use of point of view”. Explain these lines in context of David Lodge’s “Point of View”.  
e) According to William Empson, what is the first type of ambiguity? Discuss  
g) What is the difference between scientific language and the language of poetry according to Cleanth Brooke in his essay ”The Language of Paradox”? Explain.  
h) Who are the three types of trained performers according to John Crowe Ransom who would appear to have competence that the critic needs? Explain  

PART-A  

Q.2 What, according to Eliot is the function of criticism? Evaluate Eliot as a literary critic focusing on his contribution on nature, scope and limitation of criticism.  

Q.3 a) Assess I. A. Richards as a literary critic on the basis of prescribed essays for you.  
b) Kermode redefines the notion of the Romantic tradition, especially in relation to English poetry and criticism. Justify the statement.  

Q.4 “A fictional story is unlikely to engage our interest unless we know whose story it is”. In light of this statement, critically examine David Lodge’s Point of View and establish its importance.  

PART-B  

Q.5 In “Seven Types of Ambiguity”, Empson wrote, “I propose to use the word in an extended sense, and shall think relevant to my subject any verbal nuance, however slight, which gives room for alternative reactions to the same piece of language”. Analyze the seven types of ambiguities proposed by Empson.  


Q.7 a) ”The language of poetry is the language of paradox” elucidate in detail with reference to Cleanth Brooks’ essay “The Language of Paradox”.  
b) Explain the views of John Crowe Ransom in his essay “Criticism Inc”.
End Semester Examination, Dec. 2018
M.A. (English) — Second Semester
AMERICAN LITERATURE (MEH-E-201)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: The question paper has TWO sections A and B. Section-A is compulsory. Attempt any FOUR questions from Section-B. Marks are indicated against each question.

SECTION-A

Q.1 Answer (any four) of the following questions:
   a) What role does Madame Merle play in the novel “The Portrait of a Lady”?
   b) What is the theme or central idea of the novel “The Portrait of a Lady”?
   c) Write a brief note on how Frost deals with the themes in his poems.
   d) Write a short note on Linda Loman.
   e) What role the two ladies Madeleine and Ramona play in life of Moses Herzog?
   f) What is the significance of Herzog's writing letters to dead persons, both from public life and from his personal life? 5×4

SECTION-B

Q.2 Do you think “The Portrait of a Lady” by Henry James is a feminist novel? Analyze the novel and justify your answer with examples.
   OR
   Justify the title of the novel “The Portrait of a Lady”. 20

Q.3 Trace the development of Moses Herzog from the state of insanity and disarray to that of stability and equilibrium in the novel Herzog.
   OR
   The novel Herzog well presents the alienation and frustration of modern man living in the hostile environment. Discuss in detail. 20

Q.4 Daniel E. Schneider in “Play of Dreams”, states that the play is really about a man and his sons. Do you agree that the primary theme of “Death of a Salesman” is the conflict between father and son and between first-born and second-born sons? Support your opinion.
   OR
   “He had all the wrong dreams. All, all wrong”, discuss in relation to Willy in “Death of a Salesman”. 20

Q.5 Critically comment on the natural imagery employed by Frost in his poem. Justify your answer by referring to the poems prescribed in your syllabus.
   OR
   Analyse the poetic art of Robert Frost with examples from poems you have read. 20
SECTION-A

Q.1 Explain (any four) of the following lines with reference to the context:
   a) Tell me no more of thy love, papeeha,
      Wouldst thou recall to my heart, papeeha,
      Dreams of delight that are gone,
      When swift to my side came the feet of my lover,
      With stars of the dusk and the dawn?

   b) Dear eyes, good-night,
      In golden light,
      The stars around you gleam;
      On you I press,
      With soft caress,
      A little lovely dream.

   c) He was there for a day,
      When they had the floods.
      People everywhere talked,
      of the inches rising.

   d) O Love! were you a shield against the,
      arrows of my foemen,
      An amulet of jade against the perils of the way,
      How should the drum-beats of the dawn,
      divide me from your bosom,
      Or the union of the midnight be ended with the day?

   e) Write a short note on Gandhi’s views on ‘Untouchability’ in the novel Untouchable.

   f) Who is Iqbal? What role does he play in the novel Train to Pakistan? 5×4

SECTION-B

Q.2 Critically draw the evil of untouchability and colonial experience from the novel of Mulk Raj Anand’s Untouchable. 20

Q.3 ‘The financial expert is the story of the rise and fall of Margayya’. Discuss. 20

Q.4 Comment on the theme of belongingness and identity in The Inheritance of Loss. 20

Q.5 Discuss the ways in which social structures are subverted in the novel The God of Small Things. 20

Q.6 Examine Chitra Banerjee Divakaruni’s Palace of Illusions from a feminist perspective. 20

Q.7 Comment on the novel Train to Pakistan as a partition novel. 20
Q.8 “Sarojini Naidu is a poet of passion”. Elaborate.  

Q.9 Examine A.K Ramanujan’s thematic concerns in the poems studied by you.
End Semester Examination, Dec. 2018
M.A. (ENGLISH) – Fourth Semester
WORLD LITERATURE (MEH-E-403)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Section-A is compulsory. Attempt any FOUR questions from Section-B Marks are indicated against each question.

SECTION-A

Q.1 Attempt (any one) of the following question:
   a) How do the historical contexts and cultural influences of Ancient Greece impact the literature of the time? 20
   b) How does studying “World Literature” help us to better understand “The World”? 20

SECTION-B

Q.2 Analyze the plot in Virgil’s Aeneid. 20
Q.3 Describe the writing style Homer employs in The Odysseus. 20
Q.4 How does Dante’s The Inferno elucidates on the theme of divine justice? 20
Q.5 Compare the treatment of women by men in “Train”, “Amundsen”, “Haven”, and “Corrie”. Why do these women allow themselves to be lied to or taken advantage of? What is the dynamic that permits an uneven power relationship? 20
Q.6 How far and in what ways does Walcott’s poetry deal with the complexities of his heritage? In your answer you should refer in detail to two or three poems. 20
Q.7 Present Raja Rao’s Serpent and the Rope as a metaphysical novel. 20
Q.8 Examples of women overcoming male supremacy and achieving power can be found in Yasunari Kawabata’s Thousand Cranes which includes strong women in a male dominated society. Justify this statement with relevant examples from the text. 20
Q.9 Evaluate themes in Goethe’s Faust. 20
End Semester Examination, Dec. 2018
B.A. (Journalism and Mass Communication) – Fourth Semester
BUSINESS ENGLISH COMMUNICATION (MOOC-UGE-045)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt any FIVE questions in all. Part-A is compulsory. Attempt any FOUR questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Attempt (any five) of the following:
State whether the following statements are TRUE or FALSE:

a) 'Noise' in communication means a form of interference in the course of communication.
b) Component of an effective business message is clarity.
c) A form of informal communication is usually based on rumors is called upward communication.
d) A communication Message gets filtered by audience.
e) The purpose of writing resume is to get a Job,
f) Having a good communication skill is being a good listener.
g) Is sender is a component of a communication process.

2x5

**PART-B**

Q.2 Write short notes on the following:

a) Bio-data
b) Circular

5x2

Q.3 What do you mean by agenda? Explain with reference to an Annual General Meeting of a company.

10

Q.4 Write a rejection letter while rejecting a job applicant.

10

Q.5 A good entrepreneur is a person who communicates with his employees. Do you agree with the statement give reasons?

10

Q.6 To be successful in your career you need good communication skills. Explain with examples.

10
Q.1 Answer the following questions:
   a) Define “research”. 1
   b) Who gave agenda setting theory? 1
   c) What do you understand by interpersonal communication? 2
   d) Define “hypothesis”. 1
   e) What do you understand by primary and secondary data? 2
   f) Write a brief note on ‘effective communication’. 3

PART-A

Q.2 Critically analyze uses and gratification theory of communication with examples. 10

Q.3 Explain the types of sampling in detail. 10

Q.4 Discuss the various research methods in detail. 10

PART-B

Q.5 Explain Shannon and Weaver model of communication in detail. 10

Q.6 Critically analyze agenda setting theory of communication in detail. 10

Q.7 Write a detailed note on ‘literature review’. 10
End Semester Examination, Dec. 2018  
P.G. (DAPR) — First Semester  
FUNDAMENTALS OF MARKETING (PG-DAPR-102)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:  
a) What do you mean by 7 P’s of marketing?  
b) Throw light on the various types of markets.  
c) What do you mean by value proposition and USP?  
d) What are the steps involves in choosing advertising medium for any product?  
e) What do you mean by social media marketing? Give suitable examples?  

PART-A  

Q.2 Do SWOT and PESTLE analysis of BISLERI. Write down a marketing strategy for it.  

Q.3 What do you mean by market segmentation? What are requirement for an effective segmentation? Segment markets for any consumer good.  

Q.4 What do you mean by digital marketing? Explain various tools and tactics involved in digital marketing.  

PART-B  

Q.5 What do you mean by consumer behavior? How human psychology and advertising play an important role in influencing consumer behavior?  

Q.6 Throw light on the various steps involves in integrated marketing communication.  

Q.7 Elucidate the need of research in marketing. Develop a research plan for any product of your own choice.
Q.1 a) **Answer the following question:**
   i) What is target audience?
   ii) What is the full form of ASCI?
   iii) What is covert advertising?
   iv) Name the agency that created the "What an Idea Sir ji" ad and for which company?
   v) The famous pug ad and zoo zoos were created by which famous ad agency?
   vi) Name the personality behind the creation of the Amul girl?
   vii) "Daag achche hai" is the brain child of which advertising agency and for which company? 1×7

b) **Fill in the blanks:**
   i) __________ is the number of different people (unduplicated) who are exposed to an advertising message at least once over the course of the campaign. The number is expressed as a percentage of the target audience.
   ii) The idea of advertising heavily for a short period of time to build awareness that carries over to the next advertising period is called __________.
   iii) Advertising is defined as a "__________ mass media attempt to persuade." 1×3

**PART-A**

Q.2 Explain the structure, role and function of various departments of an advertising agency. 10

Q.3 What is an emotional appeal used in advertising. Explain with relevant examples. 10

Q.4 Deconstruct the Ad campaign "Lifebuoy se haath dhoya kya"? 10

Q.5 Create a print ad of a luxury good/product mentioning the objectives, target audience and the media to be used and the reasons behind. 10

**PART-B**

Q.6 Like any other profession, the profession of advertising also has a code of ethics which provides practical guidelines to practitioners. Given the context explain the role of ASCI. 10

Q.7 Company XYZ is launching a new car in the sedan segment. Devise a 360 degree advertising campaign citing objectives, target audience, the big idea, budget and the channels of communication to be used. 10

Q.8 From being portrayed as a mere house wife to a one sitting in the board room, Indian advertising has come a long way. Do you agree? 10
Q.9 Define “Intellectual Property Rights (IPR)”. How is IPR relevant in advertising? Substantiate your answer with relevant examples.
Q.1 Answer *(any ten)* of the following questions:
   a) Define “Brand”.
   b) How does a brand evolve?
   c) Give two characteristics of a brand.
   d) Define “Brand potential”.
   e) Identify and define two brand elements.
   f) Explain “Brand personality”.
   g) Define “Brand association”.
   h) Define “Brand extension”.
   i) Define “Dissonance”.
   j) What is brand spectrum?
   k) What is brand image?
   l) Identify two pitfalls of brand extensions.
   m) Identify two advantages of brand extensions.
   n) Define “Perceptual mapping”.
   o) Define “Competitive advantage”.

**PART-A**

Q.2 Explain issues that influence the brand potential.  

Q.3 Identify appropriate brand strategies of a brand of your choice.  

Q.4 Every brand commoditize in value over time. Discuss in detail.  

Q.5 Analyze how would you leverage secondary brand associations to build brand equity.  

**PART-B**

Q.5 Evaluate the importance of IMC on Godrej products.  

Q.6 Enumerate “Digital brand building through the FLIRT Model” give examples.  

Q.7 Explain Zaltman Metaphor Elicitation Technique (ZMET) and for what is it used. Give examples.  

Q.8 When and why do you track corporate image of a company?
Q.1 Define (any ten) of the following terms:
   a) Propaganda.
   b) Public opinion.
   c) Corporate identity.
   d) PR consultancy.
   e) Symmetric communication.
   f) Press kit.
   g) Lobbying.
   h) PRSI.
   i) Backgrounder.
   j) Blog writing.
   k) Reactive PR.
   l) Corporate film.  

   **PART-A**

Q.2 “Managing uncertainty is essential for PR”. Explain the ‘crisis communication plan’ with an appropriate example.  

Q.3 What is CSR? Discuss the need for social responsibility of organizations towards different interest groups in detail.  

Q.4 Aristotle argued that the elements of persuasive speech are ethos, pathos and logos. Are these concepts still relevant? Think of real world examples to illustrate your points.  

**PART-B**

Q.5 Journalists and public relation practitioners have symbiotic relationship and professional rivalry. Who has more power in this relationship, the journalist or the PR practitioner?  

Q.6 In 1997, Tata Tea was under strong pressure as it was charged with funding Assam’s banned terrorist outfit, ULFA, and paying the bills for militants. Devise PR campaign for Tata Tea and also identify some of the major tools of media relations.  

Q.7 Define “Ethics”. Describe the IPRA Code of professional conduct.
End Semester Examination, Dec. 2018
M. Tech. – First Semester
DISASTER MANAGEMENT (AC-M-102)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) Give examples of natural disasters.
    b) What is mean by ecosystem?
    c) Explain about nuclear hazards.
    d) Define epidemic disasters.
    e) Write the various types of volcano.
    f) Define disaster management.
    g) State the concept of risk in disaster management.
    h) Define the term rehabilitation.
    i) What is the emergency state in disaster management?
    j) Discuss the different stages and relief process. 2×10

PART-A

Q.2 Write down the difference between hazard and disaster explain with some natural and manmade disasters. 20

Q.3 Discuss in detail about the following:
   a) Destruction of ecosystem due to hazards.
   b) Impact of disasters in economic. 10×2

Q.4 Describe in detail about which are the areas prone to cyclonic and coastal hazards in India. 20

PART-B

Q.5 Write down the applications of remote sensing technology in disaster management. 20

Q.6 Give the details of the following process:
   a) Techniques of risk assessment.
   b) People’s participation in risk assessment. 10×2

Q.7 Explain in detail about the disaster mitigation process. 20
Q.1  
   a) Give examples of natural disasters.  
   b) What is mean by ecosystem?  
   c) Explain about nuclear hazards.  
   d) Define epidemic disasters.  
   e) Write the various types of volcano.  
   f) Define disaster management.  
   g) State the concept of risk in disaster management.  
   h) Define the term rehabilitation.  
   i) What is the emergency state in disaster management?  
   j) Discuss the different stages and relief process.  

   **PART-A**

Q.2  
   Write down the difference between hazard and disaster explain with some natural and manmade disasters.  

Q.3  
   Discuss in detail about the following:  
   a) Destruction of ecosystem due to hazards.  
   b) Impact of disasters in economic.  

Q.4  
   Describe in detail about which are the areas prone to cyclonic and coastal hazards in India.  

   **PART-B**

Q.5  
   Write down the applications of remote sensing technology in disaster management.  

Q.6  
   Give the details of the following process:  
   a) Techniques of risk assessment.  
   b) People’s participation in risk assessment.  

Q.7  
   Explain in detail about the disaster mitigation process.
Q.1 Write short notes on (any two) of the following:
   a) Benefits of Bhramari Pranayam.
   b) What are 8 limbs of Yoga.
   c) Define Pranayam with an example.
   d) What are four important sources of energy? 2x5

**PART-A**

Q.2 What do you understand by Yam? What are different types of Yam? Explain in detail. 10

Q.3 What is third limb of Ashtanga yoga called? What is Surya Namaskar or Sun Salutations? 10

Q.4 What is Vajrasana? What are benefits of this asana? 10

**PART-B**

Q.5 What do you understand by Niyamas’s? Explain various Niyama’s in brief. 10

Q.6 What is Anulom Vilom Pranayam? What are its benefits? 10

Q.7 What do you understand by the term YOG? How is it beneficial for all round excellence? 10
Q.1 Write short notes on (any two) of the following:
   a) Benefits of Bhramari Pranayam.
   b) What are 8 limbs of Yoga.
   c) Define Pranayam with an example.
   d) What are four important sources of energy?

PART-A
Q.2 What do you understand by Yam? What are different types of Yam? Explain in detail.
Q.3 What is third limb of Ashtanga yoga called? What is Surya Namaskar or Sun Salutations?
Q.4 What is Vajrasana? What are benefits of this asana?

PART-B
Q.5 What do you understand by Niyamas’s? Explain various Niyama’s in brief.
Q.6 What is Anulom Vilom Pranayam? What are its benefits?
Q.7 What do you understand by the term YOG? How is it beneficial for all round excellence?
End Semester Examination, Dec 2018
B.Sc. (Hotel and Hospitality Administration) – First Semester
FOOD AND BEVERAGE PRODUCTION THEORY - I (BHHA-2-111)

Time: 3 hrs                    Max Marks: 100
No. of pages: 1

Note: Attempt NINETH questions in all; Q.1 is compulsory. Attempt any SIX questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1  a) Give the English term for the following:
   i) Poulet
   ii) Champignon
   iii) Oeuf
   iv) Estouffade.

   b) Define the terms:
      i) Espagnole.
      ii) Julienne.

   c) List the ingredients with quality to make 01 ltr béchamel sauce.

   d) What is a thickening agent? Give four examples.

   e) Differentiate between bisque and chowder.

   f) What is a consommé? Describe.

   g) Differentiate between blanching and boiling.

   h) Define pot roasting.

   i) Name four each of stems and tubers as vegetables.

   j) Write two derivatives of each:
      i) Hollandaise.
      ii) Mayonnaise

   \[2\times10\] PART-A

Q.2  Give the classification of cooking methods, with the help of diagram.

Q.3  Write a short note on cooking of sugar, explaining the different stages of sugar cooking.

Q.4  Give the classification of the soups with one example for each category.

Q.5  List down the different attributes and personal qualities of a good chef.

Q.6  Draw structure of an egg and list its different constituents. Describe role of egg in cookery.

Q.7  What is stock? Classify different types of stocks with their use.

Q.8  List down the duties and responsibilities of the Executive chef.

Q.9  Define Shortening. Explain the different roles of shortening in food.

\[PART-B\]

Q.10 Discuss the importance of personal for a chef. Describing the terms:
     i) PPE and Uniform
     ii) Contamination
     iii) Food Safety.
     iv) Danger Zone.
     Discuss their role in food business.

Q.10 Discuss the main points for cooperation between the food production departments with other functional departments in a hotel.
Q.11 Discussing the different aspects of cooking the food, explain the aims and objectives of cooking. List few DO's and Don'ts of cooking.
Food and Beverage Service Theory-I (BHHA-2-112)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt NINE questions in all; PART-A is compulsory. Attempt any EIGHT questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1  a) Translate the following terms in French:
    i) Napkin.  ii) Waiter.
    iii) Soup.  iv) Tumbler.
    v) Coffee cup.  vi) Spoon.
    ix) Knife.  x) Plate.
    1×10

b) Write short notes on the following:
   i) Pantry.
   ii) Food pick-up area.
   iii) QSR.
   iv) Banquet.
   v) Dispense bar.
   2×5

**PART-B**

Q.2  Differentiate between (any two) of the following:
   a) Coffee shop and Specialty restaurant.
   c) Briefing and De-briefing.
   5×2

Q.3  What are the duties and responsibilities of a restaurant manager?  10

Q.4  Draw a neat sketch of dummy waiter and its uses in restaurant.  10

Q.5  Classify non-alcoholic beverages with suitable examples.  10

Q.6  Discuss the origin and manufacturing process of tea.  10

Q.7  a) What are the various types and brands of coffee available?  5
    b) What are fast food outlets? Name three Indian and three international brands.  5

Q.8  Design an 11 course French classical menu by providing two examples of classical dishes from each course.  10

Q.9  What are the different types of catering establishments? Explain airline catering in brief.  10

Q.11  a) Draw the organizational chart of a food and beverage department of a large hotel.  5
      b) Discuss the role of kitchen stewarding and enlist various jobs performed by it.  5
Q.1 Define the key words:
   a) Floatels.
   b) B & B hotels.
   c) Ecotels.
   d) Transient Hotels.
   e) Time Share.

Differentiate between the following:
   f) Adjoining and adjacent room.
   g) Chain hotel and stand alone hotel.
   h) Cabana and lanai room.
   i) FIT and GIT.
   j) Front office and reception.

Q.2 Draw the organization chart of front office department and write the duties and responsibilities of a front desk agent.

Q.3 List the different sections of front office and briefly explain the activities of each section.

Q.4 Define the term hotel and classify it on different basis (the entire classification chart).

Q.5 Define the term ‘Resort’. Give any eight examples of alternative accommodation and explain each briefly.

Q.6 Briefly explain any ten personality traits of front office staff.

Q.7 Differentiate between downtown hotel and sub-urban hotel with suitable explanation and examples.

Q.8 Trace the history of hotel industry. Enlist the name, year of foundation, present company and product line of five Indian hotel chains.

Q.9 Front office department has a great role in establishing the first impression of the hotel in the guests mind. Discuss.

Q.10 Rooms are the most precious and perishable commodity in a hotel. Discuss.
End Semester Examination, Dec. 2018
B.Sc. (Hotel and Hospitality Administration) – First Semester
HOUSEKEEPING (THEORY)-I (BHHA-2-114)

Time: 3 hrs  Max Marks: 100
No. of pages: 2

Note: All sections are mandatory. Part-A is compulsory. Attempt any SIX questions from Part-B and One question from Part-C. Marks are indicated against each question.

PART-A

Q.1 Define the following key terms in one line:
   a) Box sweeper.
   b) Role of valet in Housekeeping.
   c) Foyer.
   d) Twin Room.
   e) Skirting.

Expand the following key terms:
   f) SB.
   g) DND.
   h) WC.
   i) HWC.
   j) EPNS.

Answer the following questions:
   k) Why maid’s trolley should be park in front of the guest room that is being cleaned?
   l) Why brushes should be stored with their bristles positioned upward?
   m) How will you ensure utmost hygiene and work safety in cleaning operation?
   n) Differentiate between florist and horticulturist.
   o) What are the advantages of a vacuum cleaner?

PART-B

Q.2 Differentiate between guest amenities and guest essentials with two examples of each.

Q.3 Discuss some design features that ease cleaning. What cleaning principles one should follow while cleaning a guest room?

Q.4 Discuss what a guest room means to a guest? What is the role of housekeeping department in guest’s satisfaction and repeat business?

Q.5 Write short notes on (any two):
   a) Abrasives.
   b) Detergents.
   c) Floor Sealers.

Q.6 Which are the departments that housekeeping has to co-ordinate in a hotel and why? Explain with suitable examples.

Q.7 Which four attributes are absolutely essential in housekeeping staff? Justify your answer.

Q.8 Draw a neat layout of housekeeping department and explain various functions of the department.

PART-C
Q.9 Enlist five manual and five mechanical cleaning equipments. Explain their usage, care and storage.

Q.10 The success of hotel depends entirely on the co-ordination and co-operation of Front office and House Keeping. Explain the statement. Discuss significance of inter-departmental coordination.
End Semester Examination, Dec. 2018  
B.Sc. (Hotel and Hospitality Administration) – First Semester  
NUTRITION (BHHA-2-116)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **SIX** questions in all; **Part-A is compulsory**. Attempt any **FIVE** questions from **Part-B**. Marks are indicated against each question.

**PART-A**

Q.1 Describe the following in brief:
   a) Colloids.  
   b) Pectin.  
   c) Gelatin.  
   d) BMR  
   e) Pasteurization.  

**Differentiate between:**
   f) Saturated fats and unsaturated fats.  
   g) Mono saccharine carbs and D:saccharide carbs.  
   h) Pasteurization and Homogenization.  
   i) Sucrose and pruchose.  
   j) Macro and micro nutrients.  

2×5

**PART-B**

Q.2 Describe carbohydrates, its types with suitable examples in detail.  6

Q.3 Draw the diagram of food pyramid and explain its importance in detail.  6

Q.4 Write about the importance of BMR in nutrition.  6

Q.5 What are proteins? Why proteins are essential for our body?  6

Q.6 Plan a meal for the age group of teens for a hostel considering the nutritional requirements.  6

Q.7 What are colloids? What are emulsions? How we make emulsions?  6

Q.8 Discuss about the importance of water in human life. Write about food borne diseases.  6

Q.9 What happen with the deficiency of the following?
   a) Protein.  
   b) Vitamin A  
   c) Vitamin B  
   d) Sodium.  
   e) Calcium.  

6

Q.10 Discuss about the importance of minerals in our body. What are their food source?  6
End Semester Examination, Dec 2018  
B.Sc. (Hotel and Hospitality Administration) – First Semester  
TRAVEL AND TOURISM (BHHA-2-117)

Time: 3 hrs                    Max Marks: **100**  
No. of pages: 1

Note: **All sections are mandatory. Part-A is compulsory.** Attempt any **SEVEN** questions from **PART-B** Marks are indicated against each question.

**PART-A**

Q.1 Write short notes on *(any six)* of the following:  
  a) Economic impact of tourism.  
  b) Sustainable tourism.  
  c) Types of tourism.  
  d) Role of travel agencies.  
  e) Culture as a tourism product.  
  f) Destination marketing.  
  g) Business Tourism.  
  h) Role of marketing in tourism.  

**PART-B**

Q.2 What is tourism marketing and why is it essential?  

Q.3 What are the causes of growth in tourism in recent times? Discuss the latest trends with examples.  

Q.4 Explain the different components of tourism.  

Q.5 How the technology changed the tourism industry? Explain with examples.  

Q.6 Explain the different qualities that a professional of hospitality must possess.  

Q.7 Discuss the role of attractions in tourism. Can attractions be created? Explain with examples.  

Q.8 Discuss the role of tourism in Nation building with examples.  

Q.9 Critically discuss the major concerns arising internationally due to growth and expansion of tourism.  

Q.10 What are the important aspects that a tourist would consider before he chooses his destination for leisure? Discuss with examples.
End Semester Examination, Dec 2018
B.Sc. (Hotel and Hospitality Administration) – First Semester
INTRODUCTION TO PSYCHOLOGY (BHHA-2-118)

Time: 3 hrs                    Max Marks: 100
No. of pages: 1

Note: Attempt any EIGHTH questions in all; PART-A is compulsory. SIX questions from PART-B and One question from PART-C. Marks are indicated against each question.

**PART-A**

Q.1  a) What do you mean by the statement "Psychology is the study of human behavior and mental processes"? Why is such a subject relevant in the field of hospitality? 10
    b) How will you ensure emotion regulation at workplace setting? Explain with special reference to hospitality. 10

**PART-B**

Q.2  With the help of the principles of operant conditioning, explain how you will ensure employee productivity? 10

Q.3  With special reference to hospitality settings, how do the various sensations combine to create a pleasant experience for you customer? Explain with relevant example pertaining to each sense organ. 10

Q.4  Explain the steps in the process of problem solving with special emphasis on problem solving in hospitality sector. 10

Q.5  How will the process of inductive and deductive reasoning help in understanding and solving difficult issues in hospitality sector? 10

Q.6  What are the different strategies you will use to ensure heightened motivation at the workplace? 10

Q.7  With special reference to hospitality sector, what personality traits would you looks for while hiring a:
    a) Chef.
    b) Front Desk Manager.
    c) Head Housekeeper. 10

Q.8  What psychological strategies will you use to maximize customer satisfaction? Explain in detail. 10

**PART-C**

Q.9  Suppose, you are working as a front desk manager at a reputed hotel. During late night hours, a big family consisting of 2 adults (mother and father) and their 6 children unexpectedly check in. Out of their 6 children, one child, aged 8, has special needs. The entire family is extremely tired and stressed out and the children are very fussy, irritated and angry. They shall be staying at the hotel for one week. What psychological strategies will you use to ensure that they have a pleasant stay and how will you ensure that the young 8 year old child with special needs in cared for? 20

Q.10 Suppose you are working in a hotel at a tourist place. There are many competitor hotels around you. Every day, there is an influx of many guests in the tourist place, but, your hotel is not able to attract the tourists, due to which, you are running in losses. Explain,
with the help of psychological principles and strategies, how will you secure the attention of the tourists and persuade them to stay at your hotel?
PART-A

Q.1  a) Give the French terms for the following:
   i) Potato.
   ii) White Sauce.
   iii) Egg.
   iv) Cauliflower.

   b) Define the terms:
      i) Espagnole
      ii) Julienne.

   c) List the ingredients with quantity to make 01 ltr béchamel sauce.

   d) Give any four thickening agents and the dish in which they are used.

   e) Differentiate between Puree soup and Cream soup.

   f) What is consommé? Describe.

   g) Differentiate between poaching and simmering.

   h) Explain pot roasting.

   i) Name 3 each of stem and bulbous roots vegetables.

   j) Write two derivatives of each:
      i) Béchamel.
      ii) Mayonnaise.

2x10

PART-B

Q.2 Give the classification of cooking methods, with the help of diagram. 6

Q.3 Explain the aims and objectives of cooking food. 6

Q.4 Give the classification of the soups with one example for each category. 6

Q.5 Draw structure of an egg and list its different constituents. Describe role of egg in cookery. 6

Q.6 List down the different attributes and personal qualities of a good chef. 6

Q.7 Write a short note on ‘sugars and describe the different cooking stages of sugar’. 6

Q.8 Define ‘shortening’. Explain the different roles of shortening in food. 6
End Semester Examination, Dec. 2018
B.Sc. (HHA) - First Semester
FOOD AND BEVERAGE SERVICE THEORY-I (BHHA-112)

Time: 3 Hours                        Max Marks: 50
No. of pages: 1

Note: Attempt **SEVEN** questions in all. **PART-A** is compulsory. Attempt any **FIVE**
questions from **PART-B**. Marks are indicated against each question.

**PART-A**

Q.1 Write down the accompaniments for the following:
   a) Roast mutton.
   b) Minestrone.
   c) Caviar.
   d) Cheese.
   e) Roast chicken.  
   2x5

Q.2 Define the following terms:
   a) Specially restaurant.
   b) Kitchen stewarding.
   c) Room service.
   d) Vending machines.
   d) Coffee shop.  
   2x5

**PART-B**

Q.3 Classify Food and Beverage Service equipment by giving two examples for each. 6

Q.4 Explain the roles and functions of Kitchen Stewarding. 6

Q.5 Why it is important for a Food and Beverage Service personnel to come in proper
grooming. Discuss? 6

Q.6 What are the different types of meals served in a hotel by providing suitable examples
for each? 6

Q.7 What are the different forms of service? Explain briefly. 6

Q.8 Define Menu. What factors you consider while planning a Menu? 6
End Semester Examination, Dec., 2018  
B.Sc.(HHA)-First Semester  
FOOD AND BEVERAGE SERVICE (BHHA-112)  

Time: 3 Hours                        Max Marks: 50  
No. of pages: 1

Note: Attempt **SEVEN** questions in all. **PART-A is compulsory.** Attempt any **FIVE** questions from **PART-B.** Marks are indicated against each question.

**PART-A**

Q.1 **Write down the accompaniments for the following:**
   a) Roast Mutton  
   b) Minestrone  
   c) Caviar  
   d) Cheese  
   e) Roast Chicken  

   2x5

Q.2 **Define the following terms:**
   a) Specially Restaurant  
   b) Kitchen Stewarding  
   c) Room Service  
   d) Vending Machines  
   e) Coffee Shop  

   2x5

**PART-B**

Q.3 Classify Food and Beverage Service equipment by giving two examples for each.  

6

Q.4 Explain the roles and functions of Kitchen Stewarding.  

6

Q.5 Why it is important for a Food & Beverage Service personnel to come in proper grooming. Discuss.  

6

Q.6 What are the different types of meals served in a hotel by providing suitable examples for each.  

6

Q.7 What are the different forms of service? Briefly explain.  

6

Q.8 Define Menu. What factors you consider while planning a Menu?  

6
End Semester Examination, Dec. 2018  
B.Sc. (HHA) - First Semester  
ROOMS DIVISION (THEORY-I) (BHHA-113) 

Time: 3 Hours                                                        Max Marks: 50  
Note: Attempt SEVEN questions in all. SECTION-A is compulsory. Attempt any SIX questions from SECTION-B. Marks are indicated against each question.

SECTION-A

Q.1 Answer (any five) of the following:  
a) List out various departments the Housekeeping co-ordinates with.  
b) Signify the importance of Housekeeping  
c) What are cleaning agents? Which cleaning agent is considered to be the most important cleaning agent?  
d) Name five Manual cleaning equipments.  
e) Name five Mechanical cleaning equipments.  
f) Define the key words:  
   i) Rotels  
   ii) Floatels  
   iii) B&B hotels  
   iv) Ecotels  
   v) Transient hotels  
   vi) Time share.  

Q.2 What are the skills and personal traits of a Housekeeping professional?  

Q.3 Discuss the inter departmental relationship between housekeeping and front of department.  

Q.4 How the Housekeeping does coordinate with the front office?  

Q.5 What are the areas that constitute the layout of a Housekeeping department?  

Q.6 What do you understand by the Term Cleaning Organization?  

Q.7 How are the cleaning agents classified? Explain with examples.  

Q.8 Draw the organization chart of front office department and write the duties and responsibilities of a front desk agent.  

Q.9 Draw the layout of front office department and indicate the location of various sections of front office department.  

Q.10 Define the term bell desk and give step-by-step procedure for handling luggage on guest arrival.  

Q.11 Explain the various functions of concierge (any ten).  

Q.12 Trace the history of hotel industry. Enlist the name, year of foundation, present company and product line of five Indian and five international hotel chains.  

18/6
PART-A

Q.1 Define (any ten) of the following in brief:
   a) Management.
   b) Organization.
   c) Planning.
   d) University of Management.
   e) Purpose of Visio statement.
   f) Policy Framework.
   g) Autocratic leadership.
   h) Productivity.
   i) Innovation.
   j) Feedback.
   k) Horizontal communication.  

   2x10

PART-B

Q.2 Briefly discuss the role of experience is shaping up of an efficient manager.  

Q.3 Who is a Manager? What are various roles of a manager in their day to day business activities?  

Q.4 What are the different levels of Management? Discuss in detail the POLC framework giving suitable examples of activities for each stage of this framework.  

Q.5 Define what is meant by strategy? With help of a relevant example, mention the various stages of strategy planning.  

Q.6 Define what is meant by Risk? What are the various types of risk? What are the various measures to deal with the risk and its associated hazards?  

Q.7 What does Maslow’s hierarchy of needs inform us about the requirements of people? Discuss the complete model in detail.  

6  

6  

6  

6  

6  

6  

6  

6
PART-A

Q.1 Write short notes on the following:
   a) Role of fats in our body.
   b) Food pyramid.
   c) Nutrients.
   d) Roles of carbohydrate.
   e) Pasteurization.

PART-B

Q.2 Describe fats with suitable examples in detail.

Q.3 What are micronutrients? Explain its role in our body in detail.

Q.4 Differentiate between the following:
   a) Homogenization and Pasteurization.
   b) Saturation and Winterization.

Q.5 Write about the effects of cooking on the following:
   a) Carbohydrates.
   b) Proteins.

Q.6 What are micro nutrients? Explain their roles in detail.

Q.7 Draw food pyramid and label it.
End Semester Examination, Dec. 2018
B.Sc. (Hotel and Hospitality Administration) – First Semester
INTRODUCTION TO PSYCHOLOGY (BHHA-121)

Time: 3 hrs                    Max Marks: 50
No. of pages: 1

Note: Attempt Four questions in all; PART-A is compulsory. Attempt any THREE questions from PART-B. Marks are indicated against each question.

PART-A

Q.1 Write short notes on (any five) of the following:
   a) Role of creativity.
   b) Factors affecting problem solving.
   c) Anticipating of guest needs.
   d) Role of personality in hospitality.
   e) Attention and its role in hospitality.
   f) Customer satisfaction.
   g) Motivation at workplace.

PART-B

Q.2 What do you understand by psychology? How can an understanding of psychology help us in the field of hospitality? Explain with examples.

Q.3 What is perception? What are the different factors influencing perception of an individual?

Q.4 Define ‘personality’. What personality traits should a hospitality professional possess?

Q.5 What is creativity? How can creativity help in problem solving? Explain with examples.

Q.6 What is adaptability? How can an organization help its employees to learn this skill?
End Semester Examination, Dec. 2018
B.Sc. (Hospitality & Hotel Administration) – Second Semester
FOOD AND BEVERAGE PRODUCTION-II (BHHA-211)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Attempt the following:
   a) What is offal? Name few.
   b) What is thickening agent? Name 2 thickening agents with the dishes where they are used.
   c) What is homogenization?
   d) Describe the different types of creams.
   e) What is green Meat?
   f) Give example of three types of leavening and the dishes in which they are used.
   g) What is emulsification? Give example.
   h) Describe the external conditions required for good fermentation with yeast.
   i) Write the French terms for, 1) chicken, 2) cauliflower, 3) Potato, 4) Lemon.
   j) Explain choux paste.

PART-B

Q.2 What are the steps in bread making? Explain in detail.
Q.3 Describe their role in bakery. A) Flour B) Sugar C) Yeast D) Salt.
Q.4 Explain the steps in slaughtering of an animal.
Q.5 Drawing a diagram of wheat explain different parts of wheat.
Q.6 Describe different pastries and name few products, made from each of the pastry.
Q.7 Give the classification of fish and list the cuts of fish.
Q.8 Explain the steps in making of cheese, with the help of a flow chart.
End Semester Examination, Dec. 2018
B.Sc. (Hospitality & Hotel Administration) – Second Semester
FOOD AND BEVERAGE SERVICE (THEORY II) (BHHA-212)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Define the following terms:
   a) Ale.
   b) Lager.
   c) Cheese.
   d) Maturation.
   e) Single malt.
   f) Cocktail.
   g) Digestif.
   h) Cognac.
   i) Angel's share.
   j) Distillation.

**PART-B**

Q.2 Differentiate between pot still and continuous still distillation methods. 6
Q.3 Explain the production of brandy with the help of a flow-chart. Give any four brands of Cognac. 6
Q.4 Write down the recipe of one Vodka and Gin based classic cocktail with their glassware and garnish. 6
Q.5 Define ‘cigars’. Classify cigars according to size, shape and structure. 6
Q.6 Define ‘liqueurs’. List any five liqueurs with their flavorings and spirit base. 6
Q.7 What is bitter? Explain any three bitters which can be served as aperitifs. 6
End Semester Examination, Dec. 2018
B. Sc. (Hospitality and Hotel Administration) - Second Semester
ROOMS DIVISION THEORY-II (BHHA-213)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt SEVEN questions in all; PART-A is compulsory. Attempt any SIX questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Attempt any five:
Define the following terms:

a) Stay over.
b) Floor limit.
c) Cutoff date.
d) Walk in guest.
e) Rooming the guest.
f) G.I.T.  2×5

Describe any five of the following key terms:

g) Threshold levels of pest.
h) Log Book.
i) Role of Valet.
j) Layout of the Laundry.
k) Water conservation.
l) Grandmaster key.
m) Vermicomposting.  2×5

PART-B

Q.2 Define ‘guest history’. How does it help in generating repeat business? Draw the format of guest history card.  5

Q.3 What is guest complaint? What steps are to be followed in order to resolve the complaint?  5

Q.4 Discuss the importance of briefing before the start of a shift. What points are discussed in a shift briefing at the front office department?  5

Q.5 Front office and housekeeping departments of the hotel have greatly interconnected roles. Discuss with suitable examples.  5

Q.6 Why is control desk crucial to the housekeeping department? Discuss the documentation maintained by the housekeeping control desk.  5

Q.7 Discuss integrated pest management.  5

Q.8 Discuss stain removal under the following heads: a) Classification of Stain b) Identification of stain.  5

Q.9 What is energy conservation? Discuss methods that may be adopted by eco-sensitive hotels for energy conservation.  5
End Semester Examination, Dec. 2018  
B. Sc. (Hospitality and Hotel Administration) — Second Semester  
VALUE, ETHICS, CSR (BHHA-214)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Write short notes on *(any ten)* of the following:
   a) Integrity as a value.
   b) CSR.
   c) Gender discrimination.
   d) Whistleblower.
   e) Role of employees in business ethics.
   f) Ethical conflicts.
   g) Responsibility of business towards community.
   h) Stakeholders.
   i) What are values and how they affect human conduct?
   j) Marketing and ethics.
   k) Cybercrimes.
   m) Consumer protection.  

10×2

**PART-B**

Q.2 Discuss the role and responsibilities of business towards its society?  
6

Q.3 Why is the communication of CSR initiatives to stakeholders important?  
6

Q.4 Discuss the CSR initiatives of any two organizations in India?  
6

Q.5 Explain the concept of “Equal opportunity” in today’s work scenario. You may explain with examples?  
6

Q.6 In terms of values and ethics what are the responsibilities of an employee towards his organization?  
6

Q.7 Explain ethics in global marketing and advertising with suitable examples.  
6

Q.8 What responsibilities does an organization have towards safety of women at workplace?  
6
End Semester Examination, Dec. 2018  
B. Sc. (Hospitality and Hotel Administration) — Second Semester  
HOSPITALITY LAW (BHHA-215)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FOUR questions in all; PART-A is compulsory. Attempt any THREE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Write short notes on the following:  
   a) BIS and ISO comparison.  
   b) Classification of contracts.  

**PART-B**

Q.2 Define “Food” and “Unsafe food” according to food safety and standards act. 2006. Write down salient features of food safety and standards act (FSSA), 2006.  

Q.3 What is AGMARK? Differentiate between AGMARK and FSSAI.  


Q.5 Write down powers of central government under environment protection Act, 1986.
PART-A

Q.1 Answer the following questions:
   a) Give any four classifications of events.
   b) Write the full form of M.I.C.E. segment of events.
   c) What is meant by “Contracting”?
   d) Define “Event Design Feasibility”.
   e) Define “Commercial Events”.
   f) What are the four major components of a pre-event checklist?
   g) What are the four major qualities required in an event co-coordinator?
   h) Name four most commonly used equipments in an event.
   i) What is meant by “Logistics”?
   j) Define “Celebrity Management”.  

PART-B

Q.2 What are the different requirements of an event client? As an event manager what would you do to understand your client’s needs?  

Q.3 Who is an event planner? Define the role of event planner from conceptualizing the event till its successful execution.  

Q.4 Discuss the importance of venue in event management highlighting its major concerns.  

Q.5 Explain the organizational skills essential for conducting an event.  

Q.6 Discuss in details the steps involved in managing an educational competition/event like “ANVESHAN 2018” held at Manav Rachna campus in the month of February 2018.  

Q.7 Discuss the steps involved in managing a convention.  

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.
End Semester Examination, Dec. 2018  
B. Sc. (Hospitality and Hotel Administration) — Second Semester  
OPERATIONAL SAFETY AND HACCP (BHHA-218)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FOUR questions in all; **PART-A is compulsory.** Attempt ANY THREE questions from **Part-B.** Marks are indicated against each question.

**PART-A**

Q.1 Define briefly the following:  
a) FSSAI.  
b) Food adulteration.  
c) Critical control point.  
d) Pathogens.  
e) Chemical hazards.  

**PART-B**

Q.2 What is occupational health and safety? What are the do’s and don’ts at work place.  

Q.3 What is the SOP for ALTO Sham?  

Q.4 Describe seven principles of HACCP.  

Q.5 What are the common causes of accidents in hotel industry in order to ensure food safety? What are the precautions should we take during food storage.
End Semester Examination, Dec. 2018
B. Sc. (Hospitality and Hotel Administration) — Second Semester
PSYCHOLOGY AND CONSUMERISM (BHHA-221)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all: PART-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Answer (any four) of the following questions:
   a) What is consumerism?
   b) What is creativity?
   c) Differentiate between need and want.
   d) Different types of learning.
   e) Explain values and ethics.
   f) How the attitude is formed?

5×4

**PART-B**

Q.2 "Knowledge of psychology is critical to the success of any business”. Discuss the statement in light of the hotel industry.

6

Q.3 Suppose you are a restaurant owner. You are facing a problem of deteriorating customer service. What steps would you take to motivate your employees to serve the customer in the best possible way?

6

Q.4 What is learning? Explain the theory of classical conditioning of learning in detail.

6

Q.5 What is perception? Explain, how perception is formed.

6

Q.6 Explain the process of decision making with the help of an example.

6

Q.7 Analyze the following advertisement:

Save Water and Save Life
End Semester Examination, Dec. 2018
B. Sc. (Hotel and Hospitality Administration) – Third Semester
FOOD AND BEVERAGE PRODUCTION THEORY-III (BHHA-311)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Define the following in brief:
   a) Yakhani
   b) Lukmi
   c) Dhansak
   d) Wazwan
   e) Laal Maas
   f) Ghevar
   g) Name five Punjabi dishes
   h) Name five Gujrate dishes
   i) Indian curry
   j) Idli

2×10

PART-B

Q.2 Describe institutional catering in detail. 6

Q.3 Differentiate between:
   a) Airline catering and cruise catering.
   b) Pulao and biryani. 3×2

Q.4 Discuss about Goan Cuisine. 6

Q.5 What is indenting? Plan a 5 course menu at per plate cost of ₹400/-. Prepare the indent for 500 pax. Take out profit percentage. 6

Q.6 Write about Tamil cuisine in detail. 6

Q.7 What is volume feeding? List out 10 equipments used in volume catering. 6
Q.1 **Fill in the blanks:**
a) __________ is termed as a small amount of cane sugar and yeast in old wine.
b) __________ is unfermented juice or the mixture of pulp, juice, skin and seeds.
c) __________ is a metal clasp to secure the cork of Champagne bottle.
d) __________ is dense, white frothy yeast developed on the surface of ageing sherry.
e) __________ refers to year in which grapes were harvested and fermented to make a wine.

Q.2 **Match the following:**

| f) | Barbera | Young Sherry |
| g) | Vin de goutte | New Wine |
| h) | Pupitre | Red Grapes |
| i) | Anada | White Grapes |
| j) | Chardonnay | Racks with oval holes. |

Q.3 **Write in 2-3 lines:**

f) Still wine.
g) Wine Tasting.
h) Wine Decanting.
i) Methode Champenoise.
j) Degorgement.

Q.2 Define Fortified Wines. What are the types of fortified wines describe in one line each. 6

Q.3 Define wine and explain the classification of wine. 6

Q.4 What are the different wine faults? Explain in detail. 6

Q.5 What are the steps that are involved in the production of red wine and explain each step in 1-2 lines? 6

Q.6 Explain Solera System in detail. 6

Q.7 What is sparkling wine and explain Methode Champenoise. 6
End Semester Examination, Dec. 2018  
B. Sc. (Hotel and Hospitality Administration) – Third Semester  
ROOMS DIVISION THEORY-III (BHHA-313)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt SEVEN questions in all; **Part A is compulsory.** Attempt any SIX questions from **Part-B.** Marks are indicated against each question.

**PART-A**

Q.1  **Attempt (any ten) of the following:**
   a) What do you understand by the term foliage? Give five examples.
   b) What do you understand by the term Inventory?
   c) Enlist five essential Florist equipments.
   d) Enlist different type of contract service provided by Housekeeping Department.
   e) Describe the points to be considered for hiring the staff effectively.
   f) What do you understand by the term cross-training?
   g) What is linen room? What are its main features?
   h) Corporate rate
   i) Theft by hotel staff
   j) Safe deposit
   k) No-shows
   l) Stay over
   m) Skipper
   n) Floor limit  

   \(2 \times 10\)

**PART-B**

Q.2  What are the responsibilities of a laundry department in hotel operations?  

Q.3  What are the needs of taking contract in housekeeping? Discuss the pros and cons of contract service.  

Q.4  What is a staffing guide? What is the procedure of developing a staffing guide for a hotel property?  

Q.5  Enlist and discuss the various ways in which Interior designing can be carried out in hotels?  

Q.6  Describe the following types of wall covering:
   a) Paints.
   b) Wallpaper.  

   \(2\frac{1}{2} \times 2\)

Q.7  Describe the duties and responsibilities of night auditor.  

Q.8  Explain the various types of possible frauds in hotel operations.  

Q.9  What are the dos and don'ts in case of fire? How will you handle food poisoning of a guest?  

Q.10  Enlist the step by step SOP for the check-in of a group.  

Q.11  What is meant by yield? Explain how to calculate potential yield and actual yield with suitable examples?  

32/6
End Semester Examination, Dec. 2018  
B.Sc. (Hospitality and Hotel Administration) – Third Semester 
HOTEL INFORMATION SYSTEM (BHHA-314) 

Time: 3 hrs. 
Max Marks: 50  
No. of pages: 1  

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question. 

PART-A 

Q.1 Attempt any ten of the following: 
   a) Affiliate system. 
   b) Inter sell agencies. 
   c) Guest folio. 
   d) Night audit. 
   e) Price look up dish. 
   f) Glass sensor. 
   g) POS terminal. 
   h) In room movie system. 
   i) Energy management system. 
   j) Call accounting system. 
   k) Menu mix report. 
   l) Room management module. 

PART-B 

Q.2 What is Management information system? What are its components? 
Q.3 How the computerization helped both revenue and non-revenue generating departments of a hotel? 
Q.4 If you have asked to select and implement a PMS, what steps will you take for the same? 
Q.5 What are the most common from office components of a property management system? 
Q.6 How does the operation of a central reservation system differ from a global distribution system? 
Q.7 How does computerization help in the account module process? 
Q.8 What are the basic components of an automated beverage control system?
End Semester Examination, Dec. 2018  
B. Sc. (Hotel and Hospitality Administration) – Third Semester  
HUMAN RESOURCE MANAGEMENT (BHHA-315)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt SIX questions in all; **Part-A is compulsory.** Attempt any FIVE questions from **Part-B.** Marks are indicated against each question.  

**PART-A**  

Q.1 Define briefly:  
   a) Appraisal.  
   b) Recruitment.  
   c) Employee grievance.  
   d) Training and development.  
   e) Key result area.  
   f) Career progression.  
   g) Provident fund.  
   h) Job description.  
   i) Employee termination.  
   j) Departmental co-ordination.  

2×10  

**PART-B**  

Q.2 Explain the various sources of recruitment in an organization.  

6  

Q.3 Define ‘induction’. What are the main elements which should be included in an induction programme?  

6  

Q.4 What is the need of employee training? Discuss its advantages in detail.  

6  

Q.5 “Good performance appraisal will create an effective management.” Discuss the statement.  

6  

Q.6 What are the factors influencing promotions and appraisals?  

6  

Q.7 What is organizational culture? Explain the types of organizational cultures in detail.  

6
End Semester Examination, Dec. 2018
B.Sc. (Hotel and Hospitality Administration) – Third Semester
CUSTOMER RELATIONSHIP MANAGEMENT (BHHA-316)

Time: 3 hrs. \hspace{5cm} \text{Max Marks: 50}
\text{No. of pages: 1}

Note: Attempt \textbf{SIX} questions in all; \textbf{Part-A is compulsory}. Attempt any \textbf{FIVE} questions from \textbf{Part-B}. Marks are indicated against each question.

\begin{center}
\textbf{PART-A}
\end{center}

Q.1 Write short notes on (any five) of the following:
\begin{enumerate}
\item Data Mining and its role in CRM.
\item E marketing.
\item Loyalty programmes.
\item "Voice of customer".
\item Customer retention.
\item Customization.
\end{enumerate}
\hspace{1cm} 4\times 5

\begin{center}
\textbf{PART-B}
\end{center}

Q.2 What is CRM and its benefits? Define the elements of CRM in detail. \hspace{1cm} 6

Q.3 How has the advent of technology based ECRM helped the companies in maintain better relationships with customer? \hspace{1cm} 6

Q.4 Explain the various types of CRM in detail. \hspace{1cm} 6

Q.5 Explain what customer satisfaction is and what methods can be employed by a company to measure customer satisfaction? \hspace{1cm} 6

Q.6 What are the different stages of relationship with customers? What are the attributes of a developed relationship? \hspace{1cm} 6
End Semester Examination, Dec. 2018
B.Sc. (Hotel and Hospitality Administration) – Third Semester
FOOD AND BEVERAGE CONTROL (BHHA-317)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Describe the following in brief:
   a) Blind receiving.
   b) Credit sales.
   c) Standard purchase specification.
   d) Transfer notes.
   e) Variable cost. 4×5

PART-B

Q.2 What is bin card? Draw a well labelled format of it. 6
Q.3 List down the duties and responsibilities of a purchase officer. 6
Q.4 With the help of a flowchart explain food control cycle. 6
Q.5 Describe in detail the different procedures of purchasing. 6
Q.6 Differentiate between:
   a) Standard purchases specification and standard order purchase. 3×2
   b) Fixed cost and variable cost.
Q.7 What is sales control? What are bar frauds? 6
End Semester Examination, Dec. 2018
B. Sc. (Hospitality and Hotel Administration) — Third Semester
MANAGING FOOD AND BEVERAGE COMPANY (BHHA-318)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Define the following terms:
   a) Competitive advantage.
   b) Customer experience.
   c) Market lifecycle.
   d) Positioning.
   e) Brand familiarity.  

**PART-B**

Q.2 Explain the concept of customer value in the context of food and beverage companies. 6

Q.3 Differentiate between ‘product oriented companies’ and ‘market oriented companies’. 6

Q.4 There is a value in being local in the global market and in being global in the local market. Discuss in detail. 6

Q.5 What is the role of tradition and innovation in creating products along with customer experience? 6

Q.6 List down customer touch points to reach the audience effectively. 6

Q.7 What is niche market and mass market? Is there any one best strategy? 6
End Semester Examination, Dec. 2018  
B. Sc. (Hospitality and Hotel Administration) – Third Semester  
FACILITY MANAGEMENT (BHHA-319) 

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question. 

PART-A 

Q.1 a) Define indent/requisition and purchase order. 
b) Differentiate between ‘effectiveness’ and ‘efficiency of service’. 
c) Define ‘green building’. 
d) List some of the support services in a five star hotel. 
e) Define a preventive maintenance and AMC. 
f) List the 5R’s of material management. 
g) Define LIFO and FIFO. 
h) State the basic rules for vender selection. 
i) Define ‘par stock’. 
j) Define the service gaps.  

PART-B 

Q.2 Define the energy conservation. Explain the green building concept in detail.  
Q.3 Describe service value chain. Explain its role and importance in facility management. 
Q.4 Explain the service area traffic flow in a cafeteria with the help of a layout. 
Q.5 Considering yourself as a facility manager of Q Block in this university, give your suggestions for the improvement of support services. 
Q.6 Explain the role of a facility manager listing the duties and responsibilities. 
Q.7 Define contract purchasing and explain the purchase cycle.
End Semester Examination, Dec. 2018
B.Sc. (Hospitality and Hotel Administration) – Fourth Semester
FOOD AND BEVERAGE PRODUCTION THEORY-IV (BHHA-411)

Time: 3 hrs                    Max Marks: 50
No. of pages: 1
Note: Attempt FOUR questions in all; PART-A is compulsory. Attempt any THREE questions from PART-B. Marks are indicated against each.

PART-A

Q.1 Define the following in brief:
   a) Cocoa butter
   b) Chocolate liquor.
   c) Aspic.
   d) Chaud Proid
   e) Lard.

PART-B

Q.2 What is Ham, bacon and Gammon? What are the differences between them? What is Green bacon?

Q.3 Write in detail about Italian cuisine?

Q.4 What is chocolate? How it is manufactured? What is tempering of chocolate? What preventive measures should we take while tempering chocolate?

Q.5 What are sausages? How they are made? What precautions should we take while handling natural casings?
End Semester Examination, Dec. 2018  
B.Sc. (Hotel and Hospitality Administration) – Fourth Semester  
FOOD AND BEVERAGE SERVICE (THEORY-IV) (BHHA-412)

Time: 3 hrs                                   Max Marks: 50
Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1 Explain the following terms:
   a) Menu planning.
   b) Free pouring.
   c) Front bar.
   d) ODC.
   e) Seminar and conferences. 4x5

**PART-B**

Q.2 Draw an organization chart of a banquet and enlist the duties and responsibilities of a banquet manager. 6

Q.3 What do you mean by menu planning? Explain the various factors to be considered while planning the layout of a specialty restaurant. 6

Q.4 Explain how you will deal with the following situation:
   a) Guest in a hurry.
   b) Guest who has had too many alcoholic drinks. 3x2

Q.5 List four advantages of buffet service. Briefly explain the concept and variety of buffet. 6

Q.6 What are the different types of banquet found in a hotel? Neatly sketch the format of function prospectus. 6

Q.7 Explain how you would decide the colour, decor and interiors in a banquet hall for a wedding reception. 6
End Semester Examination, Dec. 2018
B.Sc. (Hospitality and Hotel Administration) – Fourth Semester
ROOMS DIVISION THEORY-IV (BHHA-413)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SEVEN questions in all; Part-A is compulsory. Attempt any SIX questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Attempt *any five* of the following:
   a) Rack rate and special rate.
   b) No show percentage.
   c) House count
   d) Yield percentage
   e) Room occupancy percentage
   f) Overstay percentage
   g) ‘Guest satisfaction’
   h) Operating budget.
   i) Types of renovation.
   j) OSHA.
   k) Procedure for dealing with accidents and injuries.
   l) Ergonomics in hotel housekeeping.
   m) Snag list.
   n) Environmental friendly housekeeping.

**PART-B**

Q.2 What are the various segments of market that provide hotel with clientele? Explain in brief about any five of them.

Q.3 Mention the tactics of controls to be applied during High Demand by a Business Hotel.

Q.4 Discuss the various ways in which the operations of a business hotel are different from the operations of a luxury resort. Give the clientele suitable for each of these different hospitality establishments.

Q.5 Hotel Luxury has 400 rooms. On 1st July 2018, there shall be 10 out of order rooms and 160 stayovers. There are 120 guests with reservations expected to arrive and the no-show percentage has been calculated at 10%. It is forecasted that 10 understays and 18 overstays are to be expected that day.
   a) Give the room availability forecast formula.
   b) Using that formula, calculate the number of rooms still to be sold for 100% occupancy on 01.06.2017 using the above given information showing each step.

Q.6 Discuss the process of calculating expenses for operating budget?

Q.7 List the tasks involved in typical refurbishing and renovation programme?

Q.8 Discuss the changing role of professional housekeeper in housekeeping industry.

Q.9 What are the steps to be taken by an employee in a fire emergency?
**PART-A**

Q.1  
   a) Describe about casters and rollers used in heavy equipments.  
   b) Describe 4 concepts of commercial kitchen layouts.  
   c) Describe the double jacket steam cooking vessels, used in commercial kitchens.  
   d) In kitchen layout work triangle is formed between ________, ________ and ________.  
   e) Define any two different commercial kitchen layout configurations.  
   f) Give full form of PERT and CPM.  
   g) Star classification of the hotels is done by the committee called ________.  
   h) Star classification for the hotel is awarded for ________ years.  
   i) Heritage hotels are further divided in three categories called ________, ________, and ________.  
   j) Describe “S”, in PQRST of every layout.  

**PART-B**

Q.2  Explain the design considerations to be kept in mind while designing the hotel.  

Q.3  Write a short note on importance of Systematic Layout Patterns.  

Q.4  Explain the SLP patterns, using the P Q R S T.  

Q.5  Draw different commercial kitchen layout configurations.  

Q.6  Explain the different functional areas of a main kitchen and give the %ages of the estimated space allocated for different functional areas, out of total space allocated for the main kitchen.  

Q.7  Explain the finalization process and points to be considered before finalizing any commercial equipment.
End Semester Examination, Dec. 2018  
B.Sc. (Hospitality & Hotel Administration) – Fourth Semester  
HOSPITALITY SALES AND MARKETING (BHHA-415)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt SIX questions in all; Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Attempt (any ten) questions of the following:
   a) Forecasting.
   b) Customer satisfaction.
   c) Direct sales.
   d) Role of sales person.
   e) Publicity.
   f) Grievances and feedback.
   g) Customer delight.
   h) Relationship marketing.
   i) Customer expectations.
   j) Sales budget.
   k) Sales territory.
   l) Mobile marketing.

**PART-B**

Q.2 Discuss the unique characteristics of services that differentiate them from products. 6

Q.3 What do you understand by the term consumer behaviour, discuss different external factors that influence consumer behaviour? 6

Q.4 What is SWOT analysis and why is it essential for business? 6

Q.5 Define the products of sales and marketing in context of hospitality. 6

Q.6 Discuss the P’s of marketing in detail. 6

Q.7 What is customer retention and why is it critical from business point of view? 6

Q.8 Explain the steps for identifying the potential market for hotel business. 6

Q.9 Discuss how the value chain analysis helps in keeping business profitable? 6

Q.10 Why is important to take customer feedback, explain with examples? 6
PART-A

Q.1 Attempt any ten questions of the following:
   a) Entrepreneur.
   b) Innovation versus invention.
   c) Sustainable advantage.
   d) Business plan.
   e) Mission statement.
   f) Vision statement.
   g) SWOT analysis.
   h) Market structure.
   i) Advertorial.
   j) Advertising.
   k) Market size versus market share.  

PART-B

Q.2 a) When McDonald's started its operations in India ab initio, did it qualify as entrepreneurship? Why or why not?  
   b) What methods are available to an entrepreneur to protect its intellectual property?  

Q.3 Think about it for a moment. Is there the best car? The best hamburger. The best mobile phone. The best hotel. In the vast majority of business, there is simply no such thing as “the best”. In most industries, there are many different customers with different needs. The best depends on what you are trying to accomplish. Do you agree? Why or why not? In the light of your answer, explain competition and strategy.  

Q.4 You were employed as General Manager Marketing for Yo China! in NCR. The business quadrupled in just one year. You now contemplate to go beyond NCR in the smaller towns. You write a strategic plan for your key team. What would be the contents of your strategic plan? Briefly write each component of it.  

Q.5 Your father has bought you a franchise for Patanjali in your hometown. Write financial and operations plan for it. What is confidentiality agreement? Why is it needed when you have invited a few investors to share your plan?
End Semester Examination, Dec. 2018
B.Sc. (Hospitality and Hotel Administration) – Fourth Semester
WORLD OF DIGITAL MARKETING (BHHA-417)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FOUR questions in all; **Part-A is compulsory.** Attempt any THREE questions from **Part-B.** Marks are indicated against each question.

**PART-A**

Q.1 Attempt **(any five)** questions of the following:
   a) Mention the significance of e-business.
   b) What are the advantages and disadvantages of online advertising?
   c) How Mobile Marketing is an important tool for the hotel business?
   d) What are the social media rules for engaging the customers?
   e) What is Email marketing and how it can benefit the business?
   f) What are the merit and demerits of Mobile Marketing?
   g) Discuss advantages and disadvantages of Internet technology.
   h) Demonstrate an appropriate use of digital marketing in hospitality sector. 4×5

**PART-B**

Q.2 How is digital technology influencing consumer behaviour? Why do the contemporary organizations need one? 10

Q.3 What is a search engine? How does it work? Give few examples. 10

Q.4 Why is web-site an important tool for marketing? How one can build an effective web-site? 10

Q.5 What is online PR and why it is pivotal to the online success of an organization. 10

Q.6 Identify the role of digital marketing in different sectors of the international as well as domestic industry. 10
End Semester Examination, Dec. 2018
B.Sc. (Hospitality and Hotel Administration) – Fourth Semester
FRONT OFFICE REVENUE MANAGEMENT (BHHA-419)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FOUR questions in all; Part-A is compulsory. Attempt any THREE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 a) Booking calendar.
b) Define ‘tariff’.
c) Name any four market segments that hotel industry caters to.
d) Time share concept of accommodation.
e) What is ‘corporate tourism’?
f) Comment on the role of Online Travel Agents (OTA).
g) Define the term multiple occupancy.
h) What are the ‘blocked’ dates’?
i) Define ‘average daily rate’.
j) What is meant by ‘GOPPAR’?

2×10

PART-B

Q.2 ‘Hotel room is the most perishable commodity’. Discuss with suitable examples and justifications.

10

Q.3 In what all ways, is it possible for the hotel to earn twice the revenue than actual on one particular room?

10

Q.4 Business intelligence has a critical utility for optimum revenue generation. Discuss the insights and necessary information for a successful implementation of revenue management.

10

Q.5 Discuss in detail any five steps that a front office team should take during a high demand period for a hotel.

10
End Semester Examination, Dec. 2018
B.Sc. (Hospitality and Hotel Administration) – Fourth Semester
RETAIL MANAGEMENT (BHHA-420)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FOUR questions in all; Part-A is compulsory. Attempt any THREE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Suppose a customer complains of being charged very high prices (25% higher than competing stores) for apparel.
   a) What strategies may be implemented for handling this complaint?
   b) How can the store improve its pricing strategy to avoid such complaints? 10×2

PART-B

Q.2 What is retailing? Explain the benefits which retailing provides to customers? 10
Q.3 What is the ‘wheel of retailing’? Describe the various stages, with examples. 10
Q.4 As a retail consumer in a metro city, what types of retail store options are available to you? Answer with respect to retail store formats. 10
Q.5 QSRs are gaining market share and revenue. Discuss the challenges which this store format is encountered with. 10
Q.6 CEOs of a number of leading retail stores call themselves ‘customer service representatives’. What does this indicate about the importance of the sales/service function for retailing? What are the essential qualities of a retail salesperson? 10
End Semester Examination, Dec. 2018  
B.A. (Liberal Arts) — First Semester  
CULINERY ARTS-I (FOOD AND BEVERAGE PRODUCTION THEORY)  
(BLA-CA-101)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 (Part-A) is compulsory. Attempt any SIX questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Answer the following questions:
   a) Write the French terms for the following:
      i) Mushroom
      ii) Spinach
      iii) Egg
      iv) Fish
   b) Define the terms: Espagnole, Julienne
   c) List the ingredients with quantity to make 01 ltr béchamel sauce.
   d) Name any four thickening agents with name of the dish in which they are used.
   e) Differentiate between ‘puree soup’ and ‘cream soup’.
   f) What are unpass soups?
   g) Differentiate between ‘poaching’ and ‘simmering’.
   h) Explain ‘shallow frying’.
   i) Name any three stem vegetables.
   j) Write four different roles of egg in cookery.

2×10

PART-B

Q.2 Draw the classification of cooking method as a diagram.

5

Q.3 List down the aims and objectives of cooking food in brief.

5

Q.4 Draw the classification of the soup with one example for each category.

5

Q.5 Describe the classification of raising agents with one example for each.

5

Q.6 Describe the constituent of an egg with the help of a diagram.

5

Q.7 List down the personal qualities if a good Chef.

5

Q.8 List the different cuts of vegetables with their dimensions and uses.

5

Q.9 What is stock? Classify different types of stocks with their uses.

5
INTRODUCTORY MICROECONOMICS (BLA-EC-101)

Time: 3 hrs.  Max Marks:  100
No. of pages:  2
Note: Attempt FIVE questions in all; Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from PART-C. Marks are indicated against each question.

PART-A

Q.1  Answer the following questions:
   a) Explain the assumption of Transitivity.
   b) Define Giffen goods with suitable example.
   c) Explain the quasilinear preferences.
   d) Define the diseconomies of scale.
   e) Explain the concept of expansion path.
   f) Define the Lexicographic preferences with the help of examples.
   g) What does 'consumer surplus measures'?
   h) What is meant by variable returns and constant returns?
   i) Define average cost and marginal cost.
   j) If the price of good 1 doubles and price of good 2 triples, does the budget line become flatter or steeper? Explain.

PART-B

Q.2  Attempt (any four) questions out of the following:
   a) Outline the assumption of revealed preference theory of demand. Distinguish between the Weak Axiom of revealed preference and Strong Axiom revealed preference.
   b) With the help of diagram, define the ridge lines and the economics and non-economics region of production.
   c) Derive the demand curve from the law of diminishing marginal utility.
   d) A firm’s TFC is 500 and its MC schedules is give below. Workout on TC, TVC, AC, AVC and AFC schedules and sketch them on the same graph.

   ![Output vs MC table]

   e) Depict the pollution on X-axis and electricity on Y axis, what would the indifference curve look like if,
      i) Pollution is a bad commodity and electricity is a good commodity.
      ii) Pollution is a neutral commodity and electricity is a good commodity.

PART-C

Q.3  a) Explain the concept of linear break even analysis. What is the significance in production decision in the short run?
   b) Obtain the expression and graph for the break even outputs with or without profits.

Q.4  The marginal product of a variable input at different levels of employment is given as below:

<table>
<thead>
<tr>
<th>Input</th>
<th>0</th>
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<tr>
<td>MP</td>
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<td>10</td>
<td>2</td>
<td>0</td>
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<td>-4</td>
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</tbody>
</table>
a) Determine the total and average product of the input and graph them. Distinctly mark off different stages of production on your graph and outline their distinctive features.

b) What are the isoquants? Explain their essential features with the help of diagrams.  20

Q.5 A consumer faces price of hot dogs and burgers of $1 each. Consumption of the two commodities at various weekly incomes are shown as follows:

<table>
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a) Use the information to sketch the income consumption curve.

b) Define the Engel curve and draw the Engel curves for hot dogs and burgers.  20

Q.6 a) Define the elasticity of factor substitution. Show that it is constant for cob-dougloous production function.  10

b) Given the output function, \( Q = 1000L^{\frac{1}{4}} K^{\frac{3}{4}} \) and the consumers budget is 3000=100L+50K, determine the equilibrium level of employment for the producer.  10

Q.7 Suppose the weak and strong axioms of the revealed preference theory with specific reference to their distinguishing features.

A consumer buying behavior of goods X and Y of two price situation is observed as follows:

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Which consumption bundle has revalue preference to other? Does this buying behavior reveal violation of the WRAP?  20
Q.1 Answer (any four) of the following questions:
   a) Brief the condition of the students in the Lowood School in the novel "Jane Eyre".
   b) Give the reference to the context of the lines below:
      “At the door of the hut father and son sat silently by a burnt-out fire; inside, the
      son's young wife Budhiya lay in labor, writhing with pain. And from time to time
      such a heart-rending scream emerged from her lips that they both pressed their
      hands to their hearts. It was a winter night; everything was drowned in desolation.
      The whole village had been absorbed into the darkness”.
   c) Write the character sketch of Nick Dunne in Gilian Flynn's "Gone Girl".
   d) Write about the character Swami in the novel "Swami and Friends".
   e) Is justice achieved in "To Kill a Mockingbird"? Justify.
   f) Mention the types of written communication.  

   **PART-A**

   Q.2 Delineate the role of Mr. Darcy in the novel "Pride and Prejudice"? Explain how does his
   pride get dissolved? Explain.  

   Q.3 Discuss the main themes in the novel "Swami and Friends".  

   Q.4 Critically analyze the text Premchand’s in "The Shroud".  

   **PART-B**

   Q.5 Discuss Harper Lee’s "To Kill a Mockingbird" as a humorous novel depicting the serious
   issues.  

   Q.6 Evaluate Rabindra Nath Tagore’s poem "Oh! Where is the Light?“ as a poem of morality.  

   Q.7 Critically analyze the text Gilian Flynn’s in "Gone Girl".
Q.1 **Answer the following questions:**

a) Explain the assumption of Transitivity.

b) Define Giffen goods with suitable example.

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g) What does Consumer Surplus measures?

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j) If the price of good 1 doubles and price of good 2 triples does the budget line become flatter or steeper. Explain.

2×10

**PART-B**

Attempt any FOUR questions out of the following:

Q.2 a) Outline the assumption of revealed preference theory of demand. Distinguish between the Weak Axiom of Revealed Preference and Strong Axiom Revealed preference. 5

b) With the help of diagram, define the ridge lines and the economics and non-economics region of production. 5

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a) Pollution is a bad commodity and electricity is a good commodity.

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**PART-C**

Attempt any THREE questions out of the following:

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Which consumption bundle has revalue preference to other. Does this buying behavior reveal violation of the WRAP?
UNDERSTANDING POLITICAL THEORY (BLA-PS-101)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer the following questions:
   a) What is political science?
   b) What are the different forms of political participation?
   c) Explain normative political theory.
   d) What is Marxist feminism?
   e) What is the aim of feminist movement?
   f) What is the post-modern era?
   g) What do you mean by democracy?
   h) How does a direct democracy work?
   i) What is meant by negative freedom?
   j) Explain the concept of equality of opportunity.

2×10

**PART-B**

Q.2 Attempt (any four) of the following:
   a) How does political science intersect with other fields?
   b) What are the approaches to the study of politics?
   c) Explain the key features of democracy.
   d) What is the difference between positive liberty and negative liberty?
   e) What is an egalitarian society? Why is egalitarianism important?

5×4

**PART-C**

Q.3 a) Is there a relationship between freedom for individual and freedom for the nation?
   b) What is positive freedom? Give an example of positive freedom?

10

Q.4 a) Why is equality important?
   b) Do we have an equal society? Justify your answer.
   c) What is equality of opportunity?
   d) What is natural inequality?

5×4

Q.5 a) Why is deliberation important in a democracy?
   b) Why are representative democracies called liberal democracies?
   c) Is there any connection between democracy and nationalism?

7

Q.6 a) Examine the main features of historical approach to the study of political theory.
   b) Write a short essay on the liberal tradition of political theory.

10

Q.7 Write short notes on the following:
   a) Feminist approach to the study of political philosophy.
   b) Conservatism.
   c) Capability and empowerment.
   d) Role of radical feminism in understanding gender inequality.

5×4
End Semester Examination, Dec. 2018  
B. Sc. /B.A. (Liberal Arts) — First Semester  
STATISTICS (BLA-ST-101)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 2  

Note: Attempt **FOUR** questions in all; **Q.1 (Part-A) and Q.2 (Part-B) are compulsory.** Attempt any **TWO** questions from **PART-C**. Marks are indicated against each question.  

**PART-A**  
Q.1 Answer the following:  
a) What are the measures of central tendency?  
b) What is the relationship between SD and Variance?  
c) While conducting T test we refer to ___________ for standard critical ratio.  
d) Chi square is being conducted to measure ___________.  
e) Product Moment correlation coefficient was provided by ___________.  

**PART-B**  
Q.2 Answer **(any four)** of the following:  
a) Describe different types of statistics.  

10  
b) Calculate the mean from the following data:  

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>11-15</td>
<td>6</td>
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<td>2</td>
<td>16-20</td>
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<td>3</td>
<td>21-25</td>
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<td>4</td>
<td>26-30</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>31-35</td>
<td>5</td>
</tr>
</tbody>
</table>

c) Calculate the SD from the following data:  

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>11-15</td>
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<tr>
<td>2</td>
<td>16-20</td>
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<td>26-30</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>31-35</td>
<td>5</td>
</tr>
</tbody>
</table>

d) Calculate the rank order correlation from the following data:  

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>R₁</th>
<th>R₂</th>
</tr>
</thead>
<tbody>
<tr>
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<td>2</td>
<td>3</td>
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<tr>
<td>2</td>
<td>4</td>
<td>2</td>
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<tr>
<td>3</td>
<td>5</td>
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<td>5</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>4</td>
</tr>
</tbody>
</table>

e) Solve the following by applying appropriate method:  

<table>
<thead>
<tr>
<th>Group</th>
<th>Population Mean</th>
<th>Sample Mean</th>
<th>SD</th>
</tr>
</thead>
<tbody>
<tr>
<td>CR</td>
<td>At 0.05-2.36</td>
<td>At 0.01-1.66</td>
<td></td>
</tr>
</tbody>
</table>
f) What is Normal Distribution and what are its characteristics?

**PART-C**

Q.3 Describe the nature and meaning of statistics. Describe the different usages of statistics in detail.

Q.4 Calculate the product moment correlation from the following:

<table>
<thead>
<tr>
<th></th>
<th>Obs_1</th>
<th>Obs_2</th>
<th>Obs_3</th>
<th>Obs_4</th>
<th>Obs_5</th>
<th>Obs_6</th>
<th>Obs_7</th>
</tr>
</thead>
<tbody>
<tr>
<td>x</td>
<td>16</td>
<td>23</td>
<td>20</td>
<td>21</td>
<td>29</td>
<td>42</td>
<td>32</td>
</tr>
<tr>
<td>y</td>
<td>8</td>
<td>10</td>
<td>11</td>
<td>3</td>
<td>12</td>
<td>24</td>
<td>19</td>
</tr>
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</table>

Q.5 Describe the measures of central tendency from with the help of following data:

<p>| | | | | | | | |</p>
<table>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>55</td>
<td>70</td>
<td>57</td>
<td>73</td>
<td>55</td>
<td>59</td>
<td>64</td>
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<td>71</td>
<td>61</td>
<td>53</td>
<td>56</td>
<td>67</td>
<td>71</td>
</tr>
</tbody>
</table>

20
PART-A

Q.1 Answer the following questions:
   a) What is charity? Explain with an example.
   b) What are the functions of social work?
   c) Differentiate between social reform and social justice.
   d) Explain what you understand by privatization of social work practice.
   e) What skills are required for social work practice?  4×5

PART-B

Q.2 Answer (any four) of the following:
   a) Explain the objectives of social work.
   b) Explain the role of social worker while working with women.
   c) What are the qualities of a professional social worker?
   d) Explain the term “Shramdan” with relevant examples.
   e) How does religion influence the philosophy of social work?  5x4

PART-C

Q.3 a) Discuss the various factors motivating voluntary action in social work.  10
   b) Explain the different roles of professional social workers.

Q.4 Explain the ethical principles of social work practice. Explain with examples.  20

Q.5 Explain the problems associated with youths in India.  20

Q.6 How did social work emerge in Europe? Explain in detail.  20

Q.7 Discuss the model code of ethics with reference to social work in India.  20
End Semester Examination, Dec 2018
B.Sc. (Hotel and Hospitality Administration) – First Semester
ENVIRONMENTAL STUDIES (CH-202B)

Time: 3 hrs                    Max Marks: 100
No. of pages: 2

Note: Attempt SEVEN questions in all; Part-A is compulsory. Attempt any SIX questions from Part-B and One question from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 **Fill in the blanks:**
   a) _______ means that the land is barren and covered in thin dust and cracks appear in the earth.
   b) __________ is clearing Earth’s forests on a massive scale often resulting in damage to quality of the land and related ecosystem.
   c) ___________ is a socio-ecological process characterized by the fulfillment of human needs while maintaining the quality of natural environment.
   d) _______ is the interlocking pattern of various food chains in an ecosystem.
   e) __________ is the term used to describe a gradual increase in the average temperature of Earth’s atmosphere and its ocean.  

**Match the following:**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>f)</td>
<td>Bio Degradable</td>
</tr>
<tr>
<td>g)</td>
<td>Silent Valley</td>
</tr>
<tr>
<td>h)</td>
<td>Coal</td>
</tr>
<tr>
<td>i)</td>
<td>Ponds, Streams, Lakes, Rivers etc.</td>
</tr>
<tr>
<td>j)</td>
<td>Western Ghats</td>
</tr>
</tbody>
</table>

1x5

**Define the following in 2-3 lines:**

   a) Ecotels.
   b) 3 R.
   c) Noise pollution.
   d) Food chain.
   e) Disaster management.  

2x5

**PART-B**

Q.2 Discuss the various environmental movements.  

10

Q.3 Difference between renewable and Non-Renewable resources.  

10

Q.4 Difference climate change. What are the causes of climate change?  

10

Q.5 Define Waste. Discuss the controlling measures of solid waste management.  

10

Q.6 Explain:
   a) Water Act.
   b) Forest Act.  

5x2

Q.7 Discuss the multidisciplinary nature of environmental studies.  

10

Q.8 Define ‘deforestation’. What are the impacts of deforestation?  

10
Q.9  a) Define ‘biodiversity’.  
     b) Write about threats to biodiversity.  
     c) Explain conservation methods of biodiversity.

Q.10 a) Define ‘ecosystem’.  
      b) Explain the structure of an Ecosystem.  
      c) Functions of an Ecosystem.
Q.1 **Fill in the blanks:**

a) Basic objective of financial management is ________

b) _______ and _______ are modern techniques of capital budgeting.

c) Degree of operating leverage = _______ / ________.

d) Cost of retained earning is equal to the cost of ________.

e) If the production cycle is longer then the working capital requirement will be ________.

f) Two techniques of inventory management are _______ and ________.

g) Net working capital = ________.

**State whether the following statements are TRUE or FALSE:**

h) Dividend decision is one of the major functions of finance manager.

i) ARR and IRR give same results in almost all situations.

j) The capital structure is ideal when the cost of capital is maximum.

k) Combined leverage = financial leverage + operating leverage

l) NOI is a theory of dividend.

**Write short notes on:**

m) Cash budget.

n) Operating leverage.

o) Capital rationing.

p) Weighted average cost of capital.

**UNIT-I**

Q.2 “Modern approach is an improvement over the traditional approach of financial management”. Do you agree? Give explanation.

Q.3 “The prominent area of financial decision making today are considerably different from what they were few years ago”. Discuss.

**UNIT-II**

Q.4 A choice is to be made between two proposals which require an equal investment of Rs. 1.00,000 each and are expected to generate cash flow as under

<table>
<thead>
<tr>
<th>Year</th>
<th>Project X</th>
<th>Project Y</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>50,000</td>
<td>20,000</td>
</tr>
<tr>
<td>2</td>
<td>30,000</td>
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<tr>
<td>5</td>
<td>24,000</td>
<td>16,000</td>
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<tr>
<td>6</td>
<td>12,000</td>
<td>8,000</td>
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</tbody>
</table>

The cost of capital is 10%. Which project should be chosen under a) payback period b) NPV method? [Discount factors at 10% are 0.909, 0.826, 0.751, 0.683, 0.621, and 0.564 for 1 to 6 years.]
Q.5 What is significance of cost of capital? How do you calculate cost of debt, preference share capital and retained earning?  

UNIT-III

Q.6 What is net operating income approach of capital structure? Explain it fully with a diagram and example.  

Q.7 a) What do you mean by financial leverage? Why it is called double-edged weapon?  

b) A company has sales of Rs. 4,00,000, variable cost is 30%, fixed costs are Rs. 1,00,000 and burden of interest is Rs. 10,000. By using the concept of leverage find out:  
   i) increase in taxable income if EBIT increase by 10%  
   ii) decrease in EBIT if sales decrease by 10%.  
   iii) increase in taxable income if sales increase by 10%.  

UNIT-IV

Q.8 Explain the determinates of dividend policy in detail.  

Q.9 a) What are the objectives of holding inventory? Explain its techniques in brief.  

b) What are the factors affecting the cash needs of a firm?
Q.1 How can the elements of consumer perception be utilized for packaging? Explain with the help of any two examples.  

Q.2 Explain how children are increasingly becoming decision makers for family consumption.  

Q.3 What do you understand by enculturation and acculturation? Explain with respect to usage of certain products in India.  

Q.4 What kinds of appeals may be used for persuasive communication? Give one example of each kind of appeal.  

Q.5 Why are companies including non-traditional distribution and communication media to their marketing plans? Explain in terms of the A-I-O framework.  

Q.6 a) Which is the target market for the above communication? Explain with respect to the basis of market classification.  

b) What are the cues which the above advertisement provides to its readers? What motivation may it lead to?
End Semester Examination, Dec. 2018
B. Sc. (Hotel Management) - First Semester
INTRODUCTION TO PRINCIPLES OF MANAGEMENT AND ORGANISATIONAL BEHAVIOUR
(FMS-HM-105)

Time: 3 hrs                      Max Marks: 50
No. of pages: 1

Note: Attempt any SIX questions in all. Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Attempt (any ten) questions.
   a) Define ‘customer value and satisfaction’.
   b) Describe organization behavior.
   c) Briefly describe what functions a manager perform in an organization?
   d) What are the big five personality traits?
   e) Explain hospitality retailing.
   f) Define hospitality product and its characteristics with an example.
   g) Explain the term: SWOT analysis.
   h) What managers do in terms of functions, roles, and skills?
   i) Define ‘planning and its importance for an organization’.
   j) Differentiate between directing and controlling.
   k) Mention any four reasons for conflict.

I) Give some guidelines for effective communication. 2x10

PART-B

Q.2 What is meant by ‘Mission’ and ‘Objectives’ of an organization? Explain in brief. 6

Q.3 What is personality? How do we typically measure it? What factors determine personality? 6

Q.4 Discuss the purpose of mission, vision and objectives in an organization. 6

Q.5 List and briefly explain the factors that determine an individual’s personality. 6

Q.6 Discuss the impact of motivation on work behavior. 6

Q.7 How important is the understanding of personality traits and characteristics in an organization for a professional? 6

Q.8 Differentiate between intra-personnel process and inter-personnel process. 6
End Semester Examination, Dec. 2018  
B. Sc. (Hotel Management) - Second Semester  
HUMAN RESOURCE MANAGEMENT (FMS-HM-205)

Time: 3 hrs                      Max Marks:  50  
No. of pages: 1

Note: Attempt any SIX questions in all. Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Write short notes on:  
a) Job analysis  
b) Employment interview  
c) Reference checks  
d) Internal recruitment  
e) Job specification  
f) Employee counseling  
g) On-the-job training  
h) Motivation of employees  
i) Employee safety  
j) Job rotation  

2x10

**PART-B**

Q.2 Discuss the role of Human Resource department in an organization.  
6

Q.3 What are the internal and external sources of recruitment?  
6

Q.4 Explain the importance of performance appraisal.  
6

Q.5 Explain the factors which influence worker’s health.  
6

Q.6 How is ‘Employee Appraisal’ an effective way to retain talent in an organization?  
6

Q.7 What are the objectives of the human resource management?  
6
End Semester Examination, Dec. 2018  
B.Sc. (Hotel Management) – Third Semester  
FOOD AND BEVERAGE SERVICE OPERATIONS AND MANAGEMENT  
(FMS-HM-302)

Time: 3 hrs                      Max Marks:  50  
No. of pages:  1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1  a) Give one word for the following:  
   i) Almond flavored syrup.  
   ii) The scale which determines that 100 degree proof-57.1% alcohol.  
   iii) Fermented liquid destined to be distilled.  
   iv) Amount of alcohol lost during maturation.  
   v) Italian wine made from grape husk.  

b) Name five single Malt Scotch and five Blended Scotch Whiskies.  

**PART-B**

Q.2  What is the difference between 'menus planning' and 'menu merchandising'?  

Q.3  What is Methode Champenoise? Explain briefly.  

Q.4  What factors need to be considered while designing a restaurant?  

Q.5  Define Liqueurs. Give two examples of herb flavoured, Coffee flavoured and Orange liqueurs.  

Q.6  Briefly explain the production of Sherry Wine.  

Q.7  Other than food and beverage, what factors need to be considered to create the overall dining experience.
End Semester Examination, Dec. 2018
B.Sc. (HM) – Fourth Semester
FOOD PRODUCTION MANAGEMENT (THEORY) (FMS-HM-401)

Time: 3 hrs                      Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from PART-B. Marks are indicated against each question.

PART-A

Q.1 Answer in brief:
   a) Define ‘coco butter’.
   b) Name few compound butters.
   c) Describe the hors d’oeuvre.
   d) Define ‘yield management’.
   e) Explain Chaud froid.
   f) What is pannada?
   g) Define ‘compound salads’.
   h) Name few dishes from Arabic cuisine.
   i) Name different food regions in Chinese cuisine.
   j) Define ‘force meat’.

PART-B

Q.2 Explain role and importance of accompaniments and garnishes in international cuisines. 6
Q.3 Describe the production planning, forecasting and yield management in brief. 6
Q.4 Explain different cold desserts made in confectionery. 6
Q.5 Give classification of salads with few examples for each category. 6
Q.6 Explain the different types of sandwiches with one example for each. 6
Q.7 Explain the source and making process of chocolate. 6
Q.8 Write a short note on cold meat preparations (cold cuts). 6
End Semester Examination, Dec. 2018
B.Sc. (Hotel Management) - Fourth Semester
FOOD AND BEVERAGE SERVICE MANAGEMENT (FMS-HM-402)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all. Part-A is compulsory. Attempt any FIVE questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 a) Explain the following terms:
   i) Function prospectus.
   ii) Bar accessories.
   iii) Trade fair.
   iv) ODC.
   v) Cocktail parties. 2×5

b) Differentiate between the following:
   i) Physical inventory and perpetual inventory.
   ii) Standard yield and standard recipe. 5×2

PART-B

Q.2 What is budget? List the objectives of keeping the budget in food and beverage service operations. 6

Q.3 Draw an organization chart of a banquet and enlist the duties and responsibilities of a banquet manager. 6

Q.4 Define “buffet service”. Prepare a checklist of misc-en-place for buffet service. 6

Q.5 List down the possible bar frauds in a standard bar. 6

Q.6 Define “menu”. Differentiate between menu merchandising and menu engineering. 6

Q.7 Explain the different stages of food and beverage control cycle in detail. 6
END SEMESTER EXAMINATION, DEC. 2018
B. Sc. (Hotel Management) – Fourth Semester
FRONT OFFICE MANAGEMENT THEORY (FMS-HM-403)

Time: 3 hrs.  
Max Marks: 50

No. of pages: 1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from PART-B. Marks are indicated against each question.

PART-A

Q.1 Define the following briefly:
   a) Central reservation system.
   b) Meal plans.
   c) PMS.
   d) Retention policy.
   e) Scanty baggage guest.
   f) Feedback process.
   g) Express check-in.
   h) Different types of tariffs.
   i) Bouncing a guest.
   j) Up-selling.  

2×10

PART-B

Q.2 What is meant by YIELD? Give the formula to calculate the same. Explain in detail.  

Q.3 With the introduction of PMS into the operations of the hotel front office, the day to day activities have become simpler and more efficiently handled. Discuss with relevant examples.  

Q.4 Explain how overbooking helps the hotel to attain optimum occupancy and revenues?  

Q.5 Enlist and discuss the various ways in which interior designing can be carried out in hotels?  

Q.6 What is a valet service? What are the duties and responsibilities of a hotel?  

Q.7 Explain the role of front office manager in evaluating, forecasting and planning to improve the business of hotel.  

6
End Semester Examination, Dec. 2018  
B. Sc. (Hotel Management) – Fourth Semester  
STRATEGIC MANAGEMENT (FMS-HM-405)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt SIX questions in all; PART-A is compulsory. Attempt any FIVE questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1 Define the following (any five):
   a) R.O.I.
   b) Resource allocation.
   c) S.W.O.T.
   d) Merger
   e) Stability strategy.
   f) Forward integration.  

**PART-B**

Q.2 Explain the role of leadership in implementation of strategy.  

Q.3 What is business environment scanning? Explain the PESTLE model with examples.  

Q.4 Define the main features of conflict management.  

Q.5 Elaborate of the Mckinsey 7S framework.  

Q.6 Briefly explain the external business environment.  

Q.7 Share a strategic plan that you will use to launch a new product in a market.
End Semester Examination, Dec. 2018  
B. Sc. (Hotel Management) – Fourth Semester  
FACILITY PLANNING AND MANAGEMENT (FMS-HM-406)

Time: 3 hrs                     Max Marks: 50  
No. of pages: 1

Note: **PART-A is compulsory. Attempt any FIVE questions from PART-B.**

**PART-A**

Q.1 a) What is 3R Concept in energy conservation?  
b) What is travelator?  
c) Define rain water harvesting.  
d) Give four basic points, considered important, for equipment selection.  
e) Define work flow, used for layout planning.  
f) Name four important equipments used in kitchen stewarding.  
g) Name four different types of kitchen layouts.  
h) Define dumb waiter.  
i) Full form of HVAC is _______________.  
j) Define preventive maintenance and AMC.  

**PART-B**

Q.2 Describe in house laundry setup. Make a list of laundry equipments, used in good five star Hotels.  

Q.3 Describe the Factors that affect kitchen design and it’s planning.  

Q.4 Define Facility Planning and explain Systematic Layout planning Pattern.  

Q.5 Describe Green Building and explain the concept of energy conservation.  

Q.6 Classify different types of fire. Give different category of extinguishers used for each fire.  

Q.7 Write the Duties and Responsibilities of head of the maintenance department.  

Q.8 Explain the waste management system adopted in five star hotels.
Q.1 Convert the following sentences in the correct tense as stated against each sentence (any ten of the following):

a) They (pay) for everything. (Present perfect)

b) He (run) very fast! (Present Continuous)

c) Kate (lie) in bed now. (Present Continuous)

d) You (help) me a lot. (Past Perfect)

e) Lately, I (exercise) quite frequently. (Present Perfect Continuous)

f) They (visit) us often. (Simple Present)

g) Stella (cook) dinner for two hours. (Past Perfect Continuous)

h) We (live) in the city for twenty years. (Past Perfect)

i) Lorie (travel) to Paris every Sunday. (Simple Present)

j) I (bake) cookies. (Past Perfect)

k) You always (teach) me new things. (Simple Past)

l) She (help) the kids of the neighborhood. (Past Continuous)

m) Shanaya (take care) of her sister. (Present Continuous)

Q.2 a) Use the words in sentences (Any Five):

i) Versatile      ii) Spacious      iii) Except

iv) Concern      v) Amicable      vi) Clarity

b) Identify the underlined words as Parts of Speech (Any Five):

i) I helped him carry it.

ii) The weather was very cold.

iii) My friend said, "Oh! What a cold weather!"

iv) We didn't spend the night there.

v) We got back home late at night but we didn't go to sleep immediately.

vi) You are an amazing actor.

Q.3 Write a paragraph of approximately 150 words on the topic “The plight of slum dwellers.”

Q.4 “FDI in retail sector is going to benefit Indian economy”. Write a debate in favour or against this statement. (100 words)

Q.5 Read the following passage carefully:

Persuasion is the art of convincing someone to agree with your point of view. According to the ancient Greek philosopher Aristotle, there are three basic tools of persuasion: ethos, pathos, and logos. Ethos is a speaker’s way of convincing the audience that she is a credible source. An audience will consider a speaker credible if she seems trustworthy, reliable, and sincere. This can be done in many ways. For example, a speaker can develop ethos by explaining how much experience or education she has in
the field. After all, you would be more likely to listen to advice about how to take care of your teeth from a dentist than a firefighter. A speaker can also create ethos by convincing the audience that she is a good person who has their best interests at heart. If an audience cannot trust you, you will not be able to persuade them. Pathos is a speaker’s way of connecting with an audience’s emotions. For example, a speaker who is trying to convince audience to vote for him might say that he alone can save the country from a terrible war. These words are intended to fill the audience with fear, thus making them want to vote for him. Similarly, a charity organization that helps animals might show an audience pictures of injured dogs and cats. These images are intended to fill the viewers with pity. If the audience feels bad for the animals, they will be more likely to donate money. Logos is the use of facts, information, statistics, or other evidence to make your argument more convincing. An audience will be more likely to believe you if you have data to back up your claims. For example, a commercial for soap might tell you that laboratory tests have shown that their soap ills all 7,000,000 of the bacteria living on you hands right now. This piece of information might make you more likely to buy their brand of soap. Presenting this evidence is much more convincing than simply saying “our soap is the best!” Use of logos can also increase a speaker’s ethos; the more facts a speaker includes in his argument, the more likely you are to think that he is educated and trustworthy. Although ethos, pathos, and logos all have their strengths, they are often most effective when they are used together. Indeed, most speakers use a combination of ethos, pathos, and logos to persuade their audiences. The next time you listen to a speech, watch a commercial, or listen to a friend try to convince you to lend him some money, be on the lookout for these ancient Greek tools of persuasion.

Answer the following question based on the above passage:

a) Amy is trying to convince her mother to buy her a pair of $200 shoes. She says: “Mom, the shoes I have are really old and ugly. If I don’t get these new shoes, everyone at school is going to laugh at me. I will be so embarrassed that I will want to die.” What form of persuasion is Amy using here?

b) According to the passage, logos can build ethos because?

c) According to the passage, the most effective tool of persuasion is?

d) Imagine you wanted to convince an uninformed person to take a political position that is the same as yours. What issue would you try to talk to this person about? How would you include ethos, pathos, and logos in your persuasion? Make your case below.

Q.6 Write a letter to the Director of your Institution requesting her/him to allow you to join the Institute 15 days after the Commencement of Formal Academic session. Give suitable reason(s) for your request.

Q.7 Write a conversation between two friends expressing their views on “Coming of an unwanted guest” (12 dialogues each).
Q.1 Short answer type questions (any five):
   a) What is Extensive Reading?
   b) What do you understand by the term “retention”?
   c) What is non-verbal communication?
   d) What is SQ3R theory?
   e) Explain any two factors that affect speaking skills.
   f) How can visual aids act as a support in presentation?
   g) What is motor-ocular discrimination?

   \[2 \times 5\]

PART-A

Q.2 What is SWOT analysis? Give a detailed SWOT analysis on yourself for personal development.

Q.3 Write an email to a prospective employer expressing your candidature for a job. Assume relevant details.

Q.4 Explain in detail various barriers to effective communication.

PART-B

Q.5 Explain the difference between skimming and scanning. Give examples.

Q.6 Write a paragraph on “If I were the prime minister”.

Q.7 Read the following passage carefully and answer the questions that follow:

A series of research projects in recent years have looked at the small, spiny, marine invertebrate known as the sea urchin. The sequence of their genetic code has been successfully analyzed, revealing a remarkably close resemblance to that of humans. This provides a firmer foundation for the claim that humans and sea urchins share a common ancestor, which must have lived over 540 million years ago.

The red sea urchin, found off the West coast of North America and elsewhere, was considered a pest in the 1960s and attempts were made to eradicate it wherever locals were farming kelp. In the 1970s, though, American sea fisheries discovered a lucrative market in Japan, where certain internal organs of these creatures were considered a delicacy, and by the 1990s they had become one of the most valuable marine resources.

There are implications for these fisheries in the latest findings about the way sea urchins mature. Not only are the invertebrates capable of reaching an age of 200 years or more, but they also show no signs of age-related degeneration. In fact, the more advanced the age of an urchin is, the more enhanced its powers of reproduction seem to be. On the other hand, population growth is limited due to the ease with which juvenile urchins fall prey to a range of environmental threats.

Studies have also looked at growth rates, using measures of carbon-14, which has increased in all living organisms following the atmospheric testing of atomic weapons in the 1950s. These studies confirmed earlier findings, obtained using injections of
tetracycline, that the process of enlargement never reaches a ceiling. Growth rates may diminish to only an extra millimeter in circumference per year but they do not cease.

Choose the correct answer from the following:

a) According to the passage, what do red sea urchins eat?
   i) Rotting animal matter
   ii) Tetracycline
   iii) Microscopic animal life
   iv) Kelp

b) What can we learn from the passage about the techniques to measure the increase in the size of urchins as they age?
   i) One technique was not possible before the 1950s.
   ii) They are generally unreliable.
   iii) The latest technique involves using tetracycline.
   iv) Atmospheric tests affect the growth rates.

c) Which of the following is NOT true?
   i) Sea urchins first appeared no more than 540 million years ago.
   ii) Harvesting sea urchins was a profitable business in the 1960s.
   iii) There are no similarities between the DNA of sea urchins and that of humans.
   iv) The red sea urchin is not found only off the West coast of America.

d) According to the passage, there are not more sea urchins in the oceans because...
   i) Of contamination from carbon-14.
   ii) Age-related degeneration is widespread.
   iii) Of the vulnerability of very young urchins.
   iv) Sources of kelp have drastically declined.

e) Sea urchins that have lived for a very long time...
   i) Lose their ability to reproduce.
   ii) Do not suffer from the effects of ageing.
   iii) Start to show a slight reduction in size.
   iv) Are more easily attacked by other marine animals.
Reading Comprehension

Some time ago, there lived a king. The king should have been contented with his life, given all the riches and luxuries he had. However this was not the case, the king always found himself wondering why he just never seemed contented with his life. Sure, he had the attention of everyone wherever he went, attended fancy dinners and parties, but somehow, he still felt something was lacking and he could not put his finger on it. One day the king had woken up earlier than usual to stroll around his palace. He entered his huge living room and came to a stop when he heard someone happily singing away. Following this singing, he saw that one of the servants was singing and had a very contented look on his face.

This fascinated the king and he summoned this man to his chambers. The man entered the King's chambers as ordered. The King asked why he was so happy. To this the man replied, "Your Majesty, I am nothing but a servant, but I make enough of a living to keep my wife and children happy. We don't need too much, a roof over our heads and warm food to fill our tummy. My wife and children are inspiration; they are content with whatever little I bring home. I am happy because my family is happy."

Hearing this, the King dismissed the servant and summoned his Personal Assistant to his chambers. The King related his personal anguish about this feelings and then related the story of the servant to his Personal assistant, hoping that somehow he will be able to come up with some reasoning that here was a King who could have anything he wished for at a snap of his fingers and yet was not contended, whereas his servant having so little, was extremely contended. Personal assistant listened attentively and come to a conclusion. He said, "Your Majesty, I believe that the servant has not been made part of The 99 Club."

"The 99 Club? And what exactly is that?" The King inquired.

To which the Assistant replied, "Your Majesty, to truly know what The 99 Club is, you will have to do the following Place 99 gold coins in a bag and leave it at the servant's doorstep. You will understand what "The 99 Club" is. That very same evening, the king arranged for 99 gold coins to be placed in a bag at the servant's doorstep. Although, he was slightly hesitant and thought he should have put 100 gold coins into the bag, yet since his assistant had advised him to put 99 that is what he did.

The servant was just stepping out of his house, when he saw a bag at his doorstep, wondering about its contents, he took it into his house and opened the bag. When he opened the bag, he let out a great big shout of joy, "Gold Coins. So many of them." He could hardly believe it. He called his wife to show her coins. He then took the bag to a table and emptied it out and began to count the coins. Doing
so, he realized that there were 99 gold coins and he thought it was an odd number, so
he counted again and again only to come to the same conclusion- 99 gold coins.
He began to wonder what could have happened to that last one coin. For no one would
leave 99 coins. He began to search his entire house, looked around his backyard for
houses, not wanting to lose out that one coin. Finally, exhausted, he decided that he
would work harder than ever to make up for that one gold coin to make his entire
collection an even 100 gold coins.
He got up the next morning in an extremely horrible mood, shouting at the children and his
wife for his delay, not realizing that he had spent most of the night conjuring ways of working
hard, so that he had enough money to buy himself that gold coin. He went to work as usual
but not in his usual best mood, singing happily, as he grumpily did his daily errands.
Seeing the man’s attitude change so drastically, the king was puzzled. He promptly
summoned his Assistant to his chambers. The King related his thoughts about the
servant and once again his Assistant listened. The King could not believe that the
servant who until yesterday had been singing away and was happy and contented with
his life and had taken a sudden change of attitude even though he should have been
happier after receiving the gold coins.
To this the Assistant replied, “Ah I But your Majesty, the servant has now officially
joined “The 99 Club”. He explained”, The 99 Club is just a name given to those people,
who have everything but yet are never contented; therefore they are always working
hard and striving for that extra one to round it out to 100. We have so much to be
thankful for and we can live with very little in our lives but the minute we are given
something bigger and better we want even more! We are not the happy contented
person we used to be. We want more and more and by wanting more and more we
don’t realise the price we pay for it. We lose our sleep our happiness; we hurt the
people around us just as a price to pay for our growing needs and desires. That is what
joining The 99 Club is all about.” Hearing this the King decided that from that day
onwards he was going to start appreciating all the little things in life.
Striving for one is always good but let’s not strive so hard and for much that we lose all
those near and dear to our hearts. We shouldn’t compromise our happiness for
moments of luxuries.
Q.1 Why did the King summon the servant?
   a) Because the servant was singing a sad song
   b) Because he was fascinated by the happiness of servant
   c) Because the servant had shown disrespect to him
   d) Because the servant was also assigned the job of a spy

Q.2 What was/were the reason(s) for the servant's happiness?
   A) He was not a part of The 99 Club
   B) He was too poor to look after his family
   C) His family was happy.
   a) A and B           b) B and C
   c) A and C           d) All of these

Q.3 What was not the effect of placing the bag containing 99 gold coins at the servant's doorstep?
   a) The servant became overjoyed to find the bag containing gold coins.
   b) He counted the gold coins again and again to confirm whether they were just ninety nine or a hundred.
   c) He began to search last one coin in and around the house.
   d) Finally he could find the last one coin the backyard.

Q.4 What happened to the servant, when he became part of the 99 Club?
   a) He got up the next morning in a horrible mood.
   b) He rebuked the members of his family.
   c) He did his work grumpily.
   d) All of the above.

Q.5 In the context of the passage, what do you mean by The 99 Club?
   a) The 99 Club is a group of rich people.
   b) It is a club of dissatisfied people.
   c) It is a club of ministers of the royal court.
   d) It is the club of people.

Q.6 Choose the word, which is the most similar in meaning to the word 'Fascinated' given in bold as used in the passage.
   a) Bored              b) Attracted
   c) Repulsed           d) Exhausted

Q.7 Choose the word, which is the most opposite in meaning to the word 'Stroll' given in bold as used in the passage.
   a) Excursion         b) Lazy walk
   c) Survey            d) Breath

Q.8 Choose the word, which is the most similar in meaning to the word 'Drastically' given in bold as used in the passage.
   a) Vehemently        b) Effectively
   c) Firmly            d) Compulsively
   v) Emphatically

Q.9 Moral of the story is
   a) Be contended in life
   b) Appreciate all small things in life
   c) All of the above
   d) None of the above
Q.10 In the line “Striving for one”, word striving means:
   a) Make great efforts  
   b) Struggle 
   c) All of the above  
   d) None of the above  

Read each sentence to find out whether there is any grammatical error in it. If there is no error, the answer is d).

Q.11 Solve as per the direction given above:
   a) We discussed about the problem so thoroughly  
   b) On the eve of the examination  
   c) That I found it very easy to work it out  
   d) No error  

Q.12 Solve as per the direction given above:
   a) An Indian ship  
   b) Laden with merchandise  
   c) Got drowned in the Pacific Ocean  
   d) No error  

Q.13 Solve as per the direction given above:
   a) I could not put up in a hotel  
   b) Because the boarding and lodging charges  
   c) Were exorbitant  
   d) No error  

Q.14 Solve as per the direction given above:
   a) The Indian radio  
   b) Which was previously controlled by the British rulers  
   c) Is free now from the narrow vested interests  
   d) No error  

Q.15 Solve as per the direction given above:
   a) If I had known  
   b) this yesterday  
   c) I will have helped him.  
   d) No error  

Q.16 Which one of the following is not listed in the SMART acronym for assessing a set of goals?
   a) Specific  
   b) Rewarded  
   c) Measurable  
   d) Achievable  

Q.17 A clearly stated Goal looks at:
   a) What you want  
   b) When you want to get it  
   c) How will you get it  
   d) All of the above  

Q.18 What is the best reason for setting a goal?
a) You are bored  
b) You want to improve a skill or a talent  
c) Your parents Want to  
d) Without any reason  

Q.19 When writing an email message, paragraphs should  
a) Be long  
b) Be short  
c) Be indented  
d) Be invisible  

Q.20 The best way to make several points in an email is:  
a) Include all points in the first paragraph  
b) Include all points in the last paragraph  
c) Use bullet points  
d) None of the above  

Q.21 I should only forward email when:  
a) I feel it's important  
b) I know the other person should have the information  
c) Information important for all readers  
d) Its ok to forward all mails  

Q.22 If you know the recipient is often in a hurry, the best way to send a supporting document is:  
a) Put it directly in the body of the message  
b) Attach it as a separate document  
c) Type slowly  
d) Have it delivered by carrier pigeon.  

Q.23 What is a benefit of practicing good personal hygiene?  
a) Improved self-esteem  
b) Better health  
c) Others will have a better perception of you  
d) All of the above  

Q.24 During the presentation the attention span of the audience is maximum during  
a) Opening  
b) Closing  
c) Both  
d) None of these  

Q.25 Your friend from college joins your company at a senior level to you. How should you interact with her in the office?  
a) Talk informally and don't take her orders seriously  
b) Break your friendly ties with her completely and maintain only a professional relationship  
c) Treat her like a senior in the office and as a friend outside  
d) None of the above  

Q.26 Self-awareness is  
a) Knowing yourself  
b) Ability to think about your own thought process  
c) Both a) and b)  
d) None of the above.  

Q.27 Self-awareness affects our  
a) Behaviour  
b) Attitude
Q.28 The following is not a learning style
   a) Auditory  b) Visual
   c) Reading   d) Kinesthetic

Q.29 Grooming includes:
   a) Neat and clean clothes all the time
   b) Hair neatly brushed and combed
   c) Usage of mild deodorant/perfume
   d) All of the above

Q.30 Kinesthetic learning style involves:
   a) Learning through listening
   b) Learning through seeing
   c) Learning through practical hands on experience
   d) None of the above

Q.31 The best way to apply for a job is to submit a resume that is:
   a) Specifically written for that particular job
   b) Suitable for any job
   c) Self-recommending
   d) Full of personal information

Q.32 The group discussion evaluates the candidate's ability to:
   a) Control others
   b) Argue with others
   c) Lead others
   d) Confer with others on a given subject

Q.33 The cover letter is:
   a) A summary of your qualifications and experiences
   b) A foreword
   c) A statement of your job objective
   d) A description of your core strengths and suitability for the job

Q.34 The heading of a resume includes
   a) Personal information such as name and contact details
   b) Names of references
   c) Title of the most recent job
   d) Career objective

Q.35 A resume can be as many pages as a job-seeker needs to include all his or her pertinent job, skills, and education information.
   a) True
   b) False
   c) Not sure
   d) Don't write any resume

Q.36 To be able to give a good presentation, a full rehearsal is:
   a) Necessary   b) Audience based
Q.37 Just reading out the slides during the presentation is:
   a) Helpful    b) Not allowed
   c) Allowed    d) Dull

Q.38 To select the content of your presentation, you should know:
   a) Your purpose
   b) The audience’s needs
   c) The time limit
   d) All of the above

Q.39 Which of these should you avoid while giving your presentation?
   a) Repeating yourself and going off topic
   b) Using occasional pauses
   c) Talking slowly
   d) Making frequent eye contact with your audience

Q.40 Why should you keep text to a minimum on slides?
   a) So the focus is on you as the speaker
   b) So the pictures are easier to see
   c) To help make your presentation longer
   d) To make sure the audience can read everything you have to tell them

Q.41 Extrinsic personality includes
   a) Style of Dressing
   b) Communication Style
   c) All of the above
   d) None of the above

Q.42 Communication Discipline is
   a) No aggressive behaviour
   b) Keeping in mind the cultural difference
   c) Awareness of your surroundings
   d) All of the above

Q.43 Auditory learners prefer to
   a) Work in quieter places
   b) Prefer to hear spoken information
   c) Like background information
   d) All of the above

Q.44 Knowledge of your learning style helps
   a) To learn faster
   b) Makes us inflexible
   c) Doesn’t make any difference
   d) Complicates our learning

Q.45 Presentation Skills helps in improving our
   a) Communication skills
   b) Team work dynamics
   c) Leadership qualities
   d) All of the above
Q.46 The following is not a communication style:
   a) Assertive
   b) Passive Aggressive
   c) Submissive
   d) Passive Assertive

Q.47 There are vowel sounds in spoken English
   a) 25       b) 20
   c) 12       d) 18

Q.48 The following is not a vowel sound
    a) “th”     b) “oo”
    c) “aw”     d) “ae”

Q.49 21 consonants make consonant sounds in English language.
   a) 80       b) 21
   c) 24       d) 22

Q.50 Phonetics is
    a) Study of speech sounds as produced by human beings
    b) Another name for telephone etiquette
    c) It is a foreign language which is a dialect of Hebrew
    d) None of the above
End Semester Examination, Dec. 2018  
B. Tech. – Third Semester  
CAREER SKILLS-I (HM-302) 

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 4  

Note: All questions are compulsory. Each question has FOUR options with ONE correct answer. Select the correct answer. All questions are of ONE mark each. There is no NEGATIVE marking. Mention the correct option for each question in the blank answer key given herein below. Calculator is not permitted. 

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Q.1 If South-East becomes North, North-East becomes West and so on. What will West become?  
a) South East  
b) North East  
c) South  
d) East  

Q.2 In a certain code, TRIPPLE is written as SQHOOKD. How is DISPOSE written in that code?  
a) CHRONRD  
b) DSOESPI  
c) ESJTPTF  
d) ESOPSID  

Q.3 In a certain code, ‘247’ means ‘spread red carpet’; ‘256’ means ‘dust one carpet’ and ‘234’ means ‘one red carpet’. Which digit in that code means ‘dust’?  
a) 5  
b) 2  
c) 6  
d) 7  

Q.4 In a certain code language, ‘134’ means ‘good and tasty’; ‘478’ means ‘see good pictures’ and ‘729’ means ‘pictures are faint’. Which of the following digits stands for ‘see’?  
a) 9  
b) 2  
c) 5  
d) 8  

Q.5 The last day of a century cannot be:  
a) Monday  
b) Wednesday  
c) Friday  
d) Tuesday  

Q.6 In alphabet series, some alphabets are missing which are given in that order as one of the alternatives below it. Choose the correct alternative: _ _ aba _ _ ba _ ab  
a) abbba  
b) abbab  
c) baabb  
d) bbaba  

Q.7 A’s son B is married with C whose sister D is married to E the brother of B. How D is related to A?  
a) Sister  
b) Daughter's-in-law  
c) Sister-in-law  
d) Cousin  

Directions for Q. 8-12: Which one will replace the question mark in the following figures? 

Q.8  

a) 5  
b) 6  
c) 7  
d) 9  

9.  

```
2 4 0
1 3 4
3 1 3
36 7 91
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Q.10

[Diagram]

a) 115 b) 130
c) 135 d) 140

Q.11

[Diagram]

a) 1 b) 4
c) 3 d) 6

Q.12

[Diagram]

a) 125 b) 165
c) 600 d) 625

Q.13

If A is to the south of B and C is to the east of B, in what direction is A with respect to C?
a) South-East b) North
c) None of These d) South-West

Q.14

In a class, 18 boys are over 160 cm tall. If these constitute three-fourths of the boys and the total number of boys is two-thirds of the total number of students in the class, what is the number of girls in the class?
a) 6 b) 12
c) 18 d) 24

Q.15

In the AMS club, all the members participate either in the Tambola or the Fete. 420 participate in the Fete, 350 participate in the Tambola and 220 participate in both. How many members does the club have?
a) 410 b) 550
c) 440 d) 140

Q.16

In alphabet series, some alphabets are missing which are given in that order as one of the alternatives below it. Choose the correct alternative.
ab _ aa _ bbb _ aaa _ bbba
a) abba b) baab
c) aaab d) abab

Q.17

The C.P of 21 articles is equal to S.P of 18 articles. Find the gain or loss percent?
a) 10% b) 15%
c) 16 2/3% d) 20%

Q.23

The average weight of 8 person’s increases by 2.5 kg when a new person comes in place of one of them weighing 65 kg. What might be the weight of the new person?
Q.24 The value of a machine depreciates at the rate of 10% every year. It was purchased 3 years ago. If its present value is ₹8748, its purchase price was?

a) 11,000  
  b) 12,000  
  c) 15,000  
  d) 20,000

Q.25 The percentage discount offered for "Buy 6 get 1 free is”?

a) 14.285%  
  b) 15%  
  c) 16%  
  d) 18%

Q.26 Entry fee in an exhibition was ₹1. Later, this was reduced by 25% which increased the sale by 20%. The percentage increase in the number of visitors is?

a) 50%  
  b) 55%  
  c) 70%  
  d) 60%

Q.27 Puneet sold an album for $735 and made a profit of 22.5%. The cost price of the album went up by $120 and so Puneet increased the selling price by $120. What is his profit % now?

a) 18.75%  
  b) 19%  
  c) 22%  
  d) 15%

Q.28 The ratio of the number of ladies to gents at a party was 1:2 but when 2 ladies and 2 gents left, the ratio became 1:3. How many people were at the party originally?

a) 36  
  b) 24  
  c) 12  
  d) 6

Q.29 ₹160 contained in a box consists of one rupee, 50 paisa and 25 paisa coins in the ratio 4:5:6. What is the number of 25 paisa coins?

a) 100  
  b) 120  
  c) 150  
  d) 200

Q.30 Find the simple interest on ₹500 for 9 months at 6 paisa per month?

a) 270  
  b) 250  
  c) 220  
  d) 200

Q.31 Sonika deposited ₹8000 which amounted to ₹9200 after 3 years at simple interest. Had the interest been 2% more, she would get how much?

a) 9688  
  b) 9680  
  c) 9655  
  d) 9580

Q.32 How much interest can a person get on ₹8200 at 17.5% p.a. simple interest for a period of two years and six months?

a) ₹3770  
  b) ₹2850.50  
  c) ₹3587.50  
  d) ₹3750

Q.33 If a sum of money at compound interest amounts to thrice itself in 3 years, then in how many years will it be 9 times itself?

a) 12 years  
  b) 6 years  
  c) 9 years  
  d) 15 years

Q.34 On what sum will the difference between the simple and compound interests for 3 years at 3 per cent per annum amount to ₹27.27?
Q.35 A and B together can do a piece of work in 8 days. If A alone can do the same work in 12 days, then B alone can do the same work in?
   a) 20 Days  b) 24 Days  c) 15 Days  d) 22 Days

Q.36 On what sum will the difference between the simple and compound interests for 3 years at 3 per cent per annum amount to ₹27.27?
   a) ₹5000  b) ₹10000  c) ₹8000  d) ₹9000

Q.37 The ratio of income of A and B is 3:4. The Ratio of expenditure of both is 2: 3 and each saves ₹200. Find the income of A and B.
   a) ₹500,600  b) ₹600,800  c) ₹600,900  d) ₹800,1000

Q.38 A person covers a certain distance by Train, Bus and Car in the ratio 4:3:2. The ratio of fare is 1:2:4 per km. The total expenditure as a fare is ₹720. Then, total expenditure as fare on train.
   a) ₹140  b) ₹150  c) ₹160  d) ₹170

Q.39 Average cost of 5 apples and 4 mangoes is ₹36. The average cost of 7 apples and 8 mangoes is ₹48. Find the total cost of 24 apples and 24 mangoes.
   a) 1044  b) 2088  c) 720  d) 344

Q.40 The average of runs of a cricket player of 10 innings was 32. How many runs must be made in his next innings so as to increase his average of runs by 4?
   a) 70  b) 72  c) 74  d) 76

Q.41 A car owner buys petrol at ₹7.50, ₹8 and ₹8.50 per litre for three successive years. What approximately is the average cost per litre of petrol if he spends ₹4000 each year?
   a) ₹7.98  b) ₹8  c) ₹8.50  d) ₹9

Q.42 Two students appeared at an examination. One of them secured 9 marks more than the other and his marks was 56% of the sum of their marks. What are the marks obtained by them?
   a) 42, 33  b) 44, 36  c) 43, 36  d) 42, 36

Q.43 When a number is first increased by 10% and then reduced by 10%, the number is:
   a) No change  b) Decreases by 1%  c) Increases by 1%  d) None of these
Q.44 The average age of three boys is 25 years and their ages are in the proportion 3 : 5 : 7. The age of the youngest boy is:
   a) 21       b) 18
   c) 15       d) 9

Q.45 By selling 45 lemons for ₹40, a man loses 20%. How many should he sell for ₹24 to gain 20% in the transaction?
   a) 16       b) 18
   c) 20       d) 22

Q.46 A shopkeeper cheats to the extent of 10% while buying and selling, by using false weights. His total gain is.
   a) 20%      b) 21%
   c) 22%      d) 23%

Q.47 If the cost price is 25% of selling price. Then what is the profit percent.
   a) 150%     b) 200%
   c) 300%     d) 350%

Q.48 In the first 10 overs of a cricket game, the run rate was only 3.2. What should be the run rate in the remaining 40 overs to reach the target of 282 runs?
   a) 6.25      b) 6
   c) 7         d) 9

Q.49 Average of five numbers is 27. If one number is excluded the average becomes 25. The excluded number is:
   a) 35        b) 45
   c) 55        d) 65

Q.50 A fruit seller had some apples. He sells 40% apples and still has 420 apples. Originally, he had:
   a) 900       b) 700
   c) 1100      d) 1200
End Semester Examination, Dec. 2018  
MCA – Third Semester  
EMPLOYABILITY ENHANCEMENT PROGRAMME-II (HM-305)  

Time: 2 hrs.  
Max Marks: **50**  
No. of pages: **4**  

Note: All questions are compulsory. Each question has **FOUR** options with **ONE** correct answer. Select the correct answer. All questions are of **ONE** mark each. There is no **NEGATIVE** marking. Mention the correct option for each question in the blank answer key given herein below. Calculator is not permitted.  

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Q.1 Looking at a portrait of a man, Harsh said, "His mother is the wife of my father's son. Brothers and sisters I have none." At whose portrait was Harsh looking?
   a) His son  b) His cousin  
   c) His uncle  d) His nephew

Q.2 Rahul's mother is the only daughter of Monika's father. How is Monika's husband related to Rahul?
   a) Father  b) Son  
   c) Mother  d) Daughter

Q.3 A girl introduced a boy as the son of the daughter of the father of her uncle. The boy is girl's.
   a) Brother  b) Son  
   c) Uncle  d) Son-in-law

Q.4 A person crosses a 600 m long street in 5 minutes. What is his speed in km per hour?
   a) 7.2  b) 8  
   c) 7  d) 9

Q.5 How long will a boy take to run round a square field of side 35 meters, if he runs at the rate of 9 km/hr?
   a) 50 Secs  b) 56 Secs  
   c) 40 Secs  d) 52 Secs

Q.6 A man in a train notices that he can count 41 telephone posts in one minute. If they are known to be 50 metres apart, then at what speed is the train travelling?
   a) 100 Km/hr  b) 110 Km/hr  
   c) 120 Km/hr  d) 80 Km/hr

Directions (Q.7 to Q.11): A cube painted red on two adjacent faces and black on the faces opposite to the red faces and green on the remaining faces, is cut into 64 smaller cubes of equal size.

Q.7 How many cubes are there which have no face painted?
   a) 0  b) 4  
   c) 8  d) 16

Q.8 How many cubes have only one face painted?
   a) 8  b) 4  
   c) 24  d) 32

Q.9 How many cubes have less than three faces painted?
   a) 44  b) 24  
   c) 48  d) 36

Q.10 How many cubes are there with three faces painted?
   a) 4  b) 8  
   c) 16  d) 24
Q.11 How many cubes have one face green and one of the adjacent faces black or red?
   a) 8  b) 16  c) 24  d) 28

Q.12 What letters are missing from cube 4?
   a) YZ  b) LR  c) CX  d) DW

Q.13 Choose the box that is similar to the box formed from the given sheet of paper (X)?
   a) B and C only  b) A, C and D only  c) B and D only  d) A and D only

Q.14 In a certain code 'MISSIONS' is written as 'MSIISNOS'. How is 'ONLINE' written in that code?
   a) OLNNIE  b) ONILEN  c) NOILEN  d) LNOENI

Q.15 If in the English alphabet, every alternate letter from B onwards is written in small letters while others are written in capitals, then how will the 3rd day from Tuesday will be coded?
   a) W e D N e S d A Y  b) W E d n E S d A Y  c) T H U R S d A Y  d) f r I d A Y

Q.16 If white is called blue, blue is called red, red is called yellow, yellow is called green, green is called black, black is called violet and violet is called orange, what would be the color of human blood?
   a) Blue  b) Yellow  c) Black  d) Violet

Q.17 In alphabet series, some alphabets are missing which are given in that order as one of the alternatives below it. Choose the correct alternative: _ aba _ cabc _ dcba _ bab _ a
   a) abdca  b) bcadc  c) abccd  d) cbdaa

Q.18 In alphabet series, some alphabets are missing which are given in that order as one of the alternatives below it. Choose the correct alternative:
Q.19 What will be the day of the week 15th August, 2010?
   a) Sunday  b) Monday  
   c) Tuesday  d) Friday

Q.20 Excluding stoppages, the speed of a bus is 54 kmph and including stoppages, it is 45 
   kmph. For how many minutes does the bus stop per hour?
   a) 20  b) 40  
   c) 10  d) 50

Q.21 Fourteen machines can produce 500 units in 12 hours. After four hours production, two 
   more machines were started. How many hours will it take to complete the production of 
   500 units?
   a) 7  b) 8  
   c) 15  d) 20

Q.22 The product of 4 consecutive even numbers is always divisible by:
   a) 364  b) 384  
   c) 390  d) 370

Q.23 Find the unit's digit in (264)^102 + (264)^103.
   a) 2  b) 5  
   c) 0  d) 10

Q.24 Deepanshu started walking positioning his back towards the sun. After some time, he 
   turned left, then turned right and towards the left again. In which direction is he going 
   now?
   a) North or East  b) North or South  
   c) East  d) West

Q.25 Reena walked from A to B in the East 10 feet. Then she turned to the right and walked 
   3 feet. Again she turned to the right and walked 14 feet. How far is she from A?
   a) 4 feet  b) 3 feet  
   c) 10 feet  d) 5 feet

Q.26 Raman is performing yoga with his head down and legs up. His face is towards the 
   west. In which direction, will his left hand be?
   a) East  b) North  
   c) South  d) West

Q.27 A is B's sister. C is B's mother. D is C's father. E is D's mother. Then, how is A related to 
   D?
   a) Mother  b) Granddaughter  
   c) Sister  d) Father

Q.28 Kailash remembers that his brother Deepak's birthday falls after 20th May but before 
   28th May, while Geeta remembers that Deepak's birthday falls before 22nd May but 
   after 12th May. On what date Deepak's birthday falls?
   a) 20th May  b) 21st May 
   c) 22nd May  d) Cannot say
Q.29 Which is the third number to left of the number which is exactly in the middle of the following sequence of numbers?
1 2 3 4 5 6 7 8 9 2 4 6 8 9 7 5 3 1 9 8 7 6 5 4 3 2 1
a) 3  
b) 4  
c) 5  
d) 6

Q.30 Select a figure from amongst the Answer Figures which will continue the same series as established by the five Problem Figures.

Problem Figures:   Answer Figures:
A. B. C. D. (E) (1) (2) (3) (4) (5)
a) 1  
b) 2  
c) 3  
d) 4

Directions: In each of the following questions, find out which part of the sentence has an error:

Q.31 a) A. In management, as you rise higher,
b) the problems you face become more unstructured and
c) you just can’t fall back on
d) the tools you have been taught
e) No error

Q.32 a) Remember that you are part of the team and
b) your success depends on the support
c) you are able to give and get
d) from your team members
e) No error

Q.33 a) The teacher promised
b) that she would explain it
c) If they came
d) before school the following day
e) No error

Q.34 a) My friend asked me
b) if I can lend him my
c) Parker pen for a day
d) No error

In the following questions, there is a sentence with jumbled up parts. Rearrange these parts, which are labelled a, b, c and d, to produce the correct sentence. Choose the proper sequence.

Q.35 A) She wondered if
B) work hard for a living
C) he would ever
D) because he was so rich
    a) abcd  
b) abdc  
c) acbd  
d) bcda

Q.36 A) I was certain
B) the management meeting
C) be allowed to attend
D) that subordinates would not
a) abed b) abdc
c) adcb d) bcda

Choose the right option:

Q.37 Weather report: "It's seven o'clock in Frankfurt and ...... ."
a) there is snow b) it's snowing
c) it snows d) it snowed

Q.38 What time.....
a) the train leaves?
b) leaves the train?
c) is the train leaving?
d) does the train leave?

Use the correct form of tenses from the options given below each question:

Q.39 She _______ a maid by next month
a) Employs b) Employed
c) Has employed d) Will have employed

Q.40 He ______ never ______ since he nearly _______
a) Has, swum, drowned b) Had, swum, was drowning
c) Was, swimming, drowned d) Did, swum, had drowned

Pick out the most effective word(s) from the given words to fill in the blank to make the sentence meaningfully complete

Q.41 He lives near a lovely ________ of countryside.
a) length b) piece
c) section d) stretch

Q.42 Owing to the power cut in the area, the companies are forced to ______ men.
a) throw away b) send off
c) put off d) lay off

Q.43 A sanguine outlook is associated with the ________.
a) Rationalist b) Socialist
c) Optimist d) Philanthropist

Q.44 The synonym for the word “WISE” is:
a) Momentous b) Pragmatic
c) Judicious d) Delay

Q.45 The antonym for the word “PERRENIAL” is:
a) Frequent d) Regular
c) Lasting d) Rare

Read the passage below and answer the questions that follow:
The sky was already full of rusting wings. But when Jean stepped into the still lusterless water, he seemed to be swimming in an indeterminate darkness until he saw the streaks of red and gold over the horizon. Then he suddenly swam back to land and climbed up the winding path to his house. After a great deal of panting he reached a little gate, pushed it open and climbed a stairway. The house above the world had its huge bay-windows through which one could see the horizon from one edge to the other. Here, no one complained of exhaustion. Everyone
had his joy to conquer, every day.

Q.46 Which of the following is indicated by the description in the passage?
   a) Time before sunrise
   b) Time after sunset
   c) Clouds
   d) None of the above

Q.47 “The house above the world” in the passage means:
   a) Jean’s house was very beautiful
   b) His house was on top of a hill
   c) The house was very shabby
   d) All of the above

Q.48 “Horizon” in the passage means:
   a) Perception
   b) Skyline
   c) View
   d) None of the above

Q.49 Was Jean too tired to walk up to his house?
   a) Yes
   b) No
   c) Maybe
   d) Cant be determined

Q.50 Jean’s exhaustion evaded after seeing the
   a) Sun
   b) Clouds
   c) Sea
   d) Horizon
End Semester Examination, Dec. 2018  
B. Tech. – Fourth Semester  
CAREER SKILLS-II (HM-402)  

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 4  

Note: The paper consists of fifty multiple questions; each question has four options with one correct answer. Select the correct answer. Attempt all questions. All questions are of one mark each. There is no negative marking. Calculators not allowed. Mention the correct option for each question in the blank answer key given herein below. (Answer sheets with empty answer keys despite the correct options being ticked, will not be evaluated)

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Q.1 Group discussions are conducted to test the following 
   a) Knowledge    b) Communication 
   c) Leadership    d) All of these

Q.2 Which of the following is a “No” in the group discussion? 
   a) Dominate the discussion 
   b) Grabbing attention 
   c) Give others chance 
   d) Both a) and b)

Q.3 Which of the following is the correct body language in group discussion? 
   a) Display of confidence 
   b) Outburst of emotions 
   c) Angry expressions 
   d) Faking figures

Q.4 If the name (Robin John) is provided, which is the correct salutation? 
   a) Dear Mr. John 
   b) Dear Mr. Robin 
   c) Dear Mr. Robin John 
   d) None of the above

Q.5 Cover letter should be adapted to: 
   a) The employee changes 
   b) Employer 
   c) Application purpose 
   d) None of the above

Q.6 Resume should include the following: 
   a) Work Experience, Internships, Projects, Personal Dossier 
   b) Internships, Projects, Hobbies, Personal Dossier 
   c) Work Experience, Internships, Strengths, Weaknesses 
   d) None of the above

Q.7 Which of the following is correct with respect to resume writing? 
   a) Use of fancy font styles 
   b) Use of slangs 
   c) Incorrect information 
   d) Restrict to one page

Q.8 Which of the following statements is not true w.r.t. eye contact? 
   a) Making eye contact gives you confidence 
   b) It inspires others to listen to you 
   c) It denotes an open communication. 
   d) It symbolizes that you are not sleeping.

Q.9 A good hand shake would mean: 
   a) Eye contact with the person. 
   b) Holding the hand firmly. 
   c) Maximum surface contact of the palms 
   d) All of these

Q.10 The test of “A good impression” would mean: 
   a) Good Verbals and Non-verbals
b) Good academic records.
c) Good sport records.
d) Good extracurricular records.

Q.11 "If you are early, you are on time. If you are on time, you are late", it means:
a) Reach the venue exactly on time
b) Reach the venue 15 minutes before the start of Interview
c) Reach the venue 5 minutes before the start of Interview
d) It’s ok to be late at times.

Q.12 An interview portfolio bag should have:
a) Master Application
b) Copies of resume
c) Certificates and Accomplishments
d) All of these

Q.13 Answer to the question “What are your long term goals”?
a) A high standard of living
b) To move up and succeed in a company like yours
c) I want your job
d) None of the above

Q.14 What should you not do in an interview?
a) Maintain eye contact with all panellists
b) Sit smartly
c) Smile incessantly
d) Dress neatly

Q.15 The answer to the question “How long would you expect to work for us if hired”? Would be:
a) Till 5 o clock
b) Till I keep getting foreign assignments.
c) Till I keep getting good salary.
d) Till I feel challenged professionally.

Q.16 Answer to the question “What are your long term goals“?
a) A high standard of living
b) To move up and succeed in a company like yours.
c) I want your job.
d) All of these.

Q.17 What questions should not be asked to the interviewer?
a) What will be my salary
b) My work timings
c) When will I get the promotion
d) All of the above

Q.18 The career planning process is an ongoing process of:
a) Continuously fine tuning your work and learning plans to help you manage your professional life.
b) Getting employment.
c) Maintain the employment by functioning successfully.
d) All of these
Q.19 Chronology of events in a CV is
  a) First to Current  
  b) Current to First  
  c) Both a) and b)  
  d) None of these

Q.20 Which of the following is okay to do at an interview?
  a) Ask the employer questions.  
  b) Answer your cell phone.  
  c) Be a few minutes late.  
  d) All of these.

Q.21 A man walks 5 km toward north and then turns to the left. After walking 3km he turns to the left and walks 5km. Now in which direction is he from the starting place?
  a) East  
  b) West  
  c) North-East  
  d) South-West

Q.22 Golu started from his house towards North. After covering a distance of 4 km. he turned towards right and covered a distance of 3km. What is the shortest distance now from his house?
  a) 5 km  
  b) 2 km  
  c) 14 km  
  d) 16 km

Q.23 In an examination, the highest marks are 300. Vijay gets 225 marks. What is the percent marks scored by Vijay?
  a) 25%  
  b) 75%  
  c) 50%  
  d) 40%

Q.24 What is 30% of 90?
  a) 27  
  b) 15  
  c) 30  
  d) 24

Q.25 What should replace “A” to make the number “3241A4” divisible by 9?
  a) 1  
  b) 5  
  c) 4  
  d) 2

Q.26 Which of the following numbers is divisible by 3?
  a) 3020  
  b) 3960  
  c) 5350  
  d) 2140

Q.27 What is the average of 10, 20 and 60?
  a) 30  
  b) 20  
  c) 10  
  d) 40

Q.28 The average age of 4 students is 20 years. What is the total sum of their ages?
  a) 40  
  b) 5  
  c) 60  
  d) 80

Q.29 What is the simple interest on ₹1000 at 10% for two year?
  a) 10  
  b) 20  
  c) 30  
  d) 40
Q.30 Simple Interest on certain sum at the rate of 20% per annum for 3 years is ₹600. What is the sum?
   a) ₹1500       b) ₹2000
   c) ₹1000       d) ₹1200

Q.31 The sum of ages of 3 children born at the intervals of 3 years each is 27 years. What is the age of the youngest child?
   a) 6 years       b) 8 years
   c) 4 years       d) None of these

Q.32 A man is 24 years older than his son. In two years, his age will be twice the age of his son. The present age of his son is?
   a) 14 years       b) 18 years
   c) 20 years       d) 22 years

Q.33 If A is the brother of B; B is the sister of C; and C is the father of D, how D is related to A?
   a) Brother
   b) Sister
   c) Nephew
   d) Can't be determined.

Q.34 A cyclist covers a distance of 15 kms in 3 hours. Calculate his speed.
   a) 7km/hr        b) 7.5km/hr
   c) 3 km/hr       d) None of these

Q.35 A boy walks at a speed of 4 kmph. How much time does he take to walk a distance of 28 km?
   a) 6 hours       b) 7 hours
   c) 5 hours       d) 8 hours

Q.36 A coin is tossed 3 times. Find out the number of possible outcomes.
   a) 8            b) 2
   c) 1            d) 5

Q.37 In how many ways can the letters of the word ‘PLAY’ be arranged?
   a) 16           b) 12
   c) 120          d) 24

Q.38 What is the probability of getting a sum 9 from two throws of a dice?
   a) 1/8          b) 1/6
   c) 1/9          d) None of these

Q.39 In a box, there are 9 red, 8 blue. One ball is picked up randomly. What is the probability that it is a red ball?
   a) 9/17         b) 8/17
   c) 7/17         d) 8/9

Q.40 What should come next in the series - 4, 9,14,19,14,
   a) 39           b) 34
   c) 29           d) 25
Q.41 The sides of a rectangle are in the ratio 4:3 and its area is 972 sq.m find the perimeter of rectangle.
   a) 120 m       b) 122 m
   c) 124 m       d) 126 m

Q.42 The side of a square is 5 cm. What is the area?
   a) 16 cm²       b) 25 cm²
   c) 20 cm²       d) 24 cm²

Q.43 Find the area of a triangle with Base 20 cm and Height 10 cm.
   a) 100 cm²      b) 75 cm²
   c) 150 cm²      d) None of these

Q.44 A and B can do a work in 12 days. A alone can do it in 8 days. How long will B take to do it alone?
   a) 16 days      b) 12 days
   c) 24 days      d) None of these

Q.45 The selling price of an article is ₹500. The cost price is ₹400. What is the gain/loss %?
   a) 20%          b) 25%
   c) 30%          d) None of these

Q.46 If one-third of a number is 25. What is the number?
   a) 30          b) 25
   c) 60          d) 75

Q.47 A and B get ₹1500 in the ratio 2:3. What is the share of B?
   a) 600         b) 900
   c) 500         d) 1000

Q.48 What is the LCM of 10, 15 and 20?
   a) 120         b) 30
   c) 60          d) 40

Q.49 The greatest number of four digits which is divisible by 15, 25, 40 and 75 is:
   a) 9600        b) 9400
   c) 9000        d) 9800

Q.50 If one card is selected, what is the probability of getting a face card (Jack, Queen and King) from a pack of 52 cards?
   a) 12/50       b) 3/13
   c) 3/26        d) 3/52
End Semester Examination, Dec. 2018  
B. Tech. – Fourth Semester  
QUANTITATIVE APTITUDE AND PERSONALITY DEVELOPMENT-I  
(HM-403A)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 6

Note: The paper consists of fifty multiple questions; each question has four options with one correct answer. Select the correct answer.  
Attempt all questions. All questions are of one mark each. There is no negative marking. Calculator is not permitted.  
Mention the correct option for each question in the blank answer key given herein below. (Answer sheets with empty answer keys despite the correct options being ticked, will not be evaluated)

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Verbal Ability  
Read the following passage carefully and answer the following questions:  
At this stage of civilization, when many nations are brought in to close and vital contact for good and evil, it is essential, as never before, that their gross ignorance of one another should be diminished, that they should begin to understand a little of one another's historical experience and resulting mentality. It is the fault of the English to expect the people of other countries to react as they do, to political and international situations. Our genuine goodwill and good intentions are often brought to nothing, because we expect other people to be like us. This would be corrected if we knew the history, not necessarily in detail but in broad outlines, of the social and political conditions which have given to each nation its present character.
Q.1 According to the author of 'Mentality' of a nation is mainly product of its
a) Present character.
b) International position.
c) Politics.
d) History.

Q.2 The character of a nation is the result of it’s...
a) Gross ignorance
b) Cultural heritage
c) Socio-political conditions
d) Mentality

Q.3 The need for a greater understanding between nations..
a) Is more today than ever before
b) Was always there always be there
c) Is no longer there
d) Will

Q.4 Englishmen like others to react to political situations like...
a) Others     b) Us
c) Themselves  d) Each others

Q.5 According to the author his countrymen should.
a) Read the story of other nations.
b) Not react to other actions.
c) Have a better understanding of other nations.
d) Have vital contacts with other nations.

The sentences given in each question, when properly sequenced, form a coherent paragraph. Each sentence is labelled with a letter. Choose the most logical order of sentences from among the given choices to construct a coherent paragraph.

Q.6 i) For many scientists oceans are the cradle of life.
   A. But all over the world chemical products and nuclear waste continue to be dumped into them.
   B. Coral reefs, which are known to be the most beautiful places of the submarine world are fast disappearing
   C. The result is that many species of fish die because of this pollution.
   D. Of course, man is the root cause behind these problems.
   vi) Man has long since ruined the places he visits - continents and oceans alike.
   a) ACBD         b) BACD
c) ABDC         d) BCAD

Q.7 i) Am I one of the people who are worried that Bill Clinton's second term might be destroyed by the constitutional crisis?
   A. On the other hands, ordinary citizens have put the campaign behind them.
   B. In other words, what worries me is that Bill Clinton could exhibit a version of what George Bush used to refer to as Big Mo.
   C. That is he might have so much campaign momentum that he may not be able to stop campaigning.
   D. Well, it's true that I have been wondering whether a President could be impeached for refusing to stop talking about the bridge we need to build to the 21st century.
   vi) They now prefer to watch their favourite soaps and ads on TV rather than senators.
   a) DBCA         b) ABDC
Q.8  i) So how big is the potential market?
A. But they end up spending thousands more each year on hardware overhaul and software upgradation.
B. Analysts say the new machines will appeal primarily to corporate users.
C. An individual buyer can pick up a desktop computer for less than $2,000 in America.
D. For them, the NCs best-drawing card is its promise of much lower maintenance costs.
v. NCs, which automatically load the latest versions of whatever software they need could put an end to all that.
   a) BCAD  b) DABC
   c) BDCA  d) DCAB

Q.9  i) Historically, stained glass was almost entirely reserved for ecclesiastical spaces.
A. By all counts, he has accomplished that mission with unmistakable style.
B. "It is my mission to bring it kicking and screaming out of that milieu," says Clarke.
C. The first was the jewel-like windows he designed for a Cistercian Church in Switzerland.
D. Two recent projects show his genius in the separate worlds of the sacred and the mundane.
v. The second was a spectacular, huge skylight in a shopping complex in Brazil.
   a) CBAD  b) BADC
   c) ABDC  d) DBAC

Q.10 A. It begins with an ordinary fever and a moderate cough.
B. India could be under attack from a class of germs that cause what are called a typical Pneumonia.
C. Slowly a sore throat progresses to bronchitis and then pneumonia and respiratory complications.
D. It appears like the ordinary flu but baffled doctors find that the usual drugs don't work.
   a) ABCD  b) BDAC
   c) ADCB  d) BCDA

Determine the meaning of the expression in bold. Choose the best answer.

Q.11 After going to the zoo, the mall, and the movies, Cassie was sick of bending over backwards to entertain her nieces.
   a) Cassie was doing very little to entertain her nieces.
   b) Cassie was making small efforts to entertain her nieces.
   c) Cassie was trying very hard to entertain her nieces.
   d) Cassie was not trying at all to entertain her nieces.

Q.12 Bobby would have been playing ball until the cows came home if it hadn't been for Suzie dragging him home for dinner.
   a) Bobby was just about to stop playing ball.
   b) Bobby didn't even want to play ball to begin with.
   c) Bobby prefers nature to athletics.
   d) Bobby would have continued playing ball for a long time.

Q.13 Eric wanted to fix his cousin's computer, but he was already having problems setting up his Aunt's Wi-Fi network and he didn't want to open a whole new can of worms.
a) Eric was sick of spending his time helping his family.  
b) Eric wanted to go fishing instead of working on computers.  
c) Eric was having difficulties untangling the computer wires.  
d) Eric was not ready to begin working on a complicated new problem.

Q.14 Even though Candace already had a new job, she submitted her two-week notice and conducted herself in a professional way at her old job because she didn't want to burn bridges.  
a) Candace didn't want to ruin her positive relationship with her old employer.  
b) Candace wasn't ready to start her new job.  
c) Candace was really going to miss her old job.  
d) Candace was waiting until her last day to rub it in everyone's face that she was leaving.

Q.15 World renowned country western super group The Mountain Boys can sell out an arena at the drop of a hat.  
a) The Mountain Boys may be able to sell out an arena, but it will take a long time.  
b) The Mountain Boys can sell out an arena very quickly.  
c) The Mountain Boys are always willing to perform at charity events.  
d) The Mountain Boys enforce a dress code at all of their shows.

Choose the BEST preposition to fill the gap in the following sentences:

Q.16 We are delighted that you will be working with us, welcome!  
a) in  
b) aboard  
c) to  
d) All of the above

Q.17 Can I come and sit ______ you?  
a) around  
b) next  
c) beside  
d) All of the above

Q.18 They have achieved so much ______ the difficulties they have had to overcome.  
a) Regarding  
b) Against  
c) Considering  
d) All of the above

Q.19 The cottage is nestled ______ woodland on one side and pasture land on the other.  
a) Between  
b) In  
c) Behind  
d) All of the above

Q.20 This is the fourth floor and you need to go to the second floor to get to the bookshop. The ______ escalator is over there.  
a) Under  
b) Below  
c) Down  
d) None of these

Q.21 The banker's discount on a bill due 4 months hence at 15% is ₹420. The true discount is?  
a) ₹400  
b) ₹600  
c) ₹700  
d) ₹600

Q.22 The CP of 21 articles is equal to S.P of 18 articles. Find the gain or loss percent?  
a) 10%  
b) 15%  
c) 16 2/3%  
d) 20%

Q.23 The average weight of 8 person’s increases by 2.5 kg when a new person comes in
place of one of them weighing 65 kg. What might be the weight of the new person?

a) 36 Kg  
   b) 85 Kg  
   c) 50 Kg  
   d) 35 Kg

Q.24 The value of a machine depreciates at the rate of 10% every year. It was purchased 3 years ago. If its present value is ₹8748, its purchase price was?

a) 11,000  
   b) 12,000  
   c) 15,000  
   d) 20,000

Q.25 The percentage discount offered for “Buy 6 get 1 free is”?

a) 14.285%  
   b) 15%  
   c) 16%  
   d) 18%

Q.26 Entry fee in an exhibition was ₹1. Later, this was reduced by 25% which increased the sale by 20%. The percentage increase in the number of visitors is?

a) 50%  
   b) 55%  
   c) 70%  
   d) 60%

Q.27 Puneet sold an album for $735 and made a profit of 22.5%. The cost price of the album went up by $120 and so Puneet increased the selling price by $120. What is his profit % now?

a) 18.75%  
   b) 19%  
   c) 22%  
   d) 15%

Q.28 The ratio of the number of ladies to gents at a party was 1:2 but when 2 ladies and 2 gents left, the ratio became 1:3. How many people were at the party originally?

a) 36  
   b) 24  
   c) 12  
   d) 6

Q.29 ₹160 contained in a box consists of one rupee, 50 paisa and 25 paisa coins in the ratio 4:5:6. What is the number of 25 paisa coins?

a) 100  
   b) 120  
   c) 150  
   d) 200

Q.30 Find the simple interest on ₹500 for 9 months at 6 paisa per month?

a) 270  
   b) 250  
   c) 220  
   d) 200

Q.31 Sonika deposited ₹8000 which amounted to ₹9200 after 3 years at simple interest. Had the interest been 2% more, she would get how much?

a) 9688  
   b) 9680  
   c) 9655  
   d) 9580

Q.32 How much interest can a person get on ₹8200 at 17.5% p.a. simple interest for a period of two years and six months?

a) ₹3770  
   b) ₹2850.50  
   c) ₹3587.50  
   d) ₹3750

Q.33 If a sum of money at compound interest amounts to thrice itself in 3 years, then in how many years will it be 9 times itself?
Q.34 On what sum will the difference between the simple and compound interests for 3 years at 3 per cent per annum amount to ₹27.27?

a) ₹5000  
b) ₹10000  
c) ₹8000  
d) ₹9000

Q.35 A and B together can do a piece of work in 8 days. If A alone can do the same work in 12 days, then B alone can do the same work in?

a) 20 Days  
b) 24 Days  
c) 15 Days  
d) 22 Days

Q.36 A is thrice as efficient as B and is, therefore, able to finish a piece of work 10 days earlier than B. In how many days A and B will finish it together?

a) 3 Days  
b) 5 Days  
c) 2 Days  
d) 10 Days

Q.37 A does half as much work as B in three-fourth of the time if together they take 18 days to complete a work. How much time shall B take to do it?

a) 32 Days  
b) 30 Days  
c) 28 Days  
d) 25 Days

Q.38 A, B and C together earn ₹150 per day while A and C together earn ₹94 and B and C together earn ₹76. The daily earning of C is?

a) 20  
b) 25  
c) 30  
d) 35

Q.39 A bottle contains three-fourths of milk and the rest water. How much of the mixture must be taken away and replaced by an equal quantity of water so that the mixture has half milk and half water?

a) 25%  
b) 33.33%  
c) 50%  
d) 70%

Q.40 An alloy of gold and silver weighs 50g. It contains 80% gold. How much gold should be added to the alloy so that percentage of gold is increased to 90?

a) 50 g  
b) 60 g  
c) 30 g  
d) 40 g

Q.41 The total age of A and B is 12 years more than the total age of B and C. C is how many years younger than A?

a) 13  
b) 14  
c) 15  
d) 12

Q.42 In a certain code language COMPUTER is written as RFUVQNPC. How will MEDICINE be written in that code language?

a) MFEDJJOE  
b) EOJDEJFM  
c) MFEJJOE  
d) EOJDJEFM

Q.43 If wall is called window, window is called door, door is called floor, floor is called roof and roof is called ventilator, what will a person stand on?

a) Window  
b) Roof  
c) Door  
d) Floor
Q.44 It was Sunday on Jan 1, 2006. What was the day of the week Jan 1, 2010?
   a) Saturday    b) Sunday
   c) Friday      d) Monday

Q.45 A dishonest milkman professes to sell his milk at cost price but he mixes it with water and thereby gains 25%.
The percentage of water in the mixture is?
   a) 10%        b) 8%
   c) 20%        d) 25%

Q.46 What value should come in place of question mark (?) in the following equations?
   \[(1.2)\times(1.3)\times(1.4)\times(1.5)\times? = 39.312\]
   a) 13        b) 12
   c) 27        d) 25

Q.47 What value should come in place of “x” in the following questions (47-48)
   \[4096 \times 8^x \div 512\]
   a) 2        b) 0
   c) 5        d) 6

Q.48 \[1599 \div 39 \times 289 - 345 + 423 = ?\]
   a) 11927    b) 15667
   c) 12579    d) 11937

Q.49 If three numbers in the ratio 3:2:5 are such that the sum of their squares is 1862, the middle number will be?
   a) 10       b) 14
   c) 18       d) 5

Q.50 A merchant has 1000 kg of sugar, part of which he sells at 8% profit and the rest at 18% profit. He gains 14% on the whole. The quantity sold at 18% profit is?
   a) 150 kg   b) 200 kg
   c) 600 kg   d) 750 kg
End Semester Examination, Dec. 2018
B. Tech. – Fourth Semester
QUANTITATIVE APTITUDE AND PERSONALITY DEVELOPMENT-I
(HM-403A)

Time: 1½ hrs.  Max Marks: 50
No. of pages: 4

Note: All questions are compulsory. Each question has FOUR options with ONE correct answer. Select the correct answer. All questions are of ONE mark each. There is no NEGATIVE marking. Mention the correct option for each question in the blank answer key given herein below. Calculator is not permitted.
Q.1 What is the value of given expression: \[50 + 30 \times 2 - 40\]?
   a) 80  
   b) 60  
   c) 70  
   d) 90

Q.2 What comes in the place of ‘?’ in the equation: \((?)^2 + 62 = 61\).
   a) 5  
   b) 6  
   c) 4  
   d) 3

Q.3 4.036 divided by 0.04 gives?
   a) 1.009  
   b) 10.09  
   c) 100.9  
   d) None of these

Q.4 Two numbers are respectively 20% and 50% more than a third number. The ratio of the two numbers is?
   a) 2:5  
   b) 3:5  
   c) 4:5  
   d) 6:7

Q.5 In an examination, the highest marks are 200. Vijay gets 150 marks. What is the percentage marks scored by Vijay?
   a) 75%  
   b) 25%  
   c) 50%  
   d) 40%

Q.6 What is 30% of 80?
   a) 10  
   b) 15  
   c) 30  
   d) 24

Q.7 What is the average of 10, 20 and 30?
   a) 10  
   b) 20  
   c) 30  
   d) 40

Q.8 The average age of 4 students is 10 years. What is the total sum of their ages?
   a) 10  
   b) 20  
   c) 30  
   d) 40

Q.9 What is the simple interest on ₹500 at 10% for one year?
   a) 80  
   b) 75  
   c) 50  
   d) 100

Q.10 How many numbers from 10 to 100 are exactly divisible by 9?
   a) 8  
   b) 11  
   c) 10  
   d) None of these

Q.11 Simple Interest on certain sum at the rate of 20% per annum for 3 years is ₹600. What is the sum?
   a) 1500  
   b) 1000  
   c) 2000  
   d) 1200

Q.12 The sum of ages of 3 children born at the intervals of 3 years each is 27 years. What is the age of the youngest child?
   a) 4 years  
   b) 8 years  
   c) 6 years  
   d) 5 years

Q.13 The selling price of an article is ₹500. The cost price is ₹400. What is the gain %?
   a) 20%  
   b) 25%
Q.14 If one-third of a number is 15. What is the number?
   a) 30  b) 25  c) 60  d) 45

Q.15 A and B get ₹1500 in the ratio 2:3. What is the share of A?
   a) 600  b) 900  c) 500  d) 1000

Q.16 Two numbers are in the ratio 3 : 4. If the sum of numbers is 63, find the greater number.
   a) 35  b) 36  c) 40  d) 27

Q.17 What must be added to each term of the ratio 2 : 3, so that it may become equal to 4 : 5?
   a) 2  b) 3  c) 5  d) 4

Q.18 Victor gets 92% marks in examinations. If these are 460 marks, find the maximum marks.
   a) 600  b) 900  c) 500  d) 1000

Q.19 If the cost price is 25% of selling price. Then what is the profit percent.
   a) 150%  b) 200%  c) 300%  d) 350%

Q.20 A man buys an item at ₹1200 and sells it at the loss of 20 percent. Then what is the selling price of that item?
   a) ₹660  b) ₹760  c) ₹860  d) ₹960

Q.21 If the cost price of 12 pens is equal to the selling price of 8 pens, the gain percent is?
   a) 12%  b) 30%  c) 50%  d) 60%

Q.22 The average of four consecutive odd numbers is 24. Find the largest number.
   a) 25  b) 27  c) 29  d) 31

Q.23 Average age of boys in a class is 16 years and average age of girls is 15 years, what is the average age of all?
   a) 15  b) 16  c) 17  d) Can’t be determined

Q.24 How much time will it take for an amount of ₹900 to yield ₹81 as interest at 4.5% per annum of simple interest?
   a) 2 years  b) 3 years  c) 1 year  d) 4 years
Q.25 A sum of money at simple interest amounts to ₹815 in 3 years and to ₹854 in 4 years. What is the sum?
   a) 650    b) 698
   c) 690    d) 700

Q.26 The population of a town is 40,000. It decreases by 20 per thousand per year. Find out the population after 2 years?
   a) 38484   b) 38266
   c) 38146   d) 38226

Q.27 At present, the ratio between the ages of Arun and Deepak is 4:3. After 6 years, Arun's age will be 26 years. What is the age of Deepak at present?
   a) 11 Years   b) 10 Years
   c) 15 Years   d) 20 Years

Q.28 A, B and C can do a piece of work in 7 days, 14 days and 28 days respectively. How long will they taken, if all the three work together?
   a) 3 Days   b) 4 Days
   c) 6 Days   d) 8 Days

Q.29 CI and SI for a certain sum at certain rate of interest for 2 years are ₹220 and ₹200. What is the principal (in ₹)?
   a) 2200   b) 200
   c) 500    d) 2000

Q.30 Today is Wednesday. What will be the day after 94 days?
   a) Saturday   b) Tuesday
   c) Wednesday  d) Sunday

Directions (Q. 31-35): In the following 5 questions, there is a sentence with jumbled up parts. Rearrange these parts, which are labelled a, b, c and d, to produce the correct sentence. Choose the proper sequence.

Q.31 a) I wanted to tell her
    b) not to talk to him
    c) not listen to me.
    d) but she would
    a) abcd   b) abdc
    c) abdc   d) bcad

Q.32 a) She wondered if
    b) work hard for a living
    c) he would ever
    d) because he was so rich.
    a) abcd   b) abdc
    c) acbd   d) bcda

Q.33 a) I was certain
    b) the management meeting.
c) be allowed to attend
d) that subordinates would not
  a) abcd   b) abdc
c) adcb   d) bcda

Q.34  a) The managing director
      b) in listening to her
      c) was not interested
      d) explanation about why profits were lessening.
  a) abcd   b) abdc
c) bcda   d) acbd

Q.35  a) The CEO
      b) of making the right decision
      c) was not scared
      d) despite a loss in profits
  a) acbd   b) abdc
c) abcd   d) bcda

Directions (Q. 36-38): Choose the right option.

Q.36  Weather report: "It's seven o'clock in Frankfurt and ...... ."
  a) there is snow   b) it`s snowing
c) it snows   d) it snowed

Q.37  What time ......
  a) the train leaves?
  b) leaves the train?
  c) is the train leaving?
  d) does the train leave?

Q.38  Jane: "What ...... in the evenings?"
      Mary: "Usually I watch TV or read a book."
  a) you doing   b) you do
c) do you do   d) are you doing

Q.39  Jane ...... her blue jeans today, but usually she wears a skirt or a dress.
  a) wears   b) wearing
c) wear   d) is wearing

Q.40  At a school dance:
      Jane: " ...... yourself?"
      Mary: "Yes, I'm having a great time!"
  a) You enjoying
  b) Enjoy you
  c) Do you enjoy
  d) Are you enjoying

Q.41  The synonym for the word "WISE" is:
  a) Momentous   b) Pragmatic
c) Judicious   d) Delay
Q.42 One of the effective methods of speed reading is:
   a) SPR   b) SQR   
   c) SWR   d) SQ3R

Q.43 The car broke down and we______ get a cab.
   a) have to   b) had to
   c) must   d) had got to

Q.44 Bread and milk ____ my favourite breakfast.
   a) is   b) are
   c) any of these   d) None of these

Q.45 The correct meaning of the prefix "Neuro-" in "NEUROLOGY" is:
   a) Brain   b) Head
   c) Nerves   d) None of these

Directions (Q. 46-50): Read the passage below and answer the questions that follow:
The sky was already full of rusting wings. But when Jean stepped into the still lusterless 
water, he seemed to be swimming in an indeterminate darkness until he saw the 
streaks of red and gold over the horizon. Then he suddenly swam back to land and 
climbed up the winding path to his house. After a great deal of panting he reached a 
little gate, pushed it open and climbed a stairway. The house above the world had its 
huge bay-windows through which one could see the horizon from one edge to the 
other. Here, no one complained of exhaustion. Everyone had his joy to conquer, every 
day.

Q.46 Which of the following is indicated by the description in the passage?
   a) Time before sunrise
   b) Time after sunset
   c) Clouds
   d) None of the above

Q.47 “The house above the world” in the passage means:
   a) Jean’s house was very beautiful
   b) His house was on top of a hill
   c) The house was very shabby
   d) All of the above

Q.48 “Horizon” in the passage means:
   a) Perception   b) Skyline
   c) View   d) None of these

Q.49 Was Jean too tired to walk up to his house?
   a) Yes
   b) No
   c) Maybe
   d) Can’t be determined

Q.50 Jean’s exhaustion evaded after seeing the
   a) Sun   b) Clouds
   c) Sea   d) Horizon
End Semester Examination, Dec. 2018  
B. Tech. – Third Semester  
QUANTITATIVE APTITUDE AND PERSONALITY DEVELOPMENT-I  
(HM-403B)  

Time: 1½ hrs.  
Max Marks: **50**  
No. of pages: **5**  

Note: The paper consists of **fifty** multiple questions; each question has **four** options with **one** correct answer. Select the correct answer.  
Attempt all questions. All questions are of **one** mark each. There is no negative marking.  
Mention the correct option for each question in the blank answer key given herein below. (Answer sheets with empty answer keys despite the correct options being ticked, will not be evaluated)  

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Q.1 Simplify: \(142^2 \div \sqrt{1260.25}\).
   a) 586  b) 578  
c) 568  d) 566

Q.2 Given that \(10^{0.48} = x, 10^{0.70} = y\) and \(X^Z = y^2\), then the value of \(z\) is close to ____ ?
   a) 3.7  b) 2.7  
c) 3.6  d) 2.9

Q.3 The highest score in an inning was \(3/11\) of the total and the next highest was \(3/11\) of the remainder. If the score differ by 9, the total score was:
   a) 110  b) 121  
c) 132  d) 143

Q.4 The least whole number which when subtracted from both the terms of the ratio 6 : 7 to give a ratio less than 16 : 21, is?
   a) 3  b) 4  
c) 5  d) 6

Q.5 A, B, C started a business with their investments in the ratio 1:3:5. After 4 months, A invested the same amount as before and B as well as C withdrew half of their investments. The ratio of their profits at the end of the year is?
   a) 1 : 2 : 3  b) 3 : 4 : 15  
c) 3 : 5 : 10  d) 5 : 6 : 10

Q.6 A man spends 35% of his income on food, 25% on children's education and 80% of the remaining on house rent. What percent of his income he is left with?
   a) 6%  b) 8%  
c) 10%  d) 12%

Q.7 1100 boys and 700 girls are examined in a test; 42% of the boys and 30% of the girls pass. The percentage of the total who failed is:
   a) 58  b) 62.66  
c) 64.66  d) 67

Q.8 A dishonest dealer professes to sell his good at cost price but uses a false weight and thus gains 20%. For a kilogram he uses a weight of.
   a) 700g  b) 750g  
c) 800g  d) None of these

Q.9 If the manufacturer gains 10%, the wholesale dealer 15% and the retailer 25%, then find the cost of production of a table if the retail price was ₹1265.
   a) ₹750  b) ₹800  
c) ₹850  d) ₹900

Q.10 The average age of 8 men is increased by years when two of them whose ages are 21 years and 23 years are replaced by two new men. The average age of the two new men is?
   a) 20  b) 30  
c) 40  d) 50

Q.11 The average age of 36 students in a group is 14 years. When teacher's age is included to it, the average increased by one. What is the teacher's age in years?
   a) 35 years  b) 45 years  
c) 51 years  d) 54 years
Q.12 If two times of the daughter’s age in years is included to the mother’s age, the total is 70 and if two times of the mother’s age is included to the daughter’s age, the total is 95. The Mother’s age is.
   a) 30  b) 38  
c) 40  d) 41

Q.13 A number consists of 3 digits whose sum is 10. The middle digit is equal to the sum of the other two and the number will be increased by 99 if its digits are reversed. The number is:
   a) 253  b) 263  
c) 273  d) 283

Q.14 A sum was put at simple interest at a certain rate for 3 years. Had it been put at 2% higher rate, it would have fetched ₹360 more. Find the sum.
   a) ₹4000  b) ₹9000  
c) ₹5000  d) ₹6000

Q.15 The compound interest on rs.30000 at 7% per annum is ₹4347. The period is?
   a) 2 years  b) 2.5 years  
c) 3 years  d) 4 years

Q.16 A vessel is filled with liquid, 3 parts of which are water and 5 parts of syrup. How much of the mixture must be drawn off and replaced with water so that the mixture may be in ½ water and ½ syrup?
   a) 1/3  b) 1/4  
c) 1/5  d) 1/7

Q.17 How many kilograms of sugar costing ₹9 per kg must be mixed with 27 kg of sugar costing ₹7 per Kg so that there may be a gain of 10 % by selling the mixture at ₹9.24 per Kg?
   a) 36 Kg  b) 42 Kg  
c) 54 Kg  d) 63 Kg

Q.18 There is a dishonest shopkeeper whose claim is that he sells a certain product at a cost of ₹23/kg, which actually costs him ₹25/kg. The shopkeeper says that he is taking the loss to let his customers get a better deal. When examined thoroughly, a policeman finds that the shopkeeper is actually using an 800 gms weight in place of a 1 kg weight. Does he gain or lose? If so, how much?
   a) 32.5%  b) 43%  
c) 46.6%  d) 53.2%

Q.19 Of the 1000 inhabitants of a town, 60% are males of whom 120% are literate. If, of all the inhabitants, 25% are literate, then what percent of the females of the town are literate?
   a) 32.5%  b) 43%  
c) 46.6%  d) 53.2%

Q.20 Proportion of Yuvaraj’s age to Ganguly’s age is 4:3. Yuvaraj will be 26 years old after 6 years. What is the age of Ganguly now?
   a) 17 years  b) 15 years  
c) 19 years  d) 12 years

Q.21 A sum of ₹1550 was lent partly at 8% p.A) simple interest. The total interest received after 3 years was ₹300. The ratio of the money lent at 5% to that lent at 8% is:
   a) 5:8  b) 6:7  
c) 16:15  d) 17:18
Q.22 Find out from amongst the four alternatives as to how the pattern would appear when the transparent sheet is folded at the dotted line.

a) 1  b) 2  c) 3  d) 4

Q.23 Which one will replace the question mark?

a) 8  b) 14  c) 1  d) 6

Q.24 Which one will replace the question mark?

a) 142  b) 127  c) 198  d) 158

Directions (Q.25 to Q.27) : In the following figure small squares represents the persons who know English, triangle to those who know Marathi, big square to those who know Telugu and circle to those who know Hindi. In the different regions of the figures from 1 to 12 are given.

Q.25 How many persons can speak English and Hindi both the languages only?

a) 5  b) 8  c) 7  d) 18

Q.26 How many persons can speak Marathi and Telugu both?

a) 10  b) 11  c) 13  d) None of these

Q.27 How many persons can speak only English?

a) 9  b) 12  c) 7  d) 19

Q.28 From the four positions of a dice given below, find the colour which is opposite to yellow.

Yellow  Orange  Blue  Red  Yellow

Orange  Blue  Red  Rose  Orange
a) Violet  
               b) Red  
               c) Rose  
               d) Blue

**Directions (Q.29 to Q.30)**: All the faces of a cube are painted with blue colour. Then it is cut into 125 small equal cubes.

Q.29 How many small cubes will be formed having only one face coloured?
   a) 54  
   b) 8  
   c) 16  
   d) 24

Q.30 How many small cubes will be formed having no face coloured?
   a) 27  
   b) 8  
   c) 16  
   d) 24

**Directions (Q.31 to Q.3)**: In each of the following questions, find out which part of the sentence has an error:

Q.31 a) Harish likes to play cricket  
               b) and riding bicycle  
               c) besides playing video games.  
               d) No error

Q.32 a) Remember that you are part of the team and  
               b) your success depends on the support  
               c) you are able to give and get from your team.  
               d) No error

Q.33 a) The teacher promised  
               b) That she would explain it  
               c) If they come before school the following day.  
               d) No error

Q.34 a) My brother asked me  
               b) If I can lend him my  
               c) Blue shirt for a day  
               d) No error

**Directions (Q.35 to Q.36)**: In given questions, there is a sentence with jumbled up parts. Rearrange these parts, which are labelled a, b, c and d, to produce the correct sentence. Choose the correct one.

Q.35 a) She wondered if  
               b) work hard for a living  
               c) he would ever  
               d) because he was so rich.  
               a) abcd  
               b) abdc  
               c) acbd  
               d) bcdab

Q.36 a) I was certain  
               b) the management meeting.  
               c) be allowed to attend  
               d) that subordinates would not  
               a) abcd  
               b) abdc
Directions (Q.37 to Q.38): Choose the right option.

Q.37 Weather report: “It’s seven o’clock in America and ...... .”
   a) there is snow  b) it’s snowing
   c) it snows       d) it snowed

Q.38 What time .....  
   a) the bus leaves? 
   b) leaves the bus? 
   c) is the bus leaving? 
   d) does the bus leave?

Directions (Q.39 to Q.40): Use the correct form of tenses from the options for questions:

Q.39 He ______ a secretary by next month
   a) Employs  b) Employed
   c) Has employed  d) Will have employed

Q.40 He ____ never _____ since he nearly _______.  
   a) Has, swum, drowned
   b) Had, swum, was drowning
   c) Was, swimming, drowned
   d) Did, swum, had drowned

Directions (Q.41 to Q.43): Pick out the most effective word(s) from the given words to fill in the blank to make the sentence meaningfully complete. HM-403B.5

Q.41 He lives near a lovely ________ of countryside.
   a) length  b) piece
   c) section  d) stretch

Q.42 Owing to the slump in the business, the companies are forced to ______ men.
   a) throw away  b) send off
   c) put off  d) lay off

Q.43 A sanguine outlook is associated with the ________.
   a) Rationalist  b) Socialist
   c) Optimist  d) Philanthropist

Q.44 The synonym for the word “WISE” is:
   a) Momentous  b) Pragmatic
   c) Judicious  d) Delay

Q.45 The antonym for the word “PERRENIAL” is:
   a) Frequent  b) Regular
   c) Lasting  d) Rare

Directions (Q.46 to Q.50): Read the passage below and answer the questions that follow.
The sky was already full of rusting wings. But when Jean stepped into the still lusterless water, he seemed to be swimming in an indeterminate darkness until he saw the streaks of red and gold over the horizon. Then he suddenly swam back to land and climbed up the winding path to his house. After a great deal of panting he reached a little gate, pushed it open and climbed a stairway. The house above the world had its huge bay-windows through which one could see the horizon from one edge to the other. Here, no one complained of exhaustion. Everyone had his joy to conquer, every day.

Q.46 Which of the following is indicated by the description in the passage?
   a) Time before sunrise  
   b) Time after sunset 
   c) Clouds  
   d) None of the above

Q.47 “The house above the world” in the passage means:
   a) Jean's house was very beautiful 
   b) His house was on top of a hill  
   c) The house was very shabby  
   d) All of the above

Q.48 “Horizon” in the passage means:
   a) Perception  
   b) Skyline  
   c) View  
   d) None of these

Q.49 Was Jean too tired to walk up to his house?
   a) Yes 
   b) No  
   c) Maybe 
   d) Cannot be determined

Q.50 Jean’s exhaustion evaded after seeing the 
   a) Sun  
   b) Clouds 
   c) Sea  
   d) Horizon
End Semester Examination, Dec. 2018
B. Tech. – Seventh Semester
INDUSTRIAL MANAGEMENT (HM-501)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer (any four) of the following:
   a) Explain planning in context to management.
   b) Why plant location is important to any business?
   c) How work study improves productivity of an industry?
   d) Discuss the importance of inventory control.
   e) Briefly captain the term: ‘Quality Control’.

\[5 \times 4\]

**PART-A**

Q.2 Define the term ‘management’. Explain the various functions of management with examples.

\[20\]

Q.3 a) Explain the various principles of a plant layout in detail.
   b) Describe the various types of plant layouts.

\[10\]

Q.4 What do you understand by method study? Explain the process of method study. Also, explain the process to arrive at standard time of any process.

\[20\]

**PART-B**

Q.5 a) What are the objectives of inventory control?
   b) Explain the stores procedure used in ‘perpetual inventory control’.

\[10\]

Q.6 a) What do you understand by ‘industrial disputes and its causes’?
   b) What do you understand by workers participation in management?

\[10\]

Q.7 a) Explain various types of inspection procedures used in industry.
   b) What do you understand by TQM? Explain its importance in detail.

\[10\]
Q.1 Answer the questions:
   a) Discuss the importance of management in business.
   b) What do you understand by locational economics?
   c) Briefly explain the objectives of work study.
   d) Why inventory control is important in any industry?
   e) What do you understand by industrial conflicts?

   \[ \text{Q.1} \text{ Answer the questions:} \]
   \[ \begin{align*}
   a) & \text{ Discuss the importance of management in business.} \\
   b) & \text{ What do you understand by locational economics?} \\
   c) & \text{ Briefly explain the objectives of work study.} \\
   d) & \text{ Why inventory control is important in any industry?} \\
   e) & \text{ What do you understand by industrial conflicts?}
   \end{align*} \]

   \[ 4 \times 5 \]

**PART-A**

Q.2 Define the term ‘management’. Explain the main functions of the management process.

   \[ Q.2 \text{ Define the term ‘management’. Explain the main functions of the management process.} \]

   \[ \text{Q.2} \text{ Define the term ‘management’. Explain the main functions of the management process.} \]

   \[ 20 \]

Q.3 a) Describe the different types of plant layout.
   b) What are the various factors affecting the plant layout.

   \[ Q.3 \text{ a) Describe the different types of plant layout.} \]
   \[ b) \text{ What are the various factors affecting the plant layout.} \]

   \[ 10 \times 2 \]

Q.4 What do you understand by method study? Explain the process of method study and the various recording techniques.

   \[ Q.4 \text{ What do you understand by method study? Explain the process of method study and the various recording techniques.} \]

   \[ 20 \]

**PART-B**

Q.5 a) What are the various costs associated with inventory in any industry?
   b) Explain and derive ‘Economic Order Quantity’.

   \[ Q.5 \text{ a) What are the various costs associated with inventory in any industry?} \]
   \[ b) \text{ Explain and derive ‘Economic Order Quantity’}. \]

   \[ 10 \times 2 \]

Q.6 a) Explain the term ‘industrial relations’ in context to modern business.
   b) What do you understand by industrial disputes and the various causes?

   \[ Q.6 \text{ a) Explain the term ‘industrial relations’ in context to modern business.} \]
   \[ b) \text{ What do you understand by industrial disputes and the various causes?} \]

   \[ 10 \times 2 \]

Q.7 a) Explain various types of inspection procedures used in industry.
   b) What are various types of quality control techniques?

   \[ Q.7 \text{ a) Explain various types of inspection procedures used in industry.} \]
   \[ b) \text{ What are various types of quality control techniques?} \]

   \[ 10 \times 2 \]
End Semester Examination, Dec. 2018
B. Tech. – Sixth Semester
INDUSTRIAL MANAGEMENT (HM-501)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Marks are indicated against each question.

Q.1 Answer (any four) of the following:
   a) Discuss the nature of management.
   b) Spell out main objectives of plant layout.
   c) What are the objectives of work study?
   d) Discuss the importance of store management.
   e) What is quality control? Spell out its importance.
   f) What are the main objectives of good industrial relations?

5×4

PART-A

Q.2 What is meant by “Controlling” aspect of “Management”? Discuss the process of “Controlling”, with the help of a block diagram.

20

Q.3 Define Plant Layout. Discuss various types of plant layout with suitable diagrams.

20

Q.4 What is meant by work sampling”? Discuss various steps involved in the process of work sampling.

20

PART-B

Q.5 Discuss the economic order quantity model of materials management.

20

Q.6 Explain the concept of workers participation in management.

20

Q.7 a) What is INSPECTION? Discuss its types.
   b) What is meant by quality circles? Discuss its procedures.

10
End Semester Examination, Dec. 2018
B. Tech. – Fifth Semester
CAREER SKILLS-III (HM-503A)

Time: 1½ hrs. Max Marks: 50
No. of pages: 4

Note: All questions are compulsory. Each question has FOUR options with ONE correct answer. Select the correct answer. All questions are of ONE mark each. There is no NEGATIVE marking. Mention the correct option for each question in the blank answer key given herein below. Calculator is not permitted.

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<td>188.</td>
<td>189.</td>
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</tr>
</tbody>
</table>
Q.1 Simplify the given expression: 
\[50 + 30 \times 2 - 40\]. 
 a) 80  
 b) 60  
 c) 70  
 d) 90

Q.2 What comes at the place of “?” in the given equation: 
\((?)^2 + 6^2 = 61\). 
 a) 5  
 b) 6  
 c) 4  
 d) 3

Q.3 4.036 divided by 0.04 gives? 
 a) 1.009  
 b) 10.09  
 c) 100.9  
 d) None of these

Q.4 Two numbers are respectively 20% and 50% more than a third number. The ratio of the numbers is?  
 a) 2:5  
 b) 3:5  
 c) 4:5  
 d) 6:7

Q.5 In an examination, the highest marks are 200. Vijay gets 150 marks. What is the percentage marks scored by Vijay? 
 a) 75%  
 b) 25%  
 c) 50%  
 d) 40%

Q.6 What is 30% of 80?  
 a) 10  
 b) 15  
 c) 30  
 d) 24

Q.7 What is the average of 10, 20 and 30?  
 a) 10  
 b) 20  
 c) 30  
 d) 40

Q.8 The average age of 4 students is 10 years. What is the total sum of their ages? 
 a) 10  
 b) 20  
 c) 30  
 d) 40

Q.9 What is the simple interest on ₹500 at 10% for one year? 
 a) 80  
 b) 75  
 c) 50  
 d) 100

Q.10 How many numbers from 10 to 100 are exactly divisible by 9? 
 a) 8  
 b) 11  
 c) 10  
 d) None of these

Q.11 What is the probability of a getting head on tossing one coin? 
 a) 1  
 b) 0  
 c) 1/2  
 d) 1/4

Q.12 What is the probability of getting even numbers in throwing one dice? 
 a) 1  
 b) 1/3  
 c) ½  
 d) 1/4

Q.13 In how many ways we can make two digit numbers by using the digits 2,3 and 5 without repetition. 
 a) 3  
 b) 6  
 c) 4  
 d) 2
Q.14 Find the area of triangle (in cm²) if base is 10 cm and height is 12 cm?
   a) 120   b) 60
   c) 30   d) None of these

Q.15 Find the area of rectangle (in m²) if length is 10m and width is 15m?
   a) 150   b) 70
   c) 75   d) None of these

Q.16 Find the volume of cube whose side is 5cm?
   a) 25   b) 125
   c) 150   d) None of these

Q.17 A can do a work in 10 days and B in 15 days. If they are working together, in how many days the work will be done?
   a) 4   b) 10
   c) 8   d) 6

Q.18 20 men complete the work in 10 days. In how many 10 men can complete the same work?
   a) 5   b) 10
   c) 20   d) None of these

Q.19 What is the unit digit of the given product: 127 × 135 × 81?
   a) 5   b) 7
   c) 1   d) None of these

Q.20 Find the HCF of 18 and 24?
   a) 2   b) 3
   c) 8   d) 6

Directions (Q. 21 to Q. 25): Study the diagram given below and answer each of the following questions.

Q.21 How many persons who take tea and wine but not coffee?
   a) 20   b) 17
   c) 25   d) 15

Q.22 How many persons are there who take both tea and coffee but not wine?
   a) 22   b) 17
   c) 7   d) 20

Q.23 How many persons take wine?
   a) 100   b) 82
   c) 92   d) 122

Q.24 How many persons are there who takes only coffee?
   a) 90   b) 45
   c) 25   d) 20

Q.25 How many persons take all the three?
   a) 20   b) 17
   c) 25   d) 15
Q.26 Choose the alternative which is closely resembles the water-image of the given combination.

\[
\text{bridge} \\
(1) \quad \text{bridge} \\
(2) \quad \text{bridge} \\
(3) \quad \text{bridge} \\
(4) \quad \text{bridge}
\]

a) 1  
b) 2  
c) 3  
d) 4

Q.27 Choose the alternative which is closely resembles the water-image of the given combination.

\[
\text{N4tQj3} \\
(1) \quad \text{N4tQj3} \\
(2) \quad \text{N4tQj3} \\
(3) \quad \text{N4tQj3} \\
(4) \quad \text{N4tQj3}
\]

a) 1  
b) 2  
c) 3  
d) 4

Q.28 Find out the alternative figure which contains figure (X) as its part.

\[
\text{(X)} \\
(1) \\
(2) \\
(3) \\
(4)
\]

a) 1  
b) 2  
c) 3  
d) 4

Q.29 Choose a figure which would most closely resemble the unfolded form of Figure (Z).

\[
\text{X} \\
\text{Y} \\
\text{Z}
\]

(1)  
(2)  
(3)  
(4)

a) 1  
b) 2  
c) 3  
d) 4

Q.30 Find out which of the figures (1), (2), (3) and (4) can be formed from the pieces given in figure (X).

\[
\text{(X)} \\
(1) \\
(2) \\
(3) \\
(4)
\]

a) 1  
b) 2  
c) 3  
d) 4

Q.31 Cover letter should NOT include:

a) Past professional background.

b) Suitability to the job.

c) Application purpose.

d) Family backgrounds.
Q.32 The answer to the question “How long would you expect to work for us if hired?” Would be:
   a) Till 5 o clock
   b) Till I get foreign assignments.
   c) Till I get good salary.
   d) Till I feel challenged professionally.

Q.33 The true purpose of an Interview is to:
   a) To get a job
   b) Take the experience of sitting in an interview.
   c) To know the kind of jobs available in the market.
   d) To see if your skills matches with job requirement

Q.34 The pre requisite of a group Discussion includes:
   a) Being Shy/ Isolated in GD
   b) Interrupting another participant before he finishes
   c) Analyzing the topic logically
   d) Changing Opinions

Q.35 If the name (Ravi Srivastava) is provided, which is the correct salutation?
   a) Dear Mr. Ravi
   b) Dear Mr. Srivastava
   c) Dear Mr. Ravi Srivastava
   d) None of the above

Q.36 “Good Posture” in interview would mean
   a) Lean and Forward
   b) Slouch and Hunch
   c) Straight and upright
   d) Slide and Comfortable.

Q.37 A “good impression” would mean
   a) Good verbals and Non verbals.
   b) Good academic records.
   c) Good sport records.
   d) Good extracurricular records.

Q.38 What should you NOT do in an interview?
   a) Maintain eye contact with all panellists
   b) Sit smartly
   c) Constantly grin and laugh
   d) Dress neatly

Q.39 Some of the stress busters include
   a) Meditation
   b) Taking a warm bath
   c) Time management
   d) All of the above

Q.40 Which one of the following quadrant should be minimized i.e. minimum time should be spent on which quadrant?
   a) Quadrant of Quality (important+ not urgent)
   b) Quadrant of Waste (not important+ not urgent)
c) Quadrant of Delegation (not important+ urgent)
d) Quadrant of Urgency (important+ urgent)

Q.41 Which one of the following is a cause of Environmental stress?
   a) Traffic Jam
   b) Pollution
   c) Political instability
   d) All of the above

Q.42 What is a simplex model?
   a) Problem Solving model
   b) Mathematical Model
   c) Model to make things simple
   d) None of the above

Q.43 Cover letter should be adapted to:
   a) The employee interests
   b) Employer’s requirements
   c) Job Description
   d) All of the above

Q.44 What are the “Do” in group discussion out of the following?
   a) Listen to others
   b) Make original points
   c) Modulate volume
   d) All of the above

Q.45 What is true for resume?
   a) Use colorful font
   b) Mention about your family background
   c) It is in reverse chronological order (Most Recent first)
   d) Resume is more than 1 page

Q.46 Which of the following statements is TRUE w.r.t. self-introduction?
   a) Sets a tone for the rest of the interview.
   b) It helps you to highlight your skills and achievements.
   c) You have about 60 seconds for self-introduction.
   d) All of the above

Q.47 The Simplex Process of problem solving was developed by:
   a) Daniel Goleman
   b) Min Basadur
   c) Joseph Luft
   b) Harrington Inghe

Q.48 Answer to the question “What are your long term goals”?
   a) A high standard of living
   b) To move up and succeed in a company like yours
   c) I want your job
   d) None of the above

Q.49 Which of the following is NOT true for an effective team?
   a) Everyone works together towards the main goal
   b) Everyone is concerned only about themselves
   c) Everyone is collectively accountable and responsible
d) A Team is a diverse group of people from different backgrounds

Q.50 Scheduling is a term related to
   a) Problem Solving
   b) Time Management
   c) Delegation
   d) Stress Management
End Semester Examination, Dec. 2018  
B. Tech. – Sixth Semester  
INDUSTRIAL MANAGEMENT AND ENTREPRENEURSHIP (HM-504)  

Time: 1½ hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1  
a) Discuss the nature and scope of management.  
b) Discuss the significance of group layout.  
c) Elaborate various functions of stores management.  
d) Role of DICS in supporting entrepreneurs.  
e) Define plant layout problems.  

**PART-A**

Q.2  
Define management? Explain in brief various roles of managers.  

Q.3  
Discuss the advantages, disadvantages of urban, semi urban and rural location.  

Q.4  
a) Explain the objectives of material management.  
b) Elaborate ABC analysis.  

**PART-B**

Q.5  
Discuss employee welfare concept, need and scope.  

Q.6  
Explain the concept of entrepreneurship and define the qualities of a good entrepreneur.  

Q.7  
Write short notes on:  
a) Role of SIDBI in supporting entrepreneurs.  
b) Participants in industrial relationship.  

5×4  
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10×2
End Semester Examination, Dec. 2018
B. Tech. – Fifth Semester
INDUSTRIAL MANAGEMENT AND ENTREPRENEURSHIP (HM-504)

Time: 3 hrs. 
Max Marks: 100

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B**. Marks are indicated against each question.

Q.1 a) What is the importance of functional management?
    b) What are the various factors influencing layout?
    c) What is entrepreneurial support system?
    d) Explain employee- welfare concept.

**PART-A**

Q.2 Explain various functions of management. How can we plan a new organization events? Explain with example.

Q.3 What are the various steps used in finding plant location?

Q.4 Discuss the EOQ techniques of inventory control in detail.

**PART-B**

Q.5 Explain workers participation in management. Explain its need and scope.

Q.6 Explain terms DIC’s, SISI’s, SIDBI in detail.

Q.7 How can we develop a business idea? Explain any entrepreneurial story with a suitable example.
End Semester Examination, Dec. 2018  
B. Tech. – Fifth Semester  
QUANTITATIVE APTITUDE AND PERSONALITY DEVELOPMENT-II  
(HM-505A)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 4

Note: All questions are compulsory. Each question has FOUR options with ONE correct answer. Select the correct answer. All questions are of ONE mark each. There is no NEGATIVE marking. Mention the correct option for each question in the blank answer key given herein below. Calculator is not permitted.

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</table>

134/4
Q.1 A thief running at 8 km/hour is chased by a policeman whose speed is 10 km/hour. If the thief is 100 meters ahead of the policeman, then the time required for the policeman to catch the thief will be?
   a) 2 min.   b) 6 min.
   c) 10 min.   d) 3 min.

Q.2 If a train runs at 40 km/hr, it reaches its destination late by 11 min. but if it runs at 50 km/hr it is late by 5 min. only. The correct time for the train to complete its journey is:
   a) 13 min.   b) 15 min.
   c) 19 min.   d) 21 min.

Q.3 A car travels the first one-third of a certain distance with a speed of 10 km/hr, the next one-third distance with a speed of 20 km/hr and the last one-third distance with a speed of 60 km/hr. The average speed of the car for the whole journey is?
   a) 18 km/hr   b) 24 km/hr
   c) 30 km/hr   d) 36 km/hr

Q.4 A train T1 starts from Ahmedabad to Mumbai at 7 a.m. and reaches at 12 noon. A second train T2 starts at 7 a.m. from Mumbai reaches Ahmedabad at 1 p.m. When did the two trains cross each other?
   a) 10:13 am   b) 10:00 am
   c) 9:43 am   d) 9:35 am.

Q.5 A steamer goes downstream from one port to another in 4 h. It covers the same distance upstream in 5 h. If the speed of the stream is 2 km/h, find the distance between the two ports?
   a) 50 km   b) 60 km
   c) 70 km   d) 80 km

Q.6 In a km race, A beats B by 100 m and B beats C by 150 m. In the same race, by how many metres does A beat C?
   a) 250 m   b) 240 m
   c) 225 m   d) 235 m

Q.7 Three persons A, B and C are running on a circular track of length of 1000 m with a speed of 10 m/s, 15 m/s and 20 m/s respectively. If they start simultaneously from point P in the same direction, after how much time will they meet for the first time?
   a) 100 s   b) 40 s
   c) 66.66 s   d) 200 s

Q.8 What least value should be assigned to * so that the number 63576*2 is divisible by 8?
   a) 2   b) 1
   c) 4   d) 3

Q.9 What is the highest power of 6 in 100!?
   a) 33   b) 16
   c) 17   d) 48

Q.10 A number when divided by 54 leaves a remainder of 31. Find the remainder when the same number is divided by 27?
   a) 4   b) 23
   c) 15   d) 1

Q.11 Find the remainder if 3040 is divided by 17.
   a) 1   b) 2
   c) 16   d) 15
Q.12 4a56 is divisible by 33. What is the value of ‘a’?
   a) 3  b) 4  
   c) 5  d) 6

Q.13 What is the highest power of 5 that divides $90 \times 80 \times 70 \times 60 \times 50 \times 40 \times 30 \times 20 \times 10$?
   a) 15  b) 12  
   c) 9  d) 10

Q.14 How many factors of 144 are even and how many are odd?
   a) 12, 3  b) 6, 6  
   c) 3, 12  d) 9, 6

Q.15 If PQ = 72, where P & Q are positive integers. Then, which of the following cannot be
   the value of P + Q?
   a) 16  b) 17  
   c) 18  d) 22

Q.16 If the LCM of two numbers is 576 and one of the two numbers is 36, what can be the
   smallest value of the second number?
   a) 36  b) 48  
   c) 64  d) None of these

Q.17 Three sets of English, Mathematics and Science Books containing 336, 240 and 96
   books respectively have to be stacked in such a way that all the books are stored
   subject-wise and the height of each stack is the same. Total number of stacks will be:
   a) 14  b) 21  
   c) 22  d) 48

Directions Q. 18-20: A question and two statements are given. Give answer as -
   A) If statement I alone is sufficient, while statement II is not sufficient.
   B) If statement II alone is sufficient, while statement I is not sufficient.
   C) If either statement I alone or in statement II alone is sufficient.
   D) If both statements I and II together are necessary.

Q.18 Vinod’s and Javed’s salaries are in the proportion of 4 : 3 respectively. What is Vinod’s
   salary?
   Statements:
   1. Javed’s salary is 75% that of Vinod’s salary.
   2. Javed’s salary is ₹4500.

Q.19 How many New Year’s greeting cards were sold this year in your shop?
   Statements:
   1. Last year 2935 cards were sold.
   2. The number of cards sold this year was 1.2 times that of last year.

Q.20 What is the rank of P from the bottom in a class of 30 students?
   Statements:
   1. M is third from the top and there are five students between M and P.
   2. The rank of K is fourth from the bottom and there are 17 students between K and P.
Directions Q. 21 to 27: The pie chart below shows percentage of 4800 students of 7 different schools in 10th class. The table below shows ratio of boys and girls among these students.

<table>
<thead>
<tr>
<th>School</th>
<th>Boys : Girls</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>7 : 9</td>
</tr>
<tr>
<td>B</td>
<td>5 : 4</td>
</tr>
<tr>
<td>C</td>
<td>5 : 7</td>
</tr>
<tr>
<td>D</td>
<td>6 : 5</td>
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<tr>
<td>E</td>
<td>3 : 5</td>
</tr>
<tr>
<td>F</td>
<td>7 : 4</td>
</tr>
<tr>
<td>G</td>
<td>7 : 5</td>
</tr>
</tbody>
</table>

Q.21 What is the ratio of boys in school F to girls in school E?
   a) 3 : 4   b) 5 : 7
   c) 4 : 7   d) 7 : 5

Q.22 What is the ratio of girls in school D to boys in school C?
   a) 1 : 1   b) 5 : 7
   c) 3 : 2   d) 7 : 5

Q.23 Which two schools have same number of boys?
   a) A and B   b) B and C
   c) A and C   d) F and G

Q.24 What is the percentage of total number of students studying in school B as compared to the total number of students studying in school E?
   a) 150%   b) 200/3%
   c) 100/3%   d) 120%

Q.25 What is the ratio of number of girls studying in school D and E?
   a) 1 : 4   b) 1 : 2
   c) 2 : 1   d) 4 : 1

Q.26 Boys studying in school E are what percent of total number of students of all schools?
   a) 8%   b) 5%
   c) 3%   d) 6%

Q.27 What is the difference in total number of students of school A and E?
   a) 360   b) 560
   c) 520   d) 480

Q.28 Find the position of 62 in the following series 2, 5, 8, ....?
   a) 26   b) 21
   c) 23   d) 20

Q.29 Find the sum of the first 12 odd numbers.
   a) 280   b) 180
   c) 320   d) 144

Q.30 The value of log28 is
   a) 2   b) 3
   c) 4   d) 1/2

Q.31 The first step of problem solving process is:
a) Evaluating & selecting alternatives  
  b) Generating alternatives  
  c) Defining the problem  
  d) Implementing solutions

Q.32 Spending time on Social Networking sites comes under which of the following quadrant of Time Management Matrix? 
  a) Urgent/ Important  
  b) Urgent/ Not Important  
  c) Not Urgent/ Not Important  
  d) Not Urgent/ Important

Q.33 “If you are early, you are on time. If you are on time, you are late”, it means: 
  a) Reach the venue exactly on time  
  b) Reach the venue 15 minutes before the Interview  
  c) Reach the venue 1 hour before the interview  
  d) It’s ok to be late at times.

Q.34 Cover letter should not include:
  a) Past professional background  
  b) Suitability to the job  
  c) Application purpose  
  d) Family backgrounds

Q.35 Resume should not contain:
  a) Projects and Extracurricular activities  
  b) Long Paragraphs  
  c) Achievements  
  d) Work Experience and Internships

Q.36 Which one of the following is true for resume
  a) You can use different fonts and font colours  
  b) Resume can be of more than 1 page  
  c) Should contain your family background  
  d) None of the above

Q.37 Which of the following is NOT true for Self-Introduction during interviews?
  a) It should be for about 60 seconds  
  b) It should include your general interests, achievements and skill set  
  c) It should include your weaknesses  
  d) It should include your academic background and experience

Q.38 Which of the following questions can be asked if you are asked “Do you have any questions at the end of an interview by the interviewer?”
  a) Ask about interviewer’s salary  
  b) What are the growth prospects in the company  
  c) Do you offer free lunch?  
  d) How many holidays I can take in a month?

Q.39 Which of the following is not an element of emotional intelligence?
  a) Sympathy
b) Self-awareness
c) Self-regulation
d) Social Skills

Q.40 The answer to the question “Why should we hire you?” should be:
a) I am the best at everything.
b) I am the best option you have
c) Highlight your skills and relate them to the job
d) Explain how desperately you want the money

Q.41 Which of the following is NOT a stress management technique?
a) Meditation
b) Physical exercise
c) Substance Abuse (Smoking, Drinking etc)
d) Time Management and Goal Setting

Q.42 Which of the following is NOT a good time management habit?
a) Sleeping as less as possible
b) Scheduling according to priorities
c) Setting goals
d) Making a to-do list

Q.43 What should you do if you did not understand the question that the interviewer asked?
a) Guess the answer
b) Politely request him to repeat
c) Smile and ignore the question
d) None of the above

Q.44 Group discussions are conducted to test the following
a) Knowledge
b) Confidence
c) Leadership Skills
d) All of the above

Q.45 Negative behaviour in a team means:
a) Not listening to the team members
b) Back biting and politics
c) Withdrawing and not co-operating
d) All of the above

Q.46 Which of the following quadrant of Stephen Covey’s Time Management Matrix is a quadrant of Waste?
a) Important and urgent tasks
b) Not Important and not urgent tasks
c) Not important and urgent tasks
d) Important and not urgent task
Q.47 Which one of the following quadrant should be given maximum time?
  a) Quadrant of Quality (important+ not urgent)
  b) Quadrant of Waste (not important + not urgent)
  c) Quadrant of Delegation (not important + urgent)
  d) Quadrant of Urgency (important+ urgent

Q.48 What is the ratio of Pareto’s principle?
  a) 20:80  b) 80:25
  c) 25:80  d) 80:20

Q.49 What is another name of Positive stress is:
  a) Eustress  b) Postress  c) Happy Stress  d) None of these

Q.50 What are the steps of effective presentation?
  a) Plan-Prepare-Present-Practice  b) Prepare-Practice-Present
  c) Practice-Present  d) Plan-Prepare-Practice-Present
Q.1 a) Écrivez les nombres cardinaux et ordinaux en français
(Write cardinal and ordinal numbers in French)
Cardinaux Ordinaux
a) 41 ______________________ ______________________
b) 8 ______________________ ______________________
c) 14 ______________________ ______________________
d) 55 ______________________ ______________________
e) 39 ______________________ ______________________ 1×5

Q.2 Écrivez les salutations en français:
(Write the salutations in French)
 a) Good morning ______________________________________
b) Bye-Bye _____________________________ _________
c) Goodnight ______________________________________
d) See you soon ______________________________________
e) Please ______________________________________
f) Have a nice journey ______________________________________
g) Madam/ Mrs. ______________________________________ 1×7

Q.3 Trouvez les questions:
(Find out the questions)
a) ____________________________________
   Je m’appelle Nick.
b) ____________________________________
   J’ai vingt ans.
c) ____________________________________
   Ça va bien.
d) ____________________________________
   J’habite à Gurgaon.
e) ____________________________________
   Je vais bien.  1×5

Q.4 Complétez avec la conjugaison du verbe
Conjugate the verbs in present tense
a) Elle ____________________ belle. (Être)
b) Il ____________________ deux stylos. (Avoir)
c) Elle __________________ au Canada. (Aller)
d) Je __________________ le gâteau. (Faire)
e) Nous __________________ une sœur. (Avoir)
f) Elles __________________ beaucoup. (Parler)
g) Tu __________________ bien. (Chanter)
h) Les étudiants __________________ le professeur. (Écouter)
i) Ils __________________________ à Paris. (Arriver)
j) Nous __________________________ français. (Parler)

Q.5 Traduisez en anglais
(Translate in English)
a) Il fait beau. ___________________________________
b) Il fait du jour.  ___________________________________
c) Il fait de la nuit.  ___________________________________
d) Il fait froid. ___________________________________
e) Il fait chaud. ___________________________________ 2½

Q.6 Remplissez les blancs
(Fill in the blanks)
a) ____________ est le onzième mois de l’année.
b) ____________ est le premier jour de la semaine.
c) ____________ est le cinquième jour de la semaine.
d) ____________ le sixième mois de l’année.
e) ____________ est le troisième jour de la semaine. 1×5

Q.7 Quelle heure est-il?
(What time is it?)
a) 8:30h ____________________________________________
b) 2:00h ____________________________________________
c) 23:15h ___________________________________________
d) 12:00 ____________________________________________
e) 18:45h ___________________________________________ 1×5

Q.8 Présentez-vous en 5 lignes
Ou (or)
Décrivez votre ami(e)
(Introduce yourself or describe your friend in 5 sentences)
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________
Q.9 Complétez avec les articles définis
(Complete with definite articles : le, la, l’, les)
a) ____________ père de Manuel est gentil.
b) ____________ horloge est sur la mur.
c) Il joue avec ____________ ballons.
d) Elle parle avec ____________ mère.
e) C’est ____________ robe de Maria.

Q.10 Lisez le passage et répondez aux questions suivantes
(Read the paragraph and answer the following questions)
Isabelle est allemande. Elle a les yeux bruns et les cheveux longs et noirs. Elle aime la couleur rouge. Elle est belle.
Jacques est français. Il a les cheveux (hair) courts et les yeux (eyes) verts. Il aime la musique classique. Il est beau.
Cochez la bonne réponse.
a) Isabelle est
   i) Anglaise
   ii) Française
   iii) Allemande
b) Jacques a les yeux
   i) Noirs
   ii) Bleus
   iii) Verts
c) Isabelle a les cheveux
   i) Courts et bruns
   ii) Longs et rouges
   iii) Longs et noirs
Q.1 Sein oder haben? Fill in the given blanks with correct form of haben or sein.

a) Das ________________________ gut.
b) ______________________________ du Radiergummi?
c) ______________________________ Sie Zeit?
d) Wir _______________________ in Hannover.
e) Du ________________________ ein neues Auto.
f) Das Auto ______________________ kaputt (damaged).
g) ______________________________ Sie krank (ill)?
h) Ich _______________________ Kopfschmerzen (headache).
i) Ich ________________________ keine Idee.
j) ____________________________ __ du hungrig?  

Q.2 Hier fehlt der bestimmte Artikel! (Write definite articles)

a) _________________ Buch b) _________________ Tee
c) _________________ Kaffee d) _________________ Kuli
e) _________________ Schwamm f) _________________ Orangensaft
g) _________________ Tür h) _________________ Tasche
i) _________________ Tasse j) _________________ Glas
k) _________________ Heft l) _________________ Projektor
m) _________________ Brot n) _________________ Kellner
o) _________________ Student p) _________________ Bleistift
q) _________________ Studentin r) _________________ Handy
s) _________________ Kuchen t) _________________ Cola  

Q.3 Ja/ Nein fragen. (Write the answers in yes or no format)

Ist das eine Tür?

Ist das eine Tafel?

Ist das eine Tasche?

Ist das ein Stuhl?

Ist das ein Fenster?

__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________
__________________________________________________

Q.5 Ergänzen Sie die Tabelle. (Complete the given table)

<table>
<thead>
<tr>
<th>Artikel</th>
<th>maskulin</th>
<th>neutral</th>
<th>feminin</th>
<th>Plural</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bestimmter Artikel</td>
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<td>die</td>
<td></td>
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<tr>
<td>Unbestimmter Artikel</td>
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<tr>
<td>Negation Artikel</td>
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</table>

Q.6 Übersetzen Sie. (Translate the following sentences).
<table>
<thead>
<tr>
<th>Englisch</th>
<th>Deutsch</th>
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</thead>
<tbody>
<tr>
<td>a) I am a Student.</td>
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<tr>
<td>b) This is a laptop.</td>
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<tr>
<td>c) She has a bottle.</td>
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<tr>
<td>d) I play Football.</td>
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<tr>
<td>e) Tomorrow is 15th August.</td>
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<tr>
<td>f) This is a book.</td>
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<tr>
<td>g) Is this a bag?</td>
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<tr>
<td>h) I am learning English.</td>
<td></td>
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<tr>
<td>i) Where are you from?</td>
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<tr>
<td>j) What is your name?</td>
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</tbody>
</table>

1×10
End Semester Examination, Dec. 2018
B. Tech. – Fifth Semester
SPANISH-I (HM-508)

Time: 1½ hrs.  Max Marks: 50
No. of pages: 2

Note: Attempt **ALL** questions are **compulsory**. Marks are indicated against each question.

Q. 1 Relacion. (Match the following)
e.g. a. Miércles - x. Wednesday
a) Miércoles i) March
b) Jueves ii) Friday
c) Diciembre iii) January
d) Marzo iv) July
e) Sabádo v) Saturday
f) Enero vi) December
g) Viernes vii) Monday
h) Diciembre viii) June
i) Lunes ix) Thursday
j) Julio x) Wednesday
k) Domingo xi) Sunday  

Q. 2 Convierte las siguientes frases en plural. (Convert the following phrases in plural.)
e.g. Esta novela es interesante.
    Estas novelas son interesantes.
a) La botella es util  
   __________________________________________________
b) El lápiz es blanco.
    __________________________________________________
c) La mesa es bonita.
    __________________________________________________
d) La novela es aburrida.
    __________________________________________________  **1×4**

Q. 3 Completa la table con la conjugación de los verbos abrir, escuchar y comer. (Complete the table with the conjugation of abrir, escuchar and comer.)

<table>
<thead>
<tr>
<th>Abrir</th>
<th>Escuchar</th>
<th>Comer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yo escucho</td>
<td>Tú comes</td>
<td></td>
</tr>
<tr>
<td>Él/ella/usted abre</td>
<td>Nosotros escuchamos</td>
<td></td>
</tr>
<tr>
<td>Vosotros abrís</td>
<td></td>
<td>Ellos/ellas/ustedes comen</td>
</tr>
</tbody>
</table>

Q. 4 Hace diez oraciones con el verbo ‘ser’. (Make 10 phrases with the verb ‘ser’ using adjective/nationality / profession etc.)
e.g. Tú eres simpático. - Vosotros sois simpáticos.
a) __________________________________________________
b) __________________________________________________
c) __________________________________________________
Q.5 Completar con el artículo. (Complete with article.)  
E.g. Los lápices.

a) _____________ canción.
b) _____________ mesas.
c) _____________ botella.
d) _____________ facultad.
e) _____________ profesión.
f) _____________ verdad.
g) _____________ silla.
h) _____________ cuadernos.  

Q.6 Mira al dibujo y responde a las preguntas. (Look at the picture and respond to the questions.)

E.g. ¿Quién es el padre de mi prima? Mi tío  
(Quien/Quienes = Who)

a) ¿Quiénes son los hijos de mi padre?
b) ¿Quién es la hermana de mi primo?
c) ¿Quién es el hermano de mi madre?
d) ¿Quiénes son los padres de mi prima?
e) ¿Quiénes son los padres de mi hermano?
f) ¿Quiénes son los padres de mi padre?
g) ¿Quién es la mujer de mi padre?
h) ¿Quién es la madre de mi prima?  

Q.7 Completar con la forma adecuada de los verbos:  
(Complete with the appropriate form of AR, ER and IR ending verbs)

a) Mi Madre _____________ (escribir) alemán
b) Yo y mi hermana _____________ (bailar) cada día.
c) Vosotros _____________ (escuchar) la canción

d) Juan and Maria _____________ (Comer) frutas.  

1x10 1x8 1x8 1x4
End Semester Examination, Dec. 2018  
B. Tech. – Sixth Semester  
CAREER SKILLS-IV (HM-602)

Time: 2 hrs  
Max Marks: 50

No. of pages: 4

Note: The paper consists of FIFTY multiple choice questions; Each question has FOUR options with ONE correct answer. Attempt all questions. All questions are of ONE mark each. There is no negative marking. Mention the correct options for each question in the answer key. (Answers marked outside the answer key will not be evaluated.) Calculator is not allowed.

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Q.1 What is a cover letter?
   a) A one page formal document sent along with the resume.
   b) A document to be submitted during the interview
   c) Both the above
   d) None of the above.

Q.2 Writing the subject in a formal cover/business letter helps the receiver in?
   a) Sorting the mails
   b) Knowing the writer’s purpose
   c) It does not serve any purpose
   d) A & B above

Q.3 The points on which we should research about the prospective employer are:
   a) Company reputation
   b) Work culture
   c) Scope of self-development
   d) All of the above

Q.4 The best way of preparing for the “Tell me about yourself question” is:
   a) Preparing your script
   b) Memorizing what you have prepared
   c) Practice, practice and practice some more
   d) All of the above

Q.5 The dress code for making a perfectly groomed look for an interview will include:
   a) Take care of the body odor
   b) Display of tattoos as it makes us look ultra-modern
   c) The arms of the shirt should be folded if the weather is hot
   d) None of the above

Q.6 The answer to the question “Why should we hire you?” should be:
   a) I am the best and would do the job at my best.
   b) I am the best among the people you have just met.
   c) All my teacher and friends like me.
   d) It will give me a platform to showcase my skills.

Q.7 The answer to the question “How long would you expect to work for us if hired?” Would be:
   a) Till 5 o clock
   b) Till I keep getting foreign assignments
   c) Till I keep getting good salary.
   d) Till I feel challenged professionally

Q.8 Researching the organization is important because:
   a) To increase your general Knowledge
   b) To know what all company is doing
   c) To match your knowledge with the company profile
   d) To plan your career path with the company

Q.9 The question “Tell me something about yourself” is to check:
   a) How well you speak about yourself.
   b) The information in your CV is true or not.
   c) Your confidence about yourself and your skill sets
   d) How well versed you are about talking in English

Q.10 The true purpose of an Interview is to:
   a) To get a job
   b) Take the experience of sitting in an interview.
   c) To know the kind of jobs available in the market.
   d) To see if your skills matches with the company’s needs.

Q.11 Group discussions are conducted to test the following:
   a) Knowledge
   b) Communication
   c) Leadership
   d) All of the above

Q.12 Chronology of events in a CV is:
   a) First to Current
   b) Current to First
   c) Both
   d) None
Q.13 Which of the following is okay to do at an interview?
   a) Ask the employer questions.
   b) Answer your cell phone
   c) Be a few minutes late
   d) None of the Above

Q.14 Your interviewer asks you what you think about your previous boss. You didn’t get along with your previous boss. You answer?
   a) “He was a good leader and really kept the team focused and on-task.”
   b) “We didn’t exactly get along because he made a lot of impossible demands and was constantly on the phone.”
   c) “He was alright, but we weren’t that close.”
   d) None of the Above

Q.15 What’s the most important thing which an employer wants to find out about you in a job interview?
   a) Your best fitment for the role and the organizational culture
   b) Your educational institutions
   c) Your family background
   d) Your extra-curricular activities

Q.16 Cover letter should not include:
   a) Past professional background
   b) Suitability to the job
   c) Application purpose
   d) Family backgrounds

Q.17 Resume should not contain:
   a) Work Experience & Internships
   b) Strengths & Weaknesses
   c) Achievements
   d) None of the above

Q.18 Which of the following cannot be checked through a GD?
   a) Analytical skills
   b) Family Background
   c) Social skills
   d) Communication skills

Q.19 The preparation for a personal interview does NOT include:
   a) Being up to date with your CV
   b) Anticipating questions from the CV and identifying relevant answers/examples
   c) Buying new fancy clothes for the interview
   d) Researching about the organization and the job applied

Q.20 “Tell me something about yourself” should be answered with
   a) Telling about your strengths only
   b) Talking about your areas of improvement
   c) Talking briefly about your family, education, industrial training, co-curricular activities, and work experience
   d) None of the above

Q.21 The percentage increase in the area of a rectangle, if each of its sides is increased by 20% is:
   a) 32%  b) 34%
   c) 42%  d) 44%

Q.22 The area of a rectangle is 460 square meters. If the length is 15% more than the breadth, what is the breadth of the rectangular field?
   a) 18 meter  b) 20 meter
   c) 22 meter  d) 25 meter

Q.23 If $1000 is divided among the three people in the ratio 2:3:5, find the share of each?
   a) $ 500,450,600
   b) $ 200,300,500
   c) $ 550,650,700
   d) $ 450,600,800

Q.24 The average of runs of a cricket player of 10 innings was 32. How many runes must be made in his next innings so as to increase his average of runs by 4?
   a) 70  b) 72  c) 74  d) 76

Q.25 A car owner buys petrol at Rs.7.50, Rs.8 and Rs. 8.50 per litre for three successive years. What approximately is the average cost per litre of petrol if he spends Rs. 4000 each year?
   a) Rs. 7.98  b) Rs. 8
   c) Rs. 8.50  d) Rs. 9
Q.26 Two students appeared at an examination. One of them secured 9 marks more than the other and his marks was 56% of the sum of their marks. What are the marks obtained by them?
a) 42, 33  
b) 44, 36  
c) 42, 36  
d) 43, 36
Q.27 When a number is first increased by 10% and then reduced by 10%, the number is:
a) No change  
b) Decreases by 1%  
c) Increases by 1%  
d) None of these
Q.28 The average age of three boys is 25 years and their ages are in the proportion 3: 5: 7. The age of the youngest boy?
a) 21  
b) 18  
c) 15  
d) 9
Q.29 By selling 45 lemons for Rs 40, a man loses 20%. How many should he sell for Rs 24 to gain 20% in the transaction?
a) 16  
b) 18  
c) 20  
d) 22
Q.30 Find the ratio of 2 hours and 115 minutes?
a) 20:22  
b) 24:23  
c) 19:18  
d) 25:27
Q.31 If the manufacturer gains 10%, the wholesale dealer 15% and the retailer 25%, then find the cost of production of a table if the retail price was Rs 1265?
a) 750  
b) 800  
c) 850  
d) 900
Q.32 If the cost price is 25% of selling price. Then what is the profit percent?
a) 150%  
b) 200%  
c) 300%  
d) 350%
Q.33 Average of 10 numbers is zero. At most how many numbers may be greater than zero?
a) 0  
b) 1  
c) 5  
d) 9
Q.34 Average of five numbers is 27. If one number is excluded the average becomes 25. The excluded number is:
a) 35  
b) 45  
c) 55  
d) 65
Q.35 What percentage of numbers from 1 to 70 have 1 or 9 in the unit's digit?
a) 21  
b) 20  
c) 18  
d) 17
Q.36 A monkey starts climbing up a tree 20ft. tall. Each hour, it hops 3ft. and slips back 2ft. How much time would it take the monkey to reach the top?
a) 21  
b) 12  
c) 18  
d) 15
Q.37 If a merchant makes a profit of 20% after giving a 20% discount, what should be his mark-up?
a) 20%  
b) 40%  
c) 50%  
d) 60%
Q.38 What is the value of 37.5% of 488?
a) 190  
b) 183  
c) 170  
d) 173
Q.39 If 80% of A = 50% of B and B = x% of A, then the value of X is:
a) 400  
b) 300  
c) 160  
d) 150
Q.40 For a sphere of radius 10 cm, the numerical value of surface area is what percent of the numerical value of its volume?
a) 10%  
b) 30%  
c) 40%  
d) 20%
Q.41 A: B: C is in the ratio of 3: 2: 5. Then how much money will C get out of Rs 500.
a) Rs 200  
b) Rs 250  
c) Rs 300  
d) Rs 350
Q.42 Two numbers are in ratio 4: 5 respectively, if each number is reduced by 25, then the ratio becomes 3:4. Find the 2nd number?
a) 120  
b) 125  
c) 130  
d) 135
Q.43 Raja and Govind together can finish a job in 8 days. Raja can do the same job on his own in 12 days. How long will Govind take to do the job by himself?
a) 16 days  
b) 20 days  
c) 24 days  
d) 30 days
Q.44 What is the difference between the place values of 2 in the numeral 7229?
  a) 20    b) 200    c) 180    d) 18

Q.45 From a pack of 52 cards, two cards are drawn together, what is the probability that both the cards are kings.
  a) 2/121    b) 2/221
  c) 1/221    d) 1/13

Q.46 Bag contain 10 back and 20 white balls, one ball is drawn at random. What is the probability that ball is white?
  a) 1    b) 2/3
  c) 1/3    d) 4/3

Q.47 A person crosses a 600 m long street in 5 mints. What is his speed in km/hr:
  a) 3.6    b) 7.2
  c) 8.4    d) 10

Q.48 If a man runs at 3m/s, how many kilometers does he run in 1 h 40 min?
  a) 18 km    b) 12 km
  c) 20 km    d) 22 km

Q.49 If by selling an article for RS.100, a man gains Rs.15 then his gain percent is:
  a) 16 11/17%    b) 17 11/16%
  c) 17 11/17%    d) 18 11/18%

Q.50 A fruit seller had some apples. He sells 40% apples and still has 420 apples. Originally, he had?
  a) 300    b) 700
  c) 500    d) 400
End Semester Examination, Dec. 2018
B. Tech. – Sixth Semester
QUANTITATIVE APTITUDE AND PERSONALITY DEVELOPMENT-III
(HM-603A)

Time: 2 hrs. Max Marks: 50
No. of pages: 4

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Q.1 The area of in-circle of an equilateral triangle of side 42 cm is?
   a) 462 cm$^2$  
   b) 452 cm$^2$  
   c) 442 cm$^2$  
   d) 432 cm$^2$

Q.2 The wheel of a motorcycle, 70 cm in diameter makes 40 revolutions in every 10 seconds. What is the speed of the motorcycle in km/hr?
   a) 30.68 km/hr  
   b) 31.68 km/hr  
   c) 32.68 km/hr  
   d) 33.68 km/hr

Q.3 A circular well with a diameter of 2 meters, is dug to a depth of 14 meters. What is the volume of the earth dug out?
   a) 40 m$^3$  
   b) 42 m$^3$  
   c) 44 m$^3$  
   d) 46 m$^3$

Q.4 If a right circular cone of height 24 cm has a volume of 1232 cm$^3$ cube, then the area of its curved surface is?
   a) 450 cm$^2$  
   b) 550 cm$^2$  
   c) 650 cm$^2$  
   d) 750 cm$^2$

Q.5 The volume of the largest right circular cone that can be cut out of a cube of edge 7 cm is?
   a) 79.8 cm$^3$  
   b) 79.4 cm$^3$  
   c) 89.8 cm$^3$  
   d) 89.4 cm$^3$

Q.6 A metallic sheet is of rectangular shape with dimensions 48 m x 36 m. From each of its corners, a square is cut off so as to make an open box. If the length of the square is 8 m, the volume of the box is?
   a) 4120 m$^3$  
   b) 4140 m$^3$  
   c) 5140 m$^3$  
   d) 5120 m$^3$

Q.7 A, P, R, X, S and Z are sitting in a row. S and Z are in the centre. A and P are at the ends. R is sitting to the left of A. Who is to the right of P?
   a) P  
   b) X  
   c) S  
   d) Z

Q.8 Pointing to a photograph, a woman says, "This man's son's sister is my mother-in-law." How is the woman's husband related to the man in the photograph?
   a) Grandson  
   b) Son  
   c) Son in law  
   d) Cousin

Q.9 **Statements:**
   All the windows are doors.
   No door is a wall.

**Conclusions:**
1. Some windows are walls.
2. No wall is a door.
   a) Only (1) conclusion follows
   b) Only (2) conclusion follows
   c) Either (1) or (2) follows
   d) Neither (1) nor (2) follows

Q.10 In a certain code language 'how many goals scored' is written as '5397'; 'many more matches' is written as '982'; and 'he scored five' is written as '163'. How is 'goals' written in that code language?
   a) 5
Directions (11-15): Study the following graph carefully to answer these questions.

Q.11 For state B the per cent rise in population from the previous year was the highest in which of the following years?
   a) 2008  b) 2006  c) 2005  d) 2004

Q.12 What was the average population of state B (in millions) for all the years together?
   a) 38.5  b) 28.5  c) 35  d) 37.5

Q.13 What is the per cent rise in population of state A in 2007 from the previous year?
   a) 25 2/5  b) 33 1/3  c) 33 4/5  d) 25 1/3

Q.14 What is the ratio between the total population of state A and that of state B respectively for all the years together?
   a) 37: 45  b) 37: 43  c) 43: 37  d) 45: 37

Q.15 The population of state A in 2005 is what percent of its total population for all the years together for the same state?
   a) 17 8/13  b) 16 5/33  c) 16 8/37  d) 17

Q.16 One side of rectangular field is 15 meter and one of its diagonals is 17 meter. Then find the area of the field?
   a) 120m²  b) 130m²  c) 140m²  d) 150m²

Q.17 The percentage increase in the area of a rectangle, if each of its sides is increased by
20% is:
a) 32%  
b) 34%  
c) 42%  
d) 44%

Q.18 The ratio between the length and the breadth of a rectangular park is 3: 2. If a man cycling along the boundary of the park at the speed of 12 km/hr completes one round in 8 minutes, then the area of the park (in sq. m) is:
a) 152600m²  
b) 153500m²  
c) 153600m²  
d) 153800m²  

Q.19 The perimeters of two squares are 40 cm and 32 cm. Find the perimeter of a third square whose area is equal to the difference of the areas of the two squares?
a) 22 cm  
b) 24 cm  
c) 26 cm  
d) 28 cm  

Q.20 The area of a rectangle is 460 square metres. If the length is 15% more than the breadth, what is the breadth of the rectangular field?
a) 18 meter  
b) 20 meter  
c) 22 meter  
d) 25 meter  

Q.21 If the ratio of the areas of two squares is 225:256, then the ratio of their perimeters is:
a) 15:12  
b) 15:14  
c) 15:16  
d) 15:22  

Q.22 In a throw of coin what is the probability of getting head?
a) 1  
b) 2  
c) ½  
d) 0  

Q.23 In a throw of coin what is the probability of getting tails?
a) 1  
b) 2  
c) 1/2  
d) 0  

Q.24 Two unbiased coins are tossed. What is probability of getting at most one tail?
a) 1/2  
b) 1/3  
c) 3/2  
d) 3/4  

Q.25 Three unbiased coins are tossed, what is the probability of getting at least 2 tails?
a) 1/3  
b) 1/6  
c) 1/2  
d) 1/8  

Q.26 How many different words can be formed using letters of word “EQUATION”?
a) 403  
b) 40320  
c) 4032  
d) None of these  

Q.27 How many different words can be formed using letters of word “ENGINEERING”?
a) 2772  
b) 270000  
c) 277200  
d) None of these  

Q.28 From a pack of 52 cards, two cards are drawn together, what is the probability that both the cards are kings?
a) 2/121  
b) 2/221  
c) 1/221  
d) 1/13  

Q.29 The length of a rectangular plot is thrice its breadth. If the area of the rectangular plot is 867 sq m, then what is the breadth of the rectangular plot?
a) 17 m  
b) 15 m  
c) 20 m  
d) 16 m
Q.30 If the sides of a triangle are 26 cm, 24 cm and 10 cm, what is its area?
   a) 120 square cm
   b) 150 square cm
   c) 180 square cm
   d) 200 square cm

Q.31 The elements of “Back Matter” in a report could be:
   a) References, Glossary, Bibliography, Appendices
   b) Summary, References, Introduction, Bibliography
   c) Introduction, Methodology, Conclusions
   d) Cover page, Table of contents, acknowledgement

Q.32 The type of reading used to gain mastery over pronunciation, phrasing, pausing, intonation etc. is called:
   a) Proof reading
   b) Skimming
   c) Fluency reading
   d) Speed Reading

Q.33 Complete the analogy:
   Tree : Walnut :: Bee : ____________
   a) Hive  b) Nectar  c) Queen  d) Honey

Q.34 Select the correct answer from the options below: Each of the suspected men ______ arrested.
   a) Was  b) Were  c) Both of these  d) None of these

Q.35 Carefully reading a text to find out errors is called:
   a) Reading  b) Editing  c) Proof reading  d) None of these

Q.36 Spot the error in the following sentence:
   a) It is arrogant for
   b) you to assume
   c) that you will
   d) win every time

Q.37 The correct meaning of the idiom “To turn the tables” is:
   a) to welcome
   b) to give warning
   c) to reverse the situation
   d) to take revenge

Q.38 Complete the analogy: Ornithologist: Bird :: Anthropologist: ____________
   a) Environment  b) Mankind  c) Animals  d) Plants

Q.39 The ANTONYM of “DEXTROUS” is:
   a) Able  b) active  c) expert  d) Inexpert

Q.40 The SYNONYM of “MELANCHOLY” is:
   a) Excited  b) Happy  c) Unhappy  d) Joyous

Q.41 We are delighted that you will be working with us, welcome ______.
   a) in  b) aboard
Q.42 Can I come and sit ______ you?
   a) around b) next
c) beside d) All of the above

Q.43 They have achieved so much ______ the difficulties they have had to overcome.
   a) regarding b) against
c) considering d) All of the above

Q.44 The cottage is nestled ______ woodland on one side and pasture land on the other.
   a) between b) in
c) behind d) All of the above

Q.45 I would like to ______ a reservation for next Wednesday.
   a) seek b) keep
c) make d) book

Directions (Q46 – Q50) Read the passage below and answer the questions that follow:

A little girl was learning a history lesson with her governess. All the morning she had been reading it over and hearing it explained by her governess, but no good came of either the reading or the teaching. The governess went over the lesson several times, explained the meaning, and for the last time, asked her pupil to read it over. After due time had been given, the girl was examined as to her knowledge of the lesson; but not a single answer could she give correctly. The governess lost patience with her, and threatened to punish her unless she could state where a certain treaty was signed.

Q.46 According to the passage, the little girl read the lesson and heard it all the morning because:
   a) The girl did not like her governess
   b) The governess could not explain it long enough
c) The girl could not understand it
d) The girl read the lesson only once

Q.47 With reference to the passage, consider the following statements:
   1. The governess taught the same lesson several times.
   2. The governess wanted to complete her teaching work quickly. Which of the statements given above is/are correct?
   a) 1 only b) 2 only
c) Both 1 & 2 d) Neither 1 nor 2

Q.48 After reading of the whole passage, which of the following impressions do you think is correct about the inability of the girl to answer questions correctly?
   a) The dullness of the girl
   b) The incompetence of the governess
c) The governess felt that the girl cannot be taught
d) Lack of time

Q.49 Which of the following correctly expresses the meaning of “lost patience with her”?
   a) The inability of the governess to endure girl's failure
   b) The governess lost the enthusiasm to teach the girl
c) The governess felt that the girl cannot be taught
d) The governess felt that she was not good enough

Q.50 The purpose of the author of the passage is:
   a) To inform us about a perplexing tale that does not make sense
   b) To narrate a situation that could have a reason not mentioned in the passage
c) Both A and B
d) Neither A nor B
Q.1 Lisez la passage:–
Isabelle est allemande. Elle a des yeux bruns et les cheveux longs et noirs. Elle aime la couleur rouge. Elle est belle.
Jacques est français. Il a des cheveux (hair) courts et les yeux (eyes) verts. Il aime la musique classique. Il est beau.
a) Répondez par une phrase complète:
(Respond the questions)
i) Comment s’appellent les amis de Dominique?
________________________________________________________________________
ii) De quelle couleur sont les cheveux d’Isabelle?
________________________________________________________________________
1×2

b) Couchez la bonne réponse:
(Pick the right answer)
i) Isabelle est:
• Anglaise
• Française
• Allemande

ii) Jacques a des yeux:
• Noirs
• Bleus
• Verts

iii) Isabelle a des cheveux:
• Courts et bruns
• Longs et rouges
• Longs et noirs
1×3

Q.2 Mettez au pluriel:
(Make these sentences into plural)
a) Il donne un signal.
________________________________________________________________________.
b) La fille prepare un gâteau.
________________________________________________________________________.

c) C’est une femme.
________________________________________________________________________.
d) Je choisis une glace.
________________________________________________________________________.
e) Il invite un ami.
________________________________________________________________________. 1×5

Q.3 Dites Vrai ou Faux:
(Tell True or False)
a) Le professeur travaille dans une banque. ________________________
b) L’architecte fait des pains. ________________________
c) Le musicien compose de la musique. ________________________
d) L’acteur travaille dans une école. ________________________
e) Le Boulanger conduit l’avion. ________________________ 1×5

Q.4 Conjuguez les verbes :
(Conjugate the verbs)
a) Je _______________________ thé. (Detester)
b) Elle _______________________ une belle maison. (Avoir)
c) Nous _______________________ le dîner. (Manger)
d) Vous _______________________ dans la classe. (Être)
e) Ils _______________________ à l'école. (Aller)
f) Sonam _______________________ la chanson. (Chanter)
g) Je _______________________ mes devoirs. (Finir)

Q.5 Completez avec les prépositions:

a) Le chien est _______________________ la table. (Under)
b) Le garage est _______________________ de la maison. (Behind)
c) La table est _______________________ des chaises. (Around)
d) Il y a un garçon _______________________ l'arbre. (On the left)
e) Les arbres sont _______________________ le jardin. (In)

Q.6 Traduisez en anglais:
(Translate in English)

a) Il fait beau: _______________________________________________________
b) Il neige: _______________________________________________________
c) Il fait froid: _____________________________________________________
d) Il fait du vent: ___________________________________________________
e) Il fait du soleil: ___________________________________________________
f) Il fait frais: _____________________________________________________
g) Il pleut: _______________________________________________________
h) Il fait chaud: ____________________________________________________

Q.7 Remplissez avec l'adjectif possessif:
(Fill with adjective possessive)
(Mon, Ma, Mes........... Leur, leurs)

a) J'aime _______________________ montre.
b) Tu veux _______________________ stylo?
c) Ils parlent à _______________________ enfants.
d) Vous portez _______________________ chemise rouge pour la soirée.
e) Nous prenons _______________________ cartables du marché.

Q.8 Complétez les phrases avec la correcte forme des adjectifs
(Complete with the correct form of adjectives)

a) Il est beau. Elle est _______________________.
b) Ils sont gros. Elles sont _______________________.
c) Elle est mince. Il est _______________________.
d) Ma mère est gentille. Mon père est _______________________.
e) Elle est petite. Il est _______________________.

Q.9 Décrivez votre maison. OU Écrivez votre journée quotidienne
(Describe your house while using prepositions OR Write your daily routine)
Q.1 Lesen sie und Beantworten sie die Fragen


a) Was suchen Sie?
_________________________________________________ ___________________

b) Wie viele Person gibt in dem Text?
_________________________________________________ ___________________

c) Was macht Frau Weichert beruflich?
_________________________________________________ ___________________

d) Hat Sie viel Zeit für die Familie?
_________________________________________________ ___________________

e) Wo wohnt Frau Weichert?
_________________________________________________ ___________________

f) Schreiben Sie zwei Hobbys von Frau Weichert?
_________________________________________________ ___________________


g) Wie viel Stunden arbeiten Sie?
_________________________________________________ ___________________

h) Was essen Sie im Morgen und Mittag?
_________________________________________________ ___________________
_________________________________________________ ___________________

i) Schreiben Sie die 2 verben aus dem Text und machen Sie die Sätze?
_________________________________________________ ___________________
_________________________________________________ ___________________
_________________________________________________ ___________________ 1×10

Q.2 Schreiben Sie ein/eine/ ein/kein/keine:

a) Ist das _____________ Computer? Nein, das ist _____________ Computer.

b) Ist das _____________ Tafel. Nein, das ist _____________ Tafel.

c) Ist das _____________ Heft. Nein, das ist _____________ Wörterbuch.

d) Ist das _____________ Lampe? Nein, das ist _____________ Overhead-Projektor.

e) Ist das _____________ Schwamm? Nein, das ist _____________ Kreider. 1×10

Q.3 Schreiben Sie die Präteritum von „Haben“:

a) Gestern _____________ Markus Geburtstag.

b) Frau Maria und Frau Schmidt _____________ in dem Park.

c) Ich _____________ eine schöne Tasche.

d) _____________ ihr Radiergummi?
e) Wir _____________ einen Grillparty?

Q.4 Schreiben Sie die Präteritum „Sein“:
   a) Wir _____________ beste Freundin seit der Kindheit.
   b) _____________ Ihr nette Kolleginnen?
   c) Leider _____________ ich Pause.
   d) _____________ du im Unterricht?
   e) Sie _____________ im Unterricht.

Q.5 Schreiben Sie Ordinal und Cardinal Nummer:

<table>
<thead>
<tr>
<th>Nummer</th>
<th>Ordinal Nummer</th>
<th>Cardinal Nummer</th>
</tr>
</thead>
<tbody>
<tr>
<td>22.09</td>
<td></td>
<td></td>
</tr>
<tr>
<td>31.12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.06</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17.02</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11.01</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q.6 Schreiben Sie über ihre Familie
   Oder
   Schreiben Sie über ihre lieblingsfest.
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
Q.1 Completa con la forma adecuada de los verbos:
(Complete with the appropriate form of AR, ER and IR ending verbs)
a) Mi hermana __________________________ (escribir) francés.
b) Yoy mi hermana ________________________ (bailar) cada día.
c) Nosotros ____________________________ (escuchar) la canción.
d) Juan and Maria ________________________ (hablar) francés.
e) Ellos _______________________________ (vivir) muy cerca de mi casa.
f) Ella ________________________________ (enseñar) matemáticas.
g) Mi madre ____________________________ (trabajar) en un banco.
h) Ella ________________________________ (Baile) muy bien.
i) Mi abuelo ____________________________ (leer) el periódico.
j) Yo y Pablo ____________________________ (comer) muchas frutas.

1×10

Q.2 Completas las frases usando ‘Estar + gerundio’ y traduce
(Complete the sentences using present continuous and translate)
a) Ellos ___________ (estar) __________ (trabajar) aquí

b) Ella ___________ (estar) __________ (vivir) en España

c) Mis amigos ___________ (estar) __________ (cocinar) la comida

d) ¿Que ___________ (estar, tu) __________ (hacer)?

e) Señor Rodriguez ___________ (estar) __________ (comer) con sus amigos

1×10

Q.3 Escribe participio de presente de los verbos:
(Write present participle, 3rd form of the verbs)

<table>
<thead>
<tr>
<th>io de presente</th>
</tr>
</thead>
<tbody>
<tr>
<td>er</td>
</tr>
<tr>
<td>ir</td>
</tr>
</tbody>
</table>

1×5

Q.4 Completa y traduce (Complete and translate using present and present continuous tense)
Me __________ (llamarse) Jane. Estoy __________ (vivir) en London con mis amigos.
Mi mejor amiga se llama Eva y esta __________ (trabajar) en un banco y mi hermana se llama Julieta y esta __________ (estudiar) marketing. Yo __________ (tener) un hermano y esta __________ (aprender) francés.

164/4
Q.5 Escribe el adjetivo posesivo (mi, tu, tus, su, su, nuestro, nuestra) de forma correcta (Write the correct (my, your, his, her, its, our) of the verb).

<table>
<thead>
<tr>
<th>My House</th>
<th>Mi casa</th>
</tr>
</thead>
<tbody>
<tr>
<td>Our dog</td>
<td>__________________ perro</td>
</tr>
<tr>
<td>His pens</td>
<td>__________________ bolígrafos</td>
</tr>
<tr>
<td>Her Car</td>
<td>__________________ Coche</td>
</tr>
<tr>
<td>My friends</td>
<td>__________________ amigos</td>
</tr>
<tr>
<td>Their clothes</td>
<td>__________________ ropas</td>
</tr>
</tbody>
</table>

Q.6 Completa con la forma adecuada del verbo ‘haber’ usando pretérito perfecto (Complete with the appropriate form of verb haber using present perfect tense).

a) Ellos __________________ (haber) comido.

b) Vosotros __________________ (haber) completado.

c) El __________________ (haber) aprendido.

d) Nosotros __________________ (haber) leído.

e) Juan and Pedro __________________ (haber) estado a mi lugar.

Q.7 Escribe un parrafo en diez líneas sobre tu familia O tus amigos. Write a paragraph in 10 lines about your family OR your friends

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_______________________________________________________________________

_____________________________________________________________________

1×5

1×5

1×5

1×5

1×10
Q.1 Answer (any five) of the following questions:
   a) Discuss the role of senior management in an organization.
   b) How customer complaints should be dealt so as to retain the customers?
   c) What is six sigma? How is it important?
   d) Discuss the concept of total productive maintenance.
   e) How leadership is important for attaining quality?
   f) What is the importance of documentation in TQM?

**PART-A**

Q.2 What is TQM? Discuss the principles of TQM with potential benefits.  

Q.3 a) Discuss the role of motivation in employee involvement.  
     b) Discuss the concept of CRM.  

Q.4 Discuss any five tools from the new seven management tools.  

**PART-B**

Q.5 What is QFD? How would you build a house of quality? Discuss its process with benefits.  

Q.6 a) What is partnering? How would you select a supplier?  
     b) Discuss the principles of customer/supplier relations.  

Q.7 What is a quality system? Discuss the implementation of a quality system.
End Semester Examination, Dec. 2018  
B. Tech. – Seventh Semester  
MARKETING MANAGEMENT (HM-821)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer (any four) questions:  
a) Discuss the importance of marketing for any business.  
b) Define customer perceived value and customer satisfaction.  
c) Define product and its classification.  
d) What do you understand by consumer behavior and its importance?  
e) What is importance of ‘Promotion’ in marketing mix?

PART-A

Q.2 a) Discuss the functions and objectives of marketing management. 10  
b) Briefly explain the ‘production concept’ and ‘product concept’ of marketing. 10

Q.3 a) What do you understand by marketing research? Explain various tools used for it. 10  
b) Explain total Customer value and total customer cost. 10

Q.4 What do you understand by New Product Development? Explain the process involved. 20

PART-B

Q.5 a) What are the various Price strategies used in any business? 10  
b) What are the various factors which effect the price decision? 10

Q.6 a) Discuss the factors which influence buying decision. 10  
b) What are various types of consumer buying behavior? 10

Q.7 Explain the term ‘Promotion’ as used in marketing mix. Explain its objectives and various promotion strategies used in any business. 20
Q.1 Answer the following questions:
   a) What are the essential competencies required to be an effective HR manager?
   b) What is HRP? Discuss the purpose of HRP.
   c) Discuss the role of incentive plans in performance management.
   d) Discuss the importance of career planning and management.

   \[
   \text{PART-A} \quad 5 \times 4
   \]

   Q.2 What is HRM? Discuss the environmental challenges to human resource management.

   Q.3 a) What are the objectives of HRP?
   b) Discuss any five forecasting techniques of human resource/manpower.

   Q.4 What is recruitment? Discuss the process of recruitment in detail.

   \[
   \text{PART-B} \quad 20
   \]

   Q.5 What is training? How would you design and administer a training program?

   Q.6 Define the performance management system. Discuss the process of PMS.

   Q.7 a) Discuss the role of HR in virtual organization.
   b) Discuss the role of HR in knowledge industry.
Q.1 Answer (any ten) of the following questions:
   a) Spell out overall importance of HRM.
   b) Define the role of HR managers.
   c) Why are training and development important in industry?
   d) What do you understand by recruitment?
   e) What is performance management?
   f) Why is HR important in knowledge industry?
   g) What is HR audit?
   h) What is succession planning?
   i) Define HRP.
   j) Give advantages of outsourcing of HR functions.
   k) What do you understand by compensation?

Q.2
   a) What are the various functions of HRM? What is its strategic importance? 10
   b) Discuss the evolution of HRM and what is futuristic HRM going to be. 10

Q.3
   a) Distinguish between recruitment and selection. 8
   b) Explain the processes of recruitment and selection in detail. 12

Q.4
   a) Explain the process of HR planning. What factors affect HRP? 12
   b) How is forecasting of manpower carried out? 8

Q.5
   a) Differentiate between training and development. 5
   b) Explain the process of training and development. 10
   c) What is orientation and how it is carried out? 5

Q.6
   a) What do you understand by performance management and state its importance? 8
   b) Distinguish between performance management and performance appraisal. 7
   c) What factors affect the performance appraisal? 5

Q.7
   Write short notes on the following:
   a) HR in virtual organizations. 5
   b) Employee leasing. 5
   c) HR in mergers and acquisitions. 5
   d) HR in multinational companies. 5
End Semester Examination, Dec. 2018
B. Tech. – Seventh Semester
HUMAN RESOURCE MANAGEMENT (HM-822)

Time: 3 hrs.    Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer (any four) from the following:
   a) Discuss the roles and responsibilities of human resource managers.
   b) List the objectives of human resource planning.
   c) Recall various purposes of recruitment.
   d) List the purposes of training and development.
   e) Recall the importance of pay for performance?
   f) Assess the need of international human resource management. 5×4

**PART-A**

Q.2 Define human resource management. Comprehend the scope of management. 20
Q.3 How would you conduct human resource planning within an organization? 20
Q.4 Identify various environmental influences on recruitment? State with the necessary examples. 20

**PART-B**

Q.5 How would you design and administer a training programme? 20
Q.6 What is performance management system? Demonstrate the process of performance management system. 20
Q.7 a) Evaluate the role of human resource in knowledge industry. 10
   b) Discuss the role of human resource in mergers and acquisitions. 10
Q.1 Answer the following questions:
   a) What do you mean by project management?
   b) What is expediting in project management?
   c) List out the types of organization structure in project management.
   d) What are the methods available in budgeting the project?
   e) What are types of project termination?
   f) What is role of project inventory in project?
   g) What are hypothesis in project?
   h) Is project inventory evil or good for project?
   i) What are different sources of project finance?
   j) Describe functional organization.  

PART-A

Q.2 a) Describe the four stages in a project life cycle.  

Q.3 a) Describe various factors to be considered in technical appraisal.  

Q.4 a) Define normal time and crash time of an activity.

b) For the network shown in the figure calculate the probability of completing the project in 47 days.

<table>
<thead>
<tr>
<th>Activity</th>
<th>Optimistic time (days) to</th>
<th>Pessimistic time ( t_p ) (days)</th>
<th>Most likely time ( t_m )</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>4</td>
<td>6</td>
<td>4.5</td>
</tr>
<tr>
<td>B</td>
<td>2</td>
<td>17</td>
<td>8</td>
</tr>
<tr>
<td>C</td>
<td>1</td>
<td>6</td>
<td>2</td>
</tr>
<tr>
<td>D</td>
<td>2</td>
<td>4</td>
<td>2.5</td>
</tr>
<tr>
<td>E</td>
<td>6</td>
<td>20</td>
<td>8</td>
</tr>
<tr>
<td>F</td>
<td>12</td>
<td>20</td>
<td>16</td>
</tr>
<tr>
<td>G</td>
<td>6</td>
<td>15</td>
<td>9</td>
</tr>
<tr>
<td>H</td>
<td>10</td>
<td>16</td>
<td>12</td>
</tr>
<tr>
<td>I</td>
<td>1</td>
<td>2</td>
<td>1.5</td>
</tr>
</tbody>
</table>

PART-B
Q.5  a) What are major types of non-turnkey contracts? Explain them in brief.  
     b) Describe product organization what are its advantages over functional organization?

Q.6  a) What is project termination? List various reasons for terminating a project.  
     b) Explain review process of project completion.

Q.7  a) Explain ‘ABC analysis’ of inventory control and relevance for project.  
     b) What is meant by project monitoring? Enumerate the steps in project monitoring.
Q.1  
a) What are the four stages in a project life cycle?  
b) Write down the names of various types of projects.  
c) What do you mean by 'Project direction'?  
d) What is the project approval process?  
e) What do you mean by ‘critical path’ in a network?  
f) What is a project risk?  
g) What is the need for project evaluation?  
h) What are the limitations of functional organization?  
i) What are the requirements of a project information system?  
j) What are the objectives of project negotiation?  

PART-A  
Q.2  
a) What are the qualities and responsibilities of project manager?  
b) What are the different sources from which new project ideas can be formed?  

Q.3  
a) What do you mean by project appraisal? What are the various factors to be considered in technical appraisal?  
b) Organizing systems and procedures for implementing a project is essential for achieving the project objectives. Support this statement with your arguments and explain.  

Q.4  
The three time estimates of a project are given below:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Optimistic Time</th>
<th>Most Likely Time</th>
<th>Pessimistic Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>1–2</td>
<td>4</td>
<td>6</td>
<td>14</td>
</tr>
<tr>
<td>1–3</td>
<td>7</td>
<td>11</td>
<td>15</td>
</tr>
<tr>
<td>2–4</td>
<td>6</td>
<td>15</td>
<td>18</td>
</tr>
<tr>
<td>3–4</td>
<td>2</td>
<td>5</td>
<td>8</td>
</tr>
<tr>
<td>4–5</td>
<td>6</td>
<td>10</td>
<td>14</td>
</tr>
<tr>
<td>3–5</td>
<td>7</td>
<td>16</td>
<td>19</td>
</tr>
</tbody>
</table>

Arrive at the critical path and the expected project completion time. What is the probability that the project will be completed in 35 days?  

PART-B  
Q.5  
a) Describe product organization. What are its advantages over functional organization?  
b) Why communications need to be much faster in a project organization? What steps are needed to make communication effective in a project organization?  

Q.6  
a) Is termination of project necessary? Describe the termination process and procedures.  
b) What are the objectives and parameters of project negotiation?  

Q.7  
a) What is inventory and types of inventory? What is the nature of project inventory? Why are they maintained?
b) What are the inventory management strategies? How are these strategies implemented in project?
PART-A

Q.1 Discuss any one innovative strategy used by international firms to face intense competition? 10

Q.2 While some see globalization as the avenue to the development of poor nations, others see it intensifying misery and inequalities. Critically examine the above statement in today’s context. 10

Q.3 Compare Heckscher ohlin and David Ricardo Models. Examine the two models in the light of global trade solution? 10

Q.4 MNC’s are supposed to build considerable market Power. How does it influence that host country? Elaborate your answer with examples. 10

Q.5 Explain the concept of country risk analysis. Comment on socio-Economic risk and its management. 10

PART-B

Case study:

Q.6 Read the case study carefully given above and answers the following questions:

a) How Wight vs. pharmaceuticals and U.S customer benefit from the rise of Indian pharmaceuticals industry? 5 x2

b) What international trade theory or theories best explain the rise of India as a major exporter of pharmaceuticals?
PART-A

Q.1 Discuss any one innovative strategy used by international firms to face intense competition?  
10

Q.2 While some see globalization as the avenue to the development of poor nations, others see it intensifying misery and inequalities. Critically examine the above statement in today’s context.  
10

Q.3 Compare Heckscher ohlin and David Ricardo Models. Examine the two models in the light of global trade solution?  
10

Q.4 MNC’s are supposed to build considerable market Power. How does it influence that host country? Elaborate your answer with examples.  
10

Q.5 Explain the concept of country risk analysis. Comment on socio-Economic risk and its management.  
10

PART-B

Case study:  
The Rise of India’s Drug Industry

One of the great success stories in international trade in recent years has been the strong growth of India’s pharmaceutical industry. The country used to be known for producing cheap knockoffs of patented drugs discovered by Western and Japanese pharmaceutical companies. This made the industry something of an international pariah. Because they made copies of patented products; and therefore violated intellectual property rights, Indian companies were not allowed to sell these products in developed markets. With no assurance that their intellectual property would be protected, foreign drug companies refused to invest in or partner with, or buy from their Indian counterparts, further limiting the business opportunities of Indian companies. In developed markets such as the United States, the best that Indian companies could do was to sell low-cost generic pharmaceuticals (genenc’pharmaceuticals are products whose patents have expired).

In 2005, however, India signed an agreement with the World Trade Organization that brought the country into compliance with WTO rules on, intellectual property rights. Indian companies stopped producing counterfeit products. Secure in knowledge that their patents would be respected, foreign companies started to do business with their Indian counterparts. For India, the result has been dramatic growth in its pharmaceutical sector. The sector generated sales of close to $30 billion in 2012, more than two and a half times the figure of 2005. Driving this growth have been surging exports, which grew at 15 percent per annum between 2006 and 2012. In 2000, pharmaceutical exports from India amounted to around $1 billion. By 2012, the figure was around $14 billion!

Much of this growth has been the result of partnerships between Western and Indian firms. Western companies have been increasingly outsourcing manufacturing and packaging activities to India while scaling back some of these activities at home and in places such as Puerto Rico, which historically has been a major manufacturing hub for firms serving the U.S. market. India’s advantages in manufacturing and packaging include relatively low wage rates, an educated workforce, and the widespread use of English as a business language. Western companies have continued to perform high value-added R&D, marketing, and sales activities, and these remain located in their home markets.
During India's years as an international pariah in the drug business, its nascent domestic industry set the foundations for today's growth. Local start-ups invested in the facilities required to discover and produce pharmaceuticals, creating a market for pharmaceutical scientists and workers in India. In turn, this drove the expansion of pharmaceutical programs in the country's universities, thereby increasing the supply of talent. Moreover, the industry's experience in the generic drug business during the 1990s and early 2000s has given it expertise in dealing with regulatory agencies in the United States and European Union. After 2005, this know-how made Indian companies more attractive as partners for Western enterprises. Combined with low labor costs, all these factors came together to make India an increasingly attractive location for the manufacturing of pharmaceuticals.

The U.S. Federal Drug Administration (FDA) responded to the shift of manufacturing to India by opening two offices there to oversee manufacturing compliance and make sure safety was consistent with FDA-mandated standards. Today, the FDA has issued approvals to produce pharmaceuticals for sale in the United States to some 900 plants in India, giving Indian companies a legitimacy that potential rivals in places such as China lack.

For Western enterprises, the obvious attraction of outsourcing drug manufacturing to India is that it lowers their costs, enabling them to protect their earnings in an increasingly difficult domestic environment where government health care regulation and increased competition have put pressure on the pricing of many pharmaceuticals. Arguably, this also benefits consumers in the United States because lower pharmaceutical prices mean lower insurance costs, smaller copays, and ultimately lower out-of-pocket expenses than if those pharmaceuticals were still manufactured domestically. Offset against this economic benefit, of course, must be the cost of jobs lost in U.S. pharmaceutical manufacturing. Indicative of this trend, total manufacturing employment in this sector fell by 5 percent between 2008 and 2010.

Q.6 Read the case study carefully given above and answer the following questions:
   a) How might vs. pharmaceuticals and U.S. customers benefit from the rise of Indian pharmaceuticals industry?
   b) What international trade theories best explain the rise of India as a major exporter of pharmaceuticals?
End Semester Examination, Dec. 2018
MBA – Second Semester
LEGAL ENVIRONMENT OF BUSINESS (MBA-204)

Time: 3 hrs                    Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A.

PART-A

Q.1 State in detail different types of contract and what are the essential requirements for a valid contract? 10

Q.2 Explain different types of partnership? 10

Q.3 What do you mean by dissolution of partnership explain the process? 10

Q.4 C issue a cheque for Rs. 15 without writing the word 'only' and give it to D. D adds the words 'hundred only' after fifteen and adds two zeros after the figure 15 as there is sufficient space for making the additions. The bank pays Rs. 1,500 to D who absconds. Is the bank liable to C for excess payment? 10

Q.5 Explain in detail about the rights of an unpaid seller? 10

PART-B

Q.6 a) Arun promises to pay Rs. 5,000 to Barun who is named as a witness in a suit against Arun, in consideration of Barun’s promise to abstain from the trial. Barun abstains, but Arun declines to make the payment. Can Barun recover the money? 5

b) X, a minor, lent Rs. 1,000 to Y at the market rate of interest on the basis of a promissory note? A year thereafter, when X attained majority, he filed a suit against Y for recovery of the amount thereon. Y contended that since X was minor at the time when loan was advanced. The contract was void. Will Y succeed? 5
End Semester Examination, Dec. 2018
MBA – Second Semester
LEGAL ENVIRONMENT OF BUSINESS (MBA-204)

Time: 3 hrs                          Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B** is compulsory. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

**PART-A**

Q.1 State in detail different types of contract and what are the essential requirements for a valid contract? 10

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**PART-B**

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PART-A

Q.1 Explain the different types of contracts. What are the essential requirements for a valid contract? 10

Q.2 Explain different types of partnership? 10

Q.3 What do you mean by dissolution of partnership? Explain its process in detail. 10

Q.4 C issue a cheque for Rs. 15 without writing the word ‘only’ and give it to D. D adds the words ‘hundred only’ after fifteen and adds two zeros after the figure 15 as there is sufficient space for making the additions. The bank pays Rs. 1,500 to D who absconds. Is the bank liable to C for excess payment? 10

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PART-B

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b) X, a minor, lent Rs. 1,000 to Y at the market rate of interest on the basis of a promissory note? A year thereafter, when X attained majority, he filed a suit against Y for recovery of the amount thereon. Y contended that since X was minor at the time when loan was advanced. The contract was void. Will Y succeed? 5
End Semester Examination, Dec. 2018
MBA – Third Semester
BUSINESS MODELING (MBA-052)

Time: 3 hrs.  Max Marks: 50
No. of pages:  1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Each question carries equal marks.

**PART-A**

Q.1 What is the importance of ‘exploratory data analysis’? How is it different from machine learning?  

Q.2 Explain how predictive analytics could lead to the wrong outcome, such as in law enforcement and what can be done to minimize these occurrences?  

Q.3 Give two examples of “bizarre and surprising insights” and provide a suggested explanation on why the insight makes sense.  

Q.4 Discuss the importance of data analysis for business decision making.  

Q.5 Provide two examples of a type of analysis that could be performed at each level of the Gartner Analytics Ascendancy Model. Provide the answer in the below format:

<table>
<thead>
<tr>
<th>Type of Analytics</th>
<th>Question answered</th>
<th>Example 1</th>
<th>Example 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Descriptive Analytics</td>
<td>What happened?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diagnostic Analytics</td>
<td>Why did it happen?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Predictive Analytics</td>
<td>What will happen?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prescriptive Analytics</td>
<td>How can we make it happen?</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PART-B**

Q.6 Describe how social media websites, such as Facebook and LinkedIn, predict who you could be friends with or connected to or a retailer, like Amazon or Netflix, recommends products for you and if you believe this is or is not a privacy concern.
END SEMESTER EXAMINATION, DEC. 2018
MBA – FOURTH SEMESTER
NEW VENTURE CREATION AND START UPS (MBA-054)

Time: 3 hrs. Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Each question carries equal marks.

PART-A

Q.1 Why is entrepreneurship increasingly an important factor in determining national growth? Discuss. 10

Q.2 A well-documented business plan, backed with research may lead to the success of a project. Explain the constituents of a business plan, and the requirements thereof. 10

Q.3 Describe the methods through which new business ideas may be generated. What is the role of the business environment in generating ideas? 10

Q.4 What are MSMEs? Discuss a few initiatives taken by the govt. of India to promote them. 10

Q.5 What is the role of innovation, creativity and motivation in entrepreneurship? 10

PART-B

Case study:

Start-up Derailment

Almost two-thirds of 100 venture capital (VC) investors — 64% — polled in an IBM study claim 'unethical business conduct' is a major reason for startups failing in India. In response, entrepreneurs and industry experts argue that the issue is not so much to do with "unethical business conduct" but more about "poor corporate governance due to entrepreneurial inexperience," underscoring the often fractious relationship between investors and founders in India's vibrant but still nascent startup sector. The study titled 'Entrepreneurial India: How startups redefine India's economic growth' was commissioned in the second half of 2016. It had about 1,300 Indian respondents, around 600 of whom are entrepreneurs and another 100 venture capital investors, apart from leaders in enterprises, government and academia. The IBM report cited misreporting of financial and other data, misrepresentation of financial plans or achievements, and ignorance of regulatory requirements as factors of unethical business conduct. Over 3,000 startups have been funded in the past five years. Private equity and VC funds have infused more than $22 billion of capital into India since 2006, according to startups analytics firm Tracxn. "Thinking of that money as their own, as opposed to taking care of it because the capital is vested in a company or to build a certain technology, affects the organisation, and how people are treated," said Nipun Mehrotra, chief digital officer, IBM India and South Asia. Tracxn estimates that over 212 startups shut down in 2016, a 50% increase as compared to the previous year. Senior entrepreneurs and India-based investors contested the charge of 'unethical business conduct,' and believed founders require more mentoring. Sameer Nigam, founder of digital payments venture Phone Pe, which is a part of India's most valuable startup-Flipkart, said "a lot of founders are engineers, who need mentorship and support in areas like accounting and finance." Nigam is the founder of US-based startup Mime360. Meena Ganesh, co-founder of investment firm Growth Story, which has backed companies like healthcare venture Portea and food portal Fresh Menu said, "lack of experience in founders may affect their judgement," citing the difference between 'booked revenue' (based on orders) and 'accrued revenue' (based on business serviced). First-time businessmen find it hard to understand the difference in applying the right accounting minutiae.

Q.6 Read the case study carefully given above and answer the following questions:

a) What are the main reasons for start-up closing down in India?
b) How should the govt. or the private sector initiate improvement in start-up success rate? Suggest a few measures. 5x2
PART A

Q.1 Suppose you are a Sales Manager of an organization, explain how the analysis of demand contributes to business decisions making in the light of the responsibilities of a Sales Manager? 10

Q.2 State the Law of demand with demand schedule and graph. Explain with examples the difference in demand curve the substitutes and compliment products? 10

Q.3 Describe the various terms of price discrimination. Is price discrimination a characteristic of monopoly or perfect competition? Explain with suitable example? 10

Q.4 What are the causes of inflation in country? Discuss the corrective measurement to control the high price in country. 10

Q.5 Write short notes on any two from the following:
   a) Govt. role in price stability
   b) Business cycles
   c) Monetary Policy
   d) Environment Scanning 5x2

PART B

Q.6 Which of the following commodities has most inelastic demand? Give reasons for your answer.
   a) Soap
   b) Salt
   c) Penicillin
   d) Ice-cream
   e) Cigarettes. 10
End Semester Examination, Dec. 2018  
MBA – First Semester  
QUANTITATIVE TECHNIQUES FOR MANAGEMENT (MBA-102)

Time: 3 hrs. Max Marks: 50  
No. of pages: 2

Note: Attempt **FIVE** questions in all; **Part-B is compulsory.** Attempt any **FOUR** questions from **Part-A.** Marks are indicated against each question.

**PART-A**

Q.1  
**a)** For a certain purpose 4096 families each having 4 children were selected at random from a certain region of India for which the probability of male child is \( \frac{1}{2} \). By calculating the chance that a family has 0, 1, 2, 3, 4 children find expected frequencies using Binomial theoretical distribution.  

**b)** “Some Business situations require decision making with various risk considerations”. Discuss the role of probabilities in certain situations with examples.

Q.2  
The diameter of longest lichens grown on gravestone were measured establish a correlation between them.

<table>
<thead>
<tr>
<th>Age of gravestone x (years)</th>
<th>Diameter of lichen y (mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td>18</td>
<td>3</td>
</tr>
<tr>
<td>20</td>
<td>4</td>
</tr>
<tr>
<td>31</td>
<td>20</td>
</tr>
<tr>
<td>44</td>
<td>22</td>
</tr>
<tr>
<td>52</td>
<td>41</td>
</tr>
<tr>
<td>53</td>
<td>35</td>
</tr>
<tr>
<td>61</td>
<td>22</td>
</tr>
<tr>
<td>63</td>
<td>28</td>
</tr>
<tr>
<td>63</td>
<td>32</td>
</tr>
<tr>
<td>64</td>
<td>35</td>
</tr>
<tr>
<td>64</td>
<td>41</td>
</tr>
<tr>
<td>114</td>
<td>51</td>
</tr>
<tr>
<td>141</td>
<td>52</td>
</tr>
</tbody>
</table>

Q.3  
**a)** The nine items of a sample had the following values: 40, 82, 48, 54, 45, 50, 44, 58, 50. Does the mean of the nine items differ from the population mean 46?  

**b)** “Statistics plays an important role in departmental functions”. Discuss five different statistical functions which are helpful in a business.

Q.4  
**a)** A manufacturer of pins knows that on an average 5% of his product is defective. He sells pins in boxes of 100 and guarantee that not more than 4 pins are defective. What is the probability that a box will meet the guaranteed quality? (Given \( e^{-5} = 0.0067 \))  

**b)** The mean height of 1000 workers in a steel plant is 67 inch with a standard deviation of 5 inch. How many workers are expected to be above 72 inch in that steel plant?
Q.5  
a) A random sample of 100 measurements show a mean value 5. Can the random sample be regarded as drawn from a population with mean 5.64 and standard deviation of 1.5?  
b) Develop Free hand curve for the following time series and calculate slope of the series.

<table>
<thead>
<tr>
<th>Year (x)</th>
<th>2000</th>
<th>2001</th>
<th>2001</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value (y)</td>
<td>380</td>
<td>400</td>
<td>650</td>
<td>720</td>
<td>690</td>
<td>620</td>
<td>670</td>
<td>950</td>
<td>1040</td>
</tr>
</tbody>
</table>

**PART-B**

Q.6  
The data in the following table shows the length and breadth (in mm) of a group of skull discovered during an excavation. Calculate regression line on length on breadth.

<table>
<thead>
<tr>
<th>Length (x)</th>
<th>165</th>
<th>170</th>
<th>172</th>
<th>176</th>
<th>178</th>
<th>179</th>
<th>182</th>
<th>184</th>
<th>186</th>
<th>190</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breadth (y)</td>
<td>139</td>
<td>141</td>
<td>147</td>
<td>147</td>
<td>149</td>
<td>149</td>
<td>159</td>
<td>145</td>
<td>155</td>
<td>152</td>
</tr>
</tbody>
</table>

Find out length if breadth is 160.
End Semester Examination, Dec., 2018  
M.B.A.– First Semester  
MARKETING MANAGEMENT – I (MBA-103)

Time: 3 Hours Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated against each question.

PART-A

Q.1 The present day marketing is customer driven. Explain this statement with suitable example 10

Q.2 Explain the importance of analyzing marketing environment for any company to be successful. 10

Q.3 Explain the roles played by a buyer and explain how will you develop marketing mix for a quick service restaurant? 10

Q.4 You have been hired to open a gym for the kids below the age group of 12 for the same you have to strategize its marketing, how will you do it explain? 10

Q.5 Explain the STP process along with difference between point of parity and point of difference? 10

PART-B

Case study:

Sachine and Virag are two enterprising youth. They have passed out from IIM, Bangalore. They thought instead of doing a job, they will launch fresh vegetables in Indian markets. Having learnt of the future conventional foods, they decided to venture into cultivation of mushrooms. Mushrooms are known to be the best alternative food for vegetarians. For Sachine and Virag fund raising was a serious handicap for mass production. However, the first trial batch of mushrooms that they produced was brought by Star Hotel in Bangalore. Further, the hotel placed orders for supply of 20 kg every day. Now mushroom industry is run by small entrepreneurs, like Sachin and Virag. Another big player M/s. Ashtavinayak Mushrooms, equipped with cold storage facility was more interested in the export market. Sachin and Virag have set their sights high. They aim to sell mushrooms in a very big way all over India. Mushrooms have a great market potential and is a perishable food.

Q.6 Read the case study given above and answer the following questions:
   a) How will you advise Sachin and Vrag, as how to increase the consumer awareness about this new food? 5
   b) What would be your suggestions for distribution channel for mushrooms? 5
End Semester Examination, Dec. 2018  
MBA – First Semester  
ACCOUNTING FOR MANAGERS (MBA–105)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 2  

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.

**PART-A**

Q.1 Describe the different components of Balance Sheet Equation with examples. What are the different accounts in accounting and their rules for marking debit and credit? 10

Q.2 As per the Schedule III of Companies Act, 2013 write the format and its particulars for preparation of Balance Sheet and Statement of Profit and Loss of a company. 10

Q.3 Lallan Prasad promoted Laxman Enterprises, his proprietary firm, to start a business of trading a product Y on 1 April, 2016. He hires an office, fitted with fans, lights and AC, at Dwarka New Delhi, @ ₹4,500 p.m. electricity connection already exists in the name of the owner Lalu P. Singh. Laxman Enterprises will pay the electricity consumed as per the bill received by the owner from BSES Yamuna Power Ltd. the followings are the details of the transactions entered into by the firm during the three month period of April to June and first week of July.

<table>
<thead>
<tr>
<th>Date</th>
<th>Tr. No</th>
<th>Transaction</th>
<th>Amount (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr 1</td>
<td>1</td>
<td>Received cash from Mr. Lallan Prasad towards his capital</td>
<td>5,00,000</td>
</tr>
<tr>
<td>Apr 1</td>
<td>2</td>
<td>Opened a current account, no. 200, with Punjab National Bank, Dwarka</td>
<td>4,75,000</td>
</tr>
<tr>
<td>Apr 1</td>
<td>3</td>
<td>Issued cheque no. 1234 towards security deposit to Lallu P. Singh. Deposit carries 10% p.a. interest receivable quarterly</td>
<td>13,500</td>
</tr>
<tr>
<td>Apr 1</td>
<td>4</td>
<td>Purchased one Nokia cell phone in cash from Mobile Corner</td>
<td>9,500</td>
</tr>
<tr>
<td>Apr 1</td>
<td>5</td>
<td>Booked, in cash, a pre-paid one year cell connection with Airtel</td>
<td>3,900</td>
</tr>
<tr>
<td>Apr 2</td>
<td>6</td>
<td>Purchased office furniture from Mod Furniture's, issued cheque 1235</td>
<td>25,400</td>
</tr>
<tr>
<td>Apr 2</td>
<td>7</td>
<td>Purchased one Hero Honda motorcycle from Bagga Auto. All initial cost including insurance borne by the vendor issue cheque no. 1236</td>
<td>54,550</td>
</tr>
<tr>
<td>Apr 2</td>
<td>8</td>
<td>Purchased one atlas cycle from Meison store. Paid cash</td>
<td>1,650</td>
</tr>
<tr>
<td>Apr 2</td>
<td>9</td>
<td>Received printed stationery. Issued cheque no. 1237</td>
<td>1,250</td>
</tr>
<tr>
<td>Apr 2</td>
<td>10</td>
<td>Purchased other office stationery in cash from a local stationery shop</td>
<td>1,275</td>
</tr>
</tbody>
</table>

a) Write the Balance Sheet Equation, Debit and Credit, + and – signs of the entries.  
b) For all the entries write in the following format (I expect the student with a better understanding of commerce should also mention the description for the entries).

<table>
<thead>
<tr>
<th>Tr. No</th>
<th>What account is to be Dr.?</th>
<th>What is to be Cr.?</th>
<th>Problem, if any in demarcation of accounts</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Personal/Real/No. Account</td>
<td>Personal/Real/No. Account</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q.4 What are the different methods of Depreciation methods available with the finance manager? Discuss the accounting entries for the Straight Line Method and WDV method? 10

Q.5 “The general inventory valuation principle, deriving from the conservatism concept for reporting” Comment. Also discuss the various methods of inventory costing methods. 10

**PART-B**

Q.6 The condensed financial statements of K Company for 2015 and 2014 are presented here:
K Company Inc.

Balance Sheet
March 31 (₹ in Crores)

Assets 2015 2014
Current assets
Cash 460 444
Accounts receivable (net) 1188 1190
Inventories 1132 1056
Other Current Assets 247 225
Total Current Assets 3027 2915
Property (net) 3281 3128
Other Assets 5593 5804
Total Assets 11901 11847

Liabilities and Shareholder’s Equity
Current Liabilities 3313 3184
Long Term Liabilities 6826 6509
Stockholder’s equity- common 1762 2154
Total liabilities and Stockholder’s equity 11901 11847

Condensed Income Statements
For the financial years ending March 31 (₹ in Crores)

2015 2014
Net sales 13198 12397
Cost of goods sold 7750 7108
Gross profit 5448 5289
Selling and administrative expenses 3472 3299
Income from operations 1976 1990
Interest expense 233 248
Other (income) expense, net 0
Income before income taxes 1732 1742
Income tax expense 503 502
Net income 1229 1240

Compute the following ratios for K company for 2015 and discuss your findings (2014 values are provided for comparison)

Liquidity ratio: Current Ratio (for 2014: 92.1) and Inventory Turnover ratio (7.2 times)
Solvency ratio: Debt to assets ratio (for 2014: 82%) and Times interest earned (8.0 times)
Profitability ratio: Return on assets (for 2014: 10.8%), Profit Margin (10.0%) and Return on common stockholder’s equity (56%)
End Semester Examination, Dec. 2018
MBA – First Semester
MANAGEMENT INFORMATION SYSTEM (MBA-107)

Time: 3 Hours                         Max Marks: 50
No. of pages: 1

Note: Attempt any FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated for each question.

**PART-A**

Q.1 Explain how are information system critical in providing competitive advantage to a business organization.  

Q.2 Explain the role of SCM systems in maintaining close and beneficial relationship with suppliers. Why have they become imperative to survival of an organization in recent times?  

Q.3 Explain the following:
   a) System Development Lifecycle  
   b) Types of information systems  

Q.4 Why is database management important for a business organization? Explain the terms Data Warehouse, Data Mining and OLAP.  

Q.5 Explain any two of the following terms:
   a) Artificial Intelligence  
   b) Prototyping  
   c) Cloud Computing  

Q.6 Write short notes on any two of the following:
   a) Network Topologies  
   b) Operating Systems  
   c) Database Management Systems  

**PART-B**

*Case Study:*

**Technologies Helps Starbucks Find New Ways to Compete:**

Starbucks is the world’s largest specialty coffee retailer, with over 1,700 coffee shops in 55 countries. For years, Starbucks grew throughout the United States and internationally, opening franchises at an impressive rate. From 2002 to 2007 alone, the company tripled the number of stores it operated worldwide Starbucks offers a unique experience: high-end specialty coffees and beverages, friendly and knowledgeable servers, and customer friendly coffee shops this was a wining formula for many years and enabled Starbucks to charge premium prices.

During the economic downturn beginning in 2008, profits plunged. Customers complained that the company had lost its hip, local feel and had become more like a fast-food chain. Many coffee drinkers went in search of cheaper alternatives from
Starbucks seized the opportunity to overhaul its business by using several different strategies simultaneously. First, the company has revamped its in-store technology and sought to integrate its business processes with wireless technology and the mobile digital platform. Also, rather than copy the practices of competitors, Starbucks pursued a more aggressive product differentiation strategy, intended to emphasize the high quality of their drinks and efficient and helpful customer service. At the same time, however, Starbucks also focused on becoming ‘lean’, like many of their competitors, eliminating inefficiency wherever possible.

when starbucks set out to improve its customer experience, it found that more than a third of its customers are active users of smartphones. The company set out to implement several features and improvements that would appeal to this segment of its customer base. First, Starbucks implemented a technology that allows customers to pay using a smartphone app. The app is integrated with the Starbucks Card system, which allows regular customers to pay with a pre-paid and rechargeable card at any Starbucks branch. When customers make a purchase using the app, a cashier scans a bar code displayed on the phone, and the resulting sale is charged to the customer’s Starbucks Card account. Customers report that paying using this app, available for all major smartphone operating systems, is much faster than traditional forms of payment. In its first 15 months of use, the Starbucks mobile payment system processed 42 million transactions.

Many of Starbucks most loyal customers regularly spend time using the free Wi-Fi wireless network offered in each store. A majority of these customers also use mobile devices to connect to the in-store. Wi-Fi networks. Recognizing this, Starbucks launched what it calls the “Starbucks Digital Network”, a portal designed specifically for mobile. Devices as opposed to traditional web browsers. The site is optimized for all major smartphone operating systems (iOS, Android, and Black Berry), and responds to the multi-touch capability of devices like the iPad.

The Starbucks digital network site was developed in partnership with Yahoo and functions as a content portal. Starbucks customers using the site will receive free Wall Street Journal access, select free iTunes downloads, and a wide variety of other content. The site will integrate with foursquare, a location based social networking site for mobile devices. This arrangement will allow users to check in and receive award points using Starbucks’ site. Because Starbucks has the most Foursquare check-ins of any company to date, this feature has been popular with customers.

Rather than serve ads on the site, starbucks has opted to offer the site free of advertising, hoping that striking deals with content providers will make it a profitable venture. Even if the starbucks digital network is not highly profitable, analysts suggest that the site is an effective way for Starbucks to improve its relationship with its most valuable customers and a creative use of the mobile digital platform to enhance customer satisfaction.

In addition to revamping their business to better serve the needs of their mobile users, Starbucks has made a concerted effort to become more efficient, reduce waste, and use the time saved to provide better customer service. Starbucks set out to streamline the business processes used in each of its stores so that baristas do not need to bend down to scoop coffee, cutting down on ideal time while waiting for coffee to drain, and finding ways to reduce the amount of time each employee spends making a drink.
Starbucks created a 10 person “Lean team” whose job is to travel the country visiting franchises and coaching them in lean techniques made famous by automaker Toyata’s production system. Store labor costs Starbucks about $2.5 billion, amounting to 24 percent of its annual revenue. If Starbucks is able to reduce the time each employee spends making a drink, the company can make more drinks with the same number of workers or with fewer workers. Alternatively, Starbucks could use this time saving to give baristas more time to interact with customers and hopefully improve the Starbucks experience.

Wireless technology enhanced Starbucks business process simplification effort. Starbucks district managers use the in-store wireless networks to run store operations and to connect to the company’s private corporate network and systems. Starbucks district managers were equipped with Wi-Fi enabled laptops for this purpose. Before the in-store wireless networks were implemented, a district manager who oversaw around 10 stores had to visit each store, review its operations, develop a list of items on which to flow up, and then drive to a Starbucks regional office to file reports and send e-mail. Instead of running the business from cubicles in regional headquarters, Starbucks district managers can do most of their work sitting at a table in one of the stores they oversee. The time saved from going back and forth to regional officers can be used to observe how employees are serving customers and improve their training. Implementing Wi-Fi technology enabled Starbucks to increase the in-store presence of district managers by 25 percent without adding any extra managers.

In 2008 and 2009, the weakened economy forced Starbucks to close 900 stores, renegotiate same rents, cut prices on some of their big ticket items, and begin offering price-reduced specials, such as a breakfast sandwich and a drink for $3.95. Cost reductions from procedural changes made it possible for Starbucks to offer these. Lower prices.

Major fast food chains already used these techniques. While some baristas have resisted the changes, and analysts were skeptical that the changes would take hold, Starbucks attributes much of its recent uptick in profits to its efforts to go lean. Starbucks CEO Howard Schultz said that “the majority of cost reductions we’ve achieved come from a new way of operating and serving our customers”, and also added that the time and money saved was also allowing the company to improve its customer engagement. By 2011, Starbucks had returned to profitability and continuing growth, with plans to open 500 new stores, in large part because of the success of each these changes.

Q.7 What is Starbucks business strategy? Assess the role played by technology in this business strategy. How much her technology helped Starbucks compete?
End Semester Examination, Dec. 2018
MBA – First Semester
MIS (MBA-107)

Time: 3 Hours                         Max Marks: 50
No. of pages: 1

Note: Attempt any FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated for each question.

PART-A

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   b) Types of information systems 5x2

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   c) Cloud Computing 5x2

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PART-B

Case Study – Technologies Helps Starbucks Find New Ways to Compete:
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During the economic downturn beginning in 2008, profits plunged. Customers complained that the company had lost its hip, local feel and had become more like a fast-food chain. Many coffee drinkers went in search of cheaper alternatives from McDonald’s and Dunkin’ Donuts for their coffee fixes. Stock lost over 50 percent of its value by the end of 2008. Major changes were in order.

Starbucks siezed the opportunity to overhaul its business by using several different strategies simultaneously. First, the company has revamped its in-store technology and sought to integrate its business processes with wireless technology and the mobile
digital platform. Also, rather than copy the practices of competitors, Starbucks pursued a more aggressive product differentiation strategy, intended to emphasize the high quality of their drinks and efficient and helpful customer service. At the same time, however, Starbucks also focused on becoming ‘lean’, like many of their competitors, eliminating inefficiency wherever possible.

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Many of Starbucks most loyal customers regularly spend time using the free Wi-Fi wireless network offered in each store. A majority of these customers also use mobile devices to connect to the in-store. Wi-Fi networks. Recognizing this, Starbucks launched what it calls the “Starbucks Digital Network”, a portal designed specifically for mobile. Devices as opposed to traditional web browsers. The site is optimized for all major smartphone operating systems (iOS, Android, and Black Berry), and responds to the multi-touch capability of devices like the iPad.

The Starbucks digital network site was developed in partnership with Yahoo and functions as a content portal. Starbucks customers using the site will receive free Wall Street Journal access, select free iTunes downloads, and a wide variety of other content. The site will integrate with foursquare, a location based social networking site for mobile devices. This arrangement will allow users to check in and receive award points using Starbucks’ site. Because Starbucks has the most Foursquare check-ins of any company to date, this feature has been popular with customers.

Rather than serve ads on the site, starbucks has opted to offer the site free of advertising, hoping that striking deals with content providers will make it a profitable venture. Even if the starbucks digital network is not highly profitable, analysts suggest that the site is an effective way for Starbucks to improve its relationship with its most valuable customers and a creative use of the mobile digital platform to enhance customer satisfaction.

In addition to revamping their business to better serve the needs of their mobile users, Starbucks has made a concerted effort to become more efficient, reduce waste, and use the time saved to provide better customer service. Starbucks set out to streamline the business processes used in each of its stores so that baristas do not need to bend down to scoop coffee, cutting down on ideal time while waiting for coffee to drain, and finding ways to reduce the amount of time each employee spends making a drink. Starbucks created a 10 person “Lean team” whose job is to travel the country visiting franchises and coaching them in lean techniques made famous by automaker Toyata’s production system.

Store labor costs starbucks about $2.5 billion, amounting to 24 percent of its annual revenue. If Starbucks is able to reduce the time each employee spends making a drink, the company can make more drinks with the same number of workers or with fewer
workers. Alternatively, Starbucks could use this time saving to give baristas more time to interact with customers and hopefully improve the Starbucks experience.

Wireless technology enhanced Starbucks business process simplification effort. Starbucks district managers use the in-store wireless networks to run store operations and to connect to the company’s private corporate network and systems. Starbucks district managers were equipped with Wi-Fi enabled laptops for this purpose. Before the in-store wireless networks were implemented, a district manager who oversaw around 10 stores had to visit each store, review its operations, develop a list of items on which to flow up, and then drive to a Starbucks regional office to file reports and send e-mail. Instead of running the business from cubicles in regional headquarters, Starbucks district managers can do most of their work sitting at a table in one of the stores they oversee. The time saved from going back and forth to regional offices can be used to observe how employees are serving customers and improve their training. Implementing Wi-Fi technology enabled Starbucks to increase the in-store presence of district managers by 25 percent without adding any extra managers.

In 2008 and 2009, the weakened economy forced Starbucks to close 900 stores, renegotiate same rents, cut prices on some of their big ticket items, and begin offering price-reduced specials, such as a breakfast sandwich and a drink for $3.95. Cost reductions from procedural changes made it possible for Starbucks to offer these. Lower prices.

Major fast food chains already used these techniques. While some baristas have resisted the changes, and analysts were skeptical that the changes would take hold, Starbucks attributes much of its recent uptick in profits to its efforts to go lean. Starbucks CEO Howard Schultz said that “the majority of cost reductions we’ve achieved come from a new way of operating and serving our customers”, and also added that the time and money saved was also allowing the company to improve its customer engagement. By 2011, Starbucks had returned to profitability and continuing growth, with plans to open 500 new stores, in large part because of the success of each these changes.

Q.7 What is Starbucks business strategy? Assess the role played by technology in this business strategy. How much technology helped Starbucks compete?. Explain your answer.
End Semester Examination, Dec. 2018
MBA — First Semester
PSYCHOLOGY OF WORK (MBA-108)

Time: 3 hrs.  
Max Marks: 50

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

**PART-A**

Q.1 What are functional and dysfunctional effects of culture?  
10

Q.2 "Participation is an excellent method for identifying differences and resolving conflicts." Do you agree or disagree discuss.  
10

Q.3 Analyze leadership style of a business leader. Does it fit into leadership theory.  
10

Q.4 How might managers use the grapevine for their benefit?  
10

Q.5 What is link between perception and decision making? How does one affect another?  
10

**PART-B**

*Case study: Choosing Your Battles*

While much of this chapter has discussed methods for achieving harmonious relationships and getting out of conflicts, it's also important to remember there are situations in which too little conflict can be a problem. As we noted, in creative problem-solving teams, some level of task conflict early in the process of formulating a solution can be an important stimulus to innovation. However, the conditions must be right for productive conflict. In particular, individuals must feel psychologically safe in bringing up issues for discussion. If people fear that what they say is going to be held against them, they may be reluctant to speak up or rock the boat. Experts suggest that effective conflicts have three key characteristics: they should (1) speak to what is possible, (2) be compelling, and (3) involve uncertainty.

So how should a manager "pick a fight?" First, ensure that the stakes are sufficient to actually warrant a disruption. Second, focus on the future, and on how to resolve the conflict rather than on whom to blame. Third, tie the conflict to fundamental values. Rather than concentrating on winning or losing, encourage both parties to see how successfully exploring and resolving the conflict will lead to optimal outcomes for all. If managed successfully, some degree of open disagreement can be an important way for companies to manage simmering and potentially destructive conflicts. Do these principles work in real organizations? The answer is yes. Dropping its old ways of handling scheduling and logistics created a great deal of conflict at Burlington Northern Santa Fe railroad, but applying these principles to managing the conflict helped the railroad adopt a more sophisticated system and recover its competitive position in the transportation industry. Doug Conant, CEO of Campbell Soup, increased functional conflicts in his organization by emphasizing a higher purpose to the organization's efforts rather than focusing on whose side was winning a conflict. Thus, a dysfunctional conflict environment changed dramatically and the organization was able to move from one of the world's worst-performing food companies to one that was recognized as a top performer by both the Dow Jones Sustainability Index and *Fortune* 500 data on employee morale.

Q.6 Read the above case carefully and answer the below question related to this case:

a) How would you ensure sufficient discussion of contentious issues in a work group? How can managers bring unspoken conflicts into the open without making them worse?  
5

b) How can negotiators utilize conflict management strategies to their advantage so that differences in interests lead not to dysfunctional conflicts but rather to positive integrative solutions?  
5

195/4
PART-A

Q.1 How do advances in technologies, globalization and entrepreneurship affect business? 10

Q.2 What are your five most-important personal objectives? Are they of long or short range? Are the objectives verifiable? 10

Q.3 What would you need to know to plan organization structure? 10

Q.4 Explain the situational leadership theory. 10

Q.5 Why is poor delegation of authority often found to be the most important cause of managerial failure? 10

PART-B

Case study: Leadership from an Introvert’s Perspective

When people think of a stereotypical leader, they often conjure up the image of a dynamic public speaker, a forceful and dominant personality, and someone who can cultivate relationships with a broad number of people. These are all hallmarks of the extroverted personality type, so it's often been the case that extroverts rise to leadership positions more readily than introverts.

However, some question whether the social dominance and ability to command attention shown by extraverts might make them less effective leaders in certain ways. In particular, introverts may be less likely to take advice from followers. One study investigated how quickly groups of college students could fold shirts in 10 minutes. Each group had a leader who was cued to be either extroverted or introverted. The introverted leaders took more advice from their proactive followers, and this led the groups with introverted leaders to be more effective. Thus, even though there are cases where introverts are less successful as leaders, in some conditions they are more effective. Others note that introverted leaders can be better than extroverts at one-on-one interactions, empathy, and deliberate decision making.

Are there business executives who break the extroverted leader mold? One is Google co-founder Larry Page, well-known for developing a small number of close relationships and being an excellent listener. Colgate-Palmolive chief Ian Cook might feel uncomfortable in front of large groups of people he doesn’t know, but he has learned to partner with more extroverted colleagues for presentations to offset his natural shyness. Wal-Mart Stores CEO Mike Duke is famously low-key and reserved, but he has utilized his natural introvert skills of managing details and engineering solutions to maintain the retail giant’s dominant market position. These examples show that although extroverts might get all the attention, introverts can still make effective leaders.

Q.6 Read the case study carefully given above and answers the following questions:
a) What can you do to leverage your personality to be a more effective leader? 5
b) What types of developmental experiences do you think would be especially valuable for introverted leaders? 5
End Semester Examination, Dec. 2018  
MBA – First Semester  
BASIC STATISTICS (MBA–111)

Time: 3 hrs.  
Max Marks: 50

Note: Attempt FIVE questions in all; Part B is compulsory. Attempt any FOUR questions from Part A. Marks are indicated against each question.

PART-A

Q.1 Through statistical thinking and practical approach towards the problem solving a manager can collect, tabulate, analyze and interpret data effectively and efficiently. Comment.  

Q.2 Measure of central tendency, dispersion, skewness and kurtosis are the characteristics of data sets that provide the valuable information to the decision makers. Comment with examples from the business world.  

Q.3 a) A manufacturer of pins knows that on an average 5% of his product is defective. He sells pins in boxes of 100 and guarantee that not more than 4 pins are defective. What is the probability that a box will meet the guaranteed quality? (Given $e^{-5} = 0.0067$).  

b) The mean height of 1000 workers in a steel plant is 67 inch with a standard deviation of 5 inch. How many workers are expected to be above 72 inch in that steel plant?  

Q.4 In the present dynamic context when the things are rapidly changing how does the managers use regression analysis for forecasting, explain in detail while considering the assumptions of regression analysis?  

Q.5 "Some Business situations require decision making with various risk considerations". Discuss the role of probabilities in certain situations with examples.  

PART-B

Q.6 a) A random sample of 100 measurements show a mean value 5. Can the random sample be regarded as drawn from a population with mean 5.64 and standard deviation of 1.5?  

b) Develop Free hand curve for the following time series and calculate slope of the series.

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>760</td>
</tr>
<tr>
<td>2009</td>
<td>800</td>
</tr>
<tr>
<td>2010</td>
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<td>1440</td>
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<td>2014</td>
<td>1340</td>
</tr>
<tr>
<td>2015</td>
<td>1900</td>
</tr>
<tr>
<td>2016</td>
<td>2080</td>
</tr>
</tbody>
</table>
End Semester Examination, Dec. 2018
MBA – First Semester
BASICS OF IT (MBA-112)

Time: 3 Hours                         Max Marks: 50
No.of pages: 1

Note: Attempt any **FIVE** questions in all. Attempt any **FOUR** questions from **PART-A**. **PART-B** is compulsory. Marks are indicated for each question.

**PART-A**

Q.1 Explain **any two** of the following:
   a) Primary memory and secondary memory
   b) Internet and extranet
   c) Anti-virus.  

Q.2 Explain the various kinds of network topologies. Which one is the most efficient and why?  

Q.3 Write a note on MS Office and its components.  

Q.4 What security risks do you face when you connect your computer to internet? Explain in detail. What are the various measures that you can undertake to protect your computer?  

Q.5 What is the database management system? Why are database management very critical for business organizations these days.  

Q.6 Explain the terms:
   a) Digital signature
   b) Operating system
   c) Ecommerce  

**PART-B**

**Case Study – IT in Construction Industry:**
Many people think that the most widely used tool in a construction project is the hammer, but it’s probably a filing or fax machine. The $ 3.4 trillion US construction industry is highly paper intensive. A complex project such as a large building requires the coordination of many different groups and hundreds of architectural drawings and design documents, which can change daily costly delays because of misplaced documents, could make or break a company in an industry with razor-thin profit margins of 1 to 2 percent.

Web technology is starting to address this problem. New web-based construction project management systems enable project managers to exchange documents and work online wherever they are using web browser software. Auto Desk building corporation services, for example, offers customers a shared central space where project managers can exchange documents with engineers and architects, track scheduling and performance, and hold online meetings.

Q.7 What are the management benefits of using web-based construction management software? What security problems might be associated with such web-based system? How can those threats be tackled?
PART-A

Q.1 What is learning? Describe any learning theory highlighting its significance? \hspace{1cm} 10

Q.2 Explain the term Memory. Describe all the types of memory. \hspace{1cm} 10

Q.3 What is the importance of Motivation? How this concept in organization can be used to increase the productivity? \hspace{1cm} 10

Q.4 Write short notes on:
a) Human behavior.
b) Changing workplace scenario. \hspace{1cm} 5x2

Q.5 Is there any difference in sensation and perception? Support your answer with appropriate example. \hspace{1cm} 10

PART-B

Q.6 case study:
When a massive fire destroyed the Arvind Mills manufacturing plant in Hyderabad, the 1500 employee were certain that they would be out of work. Their CEO Mr. Mohan Das astonished them by announcing that he would keep all the 1500 employees on the payroll for a month. He started rebuilding the 70 year old family business. Subsequently the provision of keeping the employees on payroll was extended to the next 2 months. This costs Mr. Mohan Das 2 crores of rupees. “The fundamental difference is that I consider our workers an asset, not an expense” says Mohan Das when asked what sets him apart from other CEOs. Indeed, he believes his job goes beyond just making money for shareholders, even though the only shareholders of Arvind Mills are Mr. Mohan and his family. He believes he has a responsibility to the workers as well as to the community. “Maybe on paper, our company is worth less to the stock market but I can tell you it’s worth more. We’re doing fine”, he says. This would not surprise you if you get to know about the heart-bypass operations we have arranged for several workers, free soft drinks and breaks he offers to employees when the summer heat drives temperatures to more than 90 degrees on the manufacturing lines. Like scores of other textile manufacturers, the company went through hard times in 1970s and ’80 but Mr. Mohan Das took to research and development, resulting in the innovation of a new kind of textile. Over the years, the company’s profits rose steadily. The quality of our product is paramount, “said Mr. Mohan Das” and it’s the employee who makes that quality. Before the fire, the plant produced 1,30,000 yards a week, “Mohan Das said.” A few weeks after the fire, it was up to 2,30,000 yards. Our people became very creative. They were willing to work 25 hours a day”.

Q.7 What is the motivating factor for the employees to work 25 hours a day? Explain the concept of motivation related to the caselet. \hspace{1cm} 10
INTRODUCTION TO HEALTHCARE SYSTEM & STRUCTURES (MBA-115)

Time: 3 Hours                        Max Marks: 50
No.of pages: 1

Note: Attempt FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated against each question.

PART-A

Q.1 What is Healthcare delivery system? Outline the benefits of an integrated delivery system. 10

Q.2 Define and elaborate on concept of Health and well being. 10

Q.3 List and elaborate different perspectives on health and health care. 10

Q.4 Write short notes on:
   a) Community Health Centre
   b) Primary Healthcare in India. 5x2

Q.5 Discuss how health systems in country like India can be improved keeping in view the motto of government to provide health for all. 10

PART-B

Q.6 Dr Renu works as a Medical Officer at district hospital at Nagpur. She is planning for a health camp for educating women regarding the importance of hygiene. What can Dr. Renu do to prepare adequately for this camp. Elaborate by preparing a complete plan from beginning to execution, highlighting importance of each step. 10
Time: 3 hrs. Max Marks: 50
No. of pages: 2
Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Each question carries equal marks.

**PART-A**

Q.1 If job satisfaction is not a behavior, why it is considered as a dependent variable? 10

Q.2 Are happy workers productive workers? 10

Q.3 Social loafing in perception is found more in western countries. Do you think this means shirking should be considered as of part of US workforce (with reference to Asian workforce? Explain by giving reasons. 10

Q.4 What are the steps of conflict process? 10

Q.5 Today’s workforce is increasingly made up of part-time or contingent employees. Is organizational culture really important if workforce is mostly temporaries? 10

**PART-B**

Case study:

**Tamarack Industries**

Tamarack Industries manufactures motorboats primarily used for waterskiing. During the summer months, a third production line is normally created to help meet the heavy summer demand. This third line is usually created by assigning the experienced workers to all three lines and hiring college-students who are home for summer vacation to complete the crews. In the past, however, experienced workers resented having to break up their teams to form a third line. They also resented having to work with a bunch of college kids and complained that the kids were slow and arrogant.

The foreman, Dan Jensen, decided to try a different strategy this summer and have all the college students work on the new line. He asked Mark Allen to supervise the new crew because Mark claimed that he knew everything about boats and could perform every job "with my eyes closed." Mark was happy to accept the new job and participated in selecting his own crew. Mark’s crew was called “the Greek Team” because all the college students were members of a fraternity or sorority named with Greek letters.

Mark spent many hours in training to get his group running at full production. The college students learned quickly, and by the end of June their production rate was up to standard, with an error rate that was only slightly above normal. To simplify the learning process, Dan Jensen assigned the Greek Team long production runs that generally consisted of 30 to 40 identical units. Thus the training period was shortened and errors were reduced. Shorter production runs were assigned to the experienced teams.

By the middle of July, a substantial rivalry had been created between the Greek Team and the older workers. At first, the rivalry was good-natured. But after a few
weeks, the older workers became resentful of the remarks made by the college students. The Greek Team often met its production schedules with time to spare at the end of the day for goofing around. It wasn't uncommon for someone from the Greek Team to go to another line pretending to look for materials just to make demeaning comments. The experienced workers resented having to perform all the shorter production runs and began to retaliate with sabotage. They would sneak over during breaks and hide tools, dent materials, install something crooked, and in other small ways do something that would slow production for the Greek Team.

Dan felt good about his decision to form a separate crew of college students, but when he heard reports of sabotage and rivalry, he became very concerned. Because of complaints from the experienced workers, Dan equalized the production so that all of the crews had similar-production runs. The rivalry, however, did not stop. The Greek Team continued to finish early and flaunt their performance in front of the other crews.

One day the Greek Team suspected that one of their assemblies was going to be sabotaged during the lunch break by one of the experienced crews. By skillful deception, they were able to substitute an assembly from the other experienced line for theirs. By the end of the lunch period, the Greek Team was laughing, wildly because of their deception, while one experienced crew was very angry with the other one.

Dan Jensen decided that the situation had to be changed and announced that the job assignments "between the different crews would be shuffled. The employees were told that when they appeared for work the next morning, the names of the workers assigned to each crew would be posted on the bulletin board. The announcement was not greeted with much enthusiasm, and Mark Allen decided to slay late to try to talk Dan out of his idea. Mark didn't believe the rivalry was serious enough for this type of action, and he suspected that many of the college students would quit if their team was broken up.

Q.6 Use the conflict model to a) identify the structural causes of conflict and b) discuss the escalation of conflict described in this case.
End Semester Examination, Dec. 2018
MBA – Second Semester
MARKETING MANAGEMENT-II (MBA-201)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.

PART-A

Q.1 What do you understand by Product Life Cycle? Discuss the marketing strategies in the maturity stage. 10

Q.2 How should companies integrate channels and manage channel conflict? 10

Q.3 ‘Brand positioning is arranging for a product to occupy a clear, distinctive and desirable place in the market and in the minds of the target consumers’ - Philip Kotler. Explain. Do a comparative analysis of two competing brands with respect to their Target Audience, Market Segmentation and Positioning strategy (Point of Parity-POP and Point of difference-POD)? 10

Q.4 How do you determine target return price? How should a company respond to a competitor’s price challenge? 10

Q.5 What is the communications mix and discuss the steps in developing effective communication? 10

PART-B

Q.6 Write a creative brief on the Band-Aid ad? 10
Q.1 “Fundamentals of valuations are straightforward, the challenges we face in valuing companies shift as firms move through the life cycle. Comment on the basis of capital budgeting and valuation of firms”.

Q.2 Dupont Limited shows the following values on its balance sheet ($ Million)

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities</th>
<th>Cost of Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash 800</td>
<td>Debt 900</td>
<td>6%</td>
</tr>
<tr>
<td>Existing assets 1000</td>
<td>Equity 900</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Total Assets</strong> 1800</td>
<td><strong>Total Liabilities and equity</strong> 1800</td>
<td></td>
</tr>
</tbody>
</table>

Tax rate is 40%

a) You are required to show the change in WACC with the same portfolio and what will happen if the debt is increased by 100 million with additional cost by 0.5%

b) What will happen the cost of equity if the tax rate increases by 2% and cost of debt also increases by 2%?

Q.3 Differentiate between (any two) each question carries equal marks:

a) Hostile Takeovers and Mergers and Acquisitions.

b) Debt Restructuring and Operational Restructuring.

c) Carve-outs and spin-offs.

Q.4 Why there can’t be a single working capital investment and financing policy optimal for all the firms? What are the factors that need to be considered before establishing a working capital policy for a company?

Q.5 Comment on the advantages and disadvantages of operating and financial leasing?

Q.6 M/s Alpha Production and Engineering works has a production plan of manufacturing of 100,000 units for the coming year. Goods are to be manufactured evenly throughout the year as per the policy of the organization. The product’s selling price is estimated at ₹10 each with the following cost components:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (in ₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>30,00,000</td>
</tr>
<tr>
<td>Raw material</td>
<td>10,80,000</td>
</tr>
<tr>
<td>Wages</td>
<td>3,00,000</td>
</tr>
<tr>
<td>Overheads</td>
<td>1,20,000</td>
</tr>
<tr>
<td>Profit</td>
<td>1,00,000</td>
</tr>
</tbody>
</table>

The management has a policy for:

| Holding raw material stock | =2 months |
| Production period          | =1 month  |
| Finished goods stock held  | =3 months |
| Credit to customers        | =3 months |
| Credit allowed by suppliers| =2 months |
Estimate the working capital requirement for M/s Alpha Production and Engineering works coming year.
End Semester Examination, Dec. 2018  
MBA – Second Semester  
RESEARCH METHODOLOGY (MBA-203)

Time: 3 hrs.  
Max Marks: 50

Note: Attempt **FIVE** questions in all; **Part-B is compulsory.** Attempt any **FOUR** questions from **Part-A.** Marks are indicated against each question.

**PART-A**

Q.1 What is marketing research? What is difference between applied and basic research? 10

Q.2 What problems of secondary data quality must researchers face? How they can deal with them? 10

Q.3 Distinguish between casual and descriptive studies. 10

Q.4 You want to conduct a survey using random sampling. What subjective decisions must you make? 10

Q.5 Explain the research process. 10

**PART-B**

Q.6 The new president if an old, established company is facing a problem. The company is currently unprofitable and is, in the president opinion, operating efficiency. The company sells a wide line of equipment and supplies the dairy industry. Some items it manufactures and many it wholesales to dairies, creameries and similar plants. Because industry is changing in several ways survival will be more difficult in the future. In particular many companies are bypassing the wholesales and selling directly to dairies. In addition many independent dairies are being taken over by large food chains.

Read the case study carefully given above and answer the following question:

How might marketing research help the new president make the right decisions? 10
End Semester Examination, Dec. 2018  
MBA – Second Semester  
LEGAL ENVIRONMENT OF BUSINESS (MBA-204)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.  

**PART-A**  
Q.1 What is digital signature? How is it used for authentication of electronic record?  
Q.2 Define partnership and explain different types of partners?  
Q.3 Who is an unpaid seller? Explain the rights of an unpaid seller?  
Q.4 Differentiate between offer and invitation to offer and also explain free consent?  
Q.5 Write a note on Promissory Note and Bills of Exchange?  

**PART-B**  
Q.6 a) An acceptor accepts a ‘Bill of Exchange’ but writes on it ‘Accepted but payment will be made when goods delivered to me is sold’. Decide the validity?  
b) X agrees to sell to Y at Delhi certain goods which he has purchased from Madras. The goods were sent from Madras to Delhi through a carrier agency. Unfortunately, the truck carrying the goods caught fire while the truck was on its way to Delhi and the entire goods were destroyed. Thus fact was known neither to X nor to Y. The goods, therefore, did not reach Delhi and X could not deliver the same to Y on the agreed date. Y, who had already entered into an agreement for the sale of the same goods to Z, also failed to perform his promise, and consequently suffered loss. Y now claims the damage from X. decide, giving reasons.  
i) Whether Y will succeed?  
ii) What provisions exist in the Indian Contract Act in this regard?  

2½×2
End Semester Examination, Dec. 2018  
MBA – Second Semester  
PRODUCTION AND OPERATIONS MANAGEMENT (MBA-205)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.  

**PART-A**  

Q.1 While designing a product we need to address aspects related to testability, reliability, ease of manufacture, maintainability and cost. Please explain these design aspects in the context of designing a mobile phone. You may make reasonable assumptions.  

Q.2 With the help of normal distribution curve explain the concepts of statistical process control. Which are the outcome conditions that indicate an out of control process?  

Q.3 Explain the role that demand forecasting plays in various aspects of production and operations management. Discuss the various qualitative and quantitative approaches to forecasting.  

Q.4 Elucidate the six sigma quality standards with the define phase of SIX SIGMA project. And write a brief note on ISO 14000 standards.  

Q.5 You are marketing motorcycles from a supplier. In your advertisement you maintain that the kilometer per liter (kmpl) of these motor cycles is 50 kmpl. In no case the kmpl will be less than 45 kmpl. The standard deviation of the population kmpl is 2. Can you claim that more than 90% of the motorcycles will meet the kmpl requirement?  

**PART-B**  

Q.6 Case Study:  
Manufacturers apply forecasting in operations:  
Wang Laboratories Inc has developed a monthly updated manufacturing plan that has analysts and management interacting as they forecast and schedule 98% of corporation hardware. A 22 member manufacturing business planning group takes the view that manufacturing must take control of their forecasting destiny to validate marketing sales goals and respond to finance’s inventory and cost demands. Accurate computerized forecasting allow Wang to generate each month a four quarter plan. The procedure provides Wang a close look at the plan ahead. The monthly master roster covers 200 manufacturing end items. The forecasting software used to project product demands shipments and production assembly at both the aggregate and manufacturing end-item level.  

At Abbot laboratories a focused application was the use of a forecasting model to relate productivity goals to direct and indirect labor requirements. Forecaster gave special attention to indirect labor, down time and quality assurance elements. Standards were determined and, using regression analysis, related to total production cost. Mathematical expression relating to indirect and direct labor hours to production costs were used as basis for computer forecasting program. How accurate are the computerized forecasting routines depends on the value management places on accuracy.  

Read the case study carefully given above and answer the following questions:
a) Wang used a 22 members business manufacturing group for forecasting. Do you think this group can be modified? Please justify your answer with logic, preferably giving some relevant examples.

b) In the case study it is mentioned that accuracy of forecasting even by using computerized systems depends on the value the management places on accuracy. Please explain.
End Semester Examination, Dec. 2018  
MBA — Second Semester  
ENTREPRENEURSHIP (MBA-206)  

Time: 3 hrs. 
Max Marks: 50  
No. of pages: 2  

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.  

**PART-A**  

Q.1 "In spite of various legislative measures, our Indian financial system weak and challenging for our young entrepreneurs”, Comment on this.  

Q.2 "Do you think sustainable development should be a part of an entrepreneurship course, or did textbook authors just include it as a section to be politically correct”? Comment.  

Q.3 How will you do a market feasibility analysis of a project? Also, discuss some market assessment methods.  

Q.4 What factors would you consider while constructing a business plan if the audience is entrepreneur, investors and suppliers or do you believe that it is better to make a single business plan that serves all three audiences?  

Q.5 Does any of the theory of entrepreneurship suits to the real world situation. If yes explain with an example.  

**PART-B**  

Q.6 *Case Study:*  

**Fundraising challenges Faced by Cisco Founders**  

Cisco Systems is the world’s leading supplier of computer networking product. Its product line includes routers, remote access device, switches, Internet services devices, networking and network management software, and protocol translators. All these products connect together geographically dispersed local area networks, wide area networks, and the Internet itself. Cisco was founded in 1984 in Menlo Park, California by a husband and wife from Stanford University. Leonard Bosack and Sandra Lerner met each other in a graduate school and got married. They took jobs in managing computer networks at Stanford University after graduating. Bosack joined as the manager of the computer science department’s laboratory, while Lerner oversaw the computers at the graduate school of business. Both wanted to send electronic messages to each other, but their computer networks were unable to get along. Therefore, Bosack and Lerner figured out a way to connect the two local area networks in the respective departments, they both worked, 500 yards crosswise campus. Bosack invented router that is a black box comprising of a twist of cable and some agile software that enabled computer networks to talk to one another. Initially, Lerner and Bosack tried to sell the internet working technology-routers to existing computer companies, but none were interested. Then, they decided to start their own business, Cisco Systems. Three of their colleagues from Stanford University, namely, Greg Setz, Bill Westfield and Kirk Lougheed, also joined them as cofounders. Now, they were five members. The Cisco founders faced the same problems as most entrepreneurs face, especially in the field of raising finance.
Stanford University tried to procure $11 million as the licensing fees from the company, as the technology was developed by Bosack while an employee at the university. The university eventually settled for $150,000 besides, free routers, and support services. The company was set up on a very tight budget. Actually, Bosack and Lerner had to mortgage their home, run up credit card debts, and postpone salaries to their friends, who worked for them to make the venture work. Lerner even had to do an outside salaried job to add-on their income. Despite these primitive beginnings, Bosack and Lerner persisted, and Cisco sold its first router in March 1986. The company had no money to spend on advertising or sales staff; therefore, the customers were developed by word of mouth. It was the Cisco's product strength that helped Cisco grew fast during its first two years. Cisco initially promoted its routers to universities, aerospace industry, research centers, and government departments. In 1988, Cisco began to target its internetworking routers at mainstream corporations with geographically dispersed branches that used different networks. Eventually, Cisco developed routers serving an even greater range of communication protocols, which subsequently distinguished its routers from any other router manufacturer. Cisco's routers enabled the mainstream corporations and their branches to support more protocols. By the late 1980s, when the commercial market for internetworking technology started to develop, Cisco's reasonably priced, high-performance routers gave a lead start over the budding competition.

However, Cisco had a high rate of sales growth, but was badly short of cash. Lerner once again started working outside to earn some money. Now, the Cisco founders were clearly aware of the fact that if they want their company to grow and flourish, they would require more funds than they could arrange. Lerner and Bosack began to talk to venture capitalists, but they were refused time and again. Finally, in 1988, they approached Donald T. Valentine, the 77th investor. Valentine agreed to fund Cisco lint with a demand of giving him a controlling stake in the company. Valentine, therefore, became the chairperson and then employed an outsider, John Morgridge, as the Cisco's new president and chief executive officer. Morgridge replaced several Cisco managers, who were the friends of Bosack and Lerner, with more qualified and experienced executives. In 1990, Cisco went public, after which the shares of the company were available for buying by the general public. Under the Morgridge leadership, the company grew rapidly; however, Bosack and Lerner clashed repeatedly with Morgridge. In August 1990, Lerner was fired as a result of which Bosack also quit the company. When they left the company, the couple sold their remaining stocks and then gave away the bulk of their profits to their favorite charities.

Although, Cisco's story does not represent the experience of all new ventures, but it does illustrate the challenges faced by most of the new enterprises. Startup enterprises often face the challenges, while raising the capital because they are unknown and unproved. Startup entrepreneurs must rely on their personal savings and the financial support from family and friends. Once, the startup enterprise is successful it would attract the investors or bankers itself.

Now answer the following question related to above case study:

a) What mistakes were done by the Cisco founders?  
b) Why Bosack and Learner faced problems while raising the capital for their company.
End Semester Examination, Dec. 2018  
MBA — Second Semester  
ENTREPRENEURSHIP (MBA-206) 

Time: 3 hrs.  Max Marks: 50  
No. of pages: 2  

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 “In spite of various legislative measures, our Indian financial system weak and challenging for our young entrepreneurs”, Comment on this. 10

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PART-B

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Now answer the following question related to above case study:

a) What mistakes were done by the Cisco founders?  
b) Why Bosack and Learner faced problems while raising the capital for their company.
Q.1 What is strategy? Why is it important for an organization to have a strategy in place? \(10\)

Q.2 Explain the role that WEAK SIGNALS play in helping managers to understand potential changes in their competitive environment. \(10\)

Q.3 What does hyper competition teach us about the pursuit of a sustainable competitive advantage? \(10\)

Q.4 If an organization’s portfolio of business comprises some STARS, What are the strategic options open to it according to the BCG Matrix? \(10\)

Q.5 Explain the significance of The McKinsey 7S model for a business organization. \(10\)

Q.6 **Case Study:**

In 2004, Shakti Vada Pav opened their first vada pav store in Kalyan, a distant suburb of Mumbai. Their founder and CEO Chandresh Kathuria realized within the first few weeks that they were on the right track. However they were faced with one big challenge—How to become a pan India chain of quick service restaurants (QSR)? In their early days, vada pav not work on expanding outside Mumbai because opening centralized kitchens across different cities would translate into higher costs and no guarantee of standardized product. They started scouting for technology that would help realize this ambition and nearly went broke trying different technologies. Their bankers were forcing them to bring down their shutters on Shakti Vada Pav, but Chandresh was in no mood to give up.

Now answer the question related to above case study:
What options does The Founder and CEO Chandresh Kathuria have to become a pan India chain? \(10\)
Q.1 What is strategy? Why is it important for an organization to have a strategy in place?  

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Now answer the question related to above case study:  
a) What options does The Founder and CEO Chandresh Kathuria have to become a pan India chain?  

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.
PART-A

Q.1 Define and discuss the objectives of human resource management. Outline the challenges faced by HR professionals in the changing current scenario. Explain with suitable examples.  

Q.2 a) Scientific recruitment of personnel and their proper placement are important in effectively achieving corporate objectives. Discuss in detail.  
b) What are the five main things you would do to recruit and retain a more diverse workforce?  

Q.3 “The logical approach to staffing begins with a careful assessment and planning of current and prospective requirements”. Explain this statement.  

Q.4 a) “An effective grievance handling procedure is preventive rather than curative”. Explain this statement.  
b) Discuss the various techniques for evaluation the effectiveness of training methods in a modern organization.  

Q.5 Write short notes on any two of the following:  
a) Difference between on-the-job and off-the-job training.  
b) Job design components.  
c) Difference between HRD and HRM.  
d) International HRM.  

PART-B

Q.6 Case Study:  
Microelectronics, a California-based electronics defense contractor, has enjoyed a smooth growth curve over the past five years, primarily because of favorable defense funding during the Reagan administration’s build-up of U.S. military defenses. Microelectronics has had numerous contacts to design and develop guidance and radar systems for military weaponry. Although the favorable funding cycles has enabled. Microelectronics to grow at a steady rate, the company is finding it increasingly difficult to keep its really good engineers, based on extensive turnover analyses conducted by Ned Jackson, the human resources planning manager, Microelectronics problem seems to be its inability to keep engineers beyond the “critical” five year point. Apparently, the probability of turnover drops dramatically after five years of service. Ned’s conclusion is that Microelectronics has been essentially serving as an industry college. Their staffing strategy has always been to hire the best and brightest engineers from the best engineering schools in the United States.  
Ned believes that these engineers often get lost in the shuffle at the time they join the firm. For example, most (if not all) of the new hires must work on non-classified projects until cleared by security to join a designated major project. Security clearance usually takes anywhere from six to ten months. In the meantime the major project has
started, and these young engineers frequently miss out on its design phase, considered the most creative and challenging segment of the program. Because of the nature of project work, new engineering often have difficulty learning the organizational culture - such as who to ask when you have a problem, what the general dos and don'ts are, and why the organization does things in a certain way.

After heading a task force of human resource professionals within Microelectronics, Ned has been designated to present to top management a proposal designed to reduce turnover among young engineering recruits. The essence of his plan is to create a mentor program, except that in this plan the mentors will not be the seasoned graybeards of Microelectronics, but rather those engineers in the critical three-to-five year service window, the period of highest turnover, these engineers will be paired with new engineering recruits before the recruits actually report to Microelectronics for work. According to the task force, the programme is twofold: (1) it benefits the newcomer by easing the transition into the company, and (2) it helps the three-to-five-year service engineers by enabling them to serve an important role for the company. By performing the mentor role, these engineers will become more committed and hence less likely to leave. As Ned prepared his fifteen-minute presentation for top management, he wondered if he had adequately anticipated the possible objections to the program in order to make an intelligent defense of it. Only time would tell.

Read the above case and answer the questions given below:

a) Identify the salient issues from HR point of view for this case.

b) If you were to study this turnover problem, how would you conduct a needs analysis or evolve a counseling programme?

c) What are the causes of dissatisfaction and turnover in microelectronics?

d) Do you find the mentoring programme suitable to reduce turnover? Justify your answer.
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d) Do you find the mentoring programme suitable to reduce turnover? Justify your answer.
End Semester Examination, Dec. 2018
MBA — Second Semester
MANAGING SUSTAINABLE DEVELOPMENT (MBA-210)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B is compulsory.** Attempt any **FOUR** questions from **PART-A.** Marks are indicated against each question.

**PART-A**

Q.1 What are the major challenges for sustainable economic growth? How can sustainable livelihoods be achieved? 10

Q.2 Is political stability necessary for suitable sustainable economic growth? Discuss in the context of present situation in India. 10

Q.3 Discuss initiatives taken by NGO’s in making people aware about various SDG’s, also give example of one such NGO. 10

Q.4 How does increasing population becoming a hurdle in achieving Sustainable Development Goals (SDG’s)? What measures can be taken to control it? 10

Q.5 “Education plays a pivotal role in achieving the set target for sustainability”. Discuss. 10

**PART-B**

Q.6 Write short notes on the following:
   a) Impact of globalization on society moving towards sustainable future.
   b) What is urbanization? Give any two push and pull factors in context of people moving from rural to urban areas? 5×2
End Semester Examination, Dec. 2018
MBA — Second Semester
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No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

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Q.5 “Education plays a pivotal role in achieving the set target for sustainability”. Do you agree with this statement, if yes then discuss it. 10

PART-B

Q.6 Write short notes on the following:
   a) Impact of globalization on society moving towards sustainable future.
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End Semester Examination, Dec. 2018  
MBA — Second Semester  
VALUES, ETHICS AND CSR (MBA-211)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B is compulsory.** Attempt **ANY FOUR** questions from **PART-A.** Marks are indicated against each question.

**PART-A**

Q.1 Ethics may commensurate with legal pronouncements or statements and reasonably be enforced under the agreed constitutional framework. Explain the above statement illustrating the aspects relating to ethics and values.  

Q.2 Companies are required to observe corporate social responsibility (CSR) and contribute 2 percent of net profit on activities concerned with CSR. Explain the position in India. Should CSR be mandatory?  

Q.3 Describe briefly an experience or an instance, you have experienced indicating the ethical values and what are the learning’s from that experience?  

Q.4 "Companies in India have to follow norms relating to corporate governance in the interest of its stake holders”. Discuss in detail.  

Q.5 Head constable Bhupendra Tomar 57 years, began his usual patrol duty along with a team comprising of four, on February 20th, 2018 in a vehicle 100 number (Quick Response). They were on the patrol duty when they received a call saying there was a man lying on the road who had been stabbed multiple times by an assailant. As the team headed towards the spot, Bhupendra Tomar received another call. This time it was from home. His 27 years and daughter, Joyti a nurse who had married only a year ago had died suddenly.

Bhupendra was taken back and was in shock. What should he do now? Should he go home to attend his daughter or should proceed towards the critically injured man? Justify your answer. (Limit your answer to two pages.)  

**PART-B**

Q.6 Satyam computer services, fourth largest outsourcer announced on 16th December 2008, acquisition of Maytas infra and Maytas properties companies related to Mr. Raju’s (Chairman) family and controlled by same set promoters for ₹7,700 crore. No shareholder approval was sought for the acquisition which would utilize nearly all of Satyam’s ₹5,500 crore cash.

The deal was announced after Indian stock market had closed, but the company’s shares fell by about 30 percent.

Faced with the prospects of litigation and further fall share prices, Mr. Raju quickly called off the deal and announced a board meeting on December 29th, to consider share buyback to boost shareholder confidence.

There was damage to Satyam’s credibility as the World Bank barred the company from doing any business with it for the next years for "improper benefits to bank staff” and "lack of documentation on invoices”.

Independent board members resigned from the board and the board meeting scheduled for December 29th was postponed to January 10th.

On December 30th, Mr. Raju wrote a letter to over 50,000 Satyam employees and said that his decisions were intended to bring "Satyam back on track".
However, the developments left Mr. Raju with no option but to confess that over ₹7,000 crore frauds, saying that Satyam had overstated profits and falsified assets for years. What lesson would you draw from the fraudulent accounting practice adopted by Mr. Raju chairman, Satyam computers?
VALUES, ETHICS AND CSR (MBA-211)

Part-A

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Q.1 Answer all the following functions and tools:
   a) Sumif function is different from the Sumifs and Sumproduct functions, discuss with the condition for their usage.
   b) Which function is used to determine the day of the week for a date i.e., March 1, 2018?
   c) What is the output of ' =Month (Cell number containing the date)' function?
   d) What is the usage of converting date into number function?
   e) 'What if analysis' is a tool of great importance for the Managers? Discuss.

Q.2 Explain the importance and usage of different types of charts available in excel while making professional presentations, specifically the following:
   a) Column.
   b) Line.
   c) Pie.
   d) Bar.
   e) XY (Scatter).

Q.3 Explain stepwise how to implement Substitute, Find and Replace function in excel? What utility does someone derives from using these functions?

Q.4 'What if analysis" is a very important tool with Scenario Manager, Goal Seek and Data table for a manager while deciding about the various alternatives based on the Sensitivity Analysis. Comment while explaining the different usage of 'What If analysis'.

Q.5 As an organizer of a national level conference for two days you are provided the following information:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Rate (In Rupees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inauguration Tea</td>
<td>150/-</td>
</tr>
<tr>
<td>Lunch</td>
<td>200/-</td>
</tr>
<tr>
<td>Tea</td>
<td>50/-</td>
</tr>
<tr>
<td>Breakfast</td>
<td>100/-</td>
</tr>
<tr>
<td>Dinner</td>
<td>250/-</td>
</tr>
<tr>
<td>Accommodation</td>
<td>2000/-</td>
</tr>
<tr>
<td>Conference Kit</td>
<td>500/-</td>
</tr>
<tr>
<td>Transportation to Airport</td>
<td>200/-</td>
</tr>
<tr>
<td>Honorarium (Guest)</td>
<td>4000/-</td>
</tr>
<tr>
<td>Airfare (Guest)</td>
<td>10000/-</td>
</tr>
<tr>
<td>Conference Hall</td>
<td>20000/- for two days</td>
</tr>
<tr>
<td>Miscellaneous Expense</td>
<td>40000/-</td>
</tr>
</tbody>
</table>
As organizer, you have a team of 10 members, expected delegates are 30 (but more will help in reducing the cost per delegate), at inauguration 5 Guests had agreed, but there will be 2 more guests who will join for dinner. Discuss the formulas which you would need to design an excel sheet to find out the registration fee per delegate for the conference for two of the conditions:

a) When you would be getting a Sponsorship of Rs. 2,00,000/-
b) When there is no sponsorship for the program.

(Note: For this, you can use a representative excel sheet format with Cell number and row number to find out the answer for the given problem)

**PART-B**

Q.6 MS excel is one of the most important support for managers and decision makers, discuss its utilities in presentation and report writing.
INTER GENERATIONAL AND DIVERSITY MANAGEMENT (MBA-213)

Time: 3 hrs
Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

PART-A

Q.1 Use the following attitudes, centralized or decentralized decision making, safety or risk, individual or group rewards, high or low organizational loyalty, cooperation or competition to compare the cultures of United States, Germany, and Japan. 10

Q.2 What are four dimensions of culture by Geert Hofstede? Identify and describe each and compare the cultural challenges faced by individuals belonging to different groups under each dimension. 10

Q.3 One of the major reasons that foreign expatriates have difficulty doing business in the United States is that they do not understand American slang. A business executive recently gave the authors the following three examples of statements that had no direct meaning for her because she was unfamiliar with slang: "He was laughing like hell." "Don't worry; it's a piece of cake." "Let's throw these ideas up against the wall and see if any of the stick." Why did the foreign expat have trouble understanding these statements, and what could be said instead? 10

Q.4 What do international managers need to know about the use of reward incentives to motivate personnel? What role does culture play in this process? 10

Q.5 Leadership research in China shows that the new generation of managers tends to have a leadership style that is different from the styles of both the current generation and the older generation. In particular, new generation managers assign greater importance to individualism as measured by such things as self-sufficiency and personal accomplishments. They also assign less importance to collectivism as measured by subordination of personal goals to those of the group and to Confucianism as measured by such things as societal harmony and virtuous interpersonal behavior. How will you incorporate this information to device an appropriate leadership style while entering the Chinese market? 10

PART-B

Case study:

South Africa, as the name reflects, is located on the far southern tip of the African continent. It is surrounded by water on three sides: in the south and in the west by the Atlantic Ocean, and in the east by the Indian Ocean. Neighboring countries are Zimbabwe, Swaziland, Botswana, Namibia, and Lesotho. The form of government is a presidential democracy. South Africa has three capitals: Pretoria, Cape Town, and Bloemfontein. The country is 1,219,080 square kilometers. The population (in 2009) was 49.1 million people. GDP in 2009 was $495.1 billion, with per capita income at $10,100. South Africa is known as the "Rainbow Nation," a title that reflects its cultural diversity and the fact that the country's population is one of the most diverse and complex ones in the world. Of the total population, about 31 million are Black, 5 million White, 3 million Coloured, and 1 million Indian. The Black population covers four major ethnic groups consisting of Nguni, Sotho, Shangaan-Tsonga, and Venda. There are a number subgroups; the Zulu and Xhosa are the largest subgroups of the Nguni. The majority of the White
population has Afrikaans roots, and 40 percent are of British descent. In South Africa eleven official languages are spoken.

The most significant characteristic of South Africa's modern history was apartheid, a system of legal racial segregation enforced by the Nationalist Party between 1948 and 1994, under which the rights of the majority nonwhite population were curtailed in all avenues of life. Apartheid sparked significant tension and violence internally as well as a UN trade embargo against South Africa. A series of popular uprisings and protests were met with the banning of opposition and imprisonment of anti-apartheid leaders, including Nobel Peace Prize winner Nelson Mandela. Reforms to apartheid in the 1980s failed to quell the mounting opposition, and in 1990 President Frederik Willem de Klerk began negotiations to end apartheid, culminating in multiracial democratic elections in 1994, which were won by the African National Congress under Nelson Mandela. One feature of post-apartheid South Africa was the program Black Economic Empowerment (BEE) designed to redress the inequalities of apartheid by giving previously disadvantaged groups (Black Africans, Coloureds, Indians, and Chinese) economic opportunities previously not available to them. It has included measures such as employment equity; skills development; ownership, management, and socioeconomic development; and preferential procurement. The 2010 World Cup Soccer tournament put South Africa on the international stage and provided significant economic stimulus, with more than 160,000 net new jobs created.

An economist of the German Standard Bank said: "The World Championship 2010 is an important impulse for the South African people. Many people doubted that South Africa would be able to host an event of such international attention, but its stable political situation under the government of the African National Congress, which Nelson Mandela was a member of, is a good sign for potential investors and the finance market." In advance of the games, South Africa invested heavily in transportation infrastructure. South Africa finished most of the first section of their new high-speed Gautrain passenger railway and installed new bus lines. Highways have been upgraded, and the city of Durban managed to complete South Africa's first new Greenfield airport in 50 years. The infrastructure projects are creating employment opportunities and are providing workers long-term skills and training. One of many challenges in building the infrastructure for the World Championship was generating power without an unduly adverse environmental impact. Environmentally friendly features such as natural ventilation and rain water capture systems were used in the new stadium facilities. Despite these developments and improvements, South Africa is still plagued by severe social problems such as pervasive poverty, lack of infrastructure in Black African areas, AIDS, crime, and corruption. Although South Africa is a transactional culture, meaning they do not require a history with people in order to do business with them, they are a personable people that have deeply rooted traditions. This means it is a good idea to build a rapport with them before doing business as well as furnish counterparts with some background information about oneself or company. South Africans follow the European approach to personal space, meaning people keep their distance when speaking and interacting in the public space.

Q.6 Read the case study given above and answer the following questions:

a) In what way could the huge cultural diversity in South Africa pose challenges for MNCs seeking to set up a business there?

b) How is South African culture different from or similar to U.S. culture?
Q.1 Critically evaluate the impact of internet on the marketing mix for an industry sector of your choice.  

Q.2 Explain any five key metrics for website testing.  

Q.3 Write in detail a note on digital marketing strategy formulation.  

Q.4 The internet is primarily thought of as means of advertising and selling products. What are the opportunities for use of the internet in other marketing functions?  

Q.5 Explain the following:  
   a) Business to consumer and business to business digital marketing.  
   b) Digital versus traditional marketing communication.  

Q.6 A leading newspaper is planning to launch a new web based news magazine and you have been hired to develop a digital marketing strategy? Give your insights for the same.
Q.1 A production manager is concerned about the low output levels of his employees. The articles that he read on job performance frequently mentioned four variables as important to job performance: skill required for the job, rewards, motivation, and satisfaction. In several of the articles it was also indicated that only if the rewards were valent (attractive) to the recipients did motivation, satisfaction, and job performance increase, not otherwise.

Given the above situation, do the following:

a) Define the problem. And evolve a theoretical framework. 5x2
b) Develop at least six hypotheses. 5x2

Q.2 What is a research design? Enlist and discuss various elements defining research design while undertaking a research study? 10

Q.3 Discuss different types of data sources and also various instruments used for data collection. 10

Q.4 What is a sampling design? What are apt sample sizes for descriptive studies, analytical studies and a case-control study? Discuss with examples. 10

Q.5 What do you understand by statistical tests of hypotheses? What test is used for comparison of two means (paired samples) and explain significance of scaling in selecting the test. 10

Q.6 Schematically depict the operational definition of the concept of stress and develop 10 questions that would measure stress. 10
End Semester Examination, Dec. 2018  
MBA – Second Semester  
QUALITY MANAGEMENT IN HEALTHCARE (MBA-217)  

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

**PART-A**

Q.1 Explain the quality monitoring cycle with suitable example.  
10

Q.2 Keeping in mind the various components of quality assurance explain how various components help in improving clinical performance.  
10

Q.3 Explain how prioritization in monitoring can help in patient welfare.  
10

Q.4 Write short notes on:  
a) Formal vs Informal monitoring.  
b) Tracer method.  
5x2

Q.5 Differentiate between Prospective monitoring, concurrent monitoring.  
10

**PART-B**

Q.6 In bringing improvements in patient safety what is the importance of preventing mistakes can help.  
10
PART-A

Q.1 What role does the service profitability chain play in service delivery? Describe with reference to the gaps model of service delivery.  

Q.2 Hospitals, educational institutions and other service enterprises are developing elaborate Service Scopes. Evaluate the role played by Service Scopes and critically discuss the increasing forms on Service Scopes.  

Q.3 A care rental company experiences very low demand from 11-am to 2-pm on most of the days. Describe the ways in which the company may utilize supply side factors or may modify demand.  

Q.4 As per the classification of services on the basis of tangibility, explain how services are developed from the core to the potential offering? Use examples to support your answer.  

Q.5 Discuss the pricing strategies for services, which companies implement for the highly price sensitive Indian market.  

PART-B

Q.6 On the basis of the attached print advertisement given on next page, comment on the following elements of ISMC:-  

a) Imagery  
b) Association  
c) Target market  
d) Narratives.
SALES AND DISTRIBUTION MANAGEMENT (MBA-351-3)

PART-A

Q.1 Explain sales process. What precautions a sales person has to take at each step in order to achieve sales? 10

Q.2 a) A ‘Quota’ can act as a ‘motivator’ as well as demotivator. Comment. 10

Q.3 Explain the relationship between sales and distribution with suitable examples. What performance consideration would you use in the selection of channel structure for a newly introduced brand of bakery products? 10

Q.4 a) Why is motivation of sales force more important than for employees in any other sphere of activity? 10

b) Differentiate wholesalers and retailers on the basis of role and functions in a distribution system. 10

Q.5 Enumerate the functions performed by marketing channels. Lovely textiles is planning to set up a direct distribution network to sell its fabric. What advice would you give them and why? 10

PART-B

Q.6 Case Study:

CG Engineering Company-Achieving Quotas

Ashok Desai was transferred from western region, where he worked as area sales manager of CG Engineering Company, to eastern regional marketing manager- industries. He was told by the company's general manager (Sales) that he was transferred from western region to eastern region to set things right, as eastern region was not performing well on sales and profits. Ashok's main responsibilities were to manage effectively 11 sales engineers and achieve the sales volume and contribution (to profits) quotas. For Ashok not only the industrial customers but also the sales engineers were new. The sales engineers were compensated based on straight salary and perquisites like house rent allowance and medical reimbursement. There was no incentive scheme. The territory of eastern region consisted of states of West Bengal, Bihar, Assam and Orissa. Ashok felt the sales engineer was not covering the market adequately and were not following any system of routing and scheduling.

He also thought that salespeople were spending more time in travelling and less time in selling activities. After talking to sales engineer individually, he got an impression that most of them were not motivated, as they were not given adequate freedom of operations and recognition whenever they got good orders. Ashok thought that there was a good scope applying what he had learnt in the management institute and achieve superior results as expected by general manager (Sales).

a) If you were Ashok, what would you do to achieve sales volume and contribution? 10
End Semester Examination, Dec. 2018  
MBA — Third Semester  
BRAND MANAGEMENT (MBA-351-6)  

Time: 3 hrs.  
Max Marks:  50  
No. of pages:  1  

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

**PART-A**

Q.1 Kindly explain the following Laws of Branding:  
   a) Law of Name.  
   b) Law of Generic.  
   c) Law of Extension.  
   d) Law of Sub-brand.  
   e) Law of Category.  

Q.2 “Customer-based brand equity is the differential effect that brand knowledge has on consumer response to the marketing of the brand” – Keller. Elaborate your answer through the CBBE Pyramid for a brand of your choice.

Q.3 ‘Brand positioning is arranging for a product to occupy a clear, distinctive and desirable place in the market and in the minds of the target consumers’ – Philip Kotler. Explain. Do a comparative analysis of two competing brands with respect to their Target Audience, Market Segmentation and Positioning strategy (Point of Parity-POP and Point of difference-POD).

Q.4 What are the challenges in designing Brand – Building Communications and how marketers can strategies to develop an Integrated Marketing Communication program?

Q.5 What do you understand by the breadth and depth of branding strategy? Elaborate your answer by giving relevant examples.

**PART-B**

Q.6 Write a Creative Brief on the below ‘Audiobooks by Penguin’ print ad.  

![Creative Brief Image]

a) What do you understand by a ”Creative Brief”?  
b) What is the Opportunity and/or Problem which the advertising must address?  
c) Who are the Target Audience for this advertisement?  
d) What is the single-minded proposition we want the advertising to communicate?  

2½x4
End Semester Examination, Dec. 2018
MBA – Third Semester
FINANCIAL DERIVATIVES (MBA-352-1)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Part-B is compulsory.** Attempt any **FOUR** questions from **Part-A.** Each question carries equal marks.

**PART-A**

Q.1 On 1\textsuperscript{st} June, 2018 a trader buys ABC Ltd futures at Rs. 165. The lots size is 2000. Four days later the trader decides to square off the position at Rs. 170.10. The closing prices of the ABC Ltd. future for the four days from 1\textsuperscript{st} June is as follows:

<table>
<thead>
<tr>
<th>Day</th>
<th>Closing price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1\textsuperscript{st} June, 2018</td>
<td>168.3</td>
</tr>
<tr>
<td>2\textsuperscript{nd} June, 2018</td>
<td>172.4</td>
</tr>
<tr>
<td>3\textsuperscript{rd} June, 2018</td>
<td>171.6</td>
</tr>
<tr>
<td>4\textsuperscript{th} June, 2018</td>
<td>169.9</td>
</tr>
</tbody>
</table>

What are the profits /losses for the trader over the four days? 10

Q.2 explain the features of an over the counter market. What are the advantages of OTC contracts vis-à-vis exchange traded controls? 10

Q.3 Bring out the differences between feature and forward contracts. 10

Q.4 Your buy a May call option on ABC Ltd.’s stock, with an exercise price of Rs/ 850/-.  
   a) What is the intrinsic value of th option today if ONGC is trading at Rs. 840/-?  
   b) What would be the intrinsic value today if ONGC was trading at Rs. 860?  
   c) What action will you take on the expiration date if ONGC then trades at Rs. 845?  
   d) What action will you take on the expiration date if ONGC then trades at Rs. 855/-?  
   e) Assume that when you bought the option, ONGC was selling for Rs.854/-. Would the premium you paid to buy the option be more than Rs.4 or less? 2x5

Q.5 Write short notes on **(any two):**  
   a) Structure of a swap.  
   b) Interest rate swap.  
   c) Credit risk. 10

**PART-B**

Q.6 Assume a stack trades for Rs. 120/-. A call option on this stock has a strike price of Rs.120/- and costs Rs. 11/-. A put option also has a strike price of Rs. 120/- and costs Rs.8. A risk-free bond promises to pay Rs. 120 at the expiration of the option in one year. What should the price of this bond be? Explain. 10
End Semester Examination, Dec. 2018  
MBA – Third Semester  
MANAGEMENT OF FINANCIAL SERVICES (MBA-352-2)

Time: 3 hrs. 
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Each question carries equal marks.

PART-A

Q.1 ‘Money is what is generally acceptable as a medium of exchange.’ Discuss and illustrate function of money. 10

Q.2 Define Money Market. Illustrate its characteristics and its instruments and institutions. 10

Q.3 Discuss the importance and role of financial system for a developing economy. 10

Q.4 Non Performing Assets (NPAs) have increased to Rs 10 lakh crore as on June 2018. Banks have a challenging tasks to manage NPAs. Discuss the steps to manage NPAs. 10

Q.5 Discuss (any two) of the following:  
a) Mutual funds. 
b) Insurance companies. 
c) Venture capital fund. 10

Q.6 CRR and SLR are two tools of monetary policy. Discuss and illustrate their characteristics. 10

PART-B

Q.7 Regulatory authorities have a significant role in monitoring and developing financial system. Discuss the role and functions of:  
a) SEBI. 
b) RBI regulatory authorities. 10
PART-A

Q.1 Discuss the role of SEBI in promoting the Indian Financial Markets and safeguarding the interest of the retail investors while promoting sourcing the economic growth of the nation.

10

Q.2 CAPM provides an alternative approach for estimating the firm's cost of capital, if we know the beta of the firm, then the cost of the equity capital can be easily defined, Comment.

10

Q.3 “Industry analysis, company analysis and technical analysis serves as important part of security analysis and helps in portfolio management” comment.

10

Q.4 The price of a ₹1,000/- par bond is carrying a coupon rate of 8 percent and maturing after 5 years is ₹1,020/-.
   a) What is the approximate YTM?
   b) What will be the realized YTM if the reinvestment rate is 7 percent?

5×2

Q.5 Discuss the importance of portfolio selection and rebalancing in providing help to fund manager in generating returns for the investors.

10

PART-B

Q.6 Businessman Mr. Shayamlal, has approached you for professional advice on investment. He has a surplus of ₹40/- lakhs which he wishes to invest in share market. Being risk averse by nature and a first timer to secondary market, he makes it very clear that the risk should be minimum. Having done some research in this field, you recommend to him a portfolio of two shares - stocks of an oil exploration company SIL and an oil marketing company JOCL. You tell him that both are reputed, government controlled companies. You have the following market data at your disposal.

<table>
<thead>
<tr>
<th>Period</th>
<th>Market return (%)</th>
<th>Return (%) on SIL</th>
<th>JOCL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>12</td>
<td>16</td>
<td>10</td>
</tr>
<tr>
<td>3</td>
<td>8</td>
<td>12</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>– 6</td>
<td>(12)</td>
<td>20</td>
</tr>
<tr>
<td>5</td>
<td>– 4</td>
<td>– 7</td>
<td>16</td>
</tr>
<tr>
<td>6</td>
<td>10</td>
<td>16</td>
<td>8</td>
</tr>
</tbody>
</table>

The current market price of a share of SIL is ₹2400/- and that of JOCL is ₹846/-. On the future returns of the two stocks and the market, you are able to obtain the following forecast from a reputed firm of portfolio managers.
<table>
<thead>
<tr>
<th>State of the Economy</th>
<th>Probability</th>
<th>Returns (in percentage) on Treasury Bills</th>
<th>SIL</th>
<th>JOCL</th>
<th>Market Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recession</td>
<td>0.3</td>
<td>7</td>
<td>9</td>
<td>15</td>
<td>(2)</td>
</tr>
<tr>
<td>Normal</td>
<td>0.4</td>
<td>7</td>
<td>18</td>
<td>10</td>
<td>14</td>
</tr>
<tr>
<td>Boom</td>
<td>0.3</td>
<td>7</td>
<td>25</td>
<td>6</td>
<td>20</td>
</tr>
</tbody>
</table>

The firm also informs you that they had very recently made a study of the SIL stock and can advise that its beta is 1.65.

Mr. Sharma requests you to answer the following questions:

a) What is the beta for JOCL stock?

b) What is the scope for appreciation for the two stocks?
END SEMESTER EXAMINATION, DEC. 2018
MBA – THIRD SEMESTER
FINANCIAL STATEMENT ANALYSIS AND VALUATION (MBA-352-6)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Part B is compulsory. Attempt any FOUR questions from Part A. Marks are indicated against each question.

PART-A

Q.1 Financial statements are reported to stakeholders for information and they contain information that helps the analyst infer fundamental value, so the analysts and investors must appreciate what these statements are saying and what they are not saying. Comment. 10

Q.2 Discuss the different types of business analysis. Identify the category of users of financial statements that applies to each different type of business analysis. 10

Q.3 a) What are the difference between credit analysis and equity analysis? How do these impact the financial statement information that is important for each type of analysis?
   b) What is fundamental analysis? What is its main objective? 5x2

Q.4 a) Describe the three major activities the statement of cash flow reports. Cite examples of cash flows for each activity
   b) Discuss the importance to analysis of the statement of cash flows. Identify factors entering into the interpretation of cash flows from operations. 5x2

Q.5 Valuation model acts a tool for thinking about the value creation in a business and translating that thinking into a valuation, same goes with the dividend discount model and the discounted cash flow model that helps in forecasting of cash flows. Comment. 10

PART-B

Q.6 Selected ratios for three different companies that operate in three different industries (merchandising, pharmaceuticals, utilities) are reported in the table below:

<table>
<thead>
<tr>
<th>Ratio</th>
<th>Co. A</th>
<th>Co. B</th>
<th>Co. C</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit margin ratio</td>
<td>18%</td>
<td>53%</td>
<td>n.a.</td>
</tr>
<tr>
<td>Net profit margin ratio</td>
<td>2%</td>
<td>14%</td>
<td>8%</td>
</tr>
<tr>
<td>Research and development to sales</td>
<td>0%</td>
<td>17%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Advertising to sales</td>
<td>7%</td>
<td>4%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Interest expense to sales</td>
<td>1%</td>
<td>1%</td>
<td>15%</td>
</tr>
<tr>
<td>Return on assets</td>
<td>11%</td>
<td>12%</td>
<td>7%</td>
</tr>
<tr>
<td>Accounts receivable turnover</td>
<td>95 times</td>
<td>5 times</td>
<td>11 times</td>
</tr>
<tr>
<td>Inventory turnover</td>
<td>9 times</td>
<td>3 times</td>
<td>n.a.</td>
</tr>
<tr>
<td>Long-term debt to equity</td>
<td>64%</td>
<td>45%</td>
<td>89%</td>
</tr>
</tbody>
</table>

Identify the industry that each of the companies A, B and C operate in. give at least two reasons supporting each of your selections. 10
Q.1 Describe the contribution of coaching and mentoring to improve managerial performance.  

Q.2 Explain how you would go about developing a Behaviorally Anchored Rating Scale (BARS) for performance appraisal of Front Office Executives of a service organization. 

Q.3 What are the important functions of Performance Management Process? 

Q.4 What are the guidelines that should be kept in mind by HR Managers for implementing a sound performance appraisal system? Give examples to support your answer. 

Q.5 Discuss the requirements for a successful MBO programme to manage performance of employees in a sales driven organization. 

Q.6 Case Study:  

"POLICIES AND PERFORMANCE APPRAISAL": 

GL Electronics Corporation Ltd. Recently diversified its activities and started producing computers. It’s employed personnel at the lower level and middle level. It has received several applications for the post of Commercial Manager-Computer Division. It could not decide upon the suitability of the candidate to the position, but did find that Mr. Prakash is more qualified for the position than other candidates. The Corporation has created a new post below the cadre of General Manager i.e. Joint General Manager and asked Mr. Prakash to join the Corporation as Joint General Manager. Mr. Prakash agreed to it viewing that he will be considered for GM's position based on his performance. Mr. Anand, the Deputy General Manager of the Corporation and one of the candidates for General Manager's position was annoyed with the management's decision to not consider him for the position of General Manager. But, he wanted to show his performance record to the management at the next appraisal meeting. The management of the Corporation asked Mr. Shastry, General Manager of Television Division to be the General Manager in-charge of Computer Division for some time, until a new General Manager is appointed. Mr. Shastry wanted to switch over to Computer Division in view of the prospects, prestige and recognition of the position among the top management of the Corporation. He viewed this assignment as a chance to prove his performance.

The Corporation has the system of appraisal of the superior's performance by the subordinates. The performance of the Deputy General Manager, Joint General Manager and the General Manager have to be appraised by the same group of the subordinates. Mr. Anand and Shastry know very well about the system and its operation, whereas Mr Prakash is a stranger to the system as well as to its modus operandi. Mr. Shastry and Mr. Anand were competing with each other in convincing their subordinates about their performance and used all sorts of techniques for pleasing them like promising them a wage hike, transfers to the job of their interest, promotion, etc. However, these two officers functioned in collaboration with a view to pull down Mr. Prakash. They openly told their subordinates that a stranger should not occupy the 'chair'. They created several groups among employees like pro-Anand's group, pro-Shastry group, anti-Prakash and Shastry group, anti-Anand and Prakash group.
Mr. Prakash has been watching the proceedings calmly and keeping the top management informed with all these developments. However, Mr. Prakash has been quite work-conscious and top management found his performance under such a political atmosphere to be satisfactory. Prakash’s pleasing manners and way of maintaining human relations with different levels of employees did, however, prevent the emergence of an anti-Prakash wave in the company. But in view of the political atmosphere within the company, there is no strong pro-Prakash group either.

Management administered the performance appraisal technique and the subordinates appraised the performance of all the three managers. In the end, surprisingly, the workers assigned the following overall scores: Prakash (560 Points), Shastry (420 Points) and Anand (260 Points).

Read the case study given above and answer the following questions:

a) How do you evaluate the worker's appraisal in this case?

b) Suggest techniques to avert politics creeping into the process of performance appraisal by subordinates?
End Semester Examination, Dec. 2018  
MBA – Third Semester  
STRATEGIC HUMAN RESOURCE MANAGEMENT (MBA-353-2)

Time: 2 hrs                     Max Marks: 50  
No. of pages: 3

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

**PART-A**

Q.1 Explain with example how the choice of employee markets changes when a company has decided to link its recruitment with its HR practice in the area of performance evaluation system.  
10

Q.2 Competitive advantage is easy to build but harder to maintain. Entry or duplication barrier is an essential requirement. How human resource based advantage could get over by this challenge?  
10

Q.3 How the power of an selection instrument could be enhanced by combining its applications with HR policies and practices in other areas of HR systems?  
10

Q.4 Why is structure as a source of in equal power is less important for managing R&D organization?  
10

Q.5 It is often said “functional separation of jobs creates higher employee productivity which also creates scope for outsourcing. Explain.  
10

**PART-B**

**Case study:**

**Strategic Human Resource Management (SHRM) AT ABC DISTRIBUTION**

The case  
ABC Distribution distributes food products, mainly to major retailers. The critical success factors for the organization, as spelt out by its Managing Director and the Director of Finance, are its ability to meet its profit targets and to grow the business substantially on a consistent basis by developing a reputation for providing added value services, developing business with existing customers, winning new customers, and acquisitions. The company has doubled in size in the last four years. Underpinning the development of the company is the need to grow the infrastructure, to develop management and leadership and to extend quality and safety programmes.

Business strategy  
The Managing Director agreed that in a sense their business strategy evolved in a semi-formal way, but this evolution took place:

by the key people understanding what the total business was trying to do, and their part in it; then they went away and put their bits together; then we pulled all of it together.  

He commented that:

Our strategy is very simple and very broad... it can be put down in a few sentences. It’s what lies around it that has to be developed.  

He emphasized that:
We sought to demonstrate to the rest of the business that we (the board) were a team. Where a team hadn't existed before, a team was now running the company.

The Deputy Managing Director explained how he saw the formulation of the business strategy taking place:

We put our strategy together within the framework of the financial targets we have to meet and our values for quality, integrity and management style.

In answer to the question: 'How does your organization develop its business strategies?', the Director of Finance said that:

It started off as being very simple in that we had an objective to grow in excess of the rate of growth demanded by our parent company... However, that process has become less naive, more detailed and more structured as the business grows... I see planning as a process that goes on and on and on and becomes more complex and more refined.

He also made the following comment:

Don't forget, not all strategies necessarily involve massive change... you can have a strategy to stay as you are.

The Director of Marketing emphasized the dynamic nature of strategy in a growing business operating in a highly competitive environment:

We have a strategy document which is concerned with developing market share and growth and is being continuously updated... The update is driven by the board... We have to make sure that we continue to refresh the strategy.

The Director of HR commented that:

The longer-term strategy is developed basically by the board getting together and working its way through... We also share that plan with the senior management team.

HR strategy
The Managing Director described their approach to developing the HR strategy as follows:

Our HR strategy has to respond to our business needs. The challenge for HR is to look at all the areas it encompasses and make sure they are integrated into the main plan. One of the problems this company used to have up to a few years ago was that HR strategy was seen as something completely separate from corporate strategy. What we have tried to do in the past few years is to make them one and the same thing. So we start with a business plan; we know we are going to grow at a certain rate. Then we do a skills audit and predict how many managers we are going to need. Out of this comes our HR development policy on skills training, leadership training and recruitment.

The Deputy Managing Director thought that the Director of HR was basically responsible for developing their HR strategy:

We all look at our business strategy and express a view on the people we need, but our HR Director pulls it all together and interprets our ramblings into something coherent.

However, in answering a question on how HR strategies were developed, the Director of Finance admitted that:

We probably have more HR policies than strategies because the strategies are there in a simple sense but not 100 per cent well-articulated - for valid reasons; we are a growing business.

The Director of HR referred to the way in which strategic initiatives were developed:
First the HR people meet and we bounce ideas about and seek ideas. Then if we have a new initiative we put it to the board for discussion.

Role of the HR Director

What I want and what I get is a general contribution: whether the individual is HR Director, Finance Director or Marketing Director is in many ways irrelevant. For example, I look at the HR Director in the same way as the Finance Director, which is that when we about business policy and business strategy they would play into that at a general level, and having sorted out the policy, they contribute in their specific areas.  

Managing Director

The role of HR is to facilitate everything we do. Deputy Managing Director

I would expect the HR Director to be visionary, to see a bigger picture than I can see and to be able to articulate that. There is an element of added value in balancing HR policies with business issues. Director of Finance

The task

Comment on the way in which business strategy is evolved in this company and how HR strategy is integrated with it.
PART-A

Q.1 What are the emerging trends in industrial relations in the era of globalization? 10
Q.2 Define Trade Union according to Trade Union Act. What are the conditions to get a trade union registered? 10
Q.3 Enumerate the causes of industrial disputes in detail. 10
Q.4 Distinguish between strike, lock-out and lay-off as per provisions of Industrial Disputes Act 1947. 10
Q.5 What do you mean by workers participation in management? How it can be used as an important tool towards achievement of good industrial relations? 10
Q.6 Enumerate the employees to whom payment of Bonus Act 1965 is not applicable? 10

PART-B

Q.7 a) What is collective bargaining? Discuss the importance of collective bargaining to employer and employees. 5
b) Explain the provisions relating to contributions to be made by employer and employees under Employees Provident Funds and Miscellaneous Provisions Act, 1952? 5
End Semester Examination, Dec. 2018
MBA – Third Semester
IMPORT EXPORT DOCUMENTATION AND MANAGEMENT
(MBA-355-1)

Time: 3 hrs                      Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all; attempt any FOUR questions from PART-A and PART-B is compulsory. Marks are indicated against each question.

PART-A

Q.1 Discuss any one initiative taken by Indian government for the benefit of Indian Exporters in last four years.  10

Q.2 “Best quality control methods and pre shipment inspection methods ensure that best quality products must be placed in international market.” Comment.  10

Q.3 “Documentary credit is considered to be the safest method of payment in international trade”. Discuss.  10

Q.4 Discuss process of custom clearance of export cargo in detail.  10

Q.5 Explain the importance of ‘export’ in growth and development of Indian economy.  10

PART-B

Case study:
LATE MOVER ADVANTAGE?

Though a late entrant, Toyota is planning to conquer the Indian car market. The Japanese auto major wants to dispel the notion that the first mover enjoys an edge over the rivals who arrive late into a market.

Toyota entered the Indian market through the joint venture route, the partner being the Bangalore based Kirloskar Electric Co. Known as Toyota Kirloskar Motor (TKM), the plant was set up in 1998 at Bidadi near Bangalore.

To start with, TKM released its maiden offer— Qualis. Qualis is not a newly conceived, designed, and brought out vehicle. Rather it is the new avatar of Kijang under which brand the vehicle was sold in markets like Indonesia.

Qualis virtually had no competition. Telco's Sumo was not a multi-utility vehicle like Qualis. Rather, it was a minitruck converted into a rugged all-purpose van. More importantly, Toyota proved that even its old offering, but decked up for India, could offer better quality than its competitor. Backed by a carefully thought out advertising campaign that communicated Toyota's formidable global reputation, Qualis went on a roll and overtook Tata Sumo within two years of launch.

Sumo sold 25,706 vehicles during 2000-2001, compared to a 3 per cent growth over the previous year, compared to 25,373 of Qualis. But during 2001-2002, it was a different story. Qualis had been clocking more than 40 per cent share of the market. At the end of Sept 2001, Qualis had sold over 25,000 units, compared to Sumo's 18000 plus.

The heady initial success has made TKM think of the future with robust confidence. By 2010, TKM wants to make and sell one million vehicles per year and garner one-third share of the Indian market.

The firm is planning to introduce a wide range of vehicles—a sub-compact, a sedan, a luxury car and a new multi-utility vehicle to replace Qualis. A significant percentage of the vehicles will be exported.

But Toyota is not as lucky in China. Its strategy of 'late entry' in China seems to have back fired. In 2005, it sold just/1,83,000 cars in China, the fastest growing auto market in the world. Toyota ranks ninth in the market, far behind Volkswagen, General Motors, Hyundai and Honda.
Toyota delayed producing cars in China until 2002, when it entered a joint venture with a local company, the First Auto Works Group (FAW). The first car manufactured by Toyota-FAW, the Vios, failed to attract much of a market, as, despite its unremarkable design, it was three times as expensive as most cars sold in China.

Late start was not the only problem. There were other lapses too. Toyota assumed the Chinese market would be similar to the Japanese market. But Chinese market, in reality, resembled the American market.

Sales personnel in Japan are paid salaries. They succeeded in building a loyal clientele for Toyota by providing first-class service to them. Likewise, most Japanese auto dealers sell a single brand, thereby ensuring their loyalty to it. Japan is a relatively well-knit country with an ethnically homogeneous population. Accordingly, Toyota used nationwide advertising to market its products in its home country.

But China is different. Sales people are paid commissions and most dealers sell multiple brands. Obviously, loyalty plays little role in motivating either the sales staff or the dealers, who will ignore a slow selling product should a more profitable one turn up. Besides, China is a large, diverse country. A standardised ad campaign will not do. Luckily, Toyota is learning its lessons.

Competition in the Chinese market is tough, and Toyota’s success in reaching its goal of selling a million cars a year, by 2010, is uncertain. But, its chances are brighter as the company is able to transfer lessons learned in the American market to its operations in China.

Q.6 Read the case study carefully given above and answers the following questions:

a) Why has the ‘Late comer strategy’ of Toyota failed in China, though it succeeded in India?

b) Why has Toyota failed to capture the Chinese market? Why is it trailing behind its rivals?
End Semester Examination, Dec. 2018  
MBA – Third Semester  
INTERNATIONAL MARKETING (MBA-355-2)

Time: 3 hrs                    Max Marks: 50
No. of pages: 3

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

PART-A

Q.1 Explain the terms marketing, international marketing, multinational marketing and global marketing. In the context of these four terms, describe how the international marketing involvement and commitment of a company changes.

Q.2 As the producer of Frozen Indian, evaluate the various modes of entry available for entering into foreign markets. Which mode of entry would you prefer and why?

Q.3 What are the factors to be considered while taking branding and packaging decisions in international marketing?

Q.4 Why is it so difficult to control consumer prices when selling overseas? Why should a knowledge of countertrades" be part of an international marketers pricing tool kit? Discuss.

Q.5 As an advertising manager of a company about to enter foreign market, would kind of advertisement would you use? Offer the arguments for each of these three schools of thought: standardization, individualization, and compromise.

Q.6 'Compared with products marketing of services poses distinctive challenges to marketers'. Explain why it is so, and enumerate such marketing challenges.

PART-B

Case study:

McDonald’s Corp. is often used as an example of Americanism (and globalization) owing to its strict quality control and worldwide success. McDonald’s has some 30,000 outlets in 121 countries to serve about 46 million customers every day, totaling more than $41 billion in annual sales.

The company has highly detailed specifications and rules that must be strictly followed. In England, its high standard for coffee aroused the ire of a British coffee supplier, and the company built its own plant when it could not get quality hamburger buns. McDonald’s provides assistance to Thai farmers for cultivation of Idaho russet potatoes. When suitable supplies are unavailable in Europe, the company does not hesitate to import french fries from Canada and pies from Oklahoma.

As reported by Advertising Age, the Wall Street Journal, and Direct Marketing, the company, however, permits some degree of flexibility and creativity on the part of its franchisees. In Southeast Asia, it serves durian-flavored milk shakes made from a tasty tropical fruit whose aroma is acceptable to Asians but is considered foul by Westerners. Coconut, mango, and tropic mint shakes may be found in Hong Kong.
Menu changes are also necessary in Europe. McDonald's sells near beer, which does not require a liquor license in Switzerland, and chicken on the Continent (to head off Kentucky Fried Chicken). McDonald's on the Champs-Élysées offers a choice of vin blanc or vin rouge, and the coffee comes in a tiny cup with about half a dozen spoonfuls of very strong black coffee. In England, tea is available and will have milk in it unless black tea is ordered. McDonald's Australian outlets formerly offered mutton pot pie; outlets in the Philippines, where noodle houses are popular, offer McSpaghetti. Likewise, in Mexico, McDonald's offers the McPollo chicken sandwich and jalapeno sauce as a hamburger condiment. Since eating the Midwest-American beef is like eating soft pebbles to the Japanese, McDonald's hamburger in Japan has a different texture and spices. In many countries, consumers consider fast food to be primarily a snack rather than a regular meal.

Furthermore, the company's operating philosophy has to be altered as well. In order to attract foreign partners who are well qualified and well financed, McDonald's grants territorial franchises instead of the usual practice of granting franchises store by store. In spite of its strong American image and sandwiches, McDonald's has done quite a bit of localization. Consider the following non-US products: Taiwan (rice dishes with curry beef, ginger beef and spicy tomato chicken), India (vegetarian sandwich with eggless tomato mayonnaise), New Zealand (hamburger with a fried egg and slice of pickled beet), Turkey (spicy meat patty with a yogurt and tomato sauce), the Philippines (pasta in a red sauce), Egypt (deep-fried patties of ground beans and spices), India (aloog tikka), Japan (teriyaki burgers), Amman (flatbread McArabia), Israel (kosher McNuggets), and France (cheese and ham between two thin slices of toasted bread).

McDonald's Restaurants Taiwan is almost entirely run by Taiwanese. It added rice dishes in late 2002, following the trend in Hong Kong, the Philippines, Indonesia, and Thailand. McDonald's controls 70 percent of Taiwan's fast-food market and hopes that rice dishes will add to the market share by enticing adults to eat with their kids in its outlets. However, the management is mindful of the fact that the success in Taiwan is due to the core business (i.e., the traditional McDonald's business).

McThai Co. Ltd. adds a Thai feeling to McDonald's. About 15 percent of menu items are locally oriented products to suit local tastes. The menu includes khao man somtan (coconut milk rice with spicy papaya salad), and desserts such as sago and coconut pie. In addition, the managing director plans to introduce the concept of eatingtainment that combines entertainment and eating. Activities such as karaoke hours and contests have been planned. In Europe, a local flavor is evident. The McDonald's outlets in England are the first in the world to sell fresh fruit (grapes and sliced apples), fruit juice with "no extra sugar," and a 266-calorie pasta salad with less than 5 percent fat. France is perhaps even more crucial to McDonald's, and the company opens a new outlet every six days. Surprisingly, a typical French customer spends $9 per visit, more than twice as much as the US average of $4. For McDonald's which is a model of efficiency, McDonald's France appears to ignore the model. It refits restaurants with chic interiors and extras (e.g., music videos) to encourage customers to linger over their meals. Instead of streamlining its menus to speed up service, as do its US counterparts, the French outlets add items. A hot ham-and-cheese sandwich (Croque McDO) is especially popular. In terms of architecture, McDonald's France has adapted the restaurant designs to blend with local architecture. Some outlets in the Alps have wood- and stone interiors reminiscent of a chalet. While the updated styling found in half of the more than 900 French outlets adds 20 percent more to the standard designs, sales at these outlets have also gone up by as much as 20 percent.

Conceivably, the French approach may not work in the USA because fast-food customers simply want quick service and cheap, tasty foods. The McCafe concept from Australia was imported but failed in the USA. Likewise, McDonald's did not do well with pizza.

Q6. Read the case study carefully given above and answer the following question:

Point to consider:

Some managers of McDonald's, buoyed up by the success in Asia and Moscow, want to "McDonaldize" the world. Discuss the implications of this statement. Should McDonald's try to standardize its product mix? What aspects of McDonald's are universal and thus can be exported to other countries? Should the company introduce into the USA the products that are successful in Europe and Asia?
PART-A

Q.1 Write short notes on (any two) of the following:
   a) Import policy and control
   b) Trade regulation and WTO
   c) EU

Q.2 What are the essential features of India’s Foreign Trade Policy? Describe.

Q.3 In what way ASEAN is an excellent trading bloc? How India is influenced by ASEAN?

Q.4 What are the various export promotion measures? Give a brief account of main export promotion measures.

Q.5 What do you mean by Special Economic Zones. How many Special Economic Zones have been set up in India? Are these operating satisfactorily? Comment.

PART-B

Q.6 Write a short essay on Foreign Direct Investment in India.
End Semester Examination, Dec. 2018  
MBA — Fourth Semester  
EVENT LOGISTICS MANAGEMENT (MBA-359-1)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Why are event vision and objectives important? What are the various types of objectives of an event?  
10

Q.2 What are green events? What impact do they have on selection of site, communication system, media and food and beverage?  
10

Q.3 Chart out the critical path for a university cultural festival which is to be held in November 2018. You may make suitable assumptions regarding the scale of the event.  
10

Q.4 ICT is largely being utilized in various spheres of life. Describe with examples that how ICT capabilities are enhancing event preparation and organization.  
10

Q.5 What is a location contract? Explain the considerations for preparing this document. Also highlight the criteria for supplier selection for events.  
5×2

PART-B

Q.6 Read the advertisement given overleaf and answer the following question given below:  
a) What are the objectives of the advertised event?  
b) Comment on the target audience and message strategy for this event.  
5×2
PART-A

Q.1 Describe the socio-economic clarification (SEC). Explain how it may guide the selection of target audience for an event. 10

Q.2 An event is not an activity in isolation. Discuss, how any corporate event may have various types of objective? Explain with the help of examples. 10

Q.3 As an event manager for the ICC World Cup (Cricket) 2019, check a media campaign to increase TV viewership of the event among senior citizens in India. 10

Q.4 The ‘Pulse Polio Campaign’ was a successful endeavor of the Govt. of India. Evaluate the possible role of PR for this campaign, with specific reference to stakeholder groups, public(s) and opinion leadership. 10

Q.5 MICE tourism (Meetings-Incentives-Conferences–Events) is growing in India. Apart from the events, what other capabilities should be build into MICE centres for attracting organizers and investors. 10

PART-B

Q.6 You are a part of the marketing team for the upcoming cultural festival of the University. You have been given the responsibility for outbound sales. Describe the activities which you shall undertake on the basis of the tools of IMC. 10
End Semester Examination, Dec. 2018  
MBA – Third Semester  
EVENT MARKETING AND SPONSORSHIP (MBA-359-2)  

Time: 3 Hours  
Max Marks: 50  
No. of pages: 1  

Note: Attempt **FIVE** questions in all. **PART-B is compulsory .** Attempt any **FOUR** questions from **PART-A.** Marks are indicated against each question.  

**PART-A**

Q.1 Discuss in brief various areas of Budget Checklist for an Event. Write a detailed note on security planning for an Event.  
10

Q.2 Design an Entertainment Event of your choice. How would you market the same? As an Event Manager, what would you do to understand your client’s needs?  
10

Q.3 Why is allocation of tasks for managing an Event important? Discuss in details the steps involved in managing a convention.  
10

Q.4 What is the importance of venue in Event Management? What are the pre-requisite for an appropriate Event design?  
10

Q.5 Write short notes on (any two) from the following:  
a) Post Event Tasks.  
b) Theme based Exhibitions with 2 examples.  
c) Name 5 most commonly used equipments in an Event.  
d) Define the Trade Shows fairs.  
5x2

**PART-B**

Q.6 Which promotion tool would you suggest for advertising the following events ad why? Explain with suitable examples:  
a) Book Fair  
b) Sports goods  
d) Cultural evening  
d) Food fest.  
10
End Semester Examination, Dec. 2018  
MBA – Third Semester  
SPECIAL EVENT MARKETING (MBA-359-3)  

Time: 3 Hours                        Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all. Attempt any **FOUR** questions from **PART-A. PART-B is compulsory.** Marks are indicated against each question.

**PART-A**

Q.1 Answer **(any two)** of the following:  
a) Job responsibility of Wedding Planner  
b) Planning corporate event  
c) Job responsibility of corporate event  

Q.2 How do you think that the bollywood industry has impacted the wedding industry? Also do a comparison of how the trends in wedding have been changed in the past?  

Q.3 How important is research in setting up an exhibition? Explain, what are the various steps taken into consideration while setting up an event?  

Q.4 Explain what do you understand by technical requirements in a live show and how celebrity management is done in a live show?  

Q.5 What are the reasons for special events? Also explain the detail the various categories of special events?  

**PART-B**

Q.6 You have been hired as an Event Coordinator and are asked to draft a budget and event organizing flow chart for **(any one)** of the following events:  
i) Organizing a family day for employees of MRIIRS.  
ii) University Festival cum Exhibition.  
iii) Food Festival at JLU Stadium.
End Semester Examination, Dec. 2018
MBA – Third Semester
COMMUNITY HEALTH, EPIDEMIOLOGY AND POPULATION MANAGEMENT (MBA-366-1)

Time: 3 hrs.          Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.

PART-A

Q.1 What is the nature and scope of epidemiology? Explain the various models of health and disease. 10

Q.2 Give reasons as to why the community health set up needs to focus especially in the areas of drug and alcohol addiction? Do a comparative analysis taking into account the Indian and western perspectives with regards to taking action in the area of drug and alcohol addiction? 10

Q.3 Explain, in detail, the various psychological aspects of community health. Explain, with examples, how you can improve the current psychological set up of community healthcare? 10

Q.4 What is the role of community in healthcare? Explain the importance of primary healthcare in Indian settings. 10

Q.5 What are the recent developments in the Indian scenario with regards to community health and population management? Explain with relevant research examples. 10

PART-B

Q.6 Why collecting data about healthcare is important, explain? With special reference to data sources, collection and analysis, examine the health statistics and indicators. 10
End Semester Examination, Dec. 2018  
MBA – Third Semester  
HEALTHCARE AND SOCIAL POLICY (MBA-366-2)

Time: 3 Hours                                          Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 How can social workers functions effectively in an interdisciplinary healthcare team? Highlight the importance of social workers in the field of Healthcare. 10

Q.2 Define ‘health policy’. List and elaborate the five main forms of health policy. 10

Q.3 Why do we study public policy? How social policy is different from public policy? 10

Q.4 Write short notes on the following:  
a) HDI  
b) Inequity in health care. 5x2

Q.5 Comment on the role of private and voluntary groups in improving the healthcare status in India. 10

**PART-B**

Q.6 Do you agree with the statement: why or why not?  
"Public policy-making in India has frequently been characterized by a failure to anticipate needs, impacts, or reactions which could have reasonably been foreseen, thus impeding economic development.” 10
End Semester Examination, Dec. 2018
MBA – Third Semester
HEALTHCARE SYSTEMS MANAGEMENT (MBA-366-3)

Time: 3 Hours                         Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Explain the characteristics of health systems research. 10

Q.2 When is evaluation desirable? Differentiate between Monitoring and Evaluation. 10

Q.3 What is decision making? Describe the various techniques used in health care decision making. 10

Q.4 Write short notes on the following:
   a) Types of health systems research.
   b) Health system in India. 5x2

Q.5 What are the planning and management issues in Healthcare? Elaborate on health planning in India. 10

PART-B

Q.6 “Health systems research exists in order to improve the quality of health service delivery”.

Support your answer by emphasizing on functions and characteristics of healthcare system research. 10
End Semester Examination, Dec. 2018
MBA – Third Semester
HEALTHCARE ECONOMICS AND FINANCE (MBA-366-4)

Time: 3 Hours                        Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated against each question.

**PART-A**

Q.1 What are the basic concepts of health economics? What are the uses of heath economics its and relevance in healthcare delivery? 10

Q.2 What are the resources and technology available in healthcare sector? Explain the unique nature of input-output model of healthcare? 10

Q.3 Explain public-private partnership in healthcare delivery model and what are its merits and demerits in healthcare delivery? 10

Q.4 how will you measure the demand and supply for healthcare products in India? What are the gaps between Indian and international structure for healthcare products and services. 10

Q.5 Explain the cost minimization techniques which will be helpful for hospitals? Explain with suitable examples? 10

**PART-B**

Q.6 Discuss the role of government in providing healthcare services in India? What are the various healthcare policies and write about the budget allocation for healthcare services?

OR

What are the domestic and international demand for healthcare delivery? Why medical tourism industry is not picking up in India and what are the issues involved in medical tourism? 10
PART-A

Q.1 What constitutes a healthy/unhealthy life? What are different type of health indicators and also list social determinants of health? 10

Q.2 Describe the elements of effective safety and health management system. 10

Q.3 Define Microbial control? List and elaborate different types of microbial control method? 10

Q.4 Shortly comment on:
   a) Fire Safety in Hospitals.
   b) Patient safety. 10

Q.5 Explain the process of Planning and organizing for safety and waste management. 10

PART-B

Q.6 Discuss and elaborate the concepts of healthcare planning with respect to setting up a super specialty hospital in Delhi. 10
End Semester Examination, Dec. 2018  
MBA – Third Semester  
HEALTH AND HOSPITAL INFORMATION SYSTEM (MBA-366-6)

Time: 3 hrs                         Max Marks: 50  
No. of pages: 1

Note: *Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.*

**PART-A**

Q.1 Explain the how a hospital functions? Define components of a hospital system.  

Q.2 Define the term ‘Hospitals’. Explain how the hospital is a subsystem of health care system?  

Q.3 What is decision making? Do you think that decision making process in hospitals are different from routine decision making process? Explain with examples.  

Q.4 Write short notes on:  
   a) Types of networks.  
   b) Design of hospital information systems.  

Q.5 Elaborate on the changing role of hospital information system highlighting the usage of information technology in hospitals.  

**PART-B**

Q.6 What are the benefits of integrating IT with the hospital plan for improving its performance and quality? Illustrate with examples from Indian scenario.  

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End Semester Examination, Dec. 2018  
MBA – Third Semester  
LEGAL ENVIRONMENT OF ENTREPRENEURSHIP (MBA-367-1)  

Time: 3 Hours                              Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.  

PART-A  

Q.1 Answer (any two) of the following:  
a) Patents.  
b) Trademark.  
c) Abuse of Dominance.  


Q.3 Explain the process of formation of a company as per companies act 2013.  

Q.4 Write a note on “Payment of Bonus Act 1965”.  

Q.5 Explain the administrative mechanism under the companies act in detail.  

PART-B  

Q.6 Arun posts a letter of offer to Karan on 1st Dec. 2018, which is received by Karan on 3rd Dec. 2018. Karan posts a letter of acceptance to Arun on 5th Dec. 2018 which is received by Arun on 9th Dec. 2018.  

Answer the followings:  
i) When the communication of offer completed?  
ii) When Arun is bound by acceptance?  
iii) When is Karan bound by acceptance?  

Further, assume that Arun revokes his offer by posting a letter on 9th Dec. 2018 which is received by Karan on 11th Dec. 2018.  
iv) Is revocation of offer by Arun binding on Karan?  
v) Would your answer be different in any manner if Karan received the said letter on 4th Dec. 2018?
PART-A

Q.1 "Marketing in an entrepreneurial context is different from an established corporation. Entrepreneurs face different marketing issues compared to executives in a corporate environment". Critically examine the given statement. Further discuss the techniques that entrepreneurs can utilize for marketing of their products.

Q.2 Assume that you are an entrepreneur about to set up a business of Herbal products in Delhi NCR. What are the variables that you would use for doing (a) segmentation (b) targeting and (c) positioning of your product?

Q.3 Ram has developed a new type of room heater which is quieter, safer and smaller in size particularly made for people who live in smaller spaces. Describe to Ram the various pricing strategies that are there and give him recommendation for how to price the product.

Q.4 Distribution strategy can make or break a business. Explain the statement from context of entrepreneurs. What factors should he consider while engaging sales force and distributors for his business?

Q.5 Describe the promotion mix for your designer jewellery business that you are about to launch.

Q.6 Explain the Entrepreneurial Branding Process and the branding strategies that can be followed by an entrepreneur. Why is Branding important for a new product?

PART-B

Case study: NOTHING UNIQUE TO OFFER

Nandini Chawla is a topper from LD College of Engineering and also a topper from a business school of Mumbai with a specialization in marketing. She worked as marketing and brand manager for about four years before she joined a consulting company to set up its branch in Bangalore. During the past four months, Nandini Chawla has been putting together her plan for a new venture. Nandini wants to start a new magazine called the "Perfect Professional," meant for managers of all professions. The magazine is to focus on people issues as she finds people-related issues are a major problem hindering the effectiveness of many managers and corporations. There are already half a dozen magazines in India devoted to HR issues. Each one of them has a circulation figure between 20,000 and 50,000 and has been well established for the last five to fifteen years. Nandini is convinced that demand is sufficient to support a seventh magazine. Nandini also thinks her magazine will be uniquely positioned to cater to the personal, interpersonal, and other needs of various professionals in industry and law firms, medical doctors who need management inputs, architects, builders, and above all
anyone working in supervisory positions. Hence, while the competitors' magazines cater only to HR issues, Nandini's magazine takes all professions in its ambit.

The major competitors are the three large national magazines in the "People Management" field. They are all well established and have tie ups with national professional bodies and also with most annual conferences held by professional bodies and associations. The magazines which they publish are very popular and priced reasonably at? 40 to 50 an issue. Three of the magazines together have about 65% market share. These magazines are commercially launched and are doing well. All the three competitors do direct marketing. They have a well-established network with many top-level corporate clients who give them advertisements. They also have a number of full-time staff; some of them have staff amounting to over 30 in size. The magazines are monthly, bimonthly, and quarterly magazines. Their focus is on human resources, people, and people management practices. Nandini has a wide network of corporate clients. She has done 360 degree feedback and other HR consulting work with over 200 companies in Bangalore and in other parts of the country. Her work is well appreciated and she has also written two books.

Nandini is highly value-driven and would like to bring out content that is most appropriate for all managers to solve their professional and personal problems. In most of her contacts with young managers, she found out many issues for which she feels that she will be able to cater through her articles. The first issue of her magazine is devoted to leadership, the second to entrepreneurship, and the third to team work. She has employed only one person to work with her but has at least half a dozen others who are willing to help her part-time.

She has approached a popular distributor who indicated her the first quote of charges as? 1 lakh per issue as his commission or 15% of the list price, whichever is more. She has been barely able to manage advertisements, which take care of half the commission to be paid to the distributor. Nandini plans to get a print order of 3,000 copies to begin with and give only 1,000 to the distributor and the remaining are to be sold directly. Someone has suggested her to print 5,000 and mail them free as an initial strategy. She feels that such a move would cost her more than three times the commission she has to pay to the distributor.

At this point of time Nandini feels that she should invite her parent company, where she has been working as CEO. The chairman of the parent company, whom she requested to finance remarked, "So, you are asking us to write off a million rupees for your new venture with uncertain future! When your competitors have 50,000 copies as print order how can you aim at such a low print order of 5,000 copies? What is unique about your magazine? What is the company going to get through your magazine if we take it up as a sponsored magazine?"

Nandini says she will aim at a circulation figure of 1,20,000 a year and can expand. Most managers need guidance of all sorts. She feels that in Bangalore alone there will be over a million working managers who need to know about work-life balance, managing home and career, past life regression, leadership at workplace, lessons for other professions, etc. She thinks that her magazine is unique in terms of connecting people with each other and also helping them to learn to solve their problems. It will come once in three months and thus will create eagerness for the next issue. The magazine will be rooted in reality and will not focus on systems like appraisals, incentives, attractions, etc. but how to manage oneself, one's life, and be a leader, a manager, and an entrepreneur.
Q.7 Read the case study given above and answer the following questions:

a) Is uniqueness good enough to create the market, Nandini is expecting? Is the lack of uniqueness going to hurt Nandini’s chances of success?

b) What other critical factors is she overlooking? Identify and describe them, and give your recommendations for what to do about them.
End Semester Examination, Dec 2018
MBA — Third Semester
BUILDING TEAM AND TEAM LEADERSHIP (MBA-367-3)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Define the terms self-concept and self-efficacy. Explain ways by which an individual can change an attitude and develop positive self-concept. 10

Q.2 Describe the various stages in team development. What are the characteristics of an effective work team? 10

Q.3 Clarify situational leadership model according to task and relationship behavior. 10

Q.4 Write short notes on the following:
   a) Democratic leadership.
   b) Team cohesiveness. 5x2

Q.5 What is influence? What are the various influence factors used by leadership? 10

PART-B

Q.6 "You have been newly appointed as team leader of a management department consisting of 5 team members. The team has not been performing well in the past and your main aims are to consolidate team work and increase team performance". What strategies would you use to evaluate the team's performance? 10
End Semester Examination, Dec. 2018
MBA – Third Semester
ADVANCED ANALYTICS (MBA-368-3)

Time: 3 Hours                        Max Marks: 50
No. of pages: 2

Note: Attempt **FIVE** questions in all; **Part-B is compulsory.** Attempt any **FOUR** questions from **Part-A.** Marks are indicated against each question.

**PART-A**

Q.1 Explain data management. What is explanatory data analysis? Differentiate between exploratory data analysis and confirmatory data analysis?  
10

Q.2 What are measures and dimensions of what? Explain different types of variables with examples.  
10

Q.3 What are Dashboards? How to create dash boards and explain how interactive visualizations can be done?  
10

Q.4 Explain different types of charts in tables.  
10

Q.5 Explain sources of big data describe its technologies and challenges in brief.  
10

Q.6 What is data mining? Explain its types in details.  
10

**PART-B**

Q.7 Analyze the situation and write summary in your own words:

**Self-serve Beer Aug Big Data:**
You walk into your favorite bar. The barteder, instead of asking you, “What’ll you have?” hands you a little plastic card instead.

“Uhhh…… What’s this? You ask. He spreads his hands. “Well, the folks upstairs wanted to try out this new system. Basically, you pour all your own beer – you just swipe this card first.”

Your eyebrows raise. “So basically, I am my own bartender from now on?”

The bartender snorts and shakes his hand. “I mean, I’ll still serve you if you’d like. But with this system. You can try as little or as much of a beer as you want. Want a quarter glass of that new IPA you’re not sure about? Go right ahead. Want only half a glass of stout because you’re a bit full from dinner? Be my guest. It’ll all get automatically added to your tab and you pay for it at the end, just like always.”

You nod starting to get the picture. “Ad if, I want to mix two different beers together…….”

“No,” the bartender says. “Never do that.”

**Behind the scenes:**
You might think this scenario is from some weird beer-based science fiction book, but in reality, it’s already happening. An Israeli company by the name of Weissberger has enabled self-serve beer through two pieces of equipment:
1. “Flow meters” which are attached to all the taps/kegs in the bar
2. A router that collects all this flow data and sends it to the bar’s computer.

By using this system, a lot of cool things can be made possible. For example, you can let customers pour their own beer in a “self-serve” style fashion. However, there are other profitable possibilities as well that come from the use of big data. Bar owners can use these flow meters to see which beers are selling when, according to the time of day, the day of the week, and so on, then they can use this data to create specials that take advantage of customer behaviour.

They can also use this data to:

- Order new kegs at the right time, since they know more accurately how much beer they are serving.
- See if certain bartenders are more “generous” with their pours than others.
- See if certain bartenders are giving free pours to themselves or their buddies.
End Semester Examination, Dec. 2018
MBA – Third Semester
BUSINESS AND STRATEGY AND ANALYTICS (MBA-369-1)

Time: 3 Hours
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all. Attempt any FOUR questions from PART-A. PART-B is compulsory. Marks are indicated against each question.

PART-A

Q.1 Answer the following:
   a) Differentiate between integration and intensive strategies.
   b) Discuss bostan consulting group (BCG) Matrix in detail.

Q.2 a) Discuss the need for cross functional collaboration.
   b) Explain and what is environmental scanning and internal audit? Explain its importance.

Q.3 a) What is the difference between loan applications and rich financial applications?
   b) What is the importance of business drivers for implementation of planning a forecasting models. Discuss.

Q.4 a) Explain different types of KPI’s.
   b) What are the impacts and benefits of KPI’s?
   c) Why is KPI reporting & monitoring is important? Name the west common firm of KPI reporting.

Q.5 a) What are different types of Dashboards?
   b) Discuss dashboard design principles.

Q.6 Discuss current trends in strategic management.

PART-B

Q.7 Suppose your company wants to enter in smart phone industry and wants to launch a new smart phone. Explain mission statement of company and specify clients. competition and market status. Also do the SWOT Analysis of it.
PART-A

Q.1 What is analytics? Illustrate your answer with various types of analysis. 10

Q.2 What are various functional areas of BI tool? Also explain data warehouse, OLAP techniques & data mining. 10

Q.3 a) What is centralized and decentralized architecture of business intelligence? 5
   b) What is text mining? Explain the use of text mining in Business Intelligence. 5

Q.4 a) What is strategy? What are the characteristics and key areas of strategy? Also explain the benefits of BI. 7
   b) Write a note on cost justification and measuring success. 3

Q.5 a) What do you understand by building reports? Also explain relational reporting style & dimensional reporting style. 7
   b) What is drilling in report? 3

Q.6 a) What are dashboards & scorecard development? Explain its features in detail. 5
   b) What are various applications of business intelligence. 3
   c) Construct Business Analyst & Data Scientists 2

PART-B

Q.7 Discuss strategies for upgrading of a traditional business model for using business intelligence considering all 10 project tasks related to business intelligence. Consider case study (any one): a) Event Management b) Small scale industries c) Food chain industry. 10
End Semester Examination, Dec. 2018  
MBA – Fourth Semester  
CONSUMER BEHAVIOUR (MBA-451-1)  

Time: 3 hrs.  
Max Marks: 50  

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Each question carries equal marks.

PART-A

Q.1 Explain the various individual and group factors that influence a customers' decision to buy for the following products/services? Explain your answer with reason(s).
   a) Household furniture.  
   b) Fast food restaurant  

Q.2 A Korean passenger car manufacture wants to launch its car in India. Given the knowledge of the Indian consumer, help this company to segment and target the market? Which positioning strategy can be used for each of the segments targeted?  

Q.3 How does reference group influence vary over product categories? What type of reference group influence can you expect for the following products and why?
   a) Clothing  
   b) Bread  

Q.4 Explain the theories of classical conditioning and operant conditioning in the context of consumer learning with relevant examples.  

Q.5 Write short notes on:
   a) Post purchase Behaviour.  
   b) Diffusion of Innovation.  

PART-B

Scientists say that skin colour is determined by the amount and type of melanin (pigment) in the skin. They also say that whether we are fair or dark is dependent more on genetic rather than environmental causes. Yet people all over the world are preoccupied with the colour of their skins. Fair skinned people in subtropical regions spend a lot of time and energy getting tanned; while darker skinned people in the tropics covet fair skin. Fair and Lovely, Fairever, Fairglow..., fairness creams have become a vital part of the Indian women's beauty regime. Indian men are not unaffected by this fairness phenomenon, with a number of fairness creams specially for men having been introduced in the Indian market.

Q.6 Read the case study carefully given above and answer the following question:
   a) What are the needs and values involved in the purchase and use of “fairness cream for men”?
   b) What consumer behavior variables would support the success of “fairness cream for men” in India? What might hamper, if any, the chances of success of the product?
Q.1 What is the relevance of C2C interaction in the digital age? Discuss.  

Q.2 Online display advertising has developed a lot from the early banners and CPM only deals. Critically discuss the objectives, advantages and disadvantages of display advertising.  

Q.3 More and more marketers are shifting their money to Digital Marketing. Why?  

Q.4 What do you understand by Google adwords? How do you calculate ad rank?  

Q.5 What are the stages in Digital Consumer Decision Journey? Discuss.  

Q.6 You are a newly installed marketing manager in a company selling products in the business-to-business sector. Currently, the company only has a limited web site containing electronic versions of its brochures. You want to convince the directors of the benefits of investing in the web site to provide more benefits to the company. How would you present your case?
End Semester Examination, Dec. 2018  
MBA – Fourth Semester  
PROJECT MANAGEMENT (MBA-452-1)  

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Part-B is compulsory.** Attempt any **FOUR** questions from **Part-A.** Each question carries equal marks.

**PART-A**

Q.1 Define project and illustrate its significance for economic development. Explain the difference between project management and production management.  

Q.2 Describe various phases of project cycle. Discuss and illustrate your answer.  

Q.3 What is feasibility report? Discuss its various components and illustrate the principles for estimation of a project cost.  

Q.4 Shares and debentures and two main sources of financing a project. Discuss main characteristics of these two sources.  

Q.5 Human resources are valuable resources for every project. How human resources can be motivated? State principles and limitations.  

Q.6 Social cost benefit. Analysis for a social project entails two phases:  
   a) Financial appraisal.  
   b) Social appraisal by analyzing social benefits and social costs.  
   Illustrate for a social project like construction of a bridge.  

**PART-B**

Q.7 Given below expected revenues and cost stream per annum for a project:  

<table>
<thead>
<tr>
<th>Sales</th>
<th>Rs. 800,000 lakh</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less Expenses:</td>
<td></td>
</tr>
<tr>
<td>Material</td>
<td>2,60,000</td>
</tr>
<tr>
<td>Manpower</td>
<td>2,20,000</td>
</tr>
<tr>
<td>Manufacturing expenses</td>
<td>20,000</td>
</tr>
<tr>
<td>Others</td>
<td>20,000</td>
</tr>
<tr>
<td>Depreciation</td>
<td>80,000</td>
</tr>
<tr>
<td>Interest on borrowing</td>
<td>20,000</td>
</tr>
<tr>
<td>PROFIT</td>
<td>60,000</td>
</tr>
</tbody>
</table>

Estimate annual stream of cash inflows for the project. State principles of your estimation.  

10
PART-A

Q.1 For value creation the investments in capital projects should be providing returns greater than the project's cost of capital. Elucidate this statement with suitable examples using WACC. 10

Q.2 a) What are the merits of using Capital budgeting techniques and which of them is better and why? 5
b) Market demand forecasting techniques and estimation of cash flows helps finance manager in making effective financial decisions under uncertainty 5

Q.3 Managerial options available for a decision maker can vary from Expansion or Contraction, Abandon and even Postponing an proposal, amongst these Abandoning a decision can also be a good option as per the need of the organization, Illustrate with an example. 10

Q.4 Differentiate between the leasing and hire purchase of assets and discuss the advantages and disadvantages associated with operating and financing leases. 10

Q.5 "Securitization through issue of tradable instruments would attract a wider investor base and thereby result in lower cost of funds to the Originator" Elucidate this while explaining the process of securitization in India and the parties involved. 10

PART-B

Q.6 As a Finance Manager for ABC limited which is showing the current market value in their balance sheet ($ Million) as follows:

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities</th>
<th>Cost of Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash 40</td>
<td>Debt 440</td>
<td>6%</td>
</tr>
<tr>
<td>Existing assets 600</td>
<td>Equity 400</td>
<td>10%</td>
</tr>
<tr>
<td>Total Assets 840</td>
<td>Total Liabilities and equity 620</td>
<td>Tax rate is 40%</td>
</tr>
</tbody>
</table>

a) You are required to discuss the impact of the change in on the portfolio that will happen if the debt is raised by 400 million with an additional cost by 1.5%. 5

b) Similarly discuss the impact of tax rate increases by 4% and cost of debt also increases by 2% on the cost of equity. 5
PART-A

Q.1 What is relevance of tropics test for locating change on the change spectrum? Explain with examples. 10

Q.2 Explain the role of diagramming in systems investigation. 10

Q.3 Define the diagnostic process and explain the issues involved in planning organizational change. 10

Q.4 Define and describe any four interventions used for team and group development? 10

Q.5 Define parallel learning structures and explain their role in innovation, learning and group problem solving. 10

PART-B

Case study: The Confrontation Meeting

One of the continuing problems facing the top-management team of any organization in times of stress or major change is how to assess accurately the state of the organization’s health. How are people reacting to the change? How committed are subordinate managers to the new conditions? Where are the most pressing organization problems?

In the period following a major change—such as that brought about by a change in leadership or organization structure, a merger, or the introduction of a new technology—there tends to be much confusion and an expenditure of dysfunctional energy that negatively affects both productivity and morale.

At such times, the top-management group usually spends many, hours together working on the business problems and finding ways of coping with the new conditions. Frequently, the process of working together under this pressure also has the effect of making the top team more cohesive.

Concurrently, these same managers tend to spend less and less time with their subordinates and with the rest of the organization. Communications decrease between the top and middle levels of management. People at the lower levels often complain that they are less in touch with what is going on than they were before the change. They feel left out. They report having less influence than before, being more unsure of their own decision-making authority, and feeling less sense of ownership in the organization. As a result
of this, they tend to make fewer decisions, take few risks, and wait until the "smoke clears."

When this unrest comes to the attention of top management, the response is usually to take some action such as:

Having each member of the top team hold team meetings with his subordinates to communicate the state of affairs, and following this procedure down through the organization.
Holding some general communication improvement meetings.
Conducting an attitude survey to determine priority problems.

Any of these actions will probably be helpful, but each requires a considerable investment of time, which is competitive with the time needed to work on the change problem itself.

Action Plans

Recently I have experimented with an activity that allows a total management group, drawn from all levels of the organization, to take a quick reading on its own health, and—within a matter of hours—to set action plans for improving it. I call this a "confrontation meeting."

The activity is based on my previous experience with an action-oriented method of planned change in which information on problems and attitudes is collected and fed back to those who produced it, and steps are taken to start action plans for improvement of the condition.

Sometimes, following situations of organizational stress, the elapsed time in moving from identification of the problem to collaborative action planning must be extremely brief. The confrontation meeting can be carried out in 4½ to 5 hours' working time, and it is designed to include the entire management of a large system in a joint action planning program.

I have found this approach to be particularly practical in organization situations where there are large numbers in the management group and/or where it is difficult to take the entire group off the job for any length of time. The activity has been conducted several times with one evening and one morning session—taking only 2½ hours out of a regular working day.

The confrontation meeting discussed in this article has been used in a number of different organization situations. Experience shows that it is appropriate where:

There is a need for the total management group to examine its own workings.
Very limited time is available for the activity. Top management wishes to improve the conditions quickly.
There is enough cohesion in the top team to ensure follow-up.
There is real commitment to resolving the issues on the part of top management.
The organization is experiencing, or has recently experienced, some major change.

In order to show how this technique can speed the process of getting the information and acting on it, let us first look at three actual company situations where this approach has been successfully applied. Then we will examine both the positive results and the possible problems that could occur through the use and misuse of this technique. Finally, after a brief summary
there are appendixes for the reader interested in a more elaborate description of the phasing and scheduling of such a meeting.

Case Example A

The initial application of the confrontation meeting technique occurred in 1965 in a large food products company. Into this long-time family-owned and closely controlled company, there was introduced for the first time a nonfamily professional general manager. He had been promoted from the ranks of the group that had previously reported to the family-member general manager.

This change in the "management culture," which had been carefully and thoroughly prepared by the family executives, was carried out with a minimum number of problems. The new general manager and his operating heads spent many hours together and developed a quite open problem-solving climate and an effective, cohesive team. Day-to-day operations were left pretty much in the hands of their immediate subordinates, while the top group focused on planning.

A few months after the change, however, the general manager began getting some information that indicated all was not well further down in the organization. On investigation, he discovered that many middle-level managers were feeling isolated from what was going on. Many were unclear about the authority and functions of the "management committee" (his top team); some were finding it very difficult to see and consult with their bosses (his operating heads); others were not being informed of decisions made at his management committee meetings; still others were apprehensive that a new power elite was developing which in many ways was much worse than the former family managers.

In discussing this feedback information with his operating heads, the general manager found one or two who felt these issues required immediate management committee attention. But most of the members of the top team tended to minimize the information as "the usual griping," or "people needing too many decisions made for them," or "everybody always wanting to be in on everything."

The general manager then began searching for some way to:

Bring the whole matter into the open.

Determine the magnitude and potency of the total problem.

Give his management committee and himself a true picture of the state of the organization's attitudes and concerns.

Collect information on employee needs, problems, and frustrations in some organized way so that corrective actions could be taken in priority order.

Get his management committee members in better tune with their subordinates' feelings and attitudes, and put some pressure on the team members for continued two-way communication within their own special areas. Make clear to the total organization that he—the top manager—was personally concerned. Set up mechanisms by which all members of the total management group could feel that their individual needs were noticed. Provide additional mechanisms for supervisors to influence the whole organization.

The confrontation meeting was created to satisfy these objectives and to minimize the time in which a large number of people would have to be away from the job.

Some 70 managers, representing the total management group, were brought together for a confrontation meeting starting at 9:00 in the morning and ending at 4:30 in the afternoon. The
specific "design" for the day, which is broken down into a more detailed description in Appendix A, had the following components:

1. Climate setting—establishing willingness to participate.
2. Information collecting—getting the attitudes and feelings out in the open.
3. Information sharing—making total information available to all.
4. Priority setting and group action-planning—holding work-unit session to set priority actions and to make timetable commitments.
5. Organization action planning—getting commitment by top management to the working of these priorities.
6. Immediate follow-up by the top management committee—planning first actions and commitments.

During the daylong affair, the group identified some 80 problems that were of concern to people throughout the organization; they selected priorities from among them; they began working on these priority issues in functional work units, and each unit produced action recommendations with timetables and targets; and they got a commitment from top management of actions on priorities that would be attended to. The top-management team met immediately after the confrontation meeting to pin down the action steps and commitments.

(In subsequent applications of the confrontation meeting approach, a seventh component—a progress review—has been added, since experience has shown that it is important to reconvene the total group four to six weeks later for a progress review both from the functional units and from the top-management team.)

Case Example B

A small company which makes products for the military had been operating at a stable sales volume of $3 million to $4 million. The invention of a new process and the advent of the war in Vietnam suddenly produced an explosion of business. Volume rose to the level of $6 million within six months and promised to redouble within another year.

Top management was desperately trying to:

(a) keep raw materials flowing through the line,
(b) get material processed,
(c) find people to hire,
(d) discover quicker ways of job training, and
(e) maintain quality under the enormously increased pressure.

There was constant interaction among the five members of the top-management team. They were aware of the tension and fatigue that existed on the production line, but they were only vaguely aware of the unrest, fatigue, concern, and loneliness of the middle manager and foreman groups. However, enough signals had filtered up to the top team to cause concern and a decision that something needed to be done right away. But, because of the pressures of work, finding the time to tackle the problems was as difficult as the issues themselves.

The entire management group agreed to give up one night and one morning; the confrontation meeting was conducted according to the six component phases described earlier, with phases 1, 2, and 3 being held in the evening and phases 4, 5, and 6 taking place the following morning.

Case Example C

A management organization took over the operation of a hotel, which was in a sorry state of affairs. Under previous absentee ownership, the property had been allowed to run down; individual departments were independent empires; many people in management positions were nonprofessional hotel people (i.e., friends of the owners); and there was very low competence in the top management team.
The general manager saw as his priority missions the need to:

- Stop the downhill trend.
- Overcome a poor public image.
- Clean up the property.
- Weed out the low-potential (old friends) management.
- Bring in professional managers in key spots.
- Build a management team.
- Build effective operating teams, with the members of the top-management team as links.

He followed his plan with considerable success. In a period of one year he had significantly cleaned up the property, improved the service, built a new dining room, produced an enviable food quality, and begun to build confidence in key buyers, such as convention managers. He had acquired and developed a very fine, professional, young management team that was both competent and highly motivated. This group had been working as a cohesive team on all the hotel's improvement goals; differences between them and their areas seemed to have been largely worked through.

At the level below the top group, the department and section heads, many of whom were also new, had been working under tremendous pressure for over a year to bring about improvements in the property and in the hotel's services. They felt very unappreciated by the top managers, who were described as "always being in meetings and unavailable," or "never rewarding us for good work," or "requiring approval, on all decisions but we can't get to see them," or "developing a fine top-management club but keeping the pressure on us and we're doing the work."

The problem finally was brought to the attention of the top managers by some of the department heads. Immediate action was indicated, and a confrontation meeting was decided on. It took place in two periods, an afternoon and the following morning. There was an immediate follow-up by the top-management team in which many of the issues between departments and functions were identified as stemming back to the modus operandi of the top team. These issues were openly discussed and were worked through. Also in this application, a follow-up report and review session was scheduled for five weeks after the confrontation meeting.

Q.6 Read the case study carefully given above and answer the following question:

Elaborate on confrontation meeting technique and its role in improving operational procedures and organizational health in case examples A, B, and C.
End Semester Examination, Dec. 2018
MBA — Fourth Semester
EMPLOYEE COMPENSATION AND WAGE ADMINISTRATION (MBA-453-1)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 What is the role of compensation and rewards in modern organization? What are the advantages of a fair compensation system? 10

Q.2 Explain the need for designing of compensation policy. What is the importance of compensation system in business organizations? 10

Q.3 What do you mean by compensation structure? What are the components of modern compensation structure? 10

Q.4 Explain the importance of salary survey. What are the objectives of such a survey? 10

Q.5 Discuss the bases for traditional pay system and modern pay system. How are pay plans established? 10

PART-B

Q.6 Case study:
Eastman Kodak is a nonunionized firm with approximately 60,000 employees. With more leisure activities than in the rest of Rochester, New York, it has the largest company-sponsored recreation program in the United States. About 35,000 employees pay 51 per year for membership in Kodak Camera Clubs, which makes available free use of 40 dark rooms, discount purchase of film, and free loan of photographic equipment. In one building, 3,00,000 square feet of space is allocated to recreation, including movie, heaters, bowling alleys, and meeting places. First-run films are shown at lunch time. Employees can shop at a company general store and do their banking at Eastman Savings and Loan. There are free eye examinations, 11 softball fields, amateur vaudeville shows, square dancing, ice fishing, and table tennis tournaments. Kodak has paid annual bonuses to all employees through the form of a “wage dividend” profit sharing plan. Many Kodak production areas are decorated with hand-lettered signs that show pride in work groups. For most of the past 100 years, Kodak had dominated the U.S. market with 90 percent of the sales for conventional color film.

Answer the following question related to above case study:

a) Do you think that Kodak has a large benefit program because it is rich or because it pays an economic return to the company? 5×2

b) What specific values can issue from a recreational program?
PART-A

Q.1 What is the importance of proper supplier selection for global supply chain? Explain the criteria that you would use for selecting the supplier of raw material for your organization?  

Q.2 “There are many possible structures for supply chain, but the simplest view has material converging on an organization through tires of suppliers and products diverging through tires of customers”. Elaborate this statement.

Q.3 “Many innovations on technology-based approaches are well suited to the enhancement of the effectiveness of SCM”. Justify the statement by giving few applications of information technology in SCM.

Q.4 “While the impetus for the development of the strategy may be a top down approach its success is likely to be achieved by a bottom-up approach”. Comment on the above statement?

Q.5 “Documentary credit is considered to be the safest method of payment in trade”. Discuss in detail.

PART-B

Q.6 Case study:  
Increased demand encouraged air express companies to supplement use of existing commercial flights with their own fleet of aircraft and to set up their own sorting depots in order to be in a position to offer greater flexibility to their customer. In the UK, for example DHL International (UK) Ltd took the lead in 1980 by creating a hub at Heathrow Airport, followed by a second hub at East Midlands Airport in 1989, which today has become the third largest air cargo airport after Heathrow and Stanstead. In recent years there are dramatic changes in the express distribution industry driven by several factors:  
• Changing expectations. In Europe, the relaxation of trade barriers and emergence of developing markets and economies such as Eastern Europe have increased the demand for a high standard of reliable service.
• A fresh perspective on distribution. Distribution efficiency has become vital in maintaining competitive edge. By being able to offer far more than just an express delivery service, companies such as DHL, have become an integral, servicing the needs of the world’s largest multinational through inventory management, mailroom management services and direct distribution services.
• Technological advancement. Computerization allowed organizations such as DHL to offer completely integrated solution, so that multinational organizations could rely on just one air express carrier to fulfill all of their requirements. Technology simplified administration, reduced the margin for error and made it easier to cut down on costs.
- Changing shipping trends. Air express is growing in popularity at the expense of air freight. There is also a growth in heavier parcel weights in all markets.
- Growing emphasis on exports. Increasing exports has helped to countries to move out of recession. Increased export levels have in turn led to a greater demand for express services.
- Environmental pressures the growing importance of environment has put pressure on all express distribution companies to improve their distribution methods to ensure minimum impact to the surrounding environment.

In 1981, DHL became fully computerized with considerable investment taking place in automated equipment and processes throughout the organization. This in turn heralded the advent of total logistics solutions, with customers-looking to express distribution companies as partners to assist them in reducing costs and overheads by reducing stock holding and warehousing. Just-in-time delivery services are now a common feature within total logistics chains serving the requirements of manufacturing, retail and service industries. It is the reliability of delivery by air express companies, such as DHL, that has led to considerable growth in the requirement for such logistical facilities and DHL is now being used by all of the top companies listed in the FT’s Top 100 Exporters.

Now answer the following questions related to above case study:

a) Identify the major challenges posed to companies like DHL.

b) What should express companies do to be successful in the international operations?
End Semester Examination, Dec. 2018
MBA — Fourth Semester
INTERNATIONAL BUSINESS ENVIRONMENT AND
FOREIGN EXCHANGE MANAGEMENT (MBA-455-3)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 "A company that fails to go global is in the danger of losing its domestic business to competitors with lower costs, greater experience, better and products and, in a nutshell, more value for customer". Discuss in detail. 10

Q.2 "What makes international business strategy different from the domestic strategy is the differences in the business strategy". Discuss in detail. 10

Q.3 a) Write a note on the determinants of India's exports and imports? 5
b) Examine the trends in India's balance of payments. 5

Q.4 a) Discuss the salient features of IMF? 5
b) Discuss the different modes of entry into international business? 5

Q.5 Write short notes on any two of the following:
a) Instruments of international trade policy.
b) Current account of balance of payments.
c) Terms to trade.
d) UNCTAD. 5×2

PART-B

Q.6 Analyze the policies that have been implemented in developing countries to attract higher volumes of FDI with special reference to India? Do you think that the policy shift in India has been successful? Give reasons also. 10
End Semester Examination, Dec. 2018
MBA — Fourth Semester
EVENT LAWS, LICENSES AND CONTRACTS (MBA-459-2)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 Explain breach of contract and its remedies under Indian contract act. 1872?  

Q.2 Explain Indian performing rights society (IPRS) 208?  

Q.3 What kinds of permissions are required for an open ground event?  

Q.4 How will you form your own event management company?  

Q.5 Explain the types of contract and essentials of a valid contract.  

**PART-B**

Q.6 You have been hired by ABC event Management Company for organizing a 3 day event 24×3 which is actually a fund raiser and it is expected that around 2000 people would be participating in it. The event is based on workshops for holistic wellness. What kind of licenses permissions would be requires for the event?
End Semester Examination, Dec. 2018
MBA – Fourth Semester
LEGAL ASPECTS OF HEALTH (MBA-466-1)

Time: 3 hrs                    Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

PART-A

Q.1 Explain what are the laws related to hospitals and health- ethical issues? 10

Q.2 Write a note on civil procedure code 1908? 10

Q.3 Explain different types of contract under Indian Contract Act? 10

Q.4 Write a note on laws related to administration and personal administrative laws? 10

Q.5 Explain what are the legal issues in patient care situations? 10

PART-B

Q.6 a) Amit, who is sixteen years of age, fractures his leg while playing cricket. He goes to a doctor and gets his leg plastered. The doctor demands a fee of Rs. 1,000, but Amit refuses to pay on the ground that he is a minor. The doctor files a suit against Amit. Will the doctor succeed? Give reasons. 5

b) Anand is a heart patient. He goes to a heart Institute and deposits Rs.2 lakh, the fixed charges for the operation. But before operation, the concerned doctor informs his that he will operate upon his correctly only if the patient promises to pay his Rs. 50,000 more. Anand agrees to pay. However, after successful operation, Anand refuses to pay this extra amount. Now the doctor files a suit against the patient for breach of contract. Will the doctor succeed? 5
End Semester Examination, Dec. 2018
MBA — Fourth Semester
QUALITY ASSURANCE FOR HEALTHCARE / HOSPITALS (MBA-466-2)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

PART-A

Q.1 Briefly explain various quality control tools? How does quality cost differ between manufacturing and healthcare industry? 10

Q.2 How attitude of top management does affect the quality of output? Explain the importance of vision and mission statement of a healthcare unit? 10

Q.3 Is Quality Assurance in hospitals a necessity? Critically review the concept? 10

Q.4 What is PERT? How PERT can be used as a tool in planning efficient health care delivery system? 10

Q.5 Write short notes on (any two) of the following:
   a) Health care waste management.
   b) Concept of "patient Safety".
   c) Kaizen concept.
   d) Service quality cost. 5x2

PART-B

Q.6 What do you mean by ISO Explain the concept of JIT manufacturing system and six sigma in healthcare service industry? 10
End Semester Examination, Dec. 2018  
MBA — Fourth Semester  
HEALTH CARE MARKETING AND COMMUNICATION (MBA-466-3)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

**PART-A**

Q.1 Define market segmentation? State and explain various variables which could be used as a basis for segmenting a healthcare unit of your city?  
10

Q.2 Discuss the factors considered for segmenting and targeting the healthcare services in India?  
10

Q.3 What is pricing and as a marketing manager discuss how will you implement various pricing approaches for better pricing of private hospital?  
10

Q.4 What do you mean by promotion mix? Discuss how will you promote a private pediatric hospital with modern tools of promotion?  
10

Q.5 Write short notes on (any two) of the following:  
a) Patient centric marketing.  
b) Patient relationship management.  
c) Quality improvement methods in healthcare industries.  
d) Market environment scanning process for healthcare industries in India.  
5x2

**PART-B**

Q.6 Design effective strategies to make India a low cost Health-care destination? What methods do you suggest to attract overseas customers for Indian medical tourism industry?  
10
End Semester Examination, Dec. 2018
MBA – Fourth Semester
HEALTH POLICY-HR PRACTICES IN HEALTHCARE (MBA-466-4)

Time: 3 hrs                    Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Each question carries equal marks.

PART-A

Q.1 Describe Duties of Hospital Administrator of 300 bedded Multispecialty Hospital?
OR
Explain how Departments are created in a hospital? What do you understand by Line and Staff Authority?  

Q.2 Discuss importance of recruitment and selection in healthcare industry. Explain how you would induct a new employee into a hospital? 

Q.3 Enumerate types of Training which can be imparted to employees in a hospital. Discuss methods which can be used to train Hospital Employees. 


Q.5 Write short notes on (any two) of the following:
a) Prerequisites for Successful Collective Bargaining at Plant Level.
b) Reasons for Increase in Work Place Conflicts.
c) Objectives of giving Fringe Benefits to Employees.
d) Characteristics and Components of Executive Compensation. 

PART-B

Q.5 Describe Grievance Handling Procedure with suitable examples in the Healthcare Scenario.
PART-A

Q.1 You AS THE Manager, Customer Services, Pentacool Ltd receive an angry letter from a customer who had purchased a frost-free refrigerator five months ago. The customer claims that the refrigerator is defective and wants a replacement. Your technician has examined the refrigerator and reported that the settings have been repeatedly and carelessly changed over the last three months. Draft a letter refusing adjustment. Assume the details.

Q.2 Galaxy Home Appliances Pvt. Ltd. received an order for twenty spectra split Air Conditioners from its retailer. The brand was out of stock and the next consignment was not expected till next month. Remove the flaws and rewrite the letter in the proper format and in conformity with the principles of business communication:

Mr Verma,
I beg to state that we do not have stock of X215 Microwave Ovens, Please be informed that we do not expect a new shipment from the factory for at least another 20 days. Can you wait? I know how disappointing this is. We are helpless and cannot help you.
Yours forever,
Ravi.

Q.3 Assuming that you are the Purchase Officer of ABC Garments, draft a letter to place an order for office chairs, steel cabinets, wooden tables, file racks with PQR Furniture Mart, MG Road, Bangalore.

Q.4 John, a Section Manager in a chemical plant, has several engineers’ reporting to him. As part of his job, John attends meetings during any given day with some of his junior engineers, as well as with people outside his immediate group. Occasionally, people higher up in the company (the technical director or vice president, for example) attend these review meetings. The engineers who work for John believe he often misrepresents them, and also think John doesn’t listen to what is being said. He often interrupts the speakers and completes the sentences for them. Since the engineers do not want to disagree with their boss openly, they do not contradict him in from of higher management. Naturally, this habit results in confusion, wasted time and effort, and poor morale. When members of higher management return for their next review, they usually find that the work they requested has not been done. In fact, they occasionally find that unrequested tasks have been carried out. As they listen to John’s project status review, they start wondering what is going on. This doubt reflects not just on John but on his subordinates’ morale and productivity declines:
Assuming that you are John’s subordinate, how would you point out this problem to him?

Q.5 Write short notes on:
a) Proxemics, Kinesics and Paralanguage.
b) Communication process.

PART-B

Q.6 Read the following case study and answer the questions that follow:
Rohan, the Advertising Manager for XYL Advertising and Associates has two assistants. One is Reena, an account executive who gets clients for the Company and the other is Rashmi, a copywriter. She does the actual writing and designing of the ads for the clients. Reena and Rashmi usually have a close working relationship because they work as a team on all clients’ accounts. Reena gets the clients and discusses their needs with them. Afterwards, she tells Rashmi about the conversation and the client’s needs so that Rashmi can design the right ad. Once Rashmi finishes the ad, Reena presents it to the client. If the ad is a success, it is usually Reena who gets the praise and recognition because she is the one who interfaces with the client. In the past, Rashmi was not bothered by the recognition that Reena got because she always knew who designed the ad. But the last ad that Rashmi designed brought in a 10 lacs contract to the firm. Rohan immediately gave Reena a raise for bring in the client but did not give Rashmi any recognition. Naturally, this caused friction between Reena and Rashmi and their reached a climax. Reena borrowed Rashmi’s stapler (a trivial occurrence) and forget to return it. Rashmi created a scene and refused to talk to Reena for the next few days. The problem was brought to Rohan’s attention because his department’s productivity was declining. For the ads to be developed, the assistants had to work as a team, Rohan called both employees into his office and immediately started lecturing them. He insisted they get along and begin working on the next ad. He told them he expected an ad finished by noon the following day. Reena and Rashmi walked out of Rohan’s office without resolving the problem. They did get some work done the next day, but their close relationship as never resumed.

What steps should Rohan have followed to develop a win-win strategy?
PART-A

Q.1 How does cross functional integrated enterprises systems improve business functions? Explain with examples how it has increased business value?  

Q.2 Describe how database management systems solves the problems of a traditional file environment? What are the principal tools and technologies for accessing information from databases to improve business performance and decision making?  

Q.3 What potential security problems do you see in the increasing use of intranets and extranets in business? What can be done to solve such problems? Give example.  

Q.4 What are the alternative methods for building information systems? Discuss the advantages and disadvantages of these as compared to traditional system development cycle.  

Q.5 Describe the various kinds of knowledge management systems and their applications that can be utilized to manage knowledge by an organization.  

Q.6 Why the systems for collaboration, teamwork and social business have become so important in present day business. List and describe the various types of collaboration and social business tools and technologies available for the same.  

PART-B

Case study: DOMINO’S SIZZLES WITH PIZZA TRACKER

When it comes to pizza, everyone has an opinion. Some of us think that our current pizza is just fine the way it is. Others have a favorite pizza joint that makes it like no one else. And many pizza lovers in America agreed up until recently that Domino's home-delivered pizza was among the worst. The home-delivery market for pizza chains in the United States is approximately $15 billion per year. Domino’s, which owns the largest home-delivery market share of any U.S. pizza chain, is finding ways to innovate by overhauling its in-store transaction processing systems and by providing other useful services to customers, such as its Pizza Tracker. And more important, Domino’s is trying very hard to overcome its reputation for poor quality by radically improving ingredients and freshness. Critics believe the company significantly improved the quality of its pizza and customer service in 2010.

Domino’s was founded in 1960 by Tom Monaghan and his brother James when they purchased a single pizza store in Ypsilanti, Michigan. The company slowly began to grow, and by 1978, Domino’s had 200 stores. Today, the company is headquartered in Ann Arbor, Michigan, and operates almost 9,000 stores located in all 50 U.S. states and across the world in 60 international markets. In 2009, Domino’s had $1.5 billion in sales and earned $80 million in profit.

Domino’s is part of a heated battle among prominent pizza chains, including Pizza Hut, Papa John’s, and Little Caesar. Pizza Hut is the only chain larger than Domino’s in the U.S., but each of the four has significant market share. Dominos
also competes with local pizza stores throughout the U.S. To gain a competitive advantage Domino’s needs to deliver excellent customer service, and most importantly, good pizza. But it also benefits from highly effective information systems.

Domino’s proprietary point-of-sale system, Pulse, is an important asset in maintaining consistent and efficient management functions in each of its restaurants. A point-of-sale system captures purchase and payment data at a physical location where goods or services are bought and sold using computers, automated cash registers, scanners, or other digital devices.

In 2003, Domino’s implemented Pulse in a large portion of its stores, and those stores reported improved customer service, reduced mistakes, and shorter training times. Since then, Pulse has become a staple of all Domino’s franchises. Some of the functions Pulse performs at Domino’s franchises are taking and customizing orders using a touch-screen interface, maintaining sales figures, and compiling customer information. Domino’s prefers not to disclose the specific dollar amounts that it has saved from Pulse, but it’s clear from industry analysts that the technology is working to cut costs and increase customer satisfaction.

More recently, Domino’s released a new hardware and software platform called Pulse Evolution, which is now in use in a majority of Domino’s more than 5,000 U.S. branches. Pulse Evolution improves on the older technology in several ways. First, the older software used a ‘thick-client’ model, which required all machines using the software to be fully equipped personal computers running Windows. Pulse Evolution, on the other hand, uses ‘thin-client’ architecture in which networked workstations with little independent processing power collect data and send them over the Internet to powerful Lenovo PCs for processing. These workstations lack hard drives, fans, and other moving parts, making them less expensive and easier to maintain. Also, Pulse Evolution is easier to update and more secure, since there’s only one machine in the store which needs to be updated.

Along with Pulse Evolution, Domino’s rolled out its state-of-the-art online ordering system, which includes Pizza Tracker. The system allows customers to watch a simulated photographic version of their pizza as they customize its size, sauces, and toppings. The image changes with each change a customer makes. Then, once customers place an order, they are able to view its progress online with Pizza Tracker. Pizza Tracker displays a horizontal bar that tracks an order’s progress graphically. As a Domino’s store completes each step of the order fulfillment process, a section of the bar becomes red. Even customers that place their orders via telephone can monitor their progress on the Web using Pizza Tracker at stores using Pulse Evolution. In 2010, Domino’s introduced an online polling system to continuously upload information from local stores.

As with most instances of organizational change of this magnitude, Domino’s experienced some resistance. Domino’s originally wanted its franchises to select Pulse to comply with its requirements for data security, but some franchises have resisted switching to Pulse and sought alternative systems. After Domino’s tried to compel those franchises to use Pulse, the U.S. District Court for Minnesota sided with franchisees who claimed that Domino’s could not force them to use this system. Now, Domino’s continues to make improvements to Pulse in an effort to make it overwhelmingly appealing to all franchisees.

Pizza Hut and Papa John’s also have online ordering capability, but lack the Pizza Tracker and the simulated pizza features that Domino’s has successfully implemented. Today, online orders account for almost 20 percent of all of Domino’s orders, which is up from less than 15 percent in 2008. But the battle to sell pizza with technology rages on. Pizza Hut customers can now use their iPhones to place orders, and Papa John’s customers can place orders by texting. With many billions of dollars at stake, all the large national pizza chains will be developing innovative new ways of ordering pizza and participating in its creation.

Q.7 What kinds of systems are described in this case? How do these systems help Domino’s improve its business performance? How effective are these systems in giving Domino’s competitive edge? Explain.
PART-A

Q.1 The type of job an employee does moderates the relationship between personality and job productivity. Do you agree or disagree with the statement? Discuss.  

Q.2 a) What are motivational benefits of intrinsic rewards? b) When should intrinsic rewards be preferred over extrinsic rewards?  

Q.3 a) Does satisfaction mean the same thing to everyone? Took around those you perceive as satisfied and find out why they are satisfied? b) How job satisfaction is linked with organization?  

Q.4 a) Individual member expectations affect team performance. Is it true? How this issue can be handled? b) What is the difference between group and team performance?  

Q.5 Write short notes on: a) Kurt Lewin’s change theory. b) Organization structure and culture.  

Q.6 What are the individual and organizational approaches to managing stress?  

PART-B

Case Study: Creative Deviance: Bucking the Hierarchy?

One of the major functions of an organizational hierarchy is to increase standardization and control for top managers. Using the chain of command, managers can direct the activities of subordinates toward a common purpose. If the right person with a creative vision is in charge of a hierarchy, the results can be phenomenal. Until Steve Jobs’ regrettable passing in October of 2011, Apple had used a strongly top-down creative process in which most major decisions and innovations flowed directly through Jobs and then were delegated to sub-teams as specific assignments to complete. Then there is creative deviance, in which individuals create extremely successful products despite being told by senior management to stop working on them. The electrostatic displays used in more than half of Hewlett-Packard’s instruments, the tape slitter that was one of the most important process innovations in 3M’s history, and Nichia’s development of multi-billion-dollar LED bright lighting technology were all officially rejected by the management hierarchy. In all these cases, an approach like Apple’s would have shut down some of the most successful products these companies ever produced. Doing "business as usual" can become such an imperative in a hierarchical organization that new ideas are seen as threats rather than opportunities for development. It’s not immediately apparent why top-down decision making works so well for one highly creative company like Apple, while hierarchy nearly ruined innovations at several other organizations. It may be that Apple’s structure is actually quite simple, with relatively few layers and a great deal of responsibility placed on each individual for his or her own outcomes. Or it may be that Apple simply had a very
unique leader who was able to rise above the conventional strictures of a CEO to create a culture of constant innovation.

Q.6 Read the case study given above and answer the following questions:

a) Do you think it's possible for an organization to deliberately create an "anti-hierarchy" to encourage employees to engage in more acts of creative deviance? What steps might a company take to encourage creative deviance?

b) What are the dangers of an approach that encourages creative deviance?
End Semester Examination, Dec. 2018  
MBA – First Semester  
BUSINESS ENVIRONMENT (MBA-1004)

PART-A

Q.1 Explain Porter’s theory of national competitive advantage. How is it more important them the other traditional theories of international trade?  

Q.2 Despite free trade being advocated by a number of trade theories, why do governments still intervene in the international trade? What are the various tariffs and non-tariff measures adopted by government of various countries to regulate international trade? 

Q.3 It had been said that MNC’s often introduce new efficiency oriented management practices. How can a developing host country learn from the MNC’s in this respect? 

Q.4 Explain structure of Indian financial system with roles and responsibilities of each body under it. 

Q.5 What do you understand by disequilibrium in the BOP? What are the various approaches for the correction of BOP dis-equilibrium? 

PART-B

Case study:

If there is one thing William H Pickney, Managing Director and CEO, Amway India has mastered during his seven year stay in India, it's the art of breaking the coconut in one go. He has had enough practice at the opening of every new branch office, and "during the annual Diwali puja in office, which is an Indian tradition followed religiously at Amway.

From wearing a kurta pyjama to eating local food, Pickney has taken to India and thngs Indian. Even his office has shades of Indian influence, including a bronze Ganesh statue. "My wife and I had always talked about an adventure, and to us, India was the ultimate adventure," says Pickney.

The Pickney affair with India started in late 1997, when Amway sent them for a typical look-see, to decide whether they could contemplate living here for some two-odd years. They spent a week in Delhi just 'getting a feel for living in the capital city'.

"Before I came here, I had heard a lot of stories, and none of them were good." What didn't help matters was the number of vaccinations he had to, take before coming to India; "I had never had as many shots in my life before," says the only expat on the rolls of the Rs. 600-crore Indian operations of Amway.

Cleanliness and health were two issues the Pickneys were concerned about. But, to their immense relief, it turned out to be far better. "We have not taken any malaria pills in the last five years."
People were the first thing Pickney noticed on his arrival in India. "In Sydney, you don't find people on the roads just outside the city. Here, they are everywhere." What's impressed him most about Indians is the level of education, dedication and commitment, which he says is 'the best and the highest in the world'.

Professionally, the HR aspect of working in India has been most interesting, 'a learning curve' for him. "Coming out of the West, one was used to giving direct feedback. But in India, you have to be very careful about that. Constructive criticism has to be applied very carefully."

Another interesting observation he made was regarding performance appraisal. "People here equate hard, work with high performance. Just because you spent as many hours, it does not make you a high achiever."

Pickney himself works almost every Saturday, if he is in town, and dislikes taking work home to his lovely house in the plush Sainik Farms locality in the outskirts of Delhi. While both husband and wife tend to stay in more, dining out with friends is one of the few entertainment options available in India. He has got more Indian friends than expats, mostly people he met through business, like Kanwar Bhutani of Tupperware.

Both, however, try to find time to play golf at the ITC Golf Course in Gurgaon. It's a game Mrs. Pickney took up in India, since she found free time on her hands for the first time in her life. A certified chartered accountant, Mrs. Pickney used to run her own business in Australia. Some of that time, has been used to learn to cook typical Indian fare, butter chicken, aloo palak, rogan josh and dal makhani.

It's no wonder then that half their meals are Indian. They've adjusted to the spice factor in Indian food. What was hot when they first came is nothing compared to hot today. "When we travel abroad, we really miss the spice."

After all this time in India, they still find it striking that irrespective of which part of the country they are in, 'there's a positive spirit about people of India.' "People have hope, optimism, and are generally happy." The respect Indians have for their culture and beliefs is another factor that the Pickneys appreciate.

"Family ties are much stronger here, as is respect for elders and their wisdom. For instance, girls in our office who talk and dress in a Western way, have no problems accepting arranged marriages," says Pickney, whose daughter is getting married in Australia in November this year.

Papa Pickney is planning to throw an Indian reception after the Australian wedding, including traditional attire for the bride and the groom.
"Yet another occasion to break a coconut, Mr. Pickney?" we wonder.

Q.6 Read the case study carefully given above and answers the following questions:

a) How could William H. Pickney acculturate himself in India? 7
b) What lessons can Pickney convey to similar other expatriates? 8
Q.1 Discuss the following accounting concepts in brief: Money measurement, Separate Entity, Going concern, cost and dual aspect concept through balance sheet equation. 15

Q.2 As per the Schedule III of Companies Act, 2013 write the format and its particulars for preparation of Balance Sheet and Statement of Profit and Loss of a company. 15

Q.3 ABCL Company was formed on October 1, 2015. The following transactions occurred during October 2015.
1 Oct. Capital brought into business by Mr. Sharma, the owner of ABCL ₹180,000.
2 Oct. Paid and amount of ₹6,800 as hire charges, for a derrick and pulley assemble, for six months.
4 Oct. Signed an agreement with Auto Elec. Ltd. to repair their office building roof for ₹200,000 work to be completed by December 2015.
5 Oct. Bought building repair materials ₹50,000 –Paid in Cash
  ₹126,000- On credit from CMP Limited
6 Oct. Received an advance of ₹29,600 from AC Consultants towards renovation work to be done in Mid November
7 Oct. Completed roofing repaired work for AE & Co. work ₹15,000. Billed them for ₹15,000, the customer promised to pay on November 5
15 Oct. Paid on account to Mehra Assoc. the RCC specialists a sum of ₹15,000 for their professional services in relation to RCC work.
16 Oct. Billed Auto Elec. Ltd. for a part of the repair work already completed ₹26,800.
You are required to:
  a) Journalize the transactions.
  b) Post to ledger accounts. 15

Q.4 What are the different methods of Depreciation methods available with the finance manager? Discuss the accounting entries for the Straight Line Method and WDV method? 15

Q.5 Bharat Scientific Research Organization (BSRO) is a leadership institute involved in scientific research and production of components XYZ, having application in production of defense equipment. BSRO requires 2000 boxes every year for packing its components.
BSRO is negotiating with the management of Bharat Polyplex which is the leading manufacturer of containers for the supply of 2000 boxes. The Bharat Polyplex has the following particulars:

<table>
<thead>
<tr>
<th>Production Capacity</th>
<th>10,000 boxes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Present production and sale</td>
<td>8,000 boxes</td>
</tr>
</tbody>
</table>
Selling price per box ₹1000

Cost reports of Bhart Polypex indicate the following cost details (Total 8000 Boxes)
- Direct material and storage ₹20,00,000
- Direct labour ₹16,00,000
- Overheads ₹20,00,000
- Total cost ₹56,00,000
- Total Bills cost per box @ ₹1000 for 8000 boxes ₹80,00,000
- Profit ₹24,00,000
- Profit margin (Profit/sales) 30%

The CEO of the BSRO is asking for a price of ₹600 per box. Should the Bharat Polypex accept the order? You are informed that the cost details of Bharat Polypex are as under:
- Fixed cost ₹24,00,000
- Variable cost ₹400 per box

Will you advice Bharat Polypex to accept the order? Justify your answer.

PART-B

Q.6 The condensed financial statements of ABCK Company for 2016 and 2015 are presented here:

ABCK Company Inc.
Balance Sheet
March 31 (₹ in Crores)

<table>
<thead>
<tr>
<th>Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>920</td>
<td>888</td>
</tr>
<tr>
<td>Accounts receivable (net)</td>
<td>2376</td>
<td>2380</td>
</tr>
<tr>
<td>Inventories</td>
<td>2264</td>
<td>2112</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>494</td>
<td>450</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>6054</strong></td>
<td><strong>5830</strong></td>
</tr>
<tr>
<td>Property (net)</td>
<td>6562</td>
<td>6256</td>
</tr>
<tr>
<td>Other Assets</td>
<td>11186</td>
<td>11608</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>23802</strong></td>
<td><strong>23694</strong></td>
</tr>
</tbody>
</table>

Liabilities and Shareholder’s Equity
- Current Liabilities       | 6626   | 6368   |
- Long Term Liabilities     | 13652  | 13018  |
- Stockholder’s equity- common | 3524  | 4308   |

**Total liabilities and Stockholder’s equity** 23802 23694

ABCK Company Inc.
Condensed Income Statements
For the financial years ending March 31 (₹ in Crores)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>26396</td>
<td>24794</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>15500</td>
<td>14216</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td><strong>10896</strong></td>
<td><strong>10578</strong></td>
</tr>
<tr>
<td>Selling and administrative expenses</td>
<td>6944</td>
<td>6598</td>
</tr>
<tr>
<td>Income from operations</td>
<td>3952</td>
<td>3980</td>
</tr>
<tr>
<td>Interest expense</td>
<td>466</td>
<td>496</td>
</tr>
<tr>
<td>Other (income) expense, net</td>
<td>22</td>
<td>0</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>3464</td>
<td>3484</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>1006</td>
<td>1004</td>
</tr>
<tr>
<td>Net income</td>
<td>2458</td>
<td>2480</td>
</tr>
</tbody>
</table>

Compute the following ratios for ABCK company for 2016 and discuss your findings (2015 values are provided for comparison)
- Liquidity ratio: Current Ratio (for 2015: 92.1) and Inventory Turnover ratio (7.2 times)
Solvency ratio: Debt to assets ratio (for 2015: 82%) and Times interest earned (8.0 times)
Profitability ratio: Return on assets (for 2015: 10.8%), Profit Margin (10.0%) and Return on common stockholder’s equity (56%)
End Semester Examination, Dec. 2018
MBA – First Semester
QUANTITATIVE TECHNIQUES (MBA-1006)

Time: 3 hrs.  
Max Marks: 75
No. of pages: 2

Note: Attempt **FIVE** questions in all; **Part-B is compulsory**. Attempt any **FOUR** questions from **Part-A**. Marks are indicated against each question.

**PART-A**

Q.1  

a) For a certain purpose 4096 families each having 4 children were selected at random from a certain region of India for which the probability of male child is ½. By calculating the chance that a family has 0, 1, 2, 3, 4 children find expected frequencies using Binomial theoretical distribution.  

b) “Some Business situations require decision making with various risk considerations”. Discuss the role of probabilities in certain situations with examples.

Q.2  

The diameter of longest lichens grown on gravestone were measured, establish a correlation between them.

<table>
<thead>
<tr>
<th>Age of gravestone $x$ (years)</th>
<th>Diameter of lichen $y$ (mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td>18</td>
<td>3</td>
</tr>
<tr>
<td>20</td>
<td>4</td>
</tr>
<tr>
<td>31</td>
<td>20</td>
</tr>
<tr>
<td>44</td>
<td>22</td>
</tr>
<tr>
<td>52</td>
<td>41</td>
</tr>
<tr>
<td>53</td>
<td>35</td>
</tr>
<tr>
<td>61</td>
<td>22</td>
</tr>
<tr>
<td>63</td>
<td>28</td>
</tr>
<tr>
<td>63</td>
<td>32</td>
</tr>
<tr>
<td>64</td>
<td>35</td>
</tr>
<tr>
<td>64</td>
<td>41</td>
</tr>
<tr>
<td>114</td>
<td>51</td>
</tr>
<tr>
<td>141</td>
<td>52</td>
</tr>
</tbody>
</table>

Q.3  

a) The nine items of a sample had the following values: 40, 82, 48, 54, 45, 50, 44, 58, 50. Does the mean of the nine items differ from the population mean 46?  

b) “Statistics plays an important role in departmental functions”. Discuss five different statistical functions which are helpful in a business.

Q.4  

a) A manufacturer of pins knows that on an average 5% of his product is defective. He sells pins in boxes of 100 and guarantee that not more than 4 pins are defective. What is the probability that a box will meet the guaranteed quality? (Given $e^{-5} = 0.0067$)  

b) The mean height of 1000 workers in a steel plant is 67 inch with a standard deviation of 5 inch. How many workers are expected to be above 72 inch in that steel plant?
Q.5  
   a) A random sample of 100 measurements shows a mean value 5. Can the random sample be regarded as drawn from a population with mean 5.64 and standard deviation of 1.5? 
   
   b) Develop Free hand curve for the following time series and calculate slope of the series.

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>380</td>
</tr>
<tr>
<td>2001</td>
<td>400</td>
</tr>
<tr>
<td>2001</td>
<td>650</td>
</tr>
<tr>
<td>2003</td>
<td>720</td>
</tr>
<tr>
<td>2004</td>
<td>690</td>
</tr>
<tr>
<td>2005</td>
<td>620</td>
</tr>
<tr>
<td>2006</td>
<td>670</td>
</tr>
<tr>
<td>2007</td>
<td>950</td>
</tr>
<tr>
<td>2008</td>
<td>1040</td>
</tr>
</tbody>
</table>

PART-B

Q.6  
   The data in the following table shows the length and breadth (in mm) of a group of skull discovered during an excavation. Calculate regression line on length on breadth.

   | Length (x) | 165 | 170 | 172 | 176 | 178 | 179 | 182 | 184 | 186 | 190 |
   | Breadth (y) | 139 | 141 | 147 | 147 | 149 | 149 | 159 | 145 | 155 | 152 |

Find out Length if Breadth is 160.
End Semester Examination, Dec. 2018
MBA – First Semester
MANAGERIAL ECONOMICS (MBA-1007)

Time: 3 Hours                       Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 Analyze the ‘law of demand’. What causes the market demand for a commodity to (i) increase, (ii) decrease? Explain. 15

Q.2 Discuss with suitable examples, how managerial economics is an integral part of business activity. What business decisions can be solved by managerial economics? 15

Q.3 Discuss the relationship between TP, MP and AP curves. Show the three stages of production in a graph showing the above relation. 15

Q.4 Explain whether is it possible for only one store in a town selling T.V. sets to practice price discrimination. What are the necessary conditions for price discrimination in market? 15

Q.5 Define elasticity of demand? How the price, income and cross elasticity measured? Explain their role in business decisions? 15

**PART-B**

Q.6 For each of the following situations, determine whether the manager is concerned with a short-run production decision or a long run production decision. Explain briefly in each case:
   a) A petroleum drilling supervisor on an offshore drilling platform decides to add an extra 6 hour shift each day in order to keep the drill rig running 24 hours per day. 4
   b) The director of offshore petroleum drilling operations in the Mumbai high chooses to develop three more offshore drilling platforms in Mumbai high. 4
   c) A manufacturing engineer plans the production schedule for the month. 3
   d) After studying a demographic report on future increases in birth rates, a hospital administrator decides to add a new pediatric wing to the hospital. 4
End Semester Examination, Dec. 2018
MBA – First Semester
MARKETING MANAGEMENT–I (MBA-1008)

Time: 3 Hours                                    Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1  As a marketing manager propose a STP strategy for home Luxury watch.  15

Q.2  Write short notes on:
   a) Elements of marketing-mix
   b) Consumer decision making process
   c) Holistic marketing.  15

Q.3  Differentiate between demographic and behavioral segmentation which of these bases of segmentation provides more insights?  15

Q.4  What do you understand by product life cycle? Discuss the marketing strategies in the decline stage.  15

Q.5  How do you determine target return price? How should a company respond to a competitor’s price challenge?  15

PART-B

Q.6  Write a creative brief on the Morphy Richards cashmere Epilator print advertisement below:
   a) What is the opportunity or problem which the Morphy Richards Epilator print advertising is addressing?  5
   b) Who is the target audience for this advertising?  5
   c) What is the single minded proposition we want this ad to communicate?  5
End Semester Examination, Dec. 2018  
MBA – First Semester  
LEGAL ASPECTS OF BUSINESS (MBA-1009)

Time: 3 Hours                        Max Marks: 75  
No. of pages: 1  
Note: Attempt **FIVE** questions in all. **PART-B is compulsory.** Attempt any **FOUR** questions from **PART-A.** Marks are indicated against each question.

**PART-A**

Q.1 Explain what do you understand by competence of parties with special reference to the position of a minor in detail?  
15

Q.2 Explain different types of goods according to Sale of Goods Act, 1930. Also explain the rights of unpaid seller against the buyer.  
15

Q.3 Explain the process of formation of a company and what are the ways through which winding up of a company can take place?  
15

Q.4 What do you mean by electronic governance and also discuss the offenses and penalties under the IT Act, 2000?  
15

Q.5 What do you mean by dissolution of firm, also explain the liability of partners at the time of dissolution?  
15

**PART-B**

Q.6 a) Anurag promises to pay Rs.11,000 to the Management Committee of a school by way of donation. The Management Committee, on the basis of Anurag’s promise, gets a Water Purifier System (Aquaguard) installed in the school at a cost of Rs.8,000 on credit. Now Aurag refuses to pay the donation. What is the remedy available to the Management Committee of the school? Give reasons.  
5

b) Akhilesh entered into an agreement with Shekhar to delivery him (Shekhar) 5,000 bags to be manufactured in his factory. The bags could not be manufactured because of strike by the workers and Akhilesh failed to supply the said bags to Shekhar. Decide whether Akhilesh can be exempted from liability under the provisions of the Indian Contract Act, 1872  
5

c) Ravi becomes guarantor for Ashok for the amount which may be given to him by Nalin within six months. The maximum limit of the said amount is Rs.1 lakh. After two months Ravi withdraws his guarantee. Upto the time of reconviction of guarantee, Nalin had given to Ashok Rs.20,000:  

i) Whether Ravi is discharged from his liabilities to Nalin or any subsequent loan.  
ii) Whether Ravi is liable if Ashok fails to pay the amount of Rs.20,000 to Nitin.  
5
End Semester Examination, Dec. 2018
MBA – First Semester
PROFESSIONAL COMPETENCY – I
(SOFT SKILLS AND PERSONALITY ENHANCEMENT) (MBA-1010)

Time: 3 Hours                         Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 A company selects you as a management trainee, to be posted to china for your first assignment. How will you ensure that you work in a bias-free manner taking rational decisions? 15

Q.2 Organizations are often encountered with situations when they need to reduce their workforce. This could mean terminating a few employees. How may this be justified in terms of moral values? 15

Q.3 Optimize live 19% more than pessimists’ discuss how optimism may be cultivated from small situations to major decisions. 15

Q.4 Priority, plan and organize: explain how these may help for achieving goals, Take an example of a goal you have set for professional success. 15

Q.5 What is stress? Suggest ways in which the different types of stress may be avoided. 15

PART-B

Q.6 You have recently joined an organization with more than 2,000 employees. You have to head a team of 15 people. How will you build your credibility as a leader, to ensure the team’s success? 15
End Semester Examination, Dec. 2018
MBA – First Semester
FRENCH (MBA-1011A)

Time: 1½ hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt ALL questions. Marks are indicated against each question.

Q.1 Écrivez les salutations en français:
(Write the salutations in French)
 a) Good morning _____________________
 b) Bye-Bye _____________________
 c) Goodnight _____________________
 d) Good afternoon _____________________
 e) Please _____________________
 f) Madam _____________________ 2×6

Q.2 Écrivez les nombres cardinaux et ordinaux en français
(Write cardinal and ordinal numbers in French)

<table>
<thead>
<tr>
<th>Cardinaux</th>
<th>Ordinaux</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) 21 ______________________</td>
<td>______________________</td>
</tr>
<tr>
<td>b) 9 ______________________</td>
<td>______________________</td>
</tr>
<tr>
<td>c) 16 ____________________</td>
<td>______________________</td>
</tr>
<tr>
<td>d) 55 ______________________</td>
<td>______________________</td>
</tr>
<tr>
<td>e) 38 ______________________</td>
<td>______________________</td>
</tr>
</tbody>
</table>

2×10

Q.3 Complétez avec la conjugaison du verbe
(Conjugate the verbs in present tense)
 a) Elle ____________________________ le chocolat. (Manger)
 b) Il ____________________________ français. (Parler)
 c) Elle ____________________________ le Canada. (Visiter)
 d) Je ____________________________ au bureau. (Travailler)
 e) Nous ____________________________ les fleurs. (Aimer)
 f) Elles ____________________________ beaucoup. (Parler)
 g) Tu ____________________________ bien. (Chanter)
 h) Les étudiants _____________________ le professeur. (Écouter)
 i) Ils ____________________________ à Paris. (Arriver)
 j) Nous ____________________________ français. (Parler) 2×10

Q.4 Écrivez les jours et les mois en français
(Write days and months in French)
 a) July ____________________________
 b) Janvier ____________________________
 c) December ____________________________
 d) April ____________________________
 e) May ____________________________
 f) Wednesday ____________________________
 g) Tuesday ____________________________
 h) Friday ____________________________
 i) Sunday ____________________________
 j) Saturday ____________________________ 2×10
Q.5 Écrivez les réponses
(Write answers of given questions)
a) Comment tu t’appelles?

b) Quelle âge avez-vous?

c) Comment allez-vous?

d) Où habites-tu?

e) Comment ça va?

Q.6 Reliez les:
(Match these)

<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>Answers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tu</td>
<td>I</td>
<td></td>
</tr>
<tr>
<td>Ils</td>
<td>We</td>
<td></td>
</tr>
<tr>
<td>Vous</td>
<td>You (informal)</td>
<td></td>
</tr>
<tr>
<td>Je</td>
<td>She</td>
<td></td>
</tr>
<tr>
<td>Elle</td>
<td>He</td>
<td></td>
</tr>
<tr>
<td>Nous</td>
<td>You (formal)</td>
<td></td>
</tr>
<tr>
<td>Elles</td>
<td>They (Mas.)</td>
<td></td>
</tr>
<tr>
<td>Il</td>
<td>They (Fem.)</td>
<td></td>
</tr>
</tbody>
</table>

Q.7 Présentez-vous en 5 lignes
(Introduce yourself or describe your friend in 5 sentences)

__________________________________________________ _____________________
__________________________________________________ _____________________
__________________________________________________ _____________________
__________________________________________________ _____________________
__________________________________________________ _____________________

10
Q.1 Answer the followings:
   a) Schreiben sie die Zahlen. (Complete the countings)
      i) zweiundsiebzig ___________________________________________ _______.
      ii) neunundzwanzig ___________________________________________ ________.
      iii) fünfundzwanzig ___________________________________________ ________.
      iv) zweiundachtzig ___________________________________________ ________.
      v) achtundachtzig ___________________________________________ ________.
      vi) 67 __________________________________________________.
      vii) 60 __________________________________________________.
      viii) 78 __________________________________________________.
      ix) 23 __________________________________________________.
      x) 37 __________________________________________________.

Q.2 Schreiben sie die Monaten: (Write the missing months)
________________________, ______________________März, ____________
________________________, ______________________, ______________
________________________, ______________________, _____________
________________________, Dezember.

Q.3 Schreiben Sie die Wochentagen: (Write missing weekdays)
   Sonntag, _____________, ____________________, ____________________.
   Donnerstag, __________________, ______________________.

Q.4 Bitte Übersetzen Sie die folgende: (Translate the given greetings)
   Guten Abend ____________________________________________.
   Guten Tag _____________________________________________.
   Hello-__________________________________________________.
   Goodbye-______________________________________________.
   Gute Nacht _____________________________________________.

Q.5 Schreiben sie die W-Frage: (Write W-question for the given questions)
   a) _______________________ alt bist du?
   b) _______________________ kommst du?
   c) _______________________ ist dein Name
   d) _______________________ wohnen Sie?
   e) _______________________ Sprachen sprechen Sie?

Q.6 Ergänzen Sie die Tabelle. (conjugate any 4 verbs):

<table>
<thead>
<tr>
<th></th>
<th>lernen</th>
<th>spielen</th>
<th>kaufen</th>
<th>sein</th>
<th>Kommen</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ich</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Du</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Er/sie/es</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ihr</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wir/Sie/sie</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2x10 1x10 2x5 2x5 2x5 4x5
Q.7 Schreiben Sie 10 stämze über sich selbst. (Write 10 sentences about yourself)
1.____________________________________________________________________.
2.____________________________________________________________________.
3.____________________________________________________________________.
4.____________________________________________________________________.
5.____________________________________________________________________.
6.____________________________________________________________________.
7.____________________________________________________________________.
8.____________________________________________________________________.
9.____________________________________________________________________.
10.____________________________________________________________________.

2x10
End Semester Examination, Dec. 2018  
MBA – First Semester  
INTRODUCTION TO HEALTHCARE SYSTEM AND STRUCTURES  
(MBA-HC-1001)

Time: 3 Hours                       Max Marks: 75  
No. of pages: 1  

Note: Attempt **FIVE** questions in all. Attempt any **FOUR** questions from **PART-A**,  
**PART-B** is compulsory. Marks are indicated against each question.

**PART-A**

Q.1  What are the objectives and functions of CSSD Department? Draw a flow process of CSSD?  

Q.2  Explain in detail about hospital diets.  

Q.3  What are the tasks of Infection Control Committee? How to deal with the outbreaks?  

Q.4  Detail out the types of laundry services available for hospital? What are the staffing pattern Laundry services?  

Q.5  Write short notes on:  
   a) Ambulatory services  
   b) Patient care management.  

**PART-B**

Q.6  List the factors or stress conditions leading to increased violence in hospitals in India. Explain about types of workplace violence in healthcare setup.
End Semester Examination, Dec. 2018
MBA - First Semester
BUSINESS ENVIRONMENT FOR HEALTHCARE SYSTEMS
(MBA-HC-1002)

Time: 3 Hours                       Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 Write short notes on:
   a) FDI
   b) SEZ
   c) CSR

Q.2 What are the emerging sectors of Indian economy and how Private and Public sectors contribute in the growth of Indian economy? Explain.

Q.3 What defines medical technology? And why is information technology important in healthcare? Explain.

Q.4 Discuss in detail the role of financial markets and financial intermediaries in Indian financial system.

Q.5 a) What is the scope of healthcare management as a profession in India?
   b) Why are investors lining up for Indian hospitals?

**PART-B**

*Case study: NHS ENGLAND*

With NHS England predicting a Pround 30 bn. Financial gap by 2021, everyone is talking about ways to save money. But is it possible to do this without compromising quality? Over three quarters of the Nuffield Trust’s health leaders Panel thought so, saying that productivity savings could be achieved without harming patient care.

While it’s clear, it won’t be possible to meet the whole funding gap through productivity savings. There are certainly many ways for the NHS to become more efficient. This includes providing more coordinated care, offering more care outside hospitals, and a greater role for patients through self-management and shared decision-making.

Q.6 What suggestions you would give to NHS for achieving its objectives? Support your answer with suitable examples.
End Semester Examination, Dec 2018
B.A. (Applied Psychology) — First Semester
PSYCHOLOGY OF EVERYDAY LIFE-I (BAAP-101)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 How will you define psychology? Discuss in detail the various research methods used psychology. 10

Q.2 Critically examine the theory of operant conditioning. 10

Q.3 What is the definition of memory? Explain the four ways through which forgetting happens. 10

Q.4 With special reference to Pavlov's experiment, examine the theory of classical conditioning 10

Q.5 Explain the structure and function of the eye. 10

PART-B

Q.6 Write short notes on (any two) of the following:
   a) Theories of hearing.
   b) Working memory.
   c) Three grand issues of psychology. 5×2
End Semester Examination, Dec. 2018  
B. Sc. / B.A. (Applied Psychology)—First Semester  
DEVELOPMENT OF PSYCHOLOGICAL THOUGHTS (BAAP-102)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-A is compulsory. Attempt any FOUR questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1 a) What do you mean by defence mechanism?  
b) What is behaviorism?  
c) Dream analysis was initially explored by ______  
d) What was Carl Rogers contribution to psychology?  
e) What are the different stages of Maslow’s Need Hierarchy Model?  

2×5

**PART-B**

Q.2 What are the different facets of psychoanalysis? Critically evaluate the concept of psychoanalysis.  

10  

Q.3 What are the different theories of learning?  

10  

Q.4 Describe the different concepts of client centered approach.  

10  

Q.5 What is psychophysics? What are the different methods of psychophysics?  

10  

Q.6 What is positive psychology? What are different areas of positive psychology?  

10
End Semester Examination, May 2018
B.A. (Applied Psychology)—First Semester
PHYSIOLOGICAL PSYCHOLOGY (BAAP-103)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANYFOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Illustrate and describe in detail the process of action potential. 10

Q.2 Name and describe in detail any two major divisions of the brain along with their respective structures. 10

Q.3 Discuss the structure and function of the visual sense organ. 10

Q.4 Discuss the physiological basis of memory. 10

Q.5 Discuss the process and theories of hearing. 10

Q.6 Trace the history of development of physiological psychology. 10

PART-B

Q.7 Write short notes on any two of the following:
a) Any two brain imaging techniques.
b) Physiological basis of emotions.
c) Limbic system.
d) Theories of vision.
e) Sympathetic nervous systems. 5×2
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) — First Semester
PHYSIOLOGICAL PSYCHOLOGY (BAAP-103)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Describe central nervous system. 10
Q.2 Explain neuron and how does it functions. 10
Q.3 Discuss the structure and function of auditory organs. 10
Q.4 Trace the history of philosophical origin of physiological psychology. 10
Q.5 Explain five neuroimaging techniques. 10
Q.6 Explain different stages of sleep. 10

PART-B

Q.7 Write short notes on (any two) of the following:
   a) Hippocampus.
   b) Hypothalamus.
   c) Autonomic nervous system.
   d) Draw and label structure of eye. 5×4
End Semester Examination, Dec. 2018
B. Sc. / B.A. (Applied Psychology) — First Semester
ENVIRONMENTAL SCIENCE (BAAP-111)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 Answer **(any four)** of the following:
   a) Why food chain is important for sustainability of ecological pyramid?
   b) Define “Ecosystem” and list the various functions of ecosystem.
   c) Why is there a need for public awareness related to environmental studies?
   d) Discuss your role as a citizen of the nation to prevent water pollution
   e) Discuss with an example, how climate change affects human health. **2½×4**

Q.2 a) What is deforestation? 5
   b) Discuss its causes and environmental impact in detail. 5

Q.3 a) Define “Biodiversity” along with its types and what are the major threats to biodiversity? 5
   b) Differentiate between “In-Situ” and “Ex-Situ” conservation of biodiversity? 5

Q.4 a) Discuss the effects of air pollution on living organism. 5
   b) What are some of the steps that you as an individual can take to prevent pollution? 5

Q.5 a) What is sustainable development? 5
   b) With the help of examples for each, explain the 3Rs principle of waste management. 5

Q.6 a) How can you implement the knowledge of environmental studies to your daily life for the conservation of natural resources? 5
   b) What is acid rain? Discuss its causes and effects in detail. 5

**PART-B**

Q.7 Answer the following questions:
   a) Define “Ecology”.
   b) What is meant by endangered animals?
   c) Expand the term “HIV-AIDS”.
   d) What is green-house effect?
   e) On which date “International ozone day” is celebrated? **2×5**
B.A. (Applied Psychology) — First Semester
BASICS OF INFORMATION TECHNOLOGY (BAAP-117)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 What is the importance of information technology? 10

Q.2 List and explain the different components of computer hardware. 10

Q.3 In a table, explain the difference between system software and application software. 10

Q.4 Explain the different services that are provided by an operating system. 10

Q.5 What are the advantages of DBMS? Explain. 10

**PART-B**

Q.6 Write short notes on (any two) of the following:
   a) Internet, WWW and Search Engines.
   b) Views of an operating system.
   c) LAN, MAN and WAN.
   d) Cortana in windows 10. 5×2
BASICS OF STATISTICS (BAAP-118)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 What is statistics? What are the different utilities of statistics?  
Q.2 Calculate the Mean and SD from the following:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>11-15</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>16-20</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>21-25</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>26-30</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>31-35</td>
<td>5</td>
</tr>
</tbody>
</table>

Q.3 Calculate the appropriate statistics from the following data and write the interpretation of the findings:

<table>
<thead>
<tr>
<th>Group</th>
<th>Population Mean</th>
<th>Sample Mean</th>
<th>SD</th>
<th>CR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population Mean</td>
<td>124</td>
<td></td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>Sample Mean</td>
<td>100</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SD</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CR</td>
<td>At 0.05 – 2.36</td>
<td>At 0.01 – 1.66</td>
<td></td>
<td>10</td>
</tr>
</tbody>
</table>

Q.4 What is normal distribution curve and what are its characteristics?  
Q.5 What is data? What are the different methods of data presentation?  
Q.6 Calculate the Mean and SD from the following data:

<table>
<thead>
<tr>
<th>55</th>
<th>70</th>
<th>57</th>
<th>73</th>
<th>55</th>
<th>59</th>
<th>64</th>
<th>72</th>
</tr>
</thead>
<tbody>
<tr>
<td>60</td>
<td>48</td>
<td>58</td>
<td>54</td>
<td>69</td>
<td>51</td>
<td>63</td>
<td>78</td>
</tr>
<tr>
<td>75</td>
<td>64</td>
<td>65</td>
<td>57</td>
<td>71</td>
<td>78</td>
<td>76</td>
<td>62</td>
</tr>
<tr>
<td>49</td>
<td>66</td>
<td>62</td>
<td>76</td>
<td>61</td>
<td>63</td>
<td>63</td>
<td>76</td>
</tr>
<tr>
<td>52</td>
<td>76</td>
<td>71</td>
<td>61</td>
<td>53</td>
<td>56</td>
<td>67</td>
<td>71</td>
</tr>
</tbody>
</table>

**PART-B**

Q.7 Answer of the following questions:
   a) Define statistics.
   b) What are the types of kurtosis?
   c) Who gave the concept of Normal Distribution?
   d) The t Test was given by ______________
   e) Mode is ______________  2×5
End Semester Examination, Dec. 2018  
B.A. (Applied Psychology) — Second Semester  
PSYCHOLOGY OF EVERYDAY LIFE-II (BAAP-201)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 What is intelligence? Explain in detail the various theories of intelligence. 10

Q.2 What is the nature of language? Explain the components of language development. 10

Q.3 How do stage theories and contextual theories account for adult development? 10

Q.4 Explain “Achievement Motivation” in detail. How is achievement motivation related to development of a country? 10

Q.5 Write short notes on the following:
   a) Personality and job performance.  
   b) Personality and workplace. 5×2

Q.6 Delineate the biological basis of emotional experience and expression. 10

PART-B

Q.7 Critically analyze psychodynamic theories of development of personality. 10
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) — Second Semester
STATISTICS (BAAP-202)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 What are the advantages of diagrammatic and graphic presentation of data? 10

Q.2 The following table shows the result of B.Com. students of a college for the last three years. Present the data by a suitable diagram.

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>20</td>
<td>30</td>
<td>35</td>
</tr>
<tr>
<td>10</td>
<td>40</td>
<td>50</td>
<td>60</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>20</td>
<td>25</td>
</tr>
</tbody>
</table>

Q.3 State the formula of median for grouped data with class intervals. Calculate median for the following data:

<table>
<thead>
<tr>
<th>X</th>
<th>F</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-10</td>
<td>12</td>
</tr>
<tr>
<td>10-20</td>
<td>18</td>
</tr>
<tr>
<td>20-30</td>
<td>20</td>
</tr>
<tr>
<td>30-40</td>
<td>25</td>
</tr>
<tr>
<td>40-50</td>
<td>23</td>
</tr>
</tbody>
</table>

Q.4 Two ladies were asked to rank 7 different types of hair colours. The ranks given by them are as follows:

<table>
<thead>
<tr>
<th>Hair colours</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neelu</td>
<td>2</td>
<td>1</td>
<td>4</td>
<td>3</td>
<td>5</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>Neena</td>
<td>1</td>
<td>3</td>
<td>2</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
</tr>
</tbody>
</table>

Q.5 Compute Spearman’s rank correlation for the following observation:

<table>
<thead>
<tr>
<th>Candidate</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Judge X</td>
<td>20</td>
<td>22</td>
<td>28</td>
<td>23</td>
<td>30</td>
<td>30</td>
<td>23</td>
<td>24</td>
</tr>
<tr>
<td>Judge Y</td>
<td>28</td>
<td>24</td>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>32</td>
<td>30</td>
</tr>
</tbody>
</table>

Q.6 100 students appeared for an examination. The result of those who failed is given below:

<table>
<thead>
<tr>
<th>Marks</th>
<th>5</th>
<th>10</th>
<th>15</th>
<th>20</th>
<th>25</th>
<th>30</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>4</td>
<td>6</td>
<td>8</td>
<td>7</td>
<td>3</td>
<td>2</td>
</tr>
</tbody>
</table>

If the average marks of all students were 68.6, find out average marks of those who passed.

PART-B

Q.7 Consider the following distribution:

<table>
<thead>
<tr>
<th>X</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>5</td>
<td>15</td>
<td>20</td>
<td>25</td>
<td>20</td>
</tr>
</tbody>
</table>

Compute mean and mode. 10
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) — Second Semester
SOCIAL PSYCHOLOGY AND ITS APPLICATIONS (BAAP-203)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Describe the nature of social psychology and explain its relevance for budding psychologists. 10

Q.2 How we evaluate the social world around us? Describe the process of social perception. 10

Q.3 Describe the process of impression formation. 10

Q.4 Elucidate the process of attitude formation. What are the factors that affect attitude? 10

Q.5 How could we influence other's behavior? Describe the importance of symbolic social influence. 10

Q.6 Describe the nature and sources of prejudice. What are the ways to reduce it? 10

PART-B

Q.7 Caring teachers have been identified as a critical component of successful interventions with at-risk students, however just what constitutes a caring teacher is less well understood. Specifically, what are the behaviors, characteristics, and beliefs of caring teachers, and how are they impacted by the contexts within which they work? The purpose of this multiple case study was to understand more about caring teachers who work with at-risk students in secondary schools located in a city and thereby to add complexity to the literature. Two middle school teachers and two high school teachers were recruited to participate. They were observed on multiple occasions and interviewed twice. The data from these observations and interviews were initially analyzed case by case; the cross case analysis based on the results from the individual case resulted in 6 themes that were present across the four cases. The following themes were identified: the role of relationships, perspective on at-risk students, providing opportunities for students to develop a positive sense of themselves, the value of a positive classroom experience for students and teacher, negotiating power, and flexibility.

Answer the following questions related to above note:

a) What are the issues in this research study relates to the area of social psychology? 4

b) Rank the themes identified in the research in order of their importance and explain your reasons for the same. 10
PART-A

Q.1 In a male dominated department, Ramani is the only woman. In staff meetings of that department, everybody is profusely complimenting her. They compliment her dress, the way she speaks and her style and she feels uncomfortable. She reports this matter to you. Discuss the ethical issues in this case. What will be your solution?  

Q.2 A supplier promises to secure admission for the daughter of a manager in a prestigious school in a city. The supplier does not want any favor for this. Discuss the ethical issues in this case.  

Q.3 Metal Box Company Limited has been losing ground to its competitors in recent years. Concerned that substance abuse (primarily alcohol consumption) may be responsible for much of the company’s decline; the company has just adopted a new policy that imposes very strict disciplinary action on those employees found to be working under the influence of alcohol or drugs.  

Amit and Rahul have worked together in one of the engineering divisions of Metal Box Co. Ltd. for several years. Frequently Amit has detected alcohol on Rahul's breath when they were beginning work in the morning and after work breaks during the day. But, until the new policy was announced it never occurred to Amit that he should say anything to Rahul about it, let alone tell anyone else about it. Rahul's work has always been first rate, and Amit is not the kind of person who feels comfortable discussing such matters with others.  

Two days before the announcement of the new alcohol and drug policy, Rahul tells Amit that he is being considered for the position of head of quality control. Although pleased at the prospect of Rahul's promotion, Amit wonders if Rahul's drinking will get in the way of meeting his responsibilities. Amit worries that, with additional job pressures, Rahul's drinking problem will worsen. What are the possible ethical dilemmas that Amit is facing? If you were Amit, what would you do in this situation?  

Q.4 A manufacturer of Aspirin (medicine for colds) had its marketing research department conduct a national survey among doctors to investigate what common remedies doctors would most likely recommend when treating a patient with a cold. The question asked doctors to pick the one product they would most likely prescribe for their patients from among the choices of Medicine A, Medicine B, Aspirin or none of the above. The distribution of responses was as follows:  

<table>
<thead>
<tr>
<th>Choice</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medicine A</td>
<td>100</td>
</tr>
<tr>
<td>Medicine B</td>
<td>100</td>
</tr>
<tr>
<td>Aspirin</td>
<td>200</td>
</tr>
<tr>
<td>None of the above</td>
<td>600</td>
</tr>
<tr>
<td>Total</td>
<td>1,000</td>
</tr>
</tbody>
</table>

The firm used the results of the survey as a basis for an extensive ad campaign that claimed: “In a national survey, doctors recommended Aspirin two to one over Medicine
A and Medicine B as the medicine they would most likely recommend to their patients suffering from colds.”

Discuss the ethical dilemmas and possible choices related to the case above.  

Q.5 Discuss the five principles of Ethical leadership.  

PART-B  

Q.6 Describe in detail the trolley problem and explain your choice of decision for various scenarios.
End Semester Examination, Dec. 2018  
B.A. (Applied Psychology) — Fourth Semester  
LIFE SPAN DEVELOPMENT (BAAP-401)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

**PART-A**

Q.1 Explain the key issues of life span development with relevant examples. 10

Q.2 Explain the various facets of moral development during childhood and adolescence. 10

Q.3 Explain perceptual development in areas of touch, taste and smell. 10

Q.4 Explain the various physical and social changes which occur during old age. 10

Q.5 Explain the developments in cognitive functioning in concrete operational stage with relevant research examples. 10

Q.6 Elucidate the behavioral perspective of development. 10

**PART-B**

Q.7 Explain the differences between psychodynamic perspectives and cognitive perspectives of human behavior and development. 10
End Semester Examination, Dec. 2018  
B.A. (Applied Psychology) – Fourth Semester  
RESEARCH METHODOLOGY (BAAP-402)  

Time: 3 Hours                  Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all. Part-B is compulsory. Attempt any Four questions from Part-A. Each question carries equal marks.  

**PART-A**  

**Q.1** "All the researches are based on a strong rational philosophical background" please explain the statement based on different philosophies of research.  

10  

**Q.2** What is a research design? Describe pre experimental research designs.  

10  

**Q.3** Define sampling what are the types of sampling?  

10  

**Q.4** What are the different ways of data collection?  

10  

**Q.5** Describe the process of determining sample size. What are the criteria of sample size determination?  

10  

**Q.6** Describe the nature and process of content analysis.  

10  

**PART-B**  

**Q.7** Write short notes on (any two) of the following:  

a) Scale of measurement.  

b) Descriptive and inferential statistics.  

c) Types of research.  

10
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) — Fourth Semester
POSITIVE PSYCHOLOGY AND ITS APPLICATION (BAAP-403)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Explain the relevance of positive psychology.  10
Q.2 What is the importance of family and peer groups in one’s life?  10
Q.3 What coping strategies or defences to develop to cope up with stress?  10
Q.4 What factors contribute to happiness?  10
Q.5 Write short notes on:
   a) Resilience.  
   b) Subjective wellbeing.  10
Q.6 Explain neurobiology optimistic goal directed behavior.  10

PART-B

Q.7 How could you change your daily or weekly schedule so that you engaged in more intrinsically motivated activities that involve using Ryan and Deci’s self-determination model?  10
Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.

**PART-A**

Q.1 What is stress? What are the different sources of stress?  

Q.2 Describe the process of stress building by the environment and site a suitable example.  

Q.3 What are the different physiological responses to stress?  

Q.4 What is stress management? What are the processes of managing stress?  

Q.5 How Indian organizations manage stress at their workplace?  

Q.6 What is organizational role stress? What are the types of role stress?  

**PART-B**

Q.7 Write short notes on the following:  
   a) Flight of Fight response.  
   b) GAS Syndrome.  

5×2
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) – Sixth Semester
SPORT PSYCHOLOGY (BAAP-601)

Time: 3 Hours                                Max Marks: 50
No. of pages: 1                              
Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. All questions carry equal marks.

PART-A

Q.1 Explain with examples arousal-performance relationship within the framework of Inverted – U theory.                                   10
Q.2 Explain the ethical principles that a Psychologist should be aware of while dealing with elite athletes.                          10
Q.3 Explain psychological skill training with reference to muscle to mind strategies.                                           10
Q.4 Explain the importance of leadership in psychological preparation of a team.                                                 10
Q.5 Explain different types of motivation using the self-determination and autonomy continuum.                                   10
Q.6 Discuss stress process and explain (a) the importance of appraisal and (b) perceived ability to cope with the situation.     10

PART-B

Q.7 Write your analysis and propose a plan of psychological intervention based on the following grounds:

A coach approaches you stating that his junior badminton player wants to leave the training camp. The coach further explains to you that off late the athlete was missing his training sessions very often. The athlete is a promising badminton player and therefore the coach seeks your intervention so that the athlete continues to train in the camp.                  10
PART-A

Q.1 Define the approaches to abnormal behavior.  

Q.2 Explain bipolar disorders and their symptoms.  

Q.3 What is the etiology of anxiety disorders?  

Q.4 Five short notes on: 
   a) Post-Partum Disorders. 
   b) Anorexia Nervosa.  

Q.5 What is the etiology of Schizophrenia?  

Q.6 What is Intellectual Disability?  

PART-B

Q.7 Identify and explain which disorder is this?  

Mark, a 22 year old, came to a clinic on court order. He was awaiting trial for car theft and robbery. He has a long history of arrest from the age of 9, when was picked from vandalism. Often he has run away from home for days or weeks at a time and returned in a run-down condition. He had been expelled from high school for truancy and disruptive behavior. To date has no job. He is described as a loner with few friends. Though initially charming, mark usually soon antagonized those he met with aggressive, self oriented behavior. 

Mark was affable during his therapy session. He enthusiastically told the therapist, how much he'd benefitted from the counselling and looked forward to future sessions. Marks's first session was his last after. After it, he skipped bail and presumably left town to avoid his trial.
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) – Sixth Semester
EDUCATIONAL PSYCHOLOGY (BAAP-603)

Time: 3 Hours                         Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. All questions carry equal marks.

**PART-A**

Q.1 What role do psychologists play in the field of education? 10
Q.2 What is progressive education? 10
Q.3 Discuss the importance of play for children. 10
Q.4 What are the advantages and disadvantages of labeling? 10
Q.5 Address the challenges of teaching diversity students. 10

**PART-B**

Q.6 Describe in detail your strategy for Classroom Management focusing on discipline and control. 10
PART-A

Q.1 a) If \( s = \begin{bmatrix} 5 & 2 & 9 \end{bmatrix} \), find out \( s^T s \).

b) Suppose \( x = a^y \). Find out \( \frac{dx}{dy} \) if \( y = 3 \) and \( a = 4 \).

c) Given \( s = f(u, v) = (u+3)(2u+4v) \), find out \( f_u(5, 1) \).

d) Find out \( \int (p^{15} + 5p^9 + 3) \, dp \).

e) Suppose \( P = \{5, 6\}, Q = \{4, 7, 8\} \) and \( R = \{3, 4\} \). Find out \( P \cup (Q \cap R) \).

f) Suppose a function \( z = f(t) = t^2 + 3t + 9 \), what will be the value of \( \frac{dz}{dt} \) to reach its extremum.

g) If \( z = \sum_{k=0}^{m} b_k y^k \), express it in general form of a polynomial function.

h) If \( d = f(p_1, p_2) = 4p_1^3 + 3p_2 + 6p_2^2 \), find out \( f_{p_2} \).

i) If \( C = \{2, 5, 6, 8, 9\} \) and \( D = \{5, 9\} \) then find out whether \( D \subset C \) or \( C \subset D \).

j) For any two sets: S and T, show \( S \cap T \), using Venn diagram.

PART-B

Q.2 Answer (any four) of the following:

a) If average product, \( AP = 51 - Q \) and \( MP = 17 \), find out \( Q \).

b) Suppose \( q_i \) is linearly related to \( p \). Express this relationship in exact functional form with an arbitrary slope coefficient \( b_i \) and constant terms \( b_0 \). Define which is/are variable(s) and parameter(s) in this function.

c) Find out \( \frac{\partial p}{\partial s_1} \) and \( \frac{\partial p}{\partial s_2} \) for \( p = 4s_1^3 - 6s_1^2s_2 + 8s_2^2 \).

d) Find out the value of integral \( \int_1^3 6\sqrt{udu} \).

e) Find out \( P \), if \( P = Q \times R \) and \( Q = \begin{bmatrix} 1 & 0 & 3 \\ 2 & 1 & 5 \end{bmatrix}, R = \begin{bmatrix} 1 & 3 \\ 2 & 5 \\ 6 & 2 \end{bmatrix} \).

PART-C

Q.3 a) Suppose \( X = \begin{bmatrix} 2 & 0 \\ 0 & 3 \end{bmatrix}, Y = \begin{bmatrix} 0 & 1 \\ 1 & 0 \end{bmatrix} \), show that \( XY \neq YX \).

b) Given that \( U = \begin{bmatrix} 2 & 1 \\ 1 & 0 \end{bmatrix}, V = \begin{bmatrix} 1 & -1 \\ 2 & 3 \end{bmatrix}, W = \begin{bmatrix} 2 & 2 \\ 1 & 1 \end{bmatrix} \), prove distributive law.

c) Verify the associative law for matrices:
Q.4  
a) Find all partial derivatives up to second order of the function \( f(p, q) = p^3q^3 - p^5q^5 \).  
b) If \( y = 6x^4 - 2x^3 + 3x^2 + 5x - 3 \), find out \( f''(3) \).  
c) Prove the Euler’s Theorem for function \( f(u, v) = 3u^2v + 7uv^2 \).  
d) Find out whether the function \( z = r^3 - 3r^2 + 2 \) has a maximum or minimum point by checking necessary and sufficient conditions of optimization.

Q.5  
a) Find the integral by substitution for \( \int 4e^{2x^3}dx \).  
b) Find the integration by parts for \( \int pe^p dp \).  
c) Evaluate the value of integral \( \int_1^5 5y^4 dy \).  
d) Find out \( \int \frac{dx}{(x+1)(x+2)} \) by partial fraction method.

Q.6  
Suppose an agro-based firm produces two goods: \( x \) and \( y \) using raw-materials corn, wheat and barley. To produce one unit of \( x \), 5 kg of corn, 4 kg of wheat and 35 kg of barley are required. To produce \( y \), 15 kg of corn, 4 kg of wheat and 20 kg of barley are required. Suppose that only 480 kg of corn, 160 kg of wheat and 1190 kg of barley are available. The firm makes a profit of ₹13 per kg of \( x \) and ₹23 per kg of \( y \).  
a) Using the above information, formulate a standard problem of LPP.  
b) How many \( x \) and \( y \) should the firm produce in order to maximize profit?  

Q.7  
a) If \( P = \{3, 5\} \) and \( Q = \{up, down\} \), then explain how do you find out \( P \times Q \).  
b) For the sets: \( X = \{5, 6, 7, 8\}, Y = \{4, 5, 7, 8\} \) and \( Z = \{3, 4, 7, 8\} \), prove the distributive property. For these sets, also show union with Venn diagram.  
c) Find out the elements of set:  
i) Whole number,  
ii) Single digit odd numbers,  
iii) Prime numbers,  
iv) Number-line and  
v) Natural seasons.  
d) Using suitable example/diagram, explain:  
i) Disjoint set,  
ii) Complementary set,  
iii) Proper subset and  
iv) Null set.
PART-A

Q.1 Answer the following questions:
   a) What is meant by normative economics?
   b) Explain any two factors on which the demand for a commodity depends.
   c) Discuss arc method of measuring price elasticity of demand.
   d) What does a concave indifference curve signify?
   e) Explain the concept of isoquants.
   f) What is a production function?
   g) Define “Fixed cost”.
   h) Enlist the key features of perfectly competitive market.
   i) Write any two examples of monopoly.
   j) What are the forms of market?

   Q.2 (Part-B) is compulsory. Attempt any three questions from Part-C. Marks are indicated against each question.

   PART-B

   Q.2 Answer (any four) of the following questions:
   a) Information with respect to quantity of video tape recorders demanded per year and per capita annual group income is given in the following table:

<table>
<thead>
<tr>
<th>Quantity of video tape recorders per year</th>
<th>Per capital annual group income</th>
</tr>
</thead>
<tbody>
<tr>
<td>1000</td>
<td>₹1,50,000</td>
</tr>
<tr>
<td>2000</td>
<td>₹2,00,000</td>
</tr>
</tbody>
</table>

   Calculate income elasticity of demand.
   b) What are the exceptions to the law of demand?
   c) Distinguish between cardinal and ordinal measurement of utility.
   d) What does the slope of an isoquant signify? Graphically show the equilibrium using isocost line and isoquant when isoquant is:
      i) Concave to origin
      ii) Convex to the origin.
      iii) a straight line.
   e) Explain the concept of product differentiation.

   PART-C

   Q.3 a) What are the key features of monopolistic competition? Explain the process of price determination under monopolistic competition in short run.
   b) Discuss the various forms of price discrimination. Use appropriate diagram to support your answer.

   Q.4 a) Explain how average cost is related to average variable cost and marginal cost. Complement your answer with suitable diagram.
   b) State the law of diminishing marginal returns. Does this law apply in the case of technological progress?
Q.5  
   a) Define cross elasticity of demand.  
   b) Find out if the cross elasticity of demand is positive, negative or zero for the following pairs of products:
      i) Kelvinator and Godrej refrigerators.  
      ii) Table and Chairs.  
   c) Explain the concept of elastic demand and inelastic demand with the help of diagrams? When is the price elasticity of demand unity?  

Q.6  
   a) Define and illustrate the following effects with the help of indifference curves:
      i) Income effect  
      ii) Substitution effect  
      iii) Price effect  
   b) Show the nature of the income consumption curve in the case of normal and inferior goods.  

Q.7  
   a) Explain the revealed preference theory of demand.  
   b) Derive the law of demand using the axioms of revealed preference.
End Semester Examination, Dec. 2018
BA / B. Sc. (Hons.) Economics – First Semester
MACROECONOMICS-I (BAECO-105)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer all the questions in not more than 50 words each:
   a) Enlist any two assumptions of classical thought.
   b) Differentiate between stock and flow variable.
   c) What do you understand by disposable income?
   d) Define investment multiplier.
   e) What is a full employment level of output?
   f) Define inflation.
   g) What is marginal propensity to consume?
   h) Define fiscal policy.
   i) Explain why money demand is downward sloping?
   j) Differentiate between fiat money and commodity money.

**PART-B**

Q.2 Answer (any four) of the following:
   a) Explain the difference between macroeconomics and microeconomics? How are these two fields related?
   b) Enlist the four components of GDP. Give an example of each.
   c) Elaborate on the relation between investment and interest rate. Use diagrams to support your answer.
   d) Briefly discuss the concept of inflationary gap.
   e) What are the three conjectures about consumption function given by Keynes? Complement your answer with a diagram.

**PART-C**

Q.3 a) Show the circular flow of national income of a closed economy with government sector.
   b) Place each of the following transactions in one of the following four components of expenditure: consumption, investment, government purchases and net exports
      i) Jet airways sell an airplane to Indian Airforce
      ii) Jet airways sell an airplane to Indigo airlines
      iii) Jet airways sell an airplane to Bangladesh
      iv) Jet airways build an airplane to be sold next year.

Q.4 Consider the economy as:
   \[ Y = C + I + G \]
   \[ Y = 8000 \]
   \[ G = 2500 \]
   \[ T = 2000 \]
\[ C = 1000 + \frac{2}{3}(Y - T) \]
\[ I = 1200 - 100r \]

a) Compute private savings.
b) Find equilibrium interest rate.
c) Suppose government expenditure declines by 500. Compute private saving.
d) Find new equilibrium interest rate.

Q.5
a) Assuming full employment level of output, using aggregate supply and aggregate
demand framework, show the impact of expansionary fiscal policy on output and prices.

Q.6
a) Elaborate on Permanent income hypothesis.
b) Is marginal propensity to consume out of permanent income changes smaller than
marginal propensity of consume out of temporary income changes? Substantiate.

Q.7
a) What are the three functions of money?
b) Which of the functions do the following items satisfy? Which do they not satisfy?
   i) A credit card
   ii) A painting by an artist
   iii) A metro token
End Semester Examination, Dec. 2018  
B.A. (Hons.) Economics – Second Semester  
MICRO ECONOMICS-II (BA-ECO-203 / BHE-203)

Time: 3 hrs. Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) Why oligopolistic market differs from monopolistic competitive market?
   b) Briefly explain the elasticity associated with lower part of kinked point of the demand curve in oligopoly market.
   c) If there are k number of firms in an oligopolistic industry, how much the output each firm would produce at the equilibrium?
   d) What is saddle point of a payoff matrix?
   e) What do you mean by full costs pricing?
   f) Briefly explain the criticism on neoclassical theory of firm for “only goal of profit maximization”.
   g) Explain factor share of capital in total output of a firm.
   h) How do you define the economic rent of a factor?
   i) What is Pareto efficiency?
   j) What is production possibility frontier?

PART-A

Q.2 a) Briefly explain the cournot model with reaction curve approach.  
   b) Cartel is helped to maximize the joint-profit of duopolists. Explain it.

Q.3 a) Why the existing firms in an industry may set limit price?
   b) Using a suitable diagram, explain the representative model of average costs pricing.
   c) Briefly explain the sales maximization goal of modern firm with a suitable diagram.

Q.4 a) What is maximin principle? Solve the following payoff matrix of game using maximin strategy.

<table>
<thead>
<tr>
<th>PLAYER-A</th>
<th>Left</th>
<th>Right</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up</td>
<td>3,9</td>
<td>1,8</td>
</tr>
<tr>
<td>Down</td>
<td>0,0</td>
<td>2,1</td>
</tr>
</tbody>
</table>

b) What is Nash equilibrium? Solve the payoff matrix of game using iterative elimination of dominated strategies.

<table>
<thead>
<tr>
<th>PLAYER-II</th>
<th>False</th>
<th>True</th>
</tr>
</thead>
<tbody>
<tr>
<td>False</td>
<td>1500, 2000</td>
<td>50, 4000</td>
</tr>
<tr>
<td>True</td>
<td>2000, 100</td>
<td>60, 101</td>
</tr>
</tbody>
</table>

c) Solve the following game and explain if any dilemma in the solution.

<table>
<thead>
<tr>
<th>PLAYER-II</th>
<th>False</th>
<th>True</th>
</tr>
</thead>
<tbody>
<tr>
<td>False</td>
<td>1,1</td>
<td>10,0</td>
</tr>
<tr>
<td>True</td>
<td>0,10</td>
<td>5, 5</td>
</tr>
</tbody>
</table>
**PART-B**

Q.5  
(8)
(a) Construct demand curve of a firm using the concepts of substitution effect, output effect and profit is maximizing effect.  
(b) Briefly explain the product exhaustion theorem using Euler rule.  
(c) Explain why the concept of marginal revenue product is useful to construct demand curve of labour for a monopolist operating in short run.  

Q.6  
(4)
(a) What are the basic assumptions of simple $2 \times 2 \times 2$ framework of general equilibrium?  
(b) Using general equilibrium framework, prove and interpret the first welfare theorem.  

Q.7  
(6)
(a) What is social welfare function? Explain how the concept of social welfare function can define sustainable development of an economy involving intertemporal choices.  
(b) Systematically explain the bliss point of a society using Grand Utility Possibility Frontier.  

(14)
Q.1 Answer the following questions:
   a) Define primary and secondary data.
   b) Explain the purpose of tabular presentation of statistical data.
   c) The mean marks of 100 students were found to be 40. Later on it was discovered that a score of 53 was misread as 83. Find the correct mean corresponding to the correct score.
   d) What do you understand by “Dispersion”?
   e) Define “Probability”.
   f) Explain the term “Mutually exclusive”.
   g) One card is drawn from a standard pack of 52. What is the probability that it is either a king or a queen?
   h) What is a random variable?
   i) What does covariance show?
   j) Give an example of discrete random variable.

PART-A

Q.2 The following data gives the pattern of electricity consumption:

<table>
<thead>
<tr>
<th>Year</th>
<th>Industry</th>
<th>Agriculture</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002-03</td>
<td>33.9</td>
<td>24.9</td>
<td>58.8</td>
</tr>
<tr>
<td>2003-04</td>
<td>34.5</td>
<td>24.1</td>
<td>58.6</td>
</tr>
<tr>
<td>2004-05</td>
<td>35.6</td>
<td>22.9</td>
<td>58.5</td>
</tr>
<tr>
<td>2005-06</td>
<td>36.8</td>
<td>21.9</td>
<td>58.7</td>
</tr>
<tr>
<td>2006-07</td>
<td>37.6</td>
<td>21.7</td>
<td>59.3</td>
</tr>
<tr>
<td>2007-08</td>
<td>37.5</td>
<td>20.6</td>
<td>58.1</td>
</tr>
<tr>
<td>2008-09</td>
<td>37.1</td>
<td>20.4</td>
<td>57.5</td>
</tr>
<tr>
<td>2009-10</td>
<td>36.7</td>
<td>21.0</td>
<td>57.7</td>
</tr>
<tr>
<td>2010-11</td>
<td>36.5</td>
<td>20.5</td>
<td>57.0</td>
</tr>
</tbody>
</table>

Represent the data by a suitable diagram.

Q.3 From the data given below find the missing frequency. If the arithmetic mean is 34, find the median:

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>5</td>
<td>15</td>
<td>20</td>
<td>---</td>
<td>20</td>
<td>10</td>
</tr>
</tbody>
</table>

Q.4 a) What is quartile deviation?
   b) Find out the value of quartile deviation and its coefficient from the following data:

<table>
<thead>
<tr>
<th>Marks</th>
<th>10</th>
<th>20</th>
<th>30</th>
<th>40</th>
<th>50</th>
<th>60</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students</td>
<td>4</td>
<td>7</td>
<td>15</td>
<td>8</td>
<td>7</td>
<td>2</td>
</tr>
</tbody>
</table>

PART-B
Q.5  a) A university has to select an examiner from a list of 50 persons, 20 of them women and 30 men, 10 of them knowing Hindi and 40 not, 15 of them being teachers and the remaining 35 not. What is the probability of the university selecting a Hindi knowing woman teacher?  

b) Define the terms ‘sample space’ and ‘event’.  

Q.6  The following data show the number of seeds germinating out of 10 on damp filter for 80 set of seeds. Fit a Binomial distribution to this data:  

<table>
<thead>
<tr>
<th>X</th>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>6</td>
<td>20</td>
<td>28</td>
<td>12</td>
<td>8</td>
<td>6</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Q.7  a) State and explain Baye’s theorem of probability.  

b) Explain dependent and independent events with the help of an example.
End Semester Examination, Dec. 2018
B.A. (Hons.) Economics – Second Semester
ECONOMIC HISTORY OF INDIA (BA-ECO-205)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANY TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) What do you understand by “Welter of Rights”?
   b) Explain the concept of “reserved forests” under British Rule.
   c) What were the economic reasons behind extensive clearance of forest lands under British Rule?
   d) Explain the process of commercialization.
   e) In what aspect was the government at loss with the implementation of permanent settlement?
   f) Differentiate between ‘hundis’ and the ‘credit system’ that developed under British Rule.
   g) Explain the role played by pre colonial rulers in conducting international trade.
   h) Discuss reasons behind rise in population growth after 1920s.
   i) Explain the reasons behind the emergence of tribal groups as laborer class under British Rule.
   j) Explain “Jajmani System”.

   PART-A

   Q.2 a) Describe the features of Zamindari system in detail. 6
   b) How was it different from other land revenue systems introduced by British? 7
   c) Discus the impact of this system on peasant class. 7

   Q.3 a) What do you understand by commons? 5
   b) Discuss the impact of British policies on commons as a resource in India. 7
   c) How was tribal society affected by such changes? 8

   Q.4 a) “Technological advancement in Indian economy was solely a British contribution”. Comment on it. 10
   b) Discuss the emergence of credit markets under British Rule and its impact on Indian economy. 10

   PART-B

   Q.5 a) What do you understand by deindustrialization process? 5
   b) Explain the key arguments in deindustrialization debate in Indian context. 15

   Q.6 a) In what ways did the railways affect the growth of Indian economy? 10
   b) “Railways were deployed in India primarily to serve colonial objectives and thus failed to play a transformative role”. Comment on it. 10

   Q.7 a) Explain the theory of ‘drain of wealth’ in Indian context. 10
   b) Discuss the state of economy of India at the eve of independence. 10
End Semester Examination, Dec. 2018
B.A. (Hons.) Economics – Second Semester
WORKSHOP ON PRESENTATION SKILLS (BA-ECO-GE-03)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1  a) Fill in the blanks:
   i) Making your slides attractive and easy to understand helps to __________.
   ii) Eye contact and movement on stage is __________.
   iii) Body language is all about __________.
   iv) Practicing the delivery beforehand helps to __________.
   v) Some effective icebreakers for a successful presentation are __________. 2×5

   b) State whether the following statements are TRUE OR FALSE:
      i) A presentation is a speech based means of communication.
      ii) A proper presentation is a mixture of both verbal and non-verbal communication.
      iii) You can conquer nervousness by reading from the board/prompter.
      iv) Failure to motivate the audience is a common cause of ineffective presentation.
      v) To connect with the audience we should use humor. 2×5

PART-A

Q.2 Write about the do's and don'ts of group discussion. 20

Q.3 What can you do to overcome nervousness? Discuss. 20

Q.4 What are the common causes of ineffective presentations and what are the steps needed to improve them? 20

PART-B

Q.5 What is the meaning of presentation? What role does body language play while making presentations? 20

Q.6 Discuss the proper way of structuring a presentation. 20

Q.7 Write in brief about how to make a presentation fun, engaging and enjoyable. 20
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) Economics – Third Semester
ECONOMIC STATISTICS-II (BAEH-C-302)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) is compulsory. Attempt any three questions from Part-C. Marks are indicated against each question.

PART-A

Q.1 Answer the following questions:
   a) What is skewness? Explain the main types of skewed curves.
   b) Interpret the value of 0 and +1 for the product moment correlation coefficient.
   c) What is sampling?
   d) Explain Type-I and Type-II errors.
   e) What are the uses of index numbers?
   f) Given that \( \sum P_1 q_1 = 250, \sum P_0 q_0 = 150 \), Paasche’s Index number = 150 and Dorbish – Bowley’s Index number = 145. Find out Fisher’s ideal Index number.
   g) Explain the concept of standard error.
   h) What is \( x^2 \) distribution?
   i) What are regression coefficients?
   j) What is difference between Z test and t test?  2x10

PART-B

Q.2 Attempt (any four) of the following:
   a) For a distribution, mean is 10, standard deviation is 4, \( \sqrt{\beta_1} = 1 \) and \( \beta_2 = 4 \). Obtain first four moments about the origin.
   b) Find the coefficient of correlation for the following data:
      \( N = 10, \sum x = 50, \sum y = -30, \sum x^2 = 290, \sum y^2 = 300, \sum xy = -15 \)
   c) Distinguish between “seasonal” and ‘cyclical” fluctuations with suitable examples. Give any one method of measuring seasonal fluctuations.
   d) Show that the Fisher’s ‘Ideal Index’ number satisfies both time reversal and factor reversal test.
   e) State the procedure followed in testing a hypothesis.  5x4

PART-C

Q.3 Construct index numbers of price from the following data by applying.
   a) Laspeyre’s method.
   b) Paasche’s method.

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2010 Price</th>
<th>2010 Quantity</th>
<th>2011 Price</th>
<th>2011 Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>20</td>
<td>8</td>
<td>40</td>
<td>6</td>
</tr>
<tr>
<td>B</td>
<td>50</td>
<td>10</td>
<td>60</td>
<td>5</td>
</tr>
<tr>
<td>C</td>
<td>40</td>
<td>15</td>
<td>50</td>
<td>15</td>
</tr>
<tr>
<td>D</td>
<td>20</td>
<td>20</td>
<td>20</td>
<td>25</td>
</tr>
</tbody>
</table>
Q.4 The sale of a commodity in million tonnes varies from year 2007 to the year 2014 in the following manner:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>412</td>
<td>2011</td>
<td>470</td>
</tr>
<tr>
<td>2008</td>
<td>438</td>
<td>2012</td>
<td>482</td>
</tr>
<tr>
<td>2009</td>
<td>444</td>
<td>2013</td>
<td>490</td>
</tr>
<tr>
<td>2010</td>
<td>454</td>
<td>2014</td>
<td>500</td>
</tr>
</tbody>
</table>

a) Fit a trend line by the method of semi-averages.  
b) Draw the trend.  

Q.5 Write short notes on the following:
   a) Random sampling.  
   b) Stratified sampling.  
   c) Multistage sampling.  
   d) Cluster sampling.  

Q.6 a) In an antibacterial campaign in a certain area, quinine was administered to 1,624 persons out of a total population of 6,496. The number of fever cases is shown below:

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Fever</th>
<th>No Fever</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quinine</td>
<td>40</td>
<td>1584</td>
<td>1624</td>
</tr>
<tr>
<td>No quinine</td>
<td>440</td>
<td>4432</td>
<td>4872</td>
</tr>
<tr>
<td>Total</td>
<td>480</td>
<td>6016</td>
<td>6496</td>
</tr>
</tbody>
</table>

Discuss the usefulness of quinine in checking malaria. (For \( v = 1 \), chi-square at 5% = 3.84).  
b) i) What is chi-square test?  
   ii) What are its various applications?  
   iii) What are the basic conditions for application of chi-square test?  
   iv) What are Yate’s correction?  

Q.7 a) Two ladies were asked to rank 7 different types of soaps. The ranks given by them are as follows:

<table>
<thead>
<tr>
<th>Soaps</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neelu</td>
<td>2</td>
<td>1</td>
<td>4</td>
<td>3</td>
<td>5</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>Neena</td>
<td>1</td>
<td>3</td>
<td>2</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
</tr>
</tbody>
</table>

Calculate spearman’s rank correlation coefficient.  
b) In a correlation study the following values are obtained:

\[
\begin{align*}
\text{Mean} & : 65 & 67 \\
\text{Standard deviation} & : 2.5 & 3.5 \\
\text{Coefficient of correlation} & : 0.8 \\
\end{align*}
\]

Find the two regression equations that are associated with the above values.
PART-A
Q.1 Solve all:
   a) A consumer spends whole of his income on the two goods X and Y when his income
      is ₹100, the price of good X is ₹5 per unit of it and that of Y is ₹10 per unit of it.
      What can you infer about MRS\(_{XY}\) at the optimum?
   b) State the significance of the assumption of monotonic preference in the revealed
      preference theory.
   c) Distinguish between the net demand and the gross demand.
   d) Define the Roy’s identity utility function, with the help of equation.
   e) As the interest rate rise, does the intertemporal budget constraint becomes steeper
      or flatter? Explain.
   f) Explain when to provide a public good.
   g) Define the concept of asymmetric information.
   h) What is the definition of numeraire good?
   i) Suppose that a budget equation is given by \( P_1x_1 + P_2x_2 = m \). The government decides
      to impose a lump sum tax of ‘\( v \)’, a quantity tax on good 1 of ‘\( t \)’ and a quantity
      subsidy on good 2 of ‘\( s \)’. What is the equation of new budget line?
   j) Explain the utility function, that is separability additive, with the help of an equation. 2\( \times 10 \)

PART-B
Q.2 Attempt (any four) of the following:
   a) Suppose a consumer’s demand for good is given as
      \[ x = 10 + \left[ \frac{M}{10P_x} \right] \]
      where, \( x \) = quantity of good \( x \)
      \( M \) = income
      \( P_x \) = Price of X
      Given his income at ₹120 per day and price of good X as ₹4 per unit, measure the
      substitution and income effects of a fall is price from ₹4 per unit to ₹3 per unit.
   b) Explain how buyer’s willingness to pay, consumer surplus and the demand curve
      related with help of diagram and schedule?
   c) Define homothetic preferences. Explain the common characteristics of such
      preferences with help of necessary diagrams.
   d) A consumer, who is initially a lender, remains a lender even after a decline in
      interest rates. Is this consumer better off or worse off after change in interest rates?
      If the consumer becomes a borrower after the change is he better off or worse off?
   e) Explain in detail hidden action problem and hidden information problem, with the
      help of situationary example. 5\( \times 4 \)
Q.3  
   a) Explain the first order derivative of the maximum utility function. 
   b) Assume a specific mathematical lagrangian objective function associated with a 
      constrained utility maximization problem is given 
      \[ L = \frac{1}{2} x^2 + \frac{1}{2} y^2 + 10.00 - 0.50X - 2.00Y \]. 
      Derive the three first order conditions that would have to hold in order for \( L \) to be 
      maximized. 
   c) Assume that given a consumer’s utility function and price for \( X = \) hamburgers and \( Y = \) 
      french-fries, the optimal quantities of burgers and fries are such that \( X=2Y \). If the 
      consumer’s income constraint is ₹10, \( P_X = ₹2 \), \( P_Y = ₹1 \), what is the utility maximizing 
      consumption level of \( X \) and \( Y \)?

Q.4  
   a) Explain in detail all the three axioms of rational choice of a consumer behaviour 
       theory. 
   b) What do you understand by well behaved indifference curves, explain with suitable 
       diagrams?

Q.5  
   a) Define public goods. Explain the concept using appropriate example. 
   b) Explain what is the ideal amount of public good that should be offered, with the help 
       of budget constraint?

Q.6  
   a) Explain the constant real income hypothesis. Using the hypothesis split the price 
       effect into substitution and income effect for a normal good and a giffen good. 
   b) Compare and derive the demand curve of Hicks, slutskey and Marshallian price 
       effect.

Q.7  
   a) i) A risk averse individual is offered a choice between gamble that pays ₹1000 
       with a probability of 25% and ₹100 with a probability of 75% or a payment of 
       ₹325. Which would he choose? 
       ii) Which would he choose if payment was Rs. 320? 
   b) Draw a utility function that exhibits risk-loving behaviour for small gambles and risk 
       assess behaviour for longe gambles.
End Semester Examination, Dec. 2018
BA (Hons.) ECONOMICS – Third Semester
MACRO ECONOMICS-II (BAEH-C-304)

Time: 3 hrs                   Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) Graphically show the effect of increase in money supply in IS-LM framework.
   b) Enumerate the key assumptions of classical thought.
   c) Enlist the components of aggregate demand under Keynesian framework.
   d) Explain government multiplier.
   e) Discuss cost push inflation.
   f) Give reasons for a vertical Phillips curve in the long run.
   g) Graphically represent J curve.
   h) What do you understand by purchasing power parity?
   i) Enumerate the costs of inflation.
   j) Using BP curve, represent perfect capital mobility.

   2x10

   PART-A

Q.2 Answer (any four) of the following:
   a) Suppose, there is a rise in tax rate for every level of income, How will this affect the IS and AD curve, if at all? Explain.
   b) With the help of a diagram, explain the golden rule level of capital per worker under Solow mode.
   c) Explain full and partial crowding out effect. Complement your answer with suitable diagrams.
   d) Critically analyze the quantity theory of money.
   e) Would each of the following groups be happy or unhappy if the Indian rupee appreciated? Explain.
      i) American resident holding Indian government bonds.
      ii) Indian manufacturing industries.
      iii) Indian importers.

   5x4

Q.3 a) What is the significance of steady state capital per worker? How is the golden rule level of capital defined?
   b) Explain the transition paths of output, consumption and investment per worker when saving rate is decreased to achieve golden rule level.

   8
   12

Q.4 a) Derive the short run aggregate supply curve from wage setting and price setting relations.
   b) Explain how this curve is affected by a decline in each of the following:
      i) Oil price.
      ii) Unemployment benefits.
      iii) Expected price level.

   10
   10

   PART-B

Q.5 The following equations describe an economy. (Think of C, I, G, etc., as being measured in billions and i as a percentage; a 5 percent interest rate implies i = 5.)
\[ C = 0.8(1-t)Y \]
\[ t = 0.25 \]
\[ I = 900 - 50i \]
\[ G = 800 \]
\[ M_d = 0.25Y - 62.5i \]
\[ \frac{M_s}{P} = 500 \]

Where \( C \) is consumption, \( t \) is tax rate, \( I \) is investment, \( G \) is government expenditure, \( M_d \) is money demand, \( M_s \) is money supply and \( P \) is price level.

a) What is the value of simple government multiplier, in the absence of money market?

b) By how much does an increase in government spending of \( G \) increase the level of income in this model, which includes the money market?

c) By how much does a change in government spending of \( G \) affect the equilibrium interest rate?

d) Explain the difference between your answer to parts (a) and (b), Use graphs to complement your answer.  

Q.6  
a) What do you understand by J curve effect? Explain the reasons behind this effect.  
b) Within the Mundell-Fleming model assuming perfect capital mobility, analyze the effect of a lump-sum tax increase for the case of a flexible exchange rate. Will the tax cut be effective? Explain.  

Q.7  
a) How is the equilibrium level of national income determined in a small open economy? What is the value of the foreign trade multiplier?  
b) What is meant by automatic monetary adjustments? How do they help to adjust balance-of-payments disequilibria?
End Semester Examination, Dec. 2018  
B.A. (Hons.) Economics – Third Semester  
MACRO ECONOMICS-II (BAEH-C-304) 

Time: 3 hrs.  
Max Marks: 100 
No. of pages: 2 

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer the following questions: 

a) What do you understand by liquidity trap? 

b) Define fiscal and monetary policy.

c) Enumerate the assumptions underlying classical aggregate supply curve.

d) Enlist the factors determining the slope of aggregate demand curve.

e) What do you understand by natural rate of unemployment?

f) Define “Phillips Curve”.

g) Explain purchasing power parity.

h) Graphically show the determination of exchange rate.

i) Explain balance of payments deficit.

j) Using BP curve, represent imperfect capital mobility. 

2×10

**PART-B**

Q.2 Answer any four of the following: 

a) Will the following parties benefit or lose with a depreciation of Indian rupee? Justify your answer: 

i) An Indian firm trying to purchase property overseas.

ii) Indian exporters.

iii) Australian tourists planning a trip to India.

b) With the help of a diagram, explain the steady state level of capital per worker under Solow model with depreciation and technological progress. Label the axes and curves properly.

c) List and explain the three theories for why the short-run aggregate-supply curve is upward sloping.

d) Explain how following factors affect the extent of crowding out effect: 

i) Responsiveness of money demand to rate of interest

ii) Responsiveness of investment demand to rate of interest

e) Distinguish between cost push and demand pull inflation. 

5×4

**PART-C**

Q.3 a) Describe how each of the following developments affect the steady state capital stock in Solow model with the help of appropriate diagram: 

i) An increase in rate of technological progress.

ii) Increase in savings rate.

5×2 

b) Explain how, according to the Solow model, technological progress is the source of sustained increase in output per worker? 

10

Q.4 a) At time $t_0$, the level of money supply increases from $M_0$ to $M_1$. Using AD-AS analysis, trace short run, medium run and long run impact on prices and output. Is money neutral in medium run? 

10
b) Draw a diagram with aggregate demand, short-run aggregate supply, and long-run aggregate supply. Label the axes and curves properly. Explain why the long-run aggregate-supply curve is vertical.  

Q.5  An economy is initially described by the following equations:

\[ C = 500 + 0.75 Y_D \]
\[ I = 1000 - 50r \]
\[ M/P = Y - 200r \]
\[ G = 1000 \]
\[ T = 1000 \]
\[ M = 6000 \]
\[ P = 2 \]

a) Using the information provided, derive the equations and graph the IS curve and the LM curve. Calculate the equilibrium interest rate and level of income.  
b) Suppose that a government increase taxes by 20 percent. Assuming the money supply is held constant, what are the new equilibrium interest rate and level of income?  
c) For part (b), now assume that the central bank adjusts the money supply to hold the interest rate constant. What is the new level of income? What must the new money supply be?  
d) Now assume that the central bank adjusts the money supply to hold the level of income constant. What is the new equilibrium interest rate? What must the money supply be?  

Q.6  a) Why are central banks unable to conduct an independent monetary policy under fixed exchange rate when there is perfect capital mobility? Elaborate.  
b) Why is it that following a monetary expansion, exchange rate always overshoots its new long run equilibrium level? Explain and complement you answer with suitable diagrams.  

Q.7  How do all the automatic adjustment mechanisms operate together to correct a deficit in a nation's balance of payments under a fixed exchange rate system when the nation operates at less than full employment?
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) Economics – Fifth Semester
MONEY AND BANKING (BAEH-C-501)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer the following questions in not more than 50 words each.
   a) What is a barter?
   b) Define money.
   c) Explain the concept of money supply.
   d) What is deposit multiplier?
   e) You borrowed $1000 on January 1 and must repay a total amount of $1060 exactly a year later. What is the interest paid?
   f) Predict what will happen to interest rates if the public suddenly expects a large increase in stock price?
   g) What is money market?
   h) Define a bank.
   i) Write any two objectives of a monetary policy.
   j) What is the double coincidence of wants? 2×10

**PART-B**

Q.2 Attempt (any four) of the following:
   a) Discuss full employment and economic growth as objectives of monetary policy.
   b) Discuss the objectives and functions of the reserve bank of India.
   c) If the expectations of future short term interest rates suddenly fall what would happen to the slope of the yield curve?
   d) Suppose the country has the following monetary asset information as of April 2018.
      Cash in the hand of public = ₹300 crores
      Demand deposits = ₹400 crores
      Other checkable deposits = ₹150 crores
      Traveler's cheques = ₹50 crores
      Savings type accounts = ₹2000 crores
      Small time deposits = ₹500 crores
      Large time deposits = ₹450 crores
      Calculate M₁ and M₂.
   e) Suppose that there is no medium of exchange in a place. The people of that place want to start using something as the medium of exchange. Somebody suggests that the seeds of the tamarind tree can be used for exchange. Somebody else suggests that coins of silver be used as the medium of exchange. What do you think should be chosen out of these two? Explain with reasons. 5x4
PART-C

Q.3 Explain why you would be more or less willing to buy a house under the following circumstances?
   a) You just inherited $100,000.
   b) Real estate commissions fall from 6% of the sales price to 5% of the sales.
   c) You expect Air India stock to double in value next year.
   d) You expect housing prices to fall. 5×4

Q.4 a) Explain the historical development of money from gold coins to the present system of paper currency. 10
   b) What are the different functions of money? How are they related to ‘motives’ to hold money? 10

Q.5 a) What is high-powered money? Is it different from reserve money and monetary base? 8
   b) How is narrow money different from broad money? 5
   c) Define M₀, M₁, M₂, M₃ and M₄. 7

Q.6 a) What are the main functions of commercial banks?
   b) How does commercial banks create credit?
   c) The central bank acts as lender of last resort. How?
   d) Define open market operation. 5×4

Q.7 a) What are the instruments of money market?
   b) What is “Gilt-Edged” market?
   c) Name the financial institutions that provide credit to various sectors of economy.
   d) The NOP band has an 8% coupon rate (semi-annual interest), a maturity value of $1000, matures in 5 years and a current price of $1200. What is NOP’s yield to maturity? 5×4
Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer the following questions in not more than 50 words each.

a) Distinguish between economic growth and economic development.

b) Enumerate any four structural characteristics of developing nations.

c) Distinguish between capability poverty and human poverty.

d) State the stages of economic growth in Rostow’s model.

e) Enumerate the assumptions underlying Lewis model of development.

f) What do you understand by steady state level of output?

g) Differentiate between primary and secondary poverty.

h) Define golden rule level of capital under Solow model.

i) Mention any four sustainable development goals

j) What do you understand by weak sustainability? 2×10

**PART-B**

Q.2 Attempt (any four) of the following:

a) Do you believe that A.K. Sen’s Capability approach adds new dimensions to the existing theories of economic development? Explain.

b) Explain major tools of measuring inequality. Highlight the more apt method of measuring inequality.

c) Briefly explain the Harris Todaro model.

d) “There is one saving rate that is best in the sense of maximizing per capita consumption in steady state”. Explain this statement and illustrate the idea graphically.

e) Elaborate on the role of participation as one of the governing factors of sustainable development. 5x4

**PART-C**

Q.3 a) Explain the distinction between low levels of living and low per capita incomes. Can low levels of living exist simultaneously with high levels of per capita income? Explain and give some examples.

b) What is Human Development Index? Give its limitations as a measure of economic development and suggest improvement. 10

Q.4 There is an economy of 10 people. Three live in modern sector and earn ₹200/month. Rest live in traditional sector earning ₹100/month. One day, the two new modern sector jobs open up and two people from the traditional sector move to modern sector.

a) Show that the Lorenz curve of income distribution before and after the labour movement to modern sector.

b) Calculate coefficient of variation and Gini coefficient for two distributions. Do these measures agree about changes in inequality? Why? 10×2
Q.5  a) “Expansion of high productivity sector absorbs more and more labour from subsistence sector indicating that dualism is a powerful tool of development planning”. Critically evaluate Lewis model of development in the light of above statement.  
   b) To counteract underdevelopment stagnation, discuss Leibenstein’s critical minimum effort theory.  

Q.6  a) It is said that a characteristic of Harrod-Domar model is that even for the long run the economy is at best balanced on a knife edge of equilibrium growth. Do you agree? Substantiate your answer.  
   b) “The assumption of fixed coefficient production function is at the root of Harrod’s instability”. Discuss and explain whether giving up the assumption really helps?  

Q.7  a) Poverty and population growth are the two major factors obstructing sustainable development. Do you agree? Elaborate.  
   b) “In many ways, the world economy in the late 20th century and early 21st century resemble the world economy in the late 19th century”. Evaluate this statement pointing out the similarities and differences between these two periods.
Q.1 Answer the following questions:
a) What is Econometrics?
b) Explain the difference between estimator and estimate with an example.
c) If \[ Y_i = b_1 + b_2X_{i2} + b_3X_{i3} + \cdots + b_kX_{ik} + u_i [i = 1, 2, 3, \ldots, n], \]
show that its equivalent expression in matrix notation is \[ y = Xb + u. \]
d) Why \( r^2 \) ranges between 0 to 1?
e) If \( Y_i = aX_i^2 \) then prove that its elasticity coefficient is \( b \) for the log-log transformation of model.
f) What is dummy variable trap?
g) What is the relevance of linear probability model (LPM)?
h) Why the presence of multicollinearity is a problem in estimating regression model?
i) Write the functional form of first and second order autocorrelation?
j) Heteroscedasticity is mainly a problem with cross-sectional data - justify it.

Q.2 Answer \( \text{any four} \) of the following:
a) What are the reasons for introducing error term in a regression model?
b) Prove that \( \hat{\alpha} = 0 \) and \( E(\hat{\beta} - \beta)^2 = s^2 \) under the CLRM model \( Y_i = a + bX_i + u_i. \)
c) Briefly explain the Gauss-Markov theorem.
d) Suppose a qualitatively categorical variable such as car ownership (C) is function of individual’s income (Y). Explain why simple OLS can’t be used to estimate the model.
e) Prove that \( \hat{\beta} = (X'X)^{-1}X'y \) for a general matrix model \( y = Xb + u. \)

Q.3 a) Explain and prove that \( r^2 \) is a measure of the goodness of fit in regression model. \( 14 \)
b) Define and justify the range of values for \( r^2. \) \( 6 \)

Q.4 a) For a model like \( Y_i = a + bX_i + u_i, \) derive the normal equations and solve them to determine \( \hat{a} \) and \( \hat{b} \) under OLS. \( 12 \)
b) Derive var(\( b \)) of the above model. \( 8 \)

Q.5 a) For a simple regression model, prove that \( \text{var}(\hat{u}) = \hat{s}^2 = \frac{\hat{u}^2}{\hat{\sigma}^2}. \) \( 12 \)
b) Using a suitable model, show that var(\( b \)) is minimum for OLS. \( 8 \)

Q.6 a) What is distributed-lag model, and is there any problem with this model? \( 6 \)
b) Using dummy variable technique, construct and justify the regression model with one quantitative variable and one qualitative variable with two categories. \( 8 \)
c) Explain how dummy variable can be used to deal with slope change in the model. \( 6 \)
Q.7 a) Why the problem of heteroscedasticity found in regression model? How can it be detected? Which method can be used to estimate model with heteroscedastic variance?  
b) What are the main consequences of multicollinearity?  
c) Why autocorrelation appears in regression model?
Q.1 a) Differentiate between capital budgeting decision and capital structure decision. 
   b) What are annuities and why such values are calculated? 
   c) Differentiate between yield to maturity and yield to call. 
   d) What do you understand by intrinsic value? 
   e) What is the purpose of balance sheet? 
   f) Define capital budgeting and capital expenditure. 
   g) Explain possessory note. 
   h) Define bearer debentures and registered debentures. 
   i) Why payback period method is both: popular and unsound? 
   j) Explain financial issues of the project financing. 2×10

PART-A

Q.2 Explain is brief profit maximization decision criteria and wealth maximization decision criteria. 5

Q.3 Guro Technology Limited is a listed company whose shares are selling at ₹330 currently. The expectations of the market about the future price of the share is ₹380. If the current dividend is ₹7 per share, what dividend do you expect for the coming year? 5

Q.4 What are futures? How does futures contracts different from the forward contracts? 5

Q.5 Why might it be possible for a company to make large operating profits, yet still be unable to meet debt payments when due? What financial ratios might be employed to detect such a condition and how? 5

Q.6 A project costs ₹36,000 and expected to generate cash inflows of ₹11,200 annually for 5 years. Calculate the IRR of the project. 5

PART-B

Q.6 a) What do you understand by:
   i) Future value. 
   ii) Present value of money. 10
   b) How much will recurring investment of ₹10,000 per annum accumulate to at the end of 30 years where the investment fetches an interest rate of 9.5% per annum if compounding is:
   i) Annual 
   ii) Quarterly 
   iii) Monthly 10

Q.7 XX Enterprises engaged in the business of ship breaking. They have issued a bond whose current market price is ₹120. The bond issued has following features:
Face value — ₹100
Coupon rate — 15%
Periodicity of coupon — Annual
Time remaining for maturity — 6 years
Redemption value — ₹110
Current market price — ₹124

a) What is the current yield of the bond?
b) If an investor buys the bond today and holds it till maturity what returns would be realize.
c) Assuming that the yield in the market has fallor to 9% what impact on price of the fund you see? Work out the price of the bond after two years assuming that yield remains at 9%.
d) Assume that an investor buys the bond today and sells at the price work out in above, what returns would be realize?

Q.8 Kedzie Lord Company had the following balance sheet and income statements over the last three years (in thousands):

<table>
<thead>
<tr>
<th></th>
<th>19×1</th>
<th>19×2</th>
<th>19×3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>561</td>
<td>387</td>
<td>202</td>
</tr>
<tr>
<td>Receivables</td>
<td>1963</td>
<td>2870</td>
<td>4051</td>
</tr>
<tr>
<td>Inventories</td>
<td>2031</td>
<td>2613</td>
<td>3287</td>
</tr>
<tr>
<td>Current assets</td>
<td>4555</td>
<td>5870</td>
<td>7540</td>
</tr>
<tr>
<td>Net fixed assets.</td>
<td>2581</td>
<td>4430</td>
<td>4364</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>7136</strong></td>
<td><strong>10300</strong></td>
<td><strong>11904</strong></td>
</tr>
<tr>
<td>Payables</td>
<td>1862</td>
<td>2944</td>
<td>3613</td>
</tr>
<tr>
<td>Accruals</td>
<td>301</td>
<td>516</td>
<td>587</td>
</tr>
<tr>
<td>Bank loan</td>
<td>250</td>
<td>900</td>
<td>1050</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>2413</td>
<td>4360</td>
<td>5250</td>
</tr>
<tr>
<td>Long term debt</td>
<td>500</td>
<td>1000</td>
<td>950</td>
</tr>
<tr>
<td>Share holders equity</td>
<td>4223</td>
<td>4940</td>
<td>5704</td>
</tr>
<tr>
<td><strong>Total liabilities and share holder equity</strong></td>
<td><strong>7136</strong></td>
<td><strong>10300</strong></td>
<td><strong>11904</strong></td>
</tr>
<tr>
<td>Sales</td>
<td>11863</td>
<td>14952</td>
<td>16349</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>8537</td>
<td>11124</td>
<td>12016</td>
</tr>
<tr>
<td>G. expense</td>
<td>2276</td>
<td>2471</td>
<td>2793</td>
</tr>
<tr>
<td>Interest</td>
<td>73</td>
<td>188</td>
<td>200</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td><strong>977</strong></td>
<td><strong>1169</strong></td>
<td><strong>1340</strong></td>
</tr>
</tbody>
</table>

Taxes are 390, 452, 576 for 19×1, 19×2, 19×3. Evaluate trends in the company’s financial condition and performance by using.
a) Common size analysis.
b) Index analysis.

Q.9 a) Differentiate between money market and capital market.  
b) Define shares and explain preferred shares and its types.  
c) Define debentures and explain it various forms.

Q.10 a) Define the financial agreements.  
b) Explain the model off PPP participants and PPP project financing.  
c) How a private finance project is financed.
End Semester Examination, Dec. 2018
B.A. (Hons.) Economics – Third Semester
MATHEMATICS FOR ECONOMICS-II (BAEH-G-305)

Time: 3 hrs. Max Marks: 100
No. of pages: 2
Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Attempt all questions:
   a) What will be equivalent Leibniz notation, \( D \) notation and \( y \) notation for \( f \) and \( f(8) \)
   b) Given \( u = a^v \). Find out \( \frac{du}{dv} \) at \( v = 2 \) and \( a = 5 \).
   c) Given \( z = f(x, y) = (x^2 + 4)(3x + 2y) \), find out \( f_y(2, 1) \)
   d) If \( f(x) = x^{32} \) find out \( f^{(33)} \) and comments.
   e) Find out \( u'' \) for \( u = v^2 e^v \)
   f) If \( y = f(x) = x^2 + 3x + 9 \), what will be the value of \( \frac{dy}{dx} \) to reach its extremum?
   g) If \( f(y) = 5y^5 - 4y^4 \) find out \( f^{(4)} \)
   h) If \( u = f(v_1, v_2) = 2v_1^2 + v_1v_2 + 9v_2^2 \), find out \( f_{v_1} \)
   i) Let \( U = u(X, Y) \) be the utility function when \( X \) units of commodity \(-1\) and \( Y \) unit of commodity\(-2\) are consumed. How do you interpret \( u'_1(35, 9) = 8 \)
   j) If prices of all commodities change along demand function: \( D = D(p_1, p_2, p_3, \ldots, p_n) \), how much quantity demand will be changed in total?

PART-A

Q.2 Attempt any four questions:
   a) Find out the future value of \( ₹250 \) in 2 years if it is invested at compound interest rate 5% per month. How this estimated future value if discounted at same rate can give present value?
   b) Solve equation \( \frac{dy}{dt} + 4y = 0 \) with initial condition \( y(0) = 1.5 \)
   c) Find out \( \frac{\partial z}{\partial y_1} \frac{\partial z}{\partial y_2} \) and \( \frac{\partial^2 z}{\partial y_1 y_2} \) for \( z = 5y_1^3 - 10y_1^2 y_2 + 15y_2^2 \)
   d) For a standard Lagrange function: \( y = f(\lambda, x_1, x_2) \), construct and explain Hessian matrix and transform it into bordered Hessian term.
   e) Suppose \( u = f(v) = v^3 \), explain that it has an inflection point.

Q.3 a) Find out the extremum of \( p = u^2 + v^2 \) subject to \( u + 4v = 2 \) and prove that its extreme is minimum point.
   b) Suppose a function \( u(x, y) = xy \) with intertemporal budget constrain \( M = x + \frac{y}{1+r} \)
find out the optimal \( x \) and \( y \), and check it’s second order condition.
   c) Comment on the extreme value(s) of function: \( t = 2x^2 + rs + 4r^3 + sm + m^2 + 2 \)

Q.4 a) Find all partial derivatives up to second order of the function \( f(x, y) = x^4 y^2 - x^2 y^6 \)
   b) If \( u = 5v^4 - 3v^3 + 7v^2 + 2v - 4 \), find out \( f''(2) \)
   c) Find out \( f^{(5)} \) when \( f(x) = 3x^{-1} + 6x^3 - x^6 \)
d) Find out the extremum point of function \( d = p^3 - 3p^2 + 2 \) by checking necessary and sufficient conditions.

**PART-B**

Q.5  
\[ f^{(3)}(4) \text{ and } f(x) = \sqrt{x} \]

b) Compute first four derivatives of:

(i) \( y = x^{-1} \) and  
(ii) \( u = 4v^4 + 5v^3 + 3v \)

c) Check whether \( \frac{\partial^2 f}{\partial u \partial v} = \frac{\partial^2 f}{\partial v \partial u} \) for the functions:

(i) \( f(u,v) = u^3v + u^2v^2 + u + v \)  
(ii) \( f(u,v) = u^4v^2 + u^2v^6 \)

d) If \( f(p, q) = p^3e^{q^2} \), find out first and second order derivatives at \((1, 0)\)

Q.6  
a) Explain with a diagram/example: first derivative test alone be helpful to find out the extremums (maximum/minimum/inflection).

b) Simply a second derivative test is sufficient to find out the convexity/concavity of function – justify and prove it with suitable example.

c) Suppose a firm minimizes cost given by \( C(L, K) = 20L + K \) subject to constraint imposed by production function \( Q(L, K) = L + \sqrt{K} \). Find out the optimal choices of \( L \) and \( K \) using Lagrange approach.

Q.7  
a) Explain how the concept of intertemporal budget constrain is helpful to determine present value of an investment?

b) Banksh opened up a bank account with deposit of ₹675. He then planned with this account to deposit the same amount at end of each month for 10 years with compounded interest rate of 18% p.a. Calculate how much will have to accumulate at end of the investment period.

c) A person invests ₹1050 each quarter into an annuity at interest 6% p.a. for five years. What will be future value at end of the agreed investment period?

d) Calculate and illustrate the future value of ₹1250 in 5 year-time with fixed inflation rate at 10% p.a. in economy.
Time: 3 hrs                   Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

PART-A

Q.1 a) State any two functions of financial markets.
    b) Define the commercial bills with example.
    c) Extract the relationship between financial system and economic development.
    d) Differentiate between participating and non participating preference share.
    e) State the characteristics of money market instruments.
    f) What is universal banking?
    g) Explain who is Merchant Banker?
    h) What are offshore Funds?
    i) Explain the call rate in the money market.
    j) State the objectives of underwriting. 2x10

PART-B

Q.2 Answer the (any four) of the following:
    a) Discuss the key differences between Bonds and Debentures.
    b) Explain in detail Indian Equity market.
    c) What are the different products and services offered by EXIM bank?
    d) Why is the general insurance market smaller than the life insurance market in India?
    e) Define the foreign direct investment and its three types. 5x4

PART-C

Q.3 a) Explain why there is a need of industrial finance? 6
    b) Give a brief profile of IFCI and SIDBI. 14

Q.4 a) Briefly explain the structure of Indian money market. 5
    b) Explain in detail the Instruments of monetary policy. 10
    c) Write a brief note on different types of bonds. 5

Q.5 a) Define Merchant Banking, and how it is different from commercial banking. 8
    b) Explain the Pre issue activities and Post issue activities of Merchant Banking. 12

Q.6 a) Define the foreign Investment and explain different types of foreign Investment. 6
    b) Explain the registration Process for FII’s. 7
    c) Explain the foreign entities who can register as FII’s in India. 7

Q.7 a) Define commercial banks. 4
    b) Explain the types of commercial banks. 4
    c) Give a detail on primary and secondary junctions of commercial bank. 12
End Semester Examination, Dec. 2018  
B.A. / B. Sc. (Hons.) – First Semester  
INTRODUCTORY MICROECONOMICS (BECO-C-103)  

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 2  

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

PART-A  
Q.1 Answer the following questions:  
a) State the main drawbacks of the Marshallian Cardinal approach to theory of demand.  
b) The total utility at different levels of consumption is given below:  

<table>
<thead>
<tr>
<th>Units Consumed</th>
<th>1</th>
<th>5</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Utility</td>
<td>20</td>
<td>60</td>
<td>85</td>
</tr>
</tbody>
</table>

If the price is fixed at ₹5, determine the equilibrium level of demand.  
c) Define Lexicographic Preferences with the help of examples.  
d) Explain the concept of Giffen’s Paradox.  
e) What does consumer surplus measure? How is it calculated?  
f) What is meant by scale in production?  
g) What are isoquants? Explain with help of an example.  
h) Define “Average Revenue” and “Marginal Revenue”.  
i) Distinguish between capital deepening and labour deepening technical progress.  
j) If the price of good 1 doubles and price of good 2 triples, does the budget line become flatter or steeper? Explain.  

PART-B  
Q.2 Answer (any four) of the following questions:  
a) Suppose you live in a world where only two goods are consumed, food and clothes. You have ₹100, food costs ₹5 per unit and cloth cost ₹25 per unit.  
i) If you consume only food, how much can you purchase? If you consume only cloth, how much can you purchase?  
ii) Draw a graph of your budget constraint and label the feasible set.  
iii) Suppose the price of the cloths is reduced to ₹20 per unit. Draw your new budget constraint and label the new feasible set.  
b) Depict pollution on x axis and electricity on y axis what would the indifference curve look like if:  
i) Pollution is a bad commodity and electricity is a good commodity.  
ii) Pollution is a neutral commodity and electricity is a good commodity.  
c) Drive the demand curve from the Marshall, Hicks and slutsky price effect.  
d) A firm’s TFC is 500 and its MC schedules are given below:  

<table>
<thead>
<tr>
<th>Output</th>
<th>0</th>
<th>2</th>
<th>4</th>
<th>6</th>
<th>8</th>
<th>10</th>
<th>12</th>
<th>14</th>
<th>16</th>
<th>18</th>
<th>20</th>
<th>22</th>
<th>24</th>
</tr>
</thead>
<tbody>
<tr>
<td>MC</td>
<td>–</td>
<td>340</td>
<td>300</td>
<td>200</td>
<td>150</td>
<td>120</td>
<td>120</td>
<td>130</td>
<td>150</td>
<td>175</td>
<td>215</td>
<td>300</td>
<td>340</td>
</tr>
</tbody>
</table>

Workout TC, TVC, AC, AVC, and AFC Schedules and sketch them on same graph.  
e) Given the output function: \( Q = 1000 L^{1/3} K^{2/3} \) and the consumer budget; \( 3000 = 100L + 50K \) determine the equilibrium level of employment for the producer.  

PART-C  
Q.3 a) State the weak and strong axioms of the revealed preference theory with specific reference to their distinguishing feature.  

10
b) A consumer’s buying behavior of good x and y in the price situation is observed as follow:

<table>
<thead>
<tr>
<th>Observation</th>
<th>Price</th>
<th>Bundles</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$P_x$</td>
<td>$P_y$</td>
</tr>
<tr>
<td>1</td>
<td>6</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>

Which consumption bundle has revealed preference to other? Does this buying behavior reveal violation of the WARP?

Q.4  

a) Determine the total and the average products at each level of employment of labour units below:

<table>
<thead>
<tr>
<th>L</th>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>MPL</td>
<td>0</td>
<td>80</td>
<td>70</td>
<td>60</td>
<td>50</td>
<td>40</td>
<td>30</td>
<td>20</td>
<td>10</td>
<td>0</td>
<td>-10</td>
</tr>
</tbody>
</table>

b) Which of three stages of production do the producers like to operate and why?

c) With reference to above example, tell the range of optimum production, when producer is likely to operate?

Q.5  

a) A consumer faces prices of hot dogs and burgers of $1 each. Consumption of the two commodities at various weekly incomes are shown as follow:

<table>
<thead>
<tr>
<th>Income</th>
<th>Hot Dogs</th>
<th>Burgers</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10</td>
<td>3</td>
<td>7</td>
</tr>
<tr>
<td>$15</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td>$20</td>
<td>10</td>
<td>10</td>
</tr>
</tbody>
</table>

i) Use the information to sketch the income consumption curve.

ii) Define the Engel curve and draw the Engel curves for hot dogs and burgers.

b) Define the Price consumption curve. Give suitable example.

Q.6  

a) Given the equation of demand $Q^d = 1000 - 4P$, Where $Q^d$ is quantity demanded and $P$ is price. Obtain expressions of TR, AR and MR. Depict TR, AR and MR in a diagram. Find the level of output at which:

i) AR = 0

ii) MR = 0

iii) TR is maximum.

iv) Is MR twice as steep as AR?

b) Calculate the price elasticity of demand at $Q = 500$. Find the AR and MR at this point and show that $MR = AR[1 - (1/E^P)]$.

Q.7  

Given the following marginal utility schedule for good x and y and given that price of x and y both is $1, and that individual spends all of his income of $ 7 on X and Y:

<table>
<thead>
<tr>
<th>Q</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
<td>MU_x</td>
<td>15</td>
<td>11</td>
<td>9</td>
<td>6</td>
<td>4</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>MU_y</td>
<td>12</td>
<td>9</td>
<td>6</td>
<td>5</td>
<td>3</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

a) Indicate how much of x and y the individual should proceed to maximize utility.

b) Show the condition of constrained utility maximization when individual is at his optimum.
c) Determine how much total utility the individual receives when he or she maximizes utility.

d) How much utility would the individual get if he spent all income on x and y.
End Semester Examination, Dec. 2018
BA (Hons.) ECONOMICS – First Semester
INTRODUCTORY MACRO ECONOMICS (BECO-C-104)

Time: 3 hrs                    Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) What is the difference between fiat money and commodity money?
   b) Explain any one reason for prevalence of wage price rigidity in the economy.
   c) What do you understand by structural inflation?
   d) Why hyperinflation is considered harmful for the economy?
   e) Enumerate determinants of transactional demand for money.
   f) What do you understand by paradox of thrift?
   g) Discuss the present value criterion for investment.
   h) Contrast between the stock and flow concept.
   i) Briefly explain the idea behind relative income hypothesis.
   j) Graphically show the determination of exchange rate for the economy. 2x10

Q.2 Answer (any four) of the following:
   a) “Along the consumption function, income changes more than consumption.” What does this imply for the MPC and MPS? 5
   b) If a firm invests out of retained profits rather than borrowed funds, will its investment decisions still be affected by the changes in the interest rate? Explain. 5
   c) What motives for holding money transactions, precautionary, or speculative do you think explain the following holdings? Explain.
      i) Money to meet University’s monthly payroll deposited in the local bank.
      ii) A household tries to keep a buffer of Rs. 1000 in its savings account.
      iii) You carry Rs. 20 in your pocket even though you have no planned expenditures. 5
   d) Define inflation. Briefly explain various sources of inflation. 5
   e) What is the labor-force status of each of the following?
      i) A retired person who moved to Delhi and answers advertisements for Part-time positions.
      ii) A parent who works part-time, wants a full-time job, but doesn’t have time to look.
      iii) A teacher who has a job but is too ill to work. 5

Q.3 a) Why does the ratio of consumption to accumulated saving declines over time until retirement? Explain the underlying assumption to such behavior? What happens to this ratio after retirement? 10
   b) How do the life-cycle and permanent-income hypotheses resolve the seemingly contradictory pieces of evidence regarding consumption behavior? 10

Q.4 a) Given the following information, calculate Tobin’s q statistic: Let’s suppose that a company has one lakh outstanding shares of stock, each valued at Rs. 25. Let us suppose also that there placement cost of its physical capital stock is Rs. 18 lakhs.
   i) Should this firm invest (net) in more physical capital?
ii) Would your answer change if the replacement cost of its physical capital stock at this time was Rs. 25 lakh? Rs. 28 lakh?

b) The cash flows for an investment project are listed below. The firm will invest if the present value of the cash flows is positive.

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>-1400</td>
<td>700</td>
<td>840</td>
</tr>
</tbody>
</table>

Should the firm undertake this project?

i) If the interest rate is 5%.

ii) If the interest rate 10%.

**PART-B**

**Q.5**  
**a)** Suppose a country has a money demand function: \( \left( \frac{M}{P} \right)_d = kY \), where \( k \) is a constant parameter. The money supply grows by 12% per year, and real income grows by 4% per year.

i) What is the average inflation rate?

ii) How would inflation be different if real income growth were higher? Explain.

iii) How do you interpret the parameter \( k \)? What is its relationship to the velocity of money?

**b)** Suppose, instead of a constant money demand function, the velocity of money in this economy was growing steadily because of financial innovation. How would that affect the inflation rate? Explain.

**Q.6**  
**a)** Consider the following impacts of inflation: tax distortions, income and wealth redistribution, shoe-leather costs, and menu costs. For each, define the cost and provide an example.

**b)** Explain how the overall supply of money in economy depends on the amount of high powered money.

**Q.7**  
**a)** Suppose that a country experiences a reduction in productivity – is, an adverse shock to the production function.

i) What happens to the labor demand curve?

ii) How would this change in productivity affect the labor market – that is, employment, unemployment, and real wages – if the labor market is always in equilibrium?

iii) How would this change in productivity affect the labor market if unions prevent real wages from falling?

**b)** Explain the concept of cyclical and frictional unemployment. Support your answer with a suitable example.
End Semester Examination, Dec. 2018 
B.A. (Hons.) Economics – First Semester 
INTRODUCTORY MACRO ECONOMICS (BECO-C-104)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in total from Part-A, Part-B and Part-C. Q.1 (Part-A) and Q.2 (Part-B) are compulsory. Attempt any THREE questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Answer the following questions:

a) Explain why the money demand function is downward sloping.

b) What do you understand by economic growth?

c) Contrast between ex-ante and ex-post variables.

d) Enumerate any two assumptions of classical thought.

e) Give an example of supply shock.

f) Explain the concept of marginal propensity to consume.

g) What is marginal efficiency of capital?

h) Briefly explain speculative demand for money.

i) What is the full employment level of output?

j) Enumerate factors leading to structural unemployment.

2×10

**PART-B**

Q.2 Answer (any four) of the following:

a) What were three conjectures about the consumption function given by Keynes’s? Complement your answer with a diagram.

b) If a firm invests out of retained profits rather than borrowed funds, will its investment decisions still be affected by the changes in the interest rate? Explain.

c) Explain the concept of the opportunity cost of holding money.

d) In each of the following scenarios, explain and categorize the cost of inflation:

   i) Because inflation has risen, the Westside clothing company decides to issue a new catalog monthly rather than quarterly.

   ii) Grandpa buys an annuity for ₹10,000 from an insurance company, which promises to pay him ₹1,000 a year for the rest of his life. After buying it, he is surprised that high inflation triples the price level over the next few years.

e) What is the labor-force status of each of the following?

   i) A teenager who sends out resumes in searching for a first job

   ii) An autoworker who has been laid off and would like to work but has given up hope of finding work or being recalled

5×4

**PART-C**

Q.3 a) Albert and Franco both follow the life-cycle hypothesis: they smooth consumption as much as possible. They each live for five periods, the last two of which are retirement. Here are their incomes earned during each period:

<table>
<thead>
<tr>
<th>Period</th>
<th>Albert</th>
<th>Franco</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1,00,000</td>
<td>40,000</td>
</tr>
<tr>
<td>2</td>
<td>1,00,000</td>
<td>1,00,000</td>
</tr>
<tr>
<td>3</td>
<td>1,00,000</td>
<td>1,60,000</td>
</tr>
<tr>
<td>4</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>5</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

They both die at the beginning of period six.
i) For each individual, compute consumption and saving in each period of life.
ii) Compute their wealth (that is, their accumulated savings) at the beginning of
each period, including period six
iii) Graph consumption, income, and wealth for each of them, with the period on
the horizontal axis.
b) Explain why changes in consumption are unpredictable if consumers obey the
permanent-income hypothesis and have rational expectations.

Q.4 Use the neoclassical model of investment to explain the impact of each of the following
on the rental price of capital, the cost of capital, and investment:
a) Anti-inflationary monetary policy raises the real interest rate.
b) An earthquake destroys part of the capital stock.
c) Immigration of foreign workers increases the size of the labor force.
d) Advances in computer technology make production more efficient.

Q.5 a) Explain various functions of money. Which of the functions do the following items
satisfy and which they don’t? Why?
i) A credit card
ii) A painting by M.F. Hussain
iii) A metro token
b) In the country, the velocity of money is constant. Real GDP grows by 3 percent per
year, the money stock grows by 8 percent per year, and the nominal interest rate is
9 percent then what is the growth rate of nominal GDP and the inflation rate?

Q.6 a) "During periods of inflation, people use real resources to reduce their holdings of fiat
money. Such activities produce a private benefit with no corresponding social gain,
which illustrates the social cost of inflation." Explain this quotation and give an
example.
b) Enumerate and elaborate the significance of classical assumptions underlying
quantity theory of money?

Q.7 a) In a perfectly competitive labour market, with help of diagram, represent initial
equilibrium wage by $w^*$ and employment as $L^*$.
i) Suppose the demand for labour decreases leading to shift in labour demand
curve. If wages are perfectly flexible, what is the effect on wages and
employment? Show this in the diagram.
ii) Is there any involuntary unemployment in part (a) after the shock?
iii) Now suppose wages can only adjust half as much as in part (a) that is, wages
are sticky. What is the effect on wages and employment in this case? Show this
in the diagram.
iv) Is there any involuntary unemployment in part (c) after the shock? How
much?
b) Explain the concept of cyclical and frictional unemployment. Support your answer
with a suitable example.
MATHEMATICS FOR ECONOMICS (BECO-C-105)

Q.1 Attempt all questions:
   a) Using suitable examples, explain the simple, composite and inverse functions.
   b) Let \( u = a^v \), find out \( du/dv \) when \( v = 2 \) and \( a = 5 \).
   c) Given \( z = f(x, y) = 3x + 2y^2 \), find out \( f_y (2, 1) \)
   d) Find out \( \int (u^3 + 2u^2 + 1) du \)
   e) Suppose \( X = \{4, 5\}, Y = \{3, 6, 7\} \) and \( Z = \{2, 3\} \). Find out \( X \cup (Y \cap Z) \)
   f) Explain identity matrix and scalar matrix with example.
   g) If \( y = \sum_{i=0}^{n} b_i x^i \), express it in general form of polynomial function.
   h) If \( u = f(v_1, v_2) = 2v_1^2 + v_1v_2 + 9v_2^2 \), find out \( f_{v_1} \)
   i) Find out the total derivative of utility function: \( u = u(x, y) = x^ay^b \)
   j) Solve the equation \( \frac{dy}{dt} + 4y = 0 \) with initial condition \( y(0) = 1 \)

Q.2

PART-A

Attempt any four questions:
   a) If average cost, AC=24 - Q and MC=8, find out Q
   b) Given the vectors: \( u = (5, 2, 3), v = (3, 1, 9), w = (7, 5, 8) \), write down \( u', v' \) and \( w' \) and also compute \( u'v' \) and \( uw' \).
   c) Find out \( \frac{\partial z}{\partial y_2} \) and \( \frac{\partial z}{\partial y_1} \) and \( \frac{z = 5y_1^3 - 10y_2^2 y_2 + 15y_2^2}{\partial z} \).
   d) Evaluate the value of integral \( \int_{1}^{2} 3\sqrt{z} \, dz \).
   e) Find out \( C \), if \( C = AB \times B \) and \( A = \begin{bmatrix} 1 & 0 & 3 \\ 2 & 1 & 5 \end{bmatrix}, B = \begin{bmatrix} 1 & 3 \\ 2 & 5 \\ 6 & 2 \end{bmatrix} \).

Q.3

   a) Let \( A = \begin{bmatrix} 2 & 0 \\ 1 & 3 \end{bmatrix}, B = \begin{bmatrix} 0 & 1 \\ 1 & 0 \end{bmatrix} \), show that whether \( AB \neq BA \).
   b) Prove that \( \begin{vmatrix} 1 + a & 1 & 1 \\ 1 & 1 + b & 1 \\ 1 & 1 & 1 + c \end{vmatrix} = abc + ab + ca + bc \).
   c) Verify the distributive law: \( P(Q + R) = PQ + PR \) when \( P = \begin{bmatrix} 1 & 2 \\ 3 & 4 \end{bmatrix}, Q = \begin{bmatrix} 2 & -1 & 1 & 0 \\ 3 & -1 & 2 & 1 \end{bmatrix}, R = \begin{bmatrix} -1 & 1 & 1 & 2 \\ -2 & 2 & 0 & -1 \end{bmatrix} \).
d) Show that $S = \begin{bmatrix} 5 & 6 \\ 5 & 10 \end{bmatrix}$ and $T = \begin{bmatrix} 1 & 0 \\ -1 & 1 \\ -2 & 4 \end{bmatrix}$ are inverse of each other.

Q.4  

a) Find all partial derivatives up to second order of the function $f(x, y) = x^4y^2 - x^3y^6$  
b) If $u = 5v^5 - 3v^4 + 7v^2 + 2v - 4$ find out $f''(2)$.

c) Find out first four derivatives of $D(p) = 3p^2 + 8p^2 + e^p$  
d) If $f(u, v) = u^3e^v$ then prove that whether $f_{12}'' = f_{21}''$ at $(u, v) = (1, 0)$

**PART-B**

Q.5  

a) Find the integral for $\int 3e^{2y^3} dy$  
b) Find the integral for $\int xe^x dx$  
c) Evaluate the value of integral $\int_0^2 4w^4 dw$  
d) Find out $\int \frac{dy}{(y+2)(y+1)}$  
e) Compute the value of $\int x^2e^{-2x} dx$

Q.6  
Verify that following differential equations are exact and solve them in four step procedure:  
a) $2yt^3dy + 3y^2t^2 dt = 0$  
b) $t(1+2y) dy + y(1+y) dt = 0$

Q.7  

a) Suppose a researcher estimated the price demand relationship for Rice, Wheat, Corn and Soybeans in Faridabad. It has been observed that:  
(i) Rice has a constant association,  
(ii) Wheat is linearly related  
(iii) Corn reveals quadratic relation and  
(iv) Soybeans observes as cubic one.  
Express these relationships in functional form and show their possible shapes.  
b) Solve second order recurrence relation given $F_n = 3F_{n-1} + 10F_{n-2}$ where $F_0 = 2$ and $F_1 = 3$.

c) If $S = \{3, 4, 5, 7, 9\}$ and $T = \{3, 7\}$ then explain whether $T \subset S$ or $S \supset T$  
d) Write a short note using example or diagram on:  
(i) Equal set (say $A = B$)  
(ii) Null set  
(iii) Set of real numbers and  
(iv) Disjoint and complement of set.  
e) Find the total cost function if it is found that marginal cost of output is $c^2 + 12c + 36$ and cost of zero output produced is ₹345.
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) Economics – First Semester
PRINCIPLES OF ECONOMICS (BECO-F-102)

Time: 2 hrs. Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in total from Part-A and Part-B. Q.1 (Part-A) is compulsory. Attempt any FOUR questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Answer the following questions:
   a) How does the circular flow of income work?
   b) A firm charges $800 for its unique word processor. If total revenue is $56,000 in July, how many word processors were sold that month?
   c) What is the slope of the demand curve?
   d) What is the national income?
   e) What is economics? Discuss its nature and scope.

PART-B

Q.2 a) Given the following data:
   WIDGETS P - 80 – Q_d
   \[ P = 20 + 2 Q_s \]
   Where \( Q_d \) is quantity demanded, \( Q_s \) is quantity supplied and \( P \) is price.
   Given the above demand and supply equations for widgets, find the equilibrium price and quantity.
   b) Explain why, for a linear demand curve, the price elasticity of demand is not represented by the slope of the demand curve.
   c) Wheat supplies are sharply reduced because of drought in the wheat-raising states, and consumers turn to rice as a substitute for wheat. How would you illustrate this change in the wheat-market in supply-and-demand terms?

Q.3 a) From the data shown in Table about supply of alarm clocks, calculate the price elasticity of supply from: point J to point K, point L to point M, and point N to point P. Classify the elasticity at each point as elastic, inelastic, or unit elastic.

<table>
<thead>
<tr>
<th>Point</th>
<th>Price</th>
<th>Quantity Supplied</th>
</tr>
</thead>
<tbody>
<tr>
<td>J</td>
<td>8</td>
<td>50</td>
</tr>
<tr>
<td>K</td>
<td>9</td>
<td>70</td>
</tr>
<tr>
<td>L</td>
<td>10</td>
<td>80</td>
</tr>
<tr>
<td>M</td>
<td>11</td>
<td>88</td>
</tr>
<tr>
<td>N</td>
<td>12</td>
<td>95</td>
</tr>
<tr>
<td>P</td>
<td>13</td>
<td>100</td>
</tr>
</tbody>
</table>

b) Transatlantic air travel in business class has an estimated elasticity of demand of 0.40 less than transatlantic air travel in economy class, with an estimated price elasticity of 0.62. Why do you think this is the case?

Q.4 a) Discuss Gross Domestic Product (GDP). Describe the components and methods of calculating GDP.
   b) Calculate Net National Disposable Income and personal income from the following data.
<table>
<thead>
<tr>
<th>S. No.</th>
<th>Contents</th>
<th>₹ (in crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>i)</td>
<td>Personal Tax</td>
<td>212</td>
</tr>
<tr>
<td>ii)</td>
<td>Net National Product at Factor Cost</td>
<td>2500</td>
</tr>
<tr>
<td>iii)</td>
<td>Net Indirect Taxes</td>
<td>180</td>
</tr>
<tr>
<td>iv)</td>
<td>Domestic Product Accruing to Government</td>
<td>500</td>
</tr>
<tr>
<td>v)</td>
<td>Retained Earnings of Private Corporations</td>
<td>80</td>
</tr>
<tr>
<td>vi)</td>
<td>Net Factor Income From Abroad</td>
<td>23</td>
</tr>
<tr>
<td>vii)</td>
<td>National Debt Interest</td>
<td>100</td>
</tr>
<tr>
<td>viii)</td>
<td>Net Current Transfers From Abroad</td>
<td>20</td>
</tr>
<tr>
<td>ix)</td>
<td>Corporation Tax</td>
<td>70</td>
</tr>
<tr>
<td>x)</td>
<td>Current Transfers From Government</td>
<td>30</td>
</tr>
</tbody>
</table>

Q.5  
a) Discuss the importance of Opportunity cost in economics.  
b) What is the significance of studying economics? How is economics relevant for the society?

Q.6  
a) What is circular flow of economic activities? Discuss the circular flow of income in a closed economic system.  
b) Discuss the importance of circular flow.

Q.7  
a) Distinguish between stock and flow. Give two examples of each.  
b) What is the difference between static analysis and dynamic analysis?
End Semester Examination, Dec. 2018  
BA / B. Sc. (Hons.) – First Semester  
ENVIRONMENTAL STUDIES (CH-202B)  

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FOUR questions from Part-A and THREE questions from Part-B. Marks are indicated against each question.

Q.1 Answer briefly:  
a) Define ‘ecology’.  
b) What is meant by endangered animals?  
c) Name any two major air pollutants.  
d) Describe a Hot spot.  
e) Expand the term ‘HIV-AIDS’  
f) Define ‘trophic level’  
g) Define ‘Mortality rate’  
h) On which date “International Ozone Day” is celebrated.  
i) What is green-house effect?  
j) What do you mean by “Kyoto Protocol”?

PART-A  

Q.2 Why food chain is important for sustainability of ecological pyramids?  
5  

Q.3 Define ecosystem and list the various functions of ecosystem.  
5  

Q.4 Why there is need for public awareness related to environmental studies?  
5  

Q.5 Discuss your role as a responsible citizen of the nation to prevent water pollution.  
5  

Q.6 Discuss with an example, how climate change affects human health.  
5

PART-B  

Q.7 a) What is deforestation? Discuss its causes and environmental impacts in detail.  
10  
b) How can you implement the knowledge of environmental studies to your daily life for the conservation of natural resources?  
10  

Q.8 a) Define biodiversity along with its types. What are the major threats to biodiversity?  
10  
b) Differentiate between “In-situ and Ex-situ” conservation of biodiversity mentioning suitable examples of each kind.  
10  

Q.9 a) What is Acid Rain? Discuss its causes and effects in detail.  
10  
b) Discuss silent features of “Wild Life Protection Act”.  
10  

Q.10 a) An improvement in health is central to sound environmental management. Discuss at least three strategies that will help strengthen this link.  
10  
b) What are the major aspects of a sound watershed development setup? Technically, how can these aspects be achieved?  
10

Q.11 a) Discuss the effects of air pollution on living organisms.  
10
b) What are some of the steps that you as an individual can take to Prevent Pollution? Mention at least seven.
Part-A

Q.1 How to make a theory? Explain with help of an example.

Q.2 Explain two life span Neo Freudians theories and give their comparison with Freudian theory.

Q.3 Differentiate between classical conditioning and operant conditioning.

Q.4 Write short notes on the following:
   a) Learned helplessness.
   b) Sensation seeking.

Q.5 Throw some light on trait theories.

Q.6 Explain “Maslow’s Hierarchy” of needs model and its criticism.

Part-B

Q.7 Would Erikson explain the terrorists behavior in the same way as Freud? How Erickson use such constructs as identity, mastery mutually to explain the terrorist behavior? To what social trauma might Erickson attribute the terrorist behavior?
Q.1 What are the different scales of measurement and how they are applied in different situation? Explain the same with suitable examples.

Q.2 Why translation and adaptation is important for test construction and how a test is translated and adopted?

Q.3 Explain the process of calculating item difficulty and item discrimination? Why they are important for a test?

Q.4 What is reliability? Describe the different facets of reliability?

Q.5 What is validity? What are the types of validity?

Q.6 Describe three major psychological tests describing intelligence assessment?

Q.7 The Classical Test Theory (CTT) assumes that every obtained score is a sum of the true score and the error of measurement. The earlier versions of the CTT, in their reliability conceptualization, ambitiously addressed the random errors of measurement. Accordingly, reliability can be conceptualized as a consistency between the true score and the obtained score. Reliability can be studied through various perspectives. In the test construction phase, internal consistency reliability is given heavy emphasis. Various reliability coefficients such as split-half reliability, Kuder-Richardson reliability, Cronbach alpha etc. have been developed for this purpose. One of the earlier developments in CTT is the Spearman-Brown formula. The other important types of reliabilities include test-retest reliability and interscorer reliability. In addition to reliability, psychologists emphasize test validity. Content validity, concurrent validity, predictive validity, construct validity are some of the important types of validities in psychometric studies. Factor analysis has also been employed in evaluating the test validity. Once the reliability and validity are well established, the test constructor attempts to establish the representative and comprehensive norms.

Answer the following questions related to above note:

a) Describe the relevance of classical test theory in light of above note.

b) Write a note on item response theory and how it is different from classical test theory? 2×5
LIFE SPAN DEVELOPMENT (MA-AP-203)

PART-A

Q.1 Explain the various methods of data collection in life span development.  

Q.2 Explain how social development takes place in individuals?  

Q.3 What are the various psychological impact of pubertal events? Explain in detail.  

Q.4 What are the various physical, cognitive and social changes are associated with old age?  

Q.5 Delineate the process of motor development in infants.  

PART-B

Q.6 What are the various factors that affect physical growth?
End Semester Examination, Dec. 2018  
M.Sc. / M.A. (Applied Psychology) – Second Semester  
INDIC INFLUENCES ON PSYCHOLOGY (MA-AP-211)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Part B is compulsory. Attempt any FOUR questions from Part A. Marks are indicated against each question.

**PART-A**

Q.1 What is the nature and scope of Indian Psychology?  
10

Q.2 Describe the Chakra’s Model of Indian Psychology. Explain the functions of the different chakras.  
10

Q.3 Describe the content of Vedas and explain the relationship between Vedas and Psychology.  
10

Q.4 Describe the nature and models of Yoga Psychology.  
10

Q.5 How Bhagwat Geeta facilitate in acquiring self knowledge? What are the different psychological perspectives in Bhagwat Geeta?  
10

Q.6 Describe the Jain Psychology in brief.  
10

**PART-B**

Q.7 Write a short note on the following:  
5 × 2

a) Triguna theory of personality.  
b) Vipassana and self.
End Semester Examination, Dec. 2018
M.Sc. / M.A. (Applied Psychology) – Second Semester
PERSONAL STRENGTH, VALUES AND ETHICS (MA-AP-232)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Part B is compulsory. Attempt any FOUR questions from Part A. Marks are indicated against each question.

**PART-A**

Q.1 Explain the importance of ethics in society. 10
Q.2 Explain the role of personal values in our life. 10
Q.3 Explain Kohlberg's theory with examples. 10
Q.4 Discuss the relevance of the ethics of the Vedas and Gita in today's world. 10
Q.5 Explain the importance of ethics in business. 10

**PART-B**

Q.6 Amrita is a loan officer in your bank. She has forged an approval signature on a customer loan, which requires signatures from two loan officers. When this case is reported, she profusely apologizes. She says her husband has been very ill and was going to surgery on the day she forged the signature. She did not have time to find another loan officer to sign. Amrita has a spotless record of 15 years in the bank.
   a) What are the ethical issues in the above case and how will you handle the situation? 10
Q.1 Answer the questions in not more than two lines.
   a) Who conceptualized hope theory?
   b) Depression is caused due to abnormal functioning of which part of the brain?
   c) Define the term hedonic treadmill?
   d) Define the term Reframing?
   e) Define the term spirituality?  

Q.2 Write short notes on the following. Attempt (any four) out of the following:
   a) Positive psychology and educational setting.
   b) Character strength.
   c) Circumplex model of emotions.
   d) Broaden and build theory.
   e) Mindfulness.  

Q.3 Application based long answer question. Attempt (any two) out of the following:
   a) Discuss why and how people take a positive view of the world?
   b) Explain the correlates of self-esteem?
   c) Throw some light on the neurobiology of hope and optimism.
   d) How will you help a client maintain a mood journal and suggest him/her strategies to manage his emotional upheaval?
PART-A

Q.1 Define ‘media’ and describe its major influences on people in detail.  

Q.2 Describe how the developments of science have changed the interaction between people and media.  

Q.3 What are the psychological tools that are applied in advertising?  

Q.4 What is a promotional campaign? How it regulates the audience’s behavior?  

Q.5 What are the major psychological issues that are evoked by online gaming? Cite some relevant examples.  

PART-B

Q.6 Write an elucidating report on how TV debates may form an opinion in public regarding issues of national importance.
PART-A

Q.1 According to you what is stress and what are its types?  

Q.2 How could yoga and meditation facilitate us in controlling our stress?  

Q.3 What are the different psychological reaction displayed by and individual under stress?  

Q.4 What are the different psychological concepts that are related to stress?  

Q.5 What are the different Indian philosophical concepts that facilitate handling stress?  

Q.6 What are the techniques to monitor and manage the stress?  

PART-B

Q.7 Suppose you are a trainer and you have been asked by an organizational to conduct a stress management workshop for its employees.

a) Describe the steps of conducting a stress management workshop.  
b) Describe the activities performed by the trainer to conduct the stress management workshop.  

5×2
End Semester Examination, Dec. 2018
M. Sc. / M.A. (Applied Psychology) — Third Semester
PSYCHO DIAGNOSTICS (MAAP-341-2)

Time: 3 hrs. No. of pages: 1
Max Marks: 50

Note: All Parts are compulsory. Attempt all questions from Part-A. Attempt any FOUR questions from Part-B. Attempt any TWO questions from Part-C. Marks are indicated against each question.

**PART-A**

Q.1 Short answer type questions:
   a) Define “Psycho-diagnostics”
   b) Mention the sources of clinical assessment.
   c) Define memory and mention any 2 tests that measure memory?
   d) Define “MMSE”.
   e) What are projective techniques? 2×5

**PART-B**

Q.2 What are the ethical issues involved in clinical assessment? 5
Q.3 Elaborate on ‘torrence test of creativity’. 5
Q.4 Elaborate on ‘Bender Gestalt Test’. 5
Q.5 Discuss “MISIC” as a measure of intelligence test. 5
Q.6 What is the difference between verbal and performance test? 5

**PART-C**

Q.7 Answer (any two) of the following:
   a) Describe TAT with an example. What does TAT measure?
   b) Describe “Rorschach”. What does it measure?
   c) Describe the format for psychological report through a case study of MSE. 10×2
End Semester Examination, Dec. 2018  
M. Sc./M.A. (Applied Psychology) — Third Semester  
PSYCHO DIAGNOSTICS (MAAP-341-2)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Short answer type questions:  
a) Define “Psycho-diagnostics”
b) Mention the sources of clinical assessment.
c) Define memory and mention any 2 tests that measure memory?  
d) Define “MMSE”.  
e) What are projective techniques?  5×2

Q.2 What are the ethical issues involved in clinical assessment?  4

Q.3 Elaborate on torrence test of creativity and bender gestalt test.  8

Q.4 Discuss “MISIC” as a measure of intelligence test.  4

Q.5 What is the difference between verbal and performance test?  4

PART-B

Q.7 Answer any two of the following long answer type questions:  
a) Describe TAT with an example. What does TAT measure?  
b) Describe “Rorschach”. What does it measure?  
c) Describe the format for psychological report through a case study of MSE.  10×2
End Semester Examination, Dec. 2018  
MA (Applied Psychology) – Third Semester  
PSYCHOTHERAPY (MA-AP-341-3)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. All question carries equal marks.

**PART-A**

Q.1 What do you understand by Psychotherapy? Explain the qualities of a good Psychotherapist/Counselor.  

10

OR

Q.2 If you have a problem, what kind of a Psychotherapist/Counsellor would you go to and why?  

10

Q.3 Discuss Freud’s concept of id, ego, super ego and their role in the making of personality and the making of distortions in personality  

10

Q.4 What are defense mechanisms? Discuss any two in detail.  

10

Q.5 Discuss the basic tenents of Gestalt therapy.  

10

Q.6 Describe the Cognitive Behaviour therapy and its benefits.  

10

**PART-B**

Q.6 We all have Id impulses. But Id impulses cannot be fulfilled directly. Take any of your ‘id’ impulses and explain how you fulfilled it using a defense mechanism.  

10
End Semester Examination, Dec. 2018
M.A. (Applied Psychology) – Forth Semester
SOCIOCULTURAL CONTEXT OF MENTAL HEALTH (MAAP-341-4)

Time: 3 Hours                         Max Marks: 50
No.of pages: 1

Note: Attempt FIVE questions in all. PART-B is compulsory. Attempt any FOUR questions from PART-A. All questions carry equal marks.

PART-A

Q.1 Discuss the influence of cultural on a diagnostic system like DSM 5. 10
Q.2 Is depression manifested as somatization in some cultures? Explain. 10
Q.3 Does Schizophrenia have a better prognosis in developing countries? Discuss. 10
Q.4 Describe the minority experience in India. 10
Q.5 Discuss the influence in culture on psychotherapy. 10

PART-B

Q.6 Keeping in view the Indian socio-cultural context in mind, what steps would you takes to reduce the suicide rate in our country? 10
End Semester Examination, Dec. 2018  
M.A. (Applied Psychology) – Fourth Semester  
CASE DISCUSSION AND ANALYSIS (MA-AP-401)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Part-B is compulsory. Attempt any FOUR questions from Part-A. Marks are indicated against each question.

**PART-A**

Q.1 What is the relevance of rapport building in client-therapist interaction? How it can be improved?  
10

Q.2 Describe the relevance of HM case? How it contributed to the field of neuropsychology?  
10

Q.3 Describe the little Albert experiment and throw light on the process applied by the researcher in the experiment. Discuss the case from an ethical perspective.  
10

Q.4 Describe bystander effect in light of Kitty Genovese case.  
10

Q.5 Analyze the contemporary religious perspective of Indian citizen and critically evaluate the same.  
10

Q.6 Describe the different steps involved in writing a model case analysis report?  
10

**PART-B**

Q.7 **Case study:**

In May 1972, a boy aged about four was discovered in the forest of Musafirkhana, about 20 miles from Sultanpur. The boy was playing with wolf cubs. He had very dark skin, long hooked fingernails, matted hair and calluses on his palms, elbows and knees. He shared several characteristics with Kamala and Amala: sharpened teeth, craving for blood, earth-eating, chicken-hunting, love of darkness and friendship with dogs and jackals. He was named Shamdeo and taken to the village of Narayanpur. Although weaned off raw meat, he never talked, but learnt some sign language. In 1978 he was admitted to Mother Theresa’s Home for the Destitute and Dying in Lucknow, where he was re-named Pascal and was visited by Bruce Chatwin in 1978. He died in February 1985.

Read the case study carefully given above and answer the following questions:

a) Why Shamdeo could not learn language?  

b) Suggest what could have been done with Shamdeo to get better results?  

5×2
End Semester Examination, Dec. 2018
M. Sc. / M.A. (Applied Psychology) — First Semester
COGNITION (MPSY-C-103)

Time: 3 hrs. \hspace{1cm} \text{Max Marks:} 50
\hspace{1cm} \text{No. of pages:} 1

Note: Attempt \textit{SEVEN} questions in all; \textbf{Q.1 is compulsory.} Attempt \textbf{ANY FOUR} questions from \textit{PART-A} and \textbf{TWO} questions from \textit{PART-B}. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
\hspace{1cm} a) What do you mean by divided attention?
\hspace{1cm} b) Explain ”Primacy Effect“.
\hspace{1cm} c) Elaborate ”Psychological Essentialism“.
\hspace{1cm} d) Explain the significance of brain lesions as a cognitive neuroscience technique.
\hspace{1cm} e) Define “Semantics”.  \hspace{1cm} 2 \times 5

\textit{PART-A}

Q.2 Explain the significance of Language. Elaborate Chomsky's views on language. \hspace{1cm} 5
Q.3 What do you mean by cognition? How did modern cognitive psychology emerge? \hspace{1cm} 5
Q.4 What do you mean by perception? Explain briefly the bottom up approaches to perception. \hspace{1cm} 5
Q.5 Write a short note on Creativity. \hspace{1cm} 5
Q.6 Explain in detail any one model of memory as well as the relevant research findings associated with it. \hspace{1cm} 5

\textit{PART-B}

Q.7 What do you mean by problem solving? Elaborate on the various problem solving strategies. \hspace{1cm} 10
Q.8 Using examples from literature, elaborate on the relationship between mental workload and attention. \hspace{1cm} 10
Q.9 Elaborate on the various theories of concept formation. \hspace{1cm} 10
Q.10 Using relevant research evidence, elaborate on each of the components of the concept of working memory. \hspace{1cm} 10
Q.1 Write short answers on the following questions:
   a) What do you mean by divided attention?
   b) Explain "Primacy Effect".
   c) Elaborate "Psychological Essentialism".
   d) Explain the significance of brain lesions as a cognitive neuroscience technique.
   e) Define "Semantics".  

**PART-A**

Q.2 Explain the significance of language. Elaborate Chomsky's views on language.  

Q.3 What do you mean by cognition? How did modern cognitive psychology emerge?  

Q.4 What do you mean by perception? Explain briefly the bottom up approaches to perception.  

Q.5 Write a short note on 'creativity'.  

Q.6 Explain in detail any one model of memory as well as the relevant research findings associated with it.  

**PART-B**

Q.7 What do you mean by problem solving? Elaborate on the various problem solving strategies.  

Q.8 Using examples from literature, elaborate on the relationship between mental workload and attention.  

Q.9 Elaborate on the various theories of concept formation.  

Q.10 Using relevant research evidence, elaborate on each of the components of the concept of working memory.
End Semester Examination, Dec. 2018  
MA (Applied Psychology) – First Semester  
QUALITATIVE METHODS (MPSY-C-104)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt **SEVEN** questions in all; **Q.1 is compulsory**. Attempt any **FOUR** questions from **Part-A** and **TWO** questions from **Part-B**. Marks are indicated against each question.

Q.1 Write short answers for each of the following:  
   a) Define Grounded Theory?  
   b) What are the elements of qualitative research? Write in brief.  
   c) Define: Epistemology  
   d) Explain the scientific process according to Logical Positivists? Write in brief.  
   e) What are the two forms of interpretations?  

   **PART-A**  

Q.2 Explain the importance of ethics in qualitative research.  

Q.3 Explain Grounded Theory. How is grounded theory carried out?  

Q.4 What do you mean by Reflexivity?  

Q.5 Write a short note on ‘Observation’.  

Q.6 Explain how Focus Group Discussions are carried out?  

   **PART-B**  

Q.7 What do you mean by Ethnography? How to do an ethnographic study?  

Q.8 Elaborate on the role of interpretation in qualitative research, with special emphasis on hermeneutics of empathy and suspicion.  

Q.9 Elaborate on the relevance of thematic analysis. How to carry out the process of thematic analysis?  

Q.10 How qualitative research should be evaluated? How to ensure validity in qualitative research?
Q.1 Answer the following questions:
   a) Define ‘statistics’.
   b) What are the different methods included in descriptive statistics?
   c) If you have to calculate the mean difference of among five means how many t Test will be applied.
   d) What are the two methods of calculating correlation coefficient?
   e) Rank order method of correlation was provided by ___________.  

   PART-A

Q.2 What are the characteristics of a Normal Distribution?  

Q.3 Calculate the mean from the following data:

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<thead>
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<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
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</tr>
<tr>
<td>5</td>
<td>36-40</td>
<td>10</td>
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</tbody>
</table>

Q.4 Calculate the SD from the following data:

<table>
<thead>
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<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>16-20</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>21-25</td>
<td>16</td>
</tr>
<tr>
<td>3</td>
<td>26-30</td>
<td>20</td>
</tr>
<tr>
<td>4</td>
<td>31-35</td>
<td>12</td>
</tr>
<tr>
<td>5</td>
<td>36-40</td>
<td>10</td>
</tr>
</tbody>
</table>

Q.5 Calculate the rank order correlation from the following data:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>R_1</th>
<th>R_2</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>
Q.6 If the performance of a class being compared on the basis of gender and following statistics is being preselected. Calculate the appropriate statistical measure to explain the findings.

<table>
<thead>
<tr>
<th>Group</th>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td>N</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>Mean</td>
<td>30</td>
<td>24</td>
</tr>
<tr>
<td>SD</td>
<td>5.70</td>
<td></td>
</tr>
<tr>
<td>T Value</td>
<td>2.26</td>
<td></td>
</tr>
<tr>
<td>CR</td>
<td>At 0.05 – 2.10</td>
<td>At 0.01 – 2.88</td>
</tr>
</tbody>
</table>

**PART-B**

Q.7 Describe the nature and meaning of statistics. Describe the different usage of statistics.

Q.8 A research study was conducted to examine the clinical efficacy of a new antidepressant. Depressed patients were randomly assigned to one of three groups; a placebo group, a group that received a low dose of the drug, and a group that received a moderate dose of the drug. After four weeks of treatment, the patients completed the Beck Depression Inventory. The higher the score, the more depressed the patient. The data are presented below. Compute the appropriate test.

<table>
<thead>
<tr>
<th>Placebo</th>
<th>Low Dose</th>
<th>Moderate Dose</th>
</tr>
</thead>
<tbody>
<tr>
<td>38</td>
<td>22</td>
<td>14</td>
</tr>
<tr>
<td>47</td>
<td>19</td>
<td>26</td>
</tr>
<tr>
<td>39</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>28</td>
<td>23</td>
<td>15</td>
</tr>
<tr>
<td>42</td>
<td>31</td>
<td>5</td>
</tr>
</tbody>
</table>

CR-6.93 at 0.01 level

Q.9 Following is the data for the age of husband and wife of a locality. Compute the correlation from the following data:

<table>
<thead>
<tr>
<th>Husband (X)</th>
<th>40</th>
<th>775</th>
<th>37</th>
<th>36</th>
<th>54</th>
<th>50</th>
<th>47</th>
<th>50</th>
<th>36</th>
<th>41</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wife (Y)</td>
<td>35</td>
<td>67</td>
<td>33</td>
<td>35</td>
<td>50</td>
<td>46</td>
<td>47</td>
<td>42</td>
<td>36</td>
<td>41</td>
</tr>
</tbody>
</table>

10
End Semester Examination, Dec. 2018
M. Sc. / M.A. (Applied Psychology) — First Semester
BIOLOGICAL BASIS OF BEHAVIOUR (MPSY-C-106)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short answers of the following questions:
a) What is synaptic pruning?
b) What are the full forms of EEG and MRI?
c) Explain the different types of amnesia.
d) What are the functions of cerebellum?
e) Mention two theories of emotion. 2×5

PART-A

Q.2 Explain the function of the frontal lobe. 5
Q.3 What is neuro-plasticity of the brain? 5
Q.4 Illustrate and label the nerve cell. 5
Q.5 Describe and explain the brain stem. 5
Q.6 What is long term potentiating? 5

PART-B

Q.7 What is synaptic transmission? Explain its process with the help of a diagram in detail. 10
Q.8 Explain the biological basis of memory and learning. 10
Q.9 Elucidate the different kinds of neuro-imaging techniques. 10
Q.10 Describe the structure and functions of brain. 10
End Semester Examination, Dec. 2018
M. Sc. /MA (Applied Psychology) — First Semester
CLINICAL PSYCHOLOGY-I (MPSY-D-107)

Time: 3 hrs.                              Max Marks: 50
No. of pages: 1                              

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt any FOUR questions from PART-A. Marks are indicated against each question.

Q.1 Short answer types questions:
   a) Define “Clinical psychology”.
   b) Mention the activities of a clinical psychologist.
   c) What is the difference between anxiety and fear?
   d) According to DSM 5 what are the major dissociative disorders?
   e) Define SAD.  2×5

PART-A

Q.2 Discuss the profession of clinical psychology and list the ethical issues in this profession.  5
Q.3 Define ‘Panic and PTSD’. What are the possible causes of these disorders?  5
Q.4 Discuss the biological, psychological and social factors that contribute to the mood disorders.  5
Q.5 Discuss the causes, diagnosis and treatment of OCD and somatic symptom disorders.  5

PART-B

Q.6 Answer (any two) of the following long answer type questions:
   a) “Niharika, a 27-year-old woman presents to your clinic stating that she is troubled by headaches and fatigue. She says that she always feels tired and can't sleep well, often waking up early. She describes her headaches as dull, aching and generalized. These symptoms began about three weeks ago and have been getting worse. She reports a lack of interest in her usual activities. She also reports that she is missing work due to fatigue and inability to concentrate. She is facing excessive guilt as she is not able to give time to her husband and is having frequent crying spells. She reports not sleeping well and a loss of appetite, with a weight loss of 5kgs in the last month”. What diagnosis and treatment plan will you formulate for her?
   b) Present a case study on Phobia along with a treatment plan.
   c) Present a case study on DID along with possible causes.  10×2
End Semester Examination, Dec. 2018
M. Sc./M.A. (Applied Psychology) — First Semester
CLINICAL PSYCHOLOGY-I (MPSY-D-107)

Time: 3 hrs. Max Marks: 50

Note: Attempt FIVE questions in all; PART-B is compulsory. Attempt ANY FOUR questions from PART-A. Marks are indicated against each question.

PART-A

Q.1 Short answer types questions:
   a) Define “Clinical psychology”.
   b) Mention the activities of a clinical psychologist.
   c) What is the difference between anxiety and fear?
   d) According to DSM 5 what are the major dissociative disorders?
   e) Define SAD. 2×5

Q.2 Discuss the profession of clinical psychology and list the ethical issues in this profession. 4

Q.3 Define “Panic and PTSD”. What are the possible causes of these disorders? 4

Q.4 Discuss the biological, psychological and social factors that contribute to the mood disorders. 4

Q.5 Discuss the causes, diagnosis and treatment of OCD and somatic symptom disorders. 8

PART-B

Q.6 Answer any two of the following long answer type questions:
   a) “Niharika, a 27-year-old woman presents to your clinic stating that she is troubled by headaches and fatigue. She says that she always feels tired and can’t sleep well, often waking up early. She describes her headaches as dull, aching and generalized. These symptoms began about three weeks ago and have been getting worse. She reports a lack of interest in her usual activities. She also reports that she is missing work due to fatigue and inability to concentrate. She is facing excessive guilt as she is not able to give time to her husband and is having frequent crying spells. She reports not sleeping well and a loss of appetite, with a weight loss of 5kgs in the last month”. What diagnosis and treatment plan will you formulate for her?
   b) Present a case study on Phobia along with a treatment plan.
   c) Present a case study on DID along with possible causes. 10×2
Note: Attempt **SEVEN** questions in all; **Q.1 is compulsory**. Attempt any **FOUR** questions from **Part-A** and **TWO** questions from **Part-B**. Marks are indicated against each question.

**Q.1** Write short answers for each of the following:
   a) What were the names of the two pamphlets which appeared in 1620 that spoke about the interchangeability of roles between male and females?
   b) What is the difference between sex and gender?
   c) Explain the personality differences in Arapesh tribe in Margaret Mead's work “Sex and Temperament in Three Primitive Societies”.
   d) Elaborate on the difference between boys and girls in expressing aggression.
   e) Explain one way in which sex and intellect are correlated with each other.  

**PART-A**

Q.2 Explain the significance of personality in relation to sex differences.  

Q.3 Explain briefly the causes of Anorexia Nervosa. Explain the prevalence of anorexia nervosa using feminist perspective.  

Q.4 Explain the social and religious perspective related to menstruation.  

Q.5 Explain briefly the progression of dowry acts in India from 1960s to 2000. Elaborate on the UN Declaration of Violence Against Women.  

Q.6 How did the feminist perspective develop, explain the emancipation of women briefly.  

**PART-B**

Q.7 Explain the state and feminist perspectives on dowry and domestic violence.  

Q.8 Using examples from literature, elaborate on the historical myths surrounding menstruation.  

Q.9 Elaborate on the relationship between sex and intellect.  

Q.10 Elaborate on the relationship between sex and personality.
End Semester Examination, Dec. 2018
Masters of Social Work – First Semester
HISTORY AND DEVELOPMENT OF SOCIAL WORK PROFESSION
(MSW-101)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) What are the functions of social work?
b) What are the Objectives of social work practice?
c) Differentiate between Social reform and Shramdan.
d) Explain what you understand by privatization of social work practice.
e) What skills are required for Social Work practice? 2×5

PART-A

Q.2 Explain the role of Social Worker while working with women? 4

Q.3 What is the NASW Code of ethics? Explain its purpose. 4

Q.4 Explain Social service traditions in India. 4

Q.5 What do you understand by Human Rights? 4

Q.6 Explain Social Justice with an example. 4

Q.7 Explain Professional Social Work and its relationship with Voluntary action. 4

PART-B

Q.8 Explain the importance of Social Movement in Social work practice with reference to USA. 10

Q.9 Explain the contribution of Chipko andolan and Sarv Shiksha Abhiyan in development of India. 10

Q.10 What are the changing trends in Social Work Practice in terms of disaster management? 10
Q.1  a) Describe Family as a social institution in social work?
b) Explain the dynamics of joint family system in India?
c) Explain the term social stratification.
d) Explain the role of religion in society.
e) How does religion shape the values of a social worker?  

**PART-A**

Q.2 Explain the role of social worker while working with minorities in India.  

Q.3 How does casteism manifests in Indian Social structures?  

Q.4 Explain reasons for violence against children and women  

Q.5 Explain the Conflict approach in the study of Society.  

Q.6 Explain the changing structures of family as an Institution.  

Q.7 Explain the changing pattern in social structure for dalits.  

**PART-B**

Q.8 Explain the importance of class in terms of an Agregarian Society.  

Q.9 Suggest measures to curb the unrest in today’s youth.  

Q.10 Explain any two theories of Social stratification.
End Semester Examination, Dec. 2018  
Masters of Social Work – First Semester  
HUMAN BEHAVIOUR AND SOCIAL PSYCHOLOGY (MSW-103)

Time: 3 hrs                    Max Marks: 50  
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 a) Define ‘learning’.
b) What are the different stages of cognitive development?  
c) State two theories of intelligence.
d) Define ‘cognition’.
e) What is prejudice?

\[2\times5\]

*PART-A*

Q.2 What is social perception? \(4\)

Q.3 Describe the meaning of normal and abnormal behavior. \(4\)

Q.4 How social institutions shapes human behavior? \(4\)

Q.5 Describe the two theories of learning. \(4\)

Q.6 Describe the process of forming public opinion. \(4\)

Q.7 Write a short note on ‘social perfection’. \(4\)

*PART-B*

Q.8 Describe the concept of prejudice and stereotypes with specific reference to minorities and dalits. Suggest measures to abolish the negative attitude towards specific groups. \(10\)

Q.9 Describe the Need Theory of Motivation in context of society and development. \(10\)

Q.10 Describe the importance of studying psychology and how it contribute to a social worker’s perspective towards the society. \(10\)
End Semester Examination, Dec. 2018  
Masters of Social Work – First Semester  
SOCIAL POLICY, ECONOMIC AND POLITICAL SYSTEM (MSW-104)

Time: 3 hrs                    Max Marks: 50  
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following questions:  
a) What are fundamental rights?  
b) What is the biggest contribution of Marx?  
c) Name three NGOs working in the area of child welfare.  
d) What is a bureaucratic model?  
e) Describe the preamble of Indian constitution.  

PART-A

Q.2 Write a short note on ‘RTI’.  

Q.3 Write a short note on ‘inflation’.  

Q.4 Describe the contribution of Hobbes.  

Q.5 Explain people participation in political system.  

Q.6 What do you mean by political economy?  

Q.7 Write a short note on ‘Indian Judiciary’.  

PART-B

Q.8 Describe the function of demand and supply in market economy.  

Q.9 Explain the major changes that are taking place in socio cultural sphere.  

Q.10 How the changing political scenario affect the economy of State or Nation? Explain with an examples.
End Semester Examination, Dec. 2018
Masters of Social Work – First Semester
SOCIAL LEGISLATIONS AND HUMAN RIGHTS (MSW-105)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt EIGHT questions in all; Q.1 is compulsory. Attempt any FIVE questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1  a) Explain “Human Rights are Universal”?  
b) Mention the dimensions of social justice.  
c) Explain the term Social injustice?  
d) Define the term Oppression?  
e) What is the full form of PIL and RTI?  

2×5

PART-A

Q.2 Explain the two instruments of Indian legal system.  

Q.3 Explain the importance of free legal aid in providing justice to people.  

Q.4 Explain the term Social Justice with an example.  

Q.5 Explain the function of statutory body, the Child Welfare Committee set up under the Juvenile Justice (care and Protection of Children) Act, 2015.  

Q.6 What do you understand by Human Rights?  

Q.7 What is the importance of laws pertaining to SC/STs in India?  

PART-B

Q.8 Explain the term “Empowerment” with emphasis on Models of social empowerment?  

Q.9 What are the highlights of the Protection of Children from Sexual Offences, Act, 2012 (POCSO).  

Q.10 Explain the functions of National Human Rights Commission set up in India.
Q.1 Define the following with example:
   a) Boiling Point.
   b) Nucleoid.
   c) SI unit of weight.
   d) Evaporation.
   e) Displacement reaction.
   f) Prokaryotes.
   g) Mitochondria.
   g) Osmosis.
   h) Unit of length.
   i) Molds.

Q.2 a) Draw and explain the structure of Eukaryotic cell. 
   10
   10

Q.3 a) Give SI units of following:
   i) Volume.
   ii) Area.
   iii) Mass.
   iv) Temperature.
   v) Density.
   10
   b) What are various thermal properties of water? Explain in detail. 
   10

Q.4 Give nutritional and physiological characteristics of the following:
   a) Bacteria. 
   b) Molds. 
   10x2

Q.5 a) What are different characteristics of chemical reactions? Explain in detail. 
   10
   b) Give characteristics of any two types of chemical reactions. 
   10

Q.6 a) Differentiate between plant cell and animal cell. 
   10
   b) Write down any two examples of decomposition reaction and Redox reactions. 
   10

Q.7 Write short notes on:
   a) Buffer. 
   b) Algae. 
   c) Nucleus. 
   d) Cell. 
   5x4
Q.1 “Food is also used to satisfy social and psychological needs”. Explain this statement by giving examples.

PART-A

Q.2 Define any five terms used in the study of nutrition. Explain the physiological functions of foods.

Q.3 Give the nutritional classification of carbohydrates. Discuss about functions, R.D.A., dietary sources and deficiency symptoms of carbohydrates.

Q.4 Classify vitamins. Explain the function R.D.A., dietary sources and deficiency symptoms of Vitamin A and Vitamin C.

PART-B

Q.5 What do you understand by food groups? Discuss the role of food pyramid in planning a balance diet.

Q.6 What are the basic objectives of cooking? Write the different methods of cooking with suitable examples.

Q.7 What do you mean by Novel foods? Write brief note on any three novel foods.
Time: 3 Hours                       Max Marks: 100

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) Write the structure of the following:
   i) Tyrosine
   ii) Oleic Acid
   iii) Maltose
   iv) Amylopectin
   v) Serine
   vi) Stearic Acid
   vii) Lactose
   viii) Galactose.  2x8

   b) Define essential fatty acids. Give their significance.  4

PART-A

Q.2 a) Write a note on different tests used to determine purity of fats/oil.  10

b) Give the classification of lipids in detail.  10

Q.3 a) Write a note on reducing properties of sugar what are the different tests used to detect the presence of reducing sugars. Explain them.  12

b) Give the classification of polysaccharides. Give examples along with the structure.  8

Q.4 a) What are essential and non-essential amino acids? Draw the structure of any two essential and two nonessential amino acids.  10

b) Give the different levels of protein structure.  10

PART-B

Q.5 a) What is the biochemical role of vitamins and minerals in the body? Give examples.  10

b) Draw the structure of any two water soluble and fat soluble vitamins.  10

Q.6 a) How is electrolyte balance regulated in the body?  12

b) Why water is considered as a universal solvent? Explain the properties of water which makes it a excellent solvent.  8

Q.7 a) Differentiate between a prokaryotic and eukaryotic cell. Give detailed structure of the prokaryote and eukaryote cell  10

b) What are Macro and Micro Minerals? Give the functions and deficiency disorders associated with any three Macro and Micro Minerals.  10
End Semester Examination, Dec. 2018
B.Sc. (Nutrition and Dietetics) - First Semester
ANATOMY AND PHYSIOLOGY-I (BN&D-104)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1 Describe the scope of anatomy and physiology in Nutrition and Dietetics. 20

**PART-A**

Q.2 Describe the blood composition and its function in detail. 20

Q.3 Write short notes on:
   a) Anatomy of stomach with diagrammatic representation.
   b) Mechanism of HCL secretion. 10x2

Q.4 Describe the anatomy of heart with the diagrammatic presentation and cardiac cycle in detail. 20

**PART-B**

Q.5 Describe the respiratory organs and their function along with the physiology of respiration. 20

Q.6 Describe the type of muscle, muscle structure and muscular contraction. 20

Q.7 Write short notes on:
   a) Cardiac output, their pathological and physiological variations and factors affecting it. 10x2
   b) Appendicular Skeleton.
Q.1 What are the steps involved in certification of HACCP?

PART-A

Q.2 Explain the principles of Food Hygiene in detail.

Q.3 What are the factors responsible in personal hygiene?

Q.4 Write difference in Hygiene Practices followed by in urban and rural areas.

PART-B

Q.5 Give principles of Insect and Pest Control.

Q.6 Write classification and formulation of sanitizers.

Q.7 Explain the importance of microorganisms in food sanitation.
Q.1 What are the six milestones of motor development given by WHO?  

Q.2 a) What is the difference between growth and development?  
b) Discuss about different stages of child development.  

Q.3 Discuss the following:  
a) Evolutionary Theory.  
b) Psychosexual Theory.  

Q.4 What are the different cultural practices in Indian community during pregnancy?  

Q.5 What are the factors that affect physical and motor development during infancy and childhood? Also, discuss the common causes of delayed motor and physical development.  

Q.6 Explain the social development during infancy and childhood.  

Q.7 Explain the characteristics of emotional development during different stages of development.
Q.1 Explain the following:
   a) Anaerobic glycolysis helps RBCs.
   b) Oxidative decarboxylation. 10×2

   **PART-A**

   Q.2 Give the equation and enzyme for releasing ammonia from glutamate. How is this ammonia carried in blood to the liver and then converted to urea. 20

   Q.3 What role does carnitine play in β-oxidation of long chain fatty acids? Give the equations and enzymes of the various steps of β-oxidation of palmitate. 20

   Q.4 With the help of equations, enzymes and coenzymes, explain aerobic glycolysis. Calculate the total number of ATPs formed when glucose is completely oxidized. 20

   **PART-B**

   Q.5 Explain the different types of inhibitors of enzyme action. With the help of the double reciprocal plot differentiate between them. 20

   Q.6 What is the normal level of blood glucose in humans? When blood glucose levels fall, explain how glucagon works to regulate blood sugar levels? 20

   Q.7 Write short notes on the following:
   a) Importance of k_m in the physiological utilization of glucose.
   b) Difference between structures of DNA and RNA. 10×2
End Semester Examination, Dec. 2018
B. Sc. (N & D) – Second Semester
NUTRITION THROUGH LIFE CYCLE (BN&D-204)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Explain in detail the requirement of good nutrition through all the life stages. 20

PART-A

Q.2 Discuss the following:
a) Weaning foods
b) Baby friendly hospital initiative. 10×2

Q.3 Write a note on growth and development pattern and nutritional requirements in childhood. 20

Q.4 Explain in detail the concept of food security. 20

PART-B

Q.5 What are the physiological changes that occur in pregnancy? Explain the nutritional requirements of a pregnant female. 20

Q.6 Why is exclusive breast feeding important till 6 months of age? Explain in relation with human milk composition. 20

Q.7 What are the nutritional related problems of old age? Also, explain the food pattern and nutritional requirements of old age. 20
Q.1 Explain the anatomy and physiology of male reproductive system with diagram.  20

**PART-A**

Q.2 Write short notes on the following:
   a) Peripheral nervous system.
   b) Seminal vesicle.
   c) Physiological effect of physical training.
   d) Role of urinary system in maintaining blood pressure.  5×4

Q.3 a) Explain the formation and maturation of urine.  10
     b) Discuss in detail the structure of eye with diagram.  10

Q.4 a) Define respiration rate. Discuss the effect on respiration during exercise.  10
     b) Define reproductive system. Explain the primary female reproductive organs.  10

**PART-B**

Q.5 Write notes on the following:
   a) Ovarian changes during menstrual cycle.  10
   b) Glomerulonephritis.  10

Q.6 Define nervous system. Write its classification. Explain the central nervous system with the help of diagram.  20

Q.7 Write short notes on *(any four)*:
   a) Physiology of thyroid gland.
   b) Neuromuscular function.
   c) Maintenance of acid base balance.
   d) Reflex Arc
   e) Fertilization.  5×4
Q.1 Define psychology. Explain in detail the work of Psychologist by giving suitable examples. 10

PART-A

Q.2 Define emotion. Explain any 3 theories of emotions. 10

Q.3 Discuss in detail the various methods of studying behaviour. 10

Q.4 Write short notes on:
   a) Ethical and legal consideration for counsellor.
   b) Psychodynamic psychotherapy. 5×2

PART-B

Q.5 What is counseling? Enlist and explain any 3 techniques of counseling. 10

Q.6 Define personality. Writes its type. Discuss methods of personality assessment in detail. 10

Q.7 Write short notes on:
   a) Anxiety disorders.
   b) Contribution of psychology in Nutrition and Dietetics. 5×2
Q.1 Define 'pathology'. What are the guiding principles and how do we clarify the branch? 10

**PART-A**

Q.2 Differentiate between hyperplasia and hypertrophy. 10

Q.3 Write short notes on:
   a) Necrosis.
   b) Apoptosis. 10

Q.4 Explain the intracellular compartments of cell in terms of glycogen and pigments. 10

**PART-B**

Q.5 Discuss acute inflammation and its morphological patterns. 10

Q.6 Differentiate between regeneration and repair. 10

Q.7 Write short notes on healing in specialized. Discuss. 10
Q.1 What do you understand by Therapeutic Nutrition and role of Dietitians in hospital and community?  

PART-A

Q.2 Explain different methods of feeding patients in detail.  
Q.3 Discuss Etiology, Manifestation and Dietary Management in Atherosclerosis.  
Q.4 Write in detail about Etiology, Manifestation and Dietary Management for constipation.  

PART-B

Q.5 Discuss pathology metabolic changes, diagnosis and complications of diabetes mellitus in detail.  
Q.6 Explain etiology, symptoms and diet management for anorexia nervosa and bulimia nervosa.  
Q.7 Discuss nutrition support for: 
   a) Fevers.  
   b) Burns.  

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.
End Semester Examination, Dec. 2018
B.Sc. (Nutrition and Dietetics) – Third Semester
PROBLEMS IN HUMAN NUTRITION (BN&D-303)

Time: 3 Hours                       Max Marks: 100
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 What is Nutritional Assessment? Explain in detail Anthropometric and Biochemical Assessment methods.

PART-A
Q.2 a) Differentiate between Kwashiorkar and Marasmus.                   10
   b) Suggest the treatment for the child suffering from PEM.                10

Q.3 a) Give the signs and symptoms of vitamin A deficiency in detail.       10
   b) What are the rich sources of vitamin A precursors with focus on the programme national prophylaxis programme against nutritional blindness due to vitamin A deficiency?          10

Q.4 Explain the symptoms, treatment and prevention of sunshine vitamin.        20

PART-B
Q.5 Explain the prevalence, etiology and classification of Iodine deficiency.   20

Q.6 Discuss the manifestations of:
   a) Fluorosis.                                                               5x2
   b) Lathyrism.

Q.7 Fill in the blanks:
   a) Low weight for height is called __________________ .
   b) Mettled teeth with chalky white and brownish areas with or without erosion of enamel are symptoms of ________________.
   c) Neurotoxin responsible for Lathyrism is ________________.
   d) Koilonychia is a clinical sign of __________________ .
   e) ____________________ is the daily requirement of Iodine.
   f) Retinol equivalent = ___________ + ___________.
   g) Vitamin B12 and folic acid deficiency leads to ________________.
   h) ________________ is the biochemical assessment done for PEM.            2x8
   h) Give the BMI classification.                                            4
Q.1 Explain Inter-relationship between Nutrition, Physical fitness and Health. 20

PART-A

Q.2 Discuss how specific nutrient effect the physical fitness of an athlete. 20

Q.3 Explain the method for estimation of fat among athletic groups. 20

Q.4 Explain the following:
   a) Thirst Respond.
   b) Carbohydrate Load. 10x2

PART-B

Q.5 Write short note on the following:
   a) Types of sports drink and its importance.
   b) Satvik food, Tamsic food and Rajsic food. 10x2

Q.6 Give the Metabolism of the following:
   a) Carbohydrates.
   b) Fats and Protein. 10x2

Q.7 Explain location of chakras and consciousness. 20
Note: Attempt any **FIVE** questions in all. **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Marks are indicated against each question.

Q.1 Explain in detail how the study of communication and extension helps students in planning extension programme in rural community.  

**PART-A**

Q.2 Explain barriers to communication giving suitable examples.  

Q.3 Define ‘audio visual aids’. Differentiate between projected and non-projected AV aids.  

Q.4 Write short notes on:  
   a) Group approach.  
   b) Communicator–Receiver relationship.  

**PART-B**

Q.5 Explain principles of extension education citing suitable examples.  

Q.6 Explain in detail objectives behind extension education programme.  

Q.7 Write short notes on:  
   a) Role of extension worker.  
   b) Application of extension education in nutrition and dietetics.
End Semester Examination, Dec. 2018
B.Sc. (Nutrition and Dietetics) - Third Semester
Diet and Nutritional Counseling (BN&D-306)

Time: 2hrs  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Enumerate the importance of teaching aids. 10

PART-A

Q.2 Mention the effect of individual food choices on planning the diet of the patient. 10

Q.3 Discuss the importance of ABCD analysis for nutrition counseling. 10

Q.4 “While planning a diet, communication of dietary advice plays a pivotal role”. Explain. 10

PART-B

Q.5 Prepare a teaching aid for patient suffering from Diabetes. 10

Q.6 a) Explain the do’s and don’t for atherosclerosis patient. 5
    b) Draw a leaflet to impart information on Hepatitis. 5

Q.7 a) Prepare a visual aid to educate the society regarding personal hygiene. 5
    b) Prepare a checklist to educate the audience about hypertension. 5
Q.1 Describe the concept of health care and the three different levels in the community. 20

**PART-A**

Q.2 Describe the steps involved in programme planning process. Write down one programme plan on Adolescent Anemia among girls. 20

Q.3 Define Extension Education. List the principles of Extension Education. As a community Nutritionist how will you organize a mass nutritional health education programme. 20

Q.4 Explain National Health Policy. Define any one health programme in detail. 20

**PART-B**

Q.5 What do you understand by National Food Security. 20

Q.6 What are the different methods of nutritional assessment? Mention various methods of direct assessment of nutritional status. 20

Q.7 Write short notes on:
   a) Function of FAO
   b) WHO
   c) Role of ICAR
   d) What do you mean by NGO? 5x4
Q.1 Discuss the morphology and structure of bacteria and yeast.  

PART-A

Q.2 Give the effect of following on microbial growth:
   a) Temperature   b) pH   c) Rh   d) $Eh^+$  

Q.3 Give the sources of contamination and microbes involved in the spoilage of following foods:
   a) Egg   b) Milk   c) Vegetables   d) Bread   e) Fruits  

Q.4 Explain the growth curve of bacteria in detail.  

PART-B

Q.5 Give the detailed method of processing of cheese and fermented milk.  

Q.6 Write short notes on the following:
   a) Probiotics.   b) GMO.  

Q.7 Explain the following:
   a) Radiation preservation.   b) Chemical preservation.   c) Freezing.   d) Drying.
Q.1 Explain how food service institutions develop throughout India till the 21st century. Discuss the approaches of management.

PART-A

Q.2 Explain the following:
   a) Types of kitchen.
   b) Types of storage.

Q.3 Explain the various methods of purchasing. Discuss the benefits of inventory management.

Q.4 Discuss the functions of a menu and the types of menus.

PART-B

Q.5 What do you mean by Recipe Standardization? Explain in detail.

Q.6 Write short notes on the following:
   a) Form of service.
   b) Table setting.

Q.7 Discuss the various steps involved in staff employment.
End Semester Examination, Dec. 2018
B.Sc. (Nutrition and Dietetics) – Fourth Semester
CULINARY SCIENCE (BN&D-406)

Time: 2 hrs.  
Max Marks: 50

No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Give a tabular presentation of cooking methods and describe any two methods.  

\[ 	ext{\textbf{PART-A}} \]

Q.2 Define the following culinary terms:
  a) Entrée
  b) Fillets
  c) Bechamel
  d) Appetiser
  e) Blanching  

\[ 2x5 \]

Q.3 Mention the hygiene guidelines while working in an industrial kitchen. Briefly describe the objectives of cooking.  

\[ 10 \]

Q.4 Explain (any two) of the following cooking method:
  a) Solar cooking.
  b) Microwave cooking.
  c) Infrared cooking.  

\[ 5x2 \]

\[ \text{\textbf{PART-B}} \]

Q.5 a) Convert the following:
  i) 4 cups = __________ qt
  ii) 1 gallon = __________ qt
  iii) 1 inch = __________ cm
  iv) 1 cup = __________ tsp
  v) 10 z = __________ gm  

\[ 1x5 \]

b) Enumerate the benefits of standardized recipe.  

\[ 5 \]

Q.6 Describe the phases of recipe standardization.  

\[ 10 \]

Q.7 Recipe of cream of chicken soup:

\begin{tabular}{ll}
Ingredient & Amount \\
--- & --- \\
a) Butter & 1202 \\
b) Refined flour & 2½ cups \\
c) Chicken Stock & 2 qt + 2 cups \\
d) Milk & 2 gallon + 2 qt \\
e) Cooked chicken & 3 Lb.202 \\
\end{tabular}

The current yield of cream of chicken soup is 50. With the help of standardisation convert the yield to 175.  

\[ 10 \]
Q.1 How does various cooking methods affect the quality of food? Explain in detail with examples.  

**PART-A**

Q.2 Draw the structure of wheat grain and name the components. Explain the functions of each component.  

Q.3 Write short notes on:  
a) Factors affecting gluten formation.  
b) Gelatinization.  
c) Dextrinization.  
d) Cereal starch.  

Q.4 a) Discuss the nutritional composition of pulses to the diet.  
b) What are the factors affecting cooking of pulses?  

Q.5 What is pasteurization? What effect does it have on nutritive value, flavor, microorganisms and on enzyme present in milk?  

**PART-B**

Q.6 Write short notes on:  
a) Caramelization.  
b) Crystalization.  
c) Artificial Sweeteners.  
d) Role of sugar in cooking.  

Q.7 a) What is the importance of sensory evaluation in the food industries?  
b) Explain any two evaluation procedure in detail.  

Q.8 Bring out the theme of the search for spiritual enlightenment in Siddhartha.
End Semester Examination, Dec. 2018
B.Sc. (Nutrition and Dietetics) – Fifth Semester
FOOD PROCESSING AND TECHNOLOGY (BN&D-502)

Time: 3 Hours  
Max Marks: 100  
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1  Explain the following briefly:
   a) Germination in pulses  
   b) Pasteurization  
   c) Decortications  
   d) Sterilization  
   e) Endosperm  
   f) Lathyrogens  
   g) Parboiling  
   h) Climacteric fruits  
   i) Deodorization  
   j) Parching.  

   PART-A

Q.2  a) Explain in detail the milling process of wheat.  
     b) Explain various steps of commercial refining process of oils.  

Q.3  Justify following statements:
   a) Pulses contain chemical constituents having toxic properties.  
   b) Milk is a complex product containing 100,000 chemicals.  
   c) Packaging affect nutritive value of foods.  
   d) Fruits become / turn brown in the presence of O₂.  

Q.4  a) Write a short note on ‘types of packaging’.  
     b) Discuss the steps involved in processing of raw milk.  

   PART-B

Q.5  a) “Legumes contain toxic factors which have adverse effect on health”. Comment.  
     b) Draw and explain the wheat grain structure.  

Q.6  a) Explain fruit juice powder production.  
     b) Write short notes on the following:
        i) Modified Packaging.  
        ii) Browning reactions.  
        iii) Soyabean processing.  

Q.7  Differentiate between the following:
   a) LTLT and HTST  
   b) LDPE and HDPE  
   c) Bran and Endosperm  
   d) Lathyrogens and Goitrogens.
Q.1 What are the principles of Food Preservation?  

**PART-A**

Q.2 What are the various methods of preservation of food?  

Q.3 Write short notes on:  
   a) Fermentation.  
   b) Osmosis in preservation.  

Q.4 Describe the various types of leavening agents.  

**PART-B**

Q.5 Write short notes on:  
   a) Biscuits.  
   b) Cookies.  

Q.6 What are the various types of cakes? Explain.  

Q.7 With the help of suitable example, explain the precautions needed in bakery.
Q.1 Define Food Packaging. Also, comment on the functions of food packaging.  

**PART-A**

Q.2 Differentiate between:
   a) Rigid containers and flexible containers.
   b) HDPE and LDPE.  

Q.3 How is Aseptic Packaging overpowering normal food packaging?  

Q.4 ‘Polyethylene is mostly used in food packaging’. Explain.  

**PART-B**

Q.5 Explain any five types of packaging materials used in food packaging.  

Q.6 Briefly discuss about Retortable containers and their utility in food packaging.  

Q.7 List down some of the requirements for an effective food packaging.
End Semester Examination, Dec. 2018  
B. Sc. (N & D) – Sixth Semester  
HEALTHCARE AND HOSPITAL MANAGEMENT (BN&D-604)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Why is management education important in the field of health service industry? 20

PART-A

Q.2 What are the principles and practices of management? 20

Q.3 Write short notes on:
   a) Personality and Attitudes.
   b) Motivation. 10 x 2

Q.4 Write an essay on hospital planning and organization. 20

PART-B

Q.5 Discuss the healthcare delivery system in India. 20

Q.6 Write short notes on:
   a) Epidemiological Triad.
   b) Training of staff. 10 x 2

Q.7 What do you understand by Performance Appraisal? Explain with the help of a suitable example. 20
Q.1 Briefly explain the role of herbs in day-to-day life.  

**PART-A**

Q.2 ‘Herbs are also used as food supplements’. Discuss.  

Q.3 Write some home remedies for each of the following:
   a) Throat infection.
   b) Fever.  

Q.4 List down some uses of Curcuma Longa.  

**PART-B**

Q.5 Discuss some herbal remedies for hair care with some examples of herbal products available.  

Q.6 Explain the medicinal uses of ocimum sanctum.  

Q.7 Explain the usage of herbs according to different classification.
Q.1 Briefly describe about the history of Indian foods.  

**PART-A**

Q.2 Comment on some commonly used spices in Indian Kitchen.  

Q.3 Why is India considered as the ‘Spice Route’?  

Q.4 Write a short note on ‘grain based health foods’.  

**PART-B**

Q.5 How has the lifestyle of Maharaja’s influenced Rajasthani Cuisine?  

Q.6 State difference between Satvick and Tamsic foods.  

Q.7 Comment upon India’s perception about health foods.
Q.1 What are the fundamental aspects of meal planning for the family?  

***PART-A***

Q.2 Describe various food groups. Also, mention the major nutrients supplied by each food group.  

Q.3 Discuss the importance of meal planning for the family. Explain the food faddism and faulty food habits with suitable examples.  

Q.4 Discuss Indian meal pattern.  

***PART-B***

Q.5 What is the importance of nutrition for growing infants? Write down the steps for successful weaning.  

Q.6 What points will you keep in mind while planning a meal for pregnant women?  

Q.7 Explain the importance of nutrition during elderly stage. Advise an elderly person for his nutritional management.
Q.1 What do you understand by an Operating System? Also, elaborate on the types of Operating Systems.

**PART-A**

Q.2 a) Briefly describe the parts found on the main screen of Microsoft Windows.
   b) What is a computer network? Discuss various types of computer networks in brief.

Q.3 a) Discuss the various types of internet connections.
   b) Explain the following in MS Word: Mail Merge and Tables.

Q.4 a) What are Search Engines? Explain any two in detail.
   b) Enumerate various applications of internet.

**PART-B**

Q.5 a) What is client server technology? How is it useful in a network?
   b) Define the term topology. Explain any three in brief.

Q.6 Explain the following in MS-Excel:
   a) Use of functions.
   b) Text wrapping and data sorting.
   c) Creating hyperlink to a word document.

Q.7 a) Differentiate between LAN and WAN.
   b) Explain the following in MS-PowerPoint: Animation and Word Art Gallery.
Q.1 Discuss the current scenario of the nutritional status of mother and child in India. Why maternal care is important for a healthy child.  

**PART-A**

Q.2 Enumerate the physiological changes in body composition and mental development in relation to prenatal and postnatal nutrition.  

Q.3 Write short notes on:
   a) Recent guidelines in infant feeding.
   b) Complimentary feeding.  

Q.4 Discuss the effect of nutritional status of mother on quantity and quality of breast milk.  

**PART-B**

Q.5 Throw light on physiological and psychological changes take place in lactation.  

Q.6 Discuss the strategies to improve maternal and child health in India.  

Q.7 Write a note on ‘World breast feeding day’.  

End Semester Examination, Dec. 2018  
B. Sc. (Nutrition and Dietetics) – Third Semester  
MATERNAL AND CHILD NUTRITION (BN&D-GE-05)  

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.
Q.1 As per FSSAI, mention some of the points to remember for food labeling of pre-packaged foods.

PART-A

Q.2 State the guidelines for labeling of imported foods in India.

Q.3 Design a food label for any food product.

Q.4 Define Food labeling. Also mention some of the related glossary terms.

PART-B

Q.5 What are the principles followed for making nutritional and health claims on a pre-packaged food?

Q.6 How are the symbols on a label interpreted? Briefly explain.

Q.7 Highlight some of the general claims mentioned on a food label of a pre-packaged food.
Q.1 Explain how the study of Entrepreneurship Management will help an individual to recognize business opportunity.  

PART-A

Q.2 Write the advantages and disadvantages of entrepreneurship.  

Q.3 Explain Environment Scanning. Briefly discuss the importance of environment scanning.  

Q.4 Write short notes on:
   a) Need of Entrepreneurship.
   b) Spotting trends.  

PART-B

Q.5 Explain Marketing Plan giving suitable example.  

Q.6 Write short notes on:
   a) Angel investors.
   b) Vendor management.  

Q.7 Explain in detail the importance and method of negotiation.  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Each question carries equal marks.
Q.1 Answer briefly:
   a) Batch and continuous fermentation processes. 4
   b) Bio catalysis. 2
   c) Example of primary and secondary metabolites. 2
   d) Write the name of micro organism for Lysine-rich SCP production. 2

**PART-A**

Q.2 Explain various principle of fermentation process. 10

Q.3 Discuss the carbon sources derived from waste matters it’s characteristics and usage. 10

Q.4 Write a short note on corn steep liquor. What are the reasons to maintain a steady state condition in a continuous realtor? 10

**PART-B**

Q.5 Discuss the purpose of agitation and aeration in fermentation process. 10

Q.6 Write the important criteria to choice a microbe for fermentation process. 10

Q.7 Explain the common techniques used for preserving microbes. 10
Q.1 What is Beer-Lambert’s Law? Explain.  

PART-A

Q.2 Explain the various methods of sensory evaluation. Give suitable examples.  

Q.3 Write short notes on:
   a) Analysis of toxins.  
   b) Analysis of preservatives.  

Q.4 What is proximate analysis of foods? Explain.  

PART-B

Q.5 What is electrophoresis? Explain in detail.  

Q.6 Write short notes on:
   a) Colorimeter.  
   b) Spectrophotometer.  

Q.7 Write a note on various types of assays commonly used in laboratory procedures.
End Semester Examination, Dec. 2018
B. Sc. (Nutrition and Dietetics) – Sixth Semester
FUNDAMENTALS OF STATISTICS (BN&D-GE-11)

Time: 2 hrs. 
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 a) What do you meant by statistical data?
b) Find the median of marks: 4, 12, 7, 9, 14, 17, 16, 21
c) What are the features of good research design?
d) How data collection helps dieticians in the promotion of health? 2½×4

PART-A

Q.2 Explain the various functions of statistics? 10

Q.3 The expenditure of 1000 families in given below:

<table>
<thead>
<tr>
<th>Exp. (₹)</th>
<th>40–59</th>
<th>60–79</th>
<th>80–99</th>
<th>100–119</th>
<th>120–139</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of families</td>
<td>50</td>
<td>250</td>
<td>500</td>
<td>150</td>
<td>50</td>
</tr>
</tbody>
</table>

Find the median of the distribution. 10

Q.4 Find the regression equation of the following data:

<table>
<thead>
<tr>
<th>x:</th>
<th>6</th>
<th>2</th>
<th>10</th>
<th>4</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>y:</td>
<td>9</td>
<td>11</td>
<td>5</td>
<td>8</td>
<td>7</td>
</tr>
</tbody>
</table>

10

PART-B

Q.5 Explain the characteristic of a good sample design. 10

Q.6 Explain different types of sample design. 10

Q.7 Explain the methods of collecting primary and secondary data. 10
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) Applied Psychology — First Semester
UNDERSTANDING HUMAN COGNITION (BPSY-C-103)

Time: 3 hrs.  
Max Marks: 50

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
a) What do you mean by confirmation bias?
b) Explain gate control theory of pain perception.
c) Define “Learning”.
d) What do you mean by semantic memory?
e) Define “Intelligence”.

Q.2 Explain the process of observational learning. With relevant research examples, elucidate how aggression is learnt via observation.

Q.3 Explain the basic nature of experimental method. Using examples, justify in which situations is the experimental method the best research method.

Q.4 What do you mean by perception? Explain, with diagrams, the gestalt laws of perceptual organization.

Q.5 Explain in detail the Atkinson-Shiffrin Model of memory.

Q.6 How will you define intelligence? Briefly explain the theories of intelligence.

Q.7 How did modern psychology develop? Elaborate on the grand issues of psychology and key perspectives of psychology.

Q.8 Determine the role of genetic and environmental factors in group differences in intelligence.

Q.9 Explain the ways in which forgetting occurs from the long term memory.

Q.10 “Heredity and environment both play a role in determining one’s intelligence”. Using relevant research evidence, elucidate.
End Semester Examination, Dec. 2018
BA / B. Sc. (Hons.) Applied Psychology – First Semester
BRAIN AND BEHAVIOUR (BPSY-C-104)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt **SEVEN** questions in all; **Q.1 is compulsory.** Attempt any **FOUR** questions from **Part-A** and **TWO** questions from **Part-B.** Marks are indicated against each question.

Q.1 Answer the questions in not more than two lines.
   a) Define ‘neurotransmitters’.
   b) Define ‘circadian rhythm’.
   c) Define ‘retrograde amnesia’.
   d) Name the subparts of telencephalon.
   e) Name the subparts of limbic system.

   **PART-A**

Q.2 Explain the functions of hippocampus. 5
Q.3 What is somesthetic sense? 5
Q.4 What is altered state of consciousness? 5
Q.5 Explain neuroimagery techniques. 5
Q.6 Explain biological basis of hunger. 5

   **PART-B**

Q.7 Explain the central nervous system in detail. 10
Q.8 What are neurons? How do they work? 10
Q.9 Explain different stages of sleep. 10
Q.10 How do we see explain with the help of a diagram? 10
Q.1 Answer the following questions:
   a) What are the measures of central tendency?
   b) What is the relationship between SD and Variance?
   c) While conducting T test we refer to ______ for standard critical ratio.
   d) Chi square is being conducted to measure ________.
   e) Product Moment correlation coefficient was provided by _________.  

PART-A

Q.2 Describe different types of statistics.

Q.3 Calculate the mean from the following data:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>11-15</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>16-20</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>21-25</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>26-30</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>31-35</td>
<td>5</td>
</tr>
</tbody>
</table>

Q.4 Calculate the SD from the following data:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Class Interval</th>
<th>Frequencies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>11-15</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>16-20</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>21-25</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>26-30</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>31-35</td>
<td>5</td>
</tr>
</tbody>
</table>

Q.5 Calculate the rank order correlation from the following data:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>R_1</th>
<th>R_2</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>4</td>
</tr>
</tbody>
</table>
Q.6 Solve the following by applying appropriate method:

<table>
<thead>
<tr>
<th>Group</th>
<th>Male</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population Mean</td>
<td>120</td>
</tr>
<tr>
<td>Sample Mean</td>
<td>100</td>
</tr>
<tr>
<td>SD</td>
<td>13</td>
</tr>
<tr>
<td>CR</td>
<td>At 0.05-2.36 At 0.01-1.66</td>
</tr>
</tbody>
</table>

Q.7 What is Normal Distribution and what are its characteristics? 4

**PART-B**

Q.8 Describe the nature and meaning of statistics. Explain the different usages of statistics in detail. 10

Q.9 Calculate the product moment correlation from the following:

<table>
<thead>
<tr>
<th></th>
<th>Obs_1</th>
<th>Obs_2</th>
<th>Obs_3</th>
<th>Obs_4</th>
<th>Obs_5</th>
<th>Obs_6</th>
<th>Obs_7</th>
</tr>
</thead>
<tbody>
<tr>
<td>x</td>
<td>16</td>
<td>23</td>
<td>20</td>
<td>21</td>
<td>29</td>
<td>42</td>
<td>32</td>
</tr>
<tr>
<td>y</td>
<td>8</td>
<td>10</td>
<td>11</td>
<td>3</td>
<td>12</td>
<td>24</td>
<td>19</td>
</tr>
</tbody>
</table>

Q.10 Describe the measures of central tendency from with the help of following data:

<p>| | | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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10
End Semester Examination, Dec. 2018
BA / B.Sc. (Hons.) Applied Psychology – Third Semester
PERSONALITY (BPSY-C-301)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the questions in not more than two lines.
   a) Who was the pioneer of functionalism?
   b) What is propium?
   c) Who gave object relation theory?
   d) Who was the father of individual psychology?
   e) Name two neo-freudians. 2×5

PART-A

Q.2 Virtual research method. 5
Q.3 Ernest Kretchmer’s classification. 5
Q.4 Birth order. 5
Q.5 Neurotic trends and behavior associated with it. 5
Q.6 Allport’s trait theory. 5

PART-B

Q.7 Discuss the contributions and criticism of psychoanalysis. 10
Q.8 Discuss the contribution of analytical psychology. 10
Q.9 Compare Cattell’s concept of personality with Allport’s Trait Theory. 10
Q.10 On the basis of Eysenck’s theory of Personality, analyze a celebrity. 10
Q.1 Answer the following:
   a) State relationship between 'test length' and 'reliability'.
   b) Define 'measurement'.
   c) Define 'validity'.
   d) Name three types of validity.
   e) Full name of MBTI.  

**PART-A**

Q.2 What are the steps of test construction?  

Q.3 What are the different measurements of scales?  

Q.4 Calculate the pure score of guessing from the following:
   Right response- 60    Wrong response-20    Total number of response-80  

Q.5 Describe three types of calculating item difficulty.  

Q.6 Calculate the correction of attenuation from the following test data:

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<tr>
<th>Index</th>
<th>Test Characteristics</th>
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<td>.60</td>
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<td>.70</td>
<td>Reliability of predictor</td>
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<tr>
<td>.50</td>
<td>Reliability of criterion</td>
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Q.7 Describe the types of errors in measurement.  

**PART-B**

Q.8 What are the different types of validity in psychology?  

Q.9 Calculate the reliability coefficient from the following data:

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<th>Test-1</th>
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Q.10 Describe the different types of intelligence tests with examples.
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) (Applied Psychology) — Third Semester
COMMUNITY PSYCHOLOGY (BPSY-C-303)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and ONE question from PART-B. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
   a) Why is community psychology important?
   b) List a community psychologist's role.
   c) List the background of the 8 sane people in the Rosenhan study.
   d) In which year was the Rosenhan study conducted?
   e) Differentiate between community psychology and clinical psychology.

   2×5

PART-A

Q.2 Elaborate “Kurt Lewin’s Equation”.

5

Q.3 List the 7 principles of community psychology.

5

Q.4 What is advance directive?

5

Q.5 What is the criteria for defining a community problem.

5

Q.6 Explain “Mental Healthcare Act 2017”

5

PART-B

Q.7 Application based long answer type question:
You are an advisor to a newly set up refugee camp which has people of families who have overnight escaped the advance of ISIS across their country. Keeping in mind that “Community psychology is a field with a unique new perspective for understanding the individuals within their environment which includes the larger social systems that affect their lives”. Design as per you, a detailed action plan for the first 100 days and explain each step of your action plan with examples.

20

Q.8 Application based long answer type question:
You are required to understand and compare on two contrasting communities. Design and create a road map of how you would go about doing it.

20
INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY (BPSY-C-501)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt SIX questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and ONE question from PART-B. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
   a) What is organizational structure?
   b) List the characteristics of the organic model.
   c) In the context of culture, list the stages in the socialization process.
   d) List Minzberg's managerial roles.
   e) List Maslow's hierarchy of needs.

   2×5

PART-A

Write short notes on:

Q.2 Define “Attitudes”.

Q.3 Explain “Job Satisfaction”.

Q.4 Define “Diversity”.

Q.5 Explain the behavioral theories of leadership.

Q.6 What is span of control?

PART-B

Q.7 Application based long answer type question:
   You are an advisor to a startup company in the field of mobile handsets. The field is extremely competitive and requires quick responses to both the competitors as well as the customers. Keeping in mind that “Structure impacts both the attitudes and behaviors of the people within it”, Design as per you, a good organizational structure for the company and explain its advantages.

   20

Q.8 Application based long answer type question:
   Ram argues, “For every worker, there is one best motivational application to drive performance”. Amrita responds, “Nonsense—there is no single best way to motivate anyone”. Who is correct? Explain in detail with examples.

   20
PART-A

Q.1 Short answer types questions:
   a) What are the qualities of an effective counselor?
   b) Mention issues in closing the counseling sessions.
   c) Define psychodrama and group marathons.
   d) Define reliability and validity of a test.
   e) What is the difference between transference and counter transference?  

Q.2 Define “Counseling Psychology”. What are the professional aspects of counseling?  

Q.3 Is technology in counseling a boon or bane?  

Q.4 What is crises intervention?  

Q.5 Discuss “Family counseling”.  

PART-B

Q.7 Answer (any two) of the following long answer type questions:
   a) Describe the techniques of person-centered counseling. Compare and contrast it with the behavioral techniques.
   b) Explain how you will counsel a client coming to you for enhancing his wellbeing and happiness?
   c) Describe step by step the cognitive behavioral therapy for the treatment of depression  

End Semester Examination, Dec. 2018
B. Sc./B.A. (Applied Psychology) — Fifth Semester
COUNSELING PSYCHOLOGY (BPSY-C-502)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B is compulsory.** Attempt **ANY FOUR** questions from **PART-A.** Marks are indicated against each question.

**PART-A**

Q.1 Short answer types questions:
   a) What are the qualities of an effective counselor?
   b) Mention issues in closing the counseling sessions.
   c) Define psychodrama and group marathons.
   d) Define reliability and validity of a test.
   e) What is the difference between transference and counter transference? 2×5

Q.2 Define “Counseling Psychology”. What are the professional aspects of counseling? 4

Q.3 Is technology in counseling a boon and bane? 4

Q.4 What is crises intervention? 4

Q.5 Discuss “Family counseling” and explain yoga and meditation as form of counseling? 8

**PART-B**

Q.7 Answer **any two** of the following long answer type questions:
   a) Describe the techniques of person-centered counseling. Compare and contrast it with the behavioral techniques.
   b) Explain how you will counsel a client coming to you for enhancing his well-being and happiness?
   c) Describe step by step the cognitive behavioral therapy for the treatment of depression 10×2
HEALTH PSYCHOLOGY (BPSY-C-503)

Q.1 Write short answers on the following questions:
   a) What is health?
   b) Mention the research methods used in health psychology.
   c) Define “Stress”.
   d) What is health management?
   e) What is a placebo effect?  

Q.2 Using examples explain the bio-psychosocial model of health.  

Q.3 Using examples discuss the goals of health psychology.  

Q.4 What is health behaviour? Explain its influence on an individual.  

Q.5 Validate the gender differences in stress perception and management.  

Q.6 Explain the different pain management methods / techniques.  

Q.7 Explain the motivational theories of health behaviour.  

Q.8 Using suitable examples, explain the sources of stress in an individual.  

Q.9 Expand on some health enhancing behaviours.  

Q.10 Comment on the emergence of health psychology.  

Time: 3 hrs.   Max Marks: 50
No. of pages: 1

Note: Attempt **SEVEN** questions in all; **Q.1 is compulsory.** Attempt any **FOUR** questions from **PART-A** and **TWO** questions from **PART-B**. Marks are indicated against each question.
Q.1 Answer the following:
   a) Leadership behavior identified by the Michigan studies were _______ and _______.
   b) A person who influences the behavior of individuals or groups is called a ________.
   c) Name the two traits given by Gardner.
   d) Who gave the concept of situational leadership?
   e) When is autocratic leadership efficient?  

**PART-A**

Q.2 Who is a leader? Explain using examples.  

Q.3 Briefly discuss the Ohio state study.  

Q.4 What is transformational leadership?  

Q.5 Explain Fielder’s Contingency Model  

Q.6 Critically discuss the limitations of the Great man theory of leadership  

**PART-B**

Q.7 Discuss the different leadership styles.  

Q.8 Using the reference of any great leader you admire, discuss their leadership profile.  

Q.9 With the help of examples, discuss the traits of a good leader  

Q.10 Explain in detail the leadership styles given by Kurt Lewin.
End Semester Examination, Dec. 2018
B.A. / B. Sc. (Hons.) (Applied Psychology) — Fifth Semester
PSYCHOLOGICAL ASSESSMENT AT THE WORKPLACE
(BPSY-D-504)

Time: 3 hrs.  Max Marks: 50

Note: Attempt SIX questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and ONE question from PART-B. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
   a) The most popular screening method is ___________.
   b) Would you work at a company that did not interview you first? Explain
   c) What do interviewees say that they are looking for?
   d) What is validity in testing?
   e) List the types of rating errors.

PART-A

Briefly elaborate of the following:

Q.2 Define “Person Specification”.

Q.3 Define “Selection Process”.

Q.4 Define “Group Discussion”.

Q.5 Define “Assessment and Development Centres”.

Q.6 What are the challenges to performance evaluation

PART-B

Q.7 Application based long answer type question:
   You are an advisor to a startup company in the highly competitive field of “Online marketplace for food delivery” (like Swiggy and Food Panda). The company needs to hire their head of sales (All India). Keeping in mind that the different predictors that can be used, design and create a detailed process for the above and justify each step of your process with examples.

Q.8 Application based long answer type question:
   You are an advisor to a print media company which has been in existence for over 75 years. Your job is to modernize their performance management system keeping in mind the fact that till date they have not had formal performance evaluation in place. Design and create a detailed road map for introducing and implementing performance evaluation for this company.
End Semester Examination, Dec. 2018
B.A. (Applied Psychology) — First Semester
PIONEER WORK IN PSYCHOLOGY (BPSY-O-106)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt SEVEN questions in all; Q.1 is compulsory. Attempt any FOUR questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short answers on the following questions:
a) Mention the stages of psychosexual development.
b) Using an example explain the Gestalt law of continuity.
c) What are safety and esteem needs according to Maslow?
d) What are the two inherent instincts given by Freud?
e) What is positive psychology?

PART-A

Q.2 Explain the need hierarchy theory of motivation.

Q.3 Using examples explain Gestalt psychology.

Q.4 What is the difference between classical and operant conditioning?

Q.5 Elucidate the contributions of Carl Jung.

Q.6 Explain the structure of personality according to Freud.

Q.7 Discuss the contributions of the cognitive movement in psychology.

PART-B

Q.8 Explain the psychosocial stages of development given by Erikson.

Q.9 Elucidate the different schools of thought in psychology.

Q.10 Discuss Freud's concepts of anxiety and defense mechanisms in detail.

Q.11 Discuss Titchener's contribution to structuralism. Mention the limitations of structuralism.
Q.1 Describe the origin, insertion, nerve supply and action of following muscle:
   a) Subclavius.
   b) Pectoralis Minor.
   c) Pectoralis Major.
   d) Serratus anterior.  

**PART-A**

Q.2 Describe axillary artery under following heading:
   a) Parts and its relation.  
   b) Branches.  

Q.3 Explain the anatomy and lymphatic drainage of breast. 

Q.4 Draw a labeled diagram of heart. Also discuss the coronary circulation. 

**PART-B**

Q.5 Explain following:
   a) Difference between artery and vein. 
   b) Difference between smooth, skeletal and cardiac muscles. 

Q.6 Explain following:
   a) Brachial Plexus. 
   b) Klumpke’s Paralysis. 

Q.7 Describe clavicle under following heading:
   a) Characteristic feature and ossification. 
   b) Attachment and clinical anatomy.
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – First Semester
PHYSIOLOGY-I (BPT-102)

Time: 3 hrs Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Write briefly about the following:
   a) Threshold stimulus.
   b) Apoptosis.
   c) Blood clotting factors.
   d) Immunoglobulins.
   e) Heart sounds.
   f) Functions of spleen.
   g) Sarcotabular system.
   h) Law of Laplace.
   i) Crypts of Lieberkuhn.
   j) Role of calcium ions (Ca\textsuperscript{2+}) in muscle contraction.

   \textbf{PART-A}

Q.2 a) Tabulate characteristics properties of skeletal, smooth and cardiac muscles. Highlight their Morphological, Electrical, Mechanical, Metabolic differences. 15
   b) Write briefly about Motor unit and Myasthenia Gravis. 5

Q.3 a) Define ECG. Describe the waves associated with a normal ECG with help of graphical representation. 10
   b) Describe following:
      i) Determinants of Arterial Blood Pressure. 3
      ii) Neural Regulation of Arterial Blood Pressure. 7

Q.4 a) Describe briefly Peristalsis, Polarity of Intestine and Physiological significance of Dietary Fibre. 10
   b) Write short notes on:
      i) Functions of Bile.
      ii) Functions of HCL.
      iii) Compositions of Pancreatic Juice.
      iv) Absorption of Glucose in small intestine. 2½x4

   \textbf{PART-B}

Q.5 a) Explain Leucocyte with types and normal values. Mention briefly the functions of different types of leucocytes. 5
   b) Physiological Mechanism of Neutrophilic Phagocytosis. 5
   c) Factors controlling Hemoglobin formation. 5
   d) Role of Plasma Proteins. 5

Q.6 What is Action Potential? Describe in detail about its Phases, Mechanism of Development and Properties. 20

Q.7 Write short notes on following:
   a) Sino-Atrial Node (SAN) and conduction system of Heart.
   b) Peripheral Resistance and its major site of action.
c) Hear sounds.
d) Phases of Cardiac Cycle.
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – First Semester
BIOCHEMISTRY (BPT-103)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. All questions carry equal marks.

Q.1 Explain the following:
a) Identify the cell organelle which helps in DNA replication and transcription. Explain its structure and role.
b) Epimers with examples.
c) Reducing and Non reducing sugars.
d) Role of Pyruvate Dehydrogenate.
e) Structure of Glycine.

PART-A

Q.2 Which biomolecule is called building block of a cell? Explain its role, classification with examples of each class.

Q.3 Calcium, Iron, Phosphate and Magnesium plays key role in maintaining our bodily processes and functioning normal. Justify the statement by mentioning all of their roles and deficiency diseases.

Q.4 How DNA and RNA are different from each other? Explain the watson and Crick model of DNA and all types of RNA’s.

PART-B

Q.5 Skipping Fats from our diet affects our system. How? Explain all its importance with its various types and examples. Support your answer with suitable structures.

Q.6 Which Metabolic pathway is called metabolic hub and why? Explain all its steps with Enzymes, Coenzymes and reactions in detail.

Q.7 Draw following structures:
a) Glucoronic Acid (Open chain)
b) Galactonic Acid (Open chain)
c) Lactose
d) Glycogen
e) Linoleic Acid.

4x5
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy - First Semester  
SOCIOLOGY (BPT-104A)  

Time: 2hrs                   Max Marks: 50  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1 Write short notes on:  
   a) Anticipatory Socialization.  
   b) Population Explosion.  
   c) Any two features of family.  
   d) Purpose of social security.  
   e) Social change and deviance.  

\[2 \times 5\]

**PART-A**

Q.2 Explain the relationship of sociology with different types of sciences.  
\[10\]

Q.3 What is the role of primary and secondary groups in hospital and rehabilitation settings?  
\[10\]

Q.4 Describe different Agencies of socialization in detail.  
\[10\]

**PART-B**

Q.5 Discuss Poverty and Unemployment. Write about its causes effects on health and its remedies in detail.  
\[10\]

Q.6 Explain the role of social factors affecting health and illness.  
\[10\]

Q.7 Discuss the types and functions of family in detail.  
\[10\]
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy — First Semester  
FUNDAMENTAL AND PHILOSOPHY (BPT-105)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Marks are indicated against each question.

**Q.1** Answer the following in brief:

a) Define movement and also write its classification.

b) Enumerate movements at wrist joint.

c) What are planes and axes?

d) Define “Hooke’s Law”.

e) Define “Fuse”.

f) Define “Electro-magnetic induction”.

g) Define “Pulley along with its types”.

h) Define “Buoyancy”.

i) Define “Line of gravity”.

j) Define “Third law of motion”.

2×10

**PART-A**

Q.2  
a) What are axes and planes? Classify movements according various axes and planes 10

b) Classify muscles according to different group actions. 10

Q.3  
a) Define “Hydrotherapy and Buoyancy”. What are factors that determine up thrust? 10

b) State the effect of buoyancy on weight and movements performed in water. 10

Q.4  
a) What are levers? Write their types with examples in human body and their application in physiotherapy. 5

b) State Newton’s laws of motion. 5

**PART-B**

Q.5  
What are transformers? Write its types construction, working and uses. 20

Q.6  
What are dangers related to current electricity? Write about first aid and management and prevention of electric shock. 20

Q.7  
a) What is electromagnetic spectrum? Describe the use and application of each radiation. 15

b) Draw circuit diagram for short wave diathermy (SWD). 5
Q.1 Answer the following in brief:
   a) Concept of bhakti yoga.
   b) What are bandhas and mudras?
   c) Write a short note on praty hava.
   d) List widely practiced yoga sadhnas.
   e) Define “Raja yoga”.  

PART-A

Q.2 a) What is hatha yoga? State its aim and objective.  
     b) Explain in brief the ashtanga yoga.

Q.3 What are various misconception related to yoga?

Q.4 Write in brief about history and development of yoga.

PART-B

Q.5 List the various benefits of yoga.

Q.6 a) Give the definition of yoga according to patanjali yoga santhan, bhagawat gita and yoga vasisthan.  
     b) What are prerequisites for yoga?

Q.7 Write short note on fundamentals of yoga sadhana.
Q.1 Fill in the blanks:
   a) Life saving muscle of tongue is ___________.
   b) ___________ and ___________ are present along transpyloric plane.
   c) The white fibers of cerebrum include ___________, ___________ and ___________ fibers.
   d) Structures passing through foramen spinosum are ___________, ___________ and ___________.
   e) Medial squint is observed with paralysis of muscle which is supplied by ___________ nerve.
   f) ___________ is a primary lymphoid organ.
   g) ___________ is the only sensation (fibers of which) does not pass through thalamus.
   h) Thoraco-lumbar outflow extends from ___________ to ___________ segments of spinal cord.
   i) Brain is covered with ___________, ___________ and ___________. Cater from outside inwards.
   j) Collection of neuronal cell bodies inside the CNS is known as ___________.

Q.2 Write short notes on the following:
   a) Broca’s area and motor aphasia
   b) Lymphatic drainage of head and neck
   c) Blood supply of cerebrum
   d) Optic pathway

Q.3 Describe cerebellum as under:
   a) Parts of hemisphere and vermis
   b) Functional subdivision
   c) Connections
   d) Applied anatomy

Q.4 a) Describe the nuclei of origin, course and distribution of nerves supplying extra-ocular muscles.  
   b) Classify white fibers of cerebrum. Describe corpus callosum.

Q.5 Write short notes on the following:
   a) Lymphatic nodule
   b) Klinefelter’s syndrome
   c) Production, circulation and reabsorption of CSF
   d) Spermatogenesis

Q.6 Write short notes on the following:
   a) Cavity of Larynx
   b) Floor of fourth ventricle

Q.7 Describe gross anatomy, blood supply and nerve supply of lungs. Add a note on bronchopulmonary segments.
Q.1 Attempt the following questions:
   a) Define two types of periodic breathing.
   b) Subject’s initial volume of air in respirometer is 4.5 lit. The initial cone, of helium and final cone, of helium are 16% and 9% respectively. Calculate the FRC.
   c) What is fetoplacental unit?
   d) Discuss the functions of sertoli cell.
   e) Name two organs other than endocrine gland plays as endocrine function.
   f) What is Cushing’s and simmond’s disease?
   g) What is cystometrogram?
   h) What is the difference between eccrine and apocrine glands?
   i) What is syringomyelia?
   j) What is Wilson disease?

**PART-A**

Q.2 What is GATE control theory of pain? Discuss about referred pain. Describe the important properties of receptors.  

Q.3 Discuss about the theories of colour vision and applied physiology of colour vision. Discuss different types of lesions of optic pathway.  

Q.4 Discuss about the applied physiology part of acid-base disturbances. Discuss the functions of J-G apparatus.  

**PART-B**

Q.5 Discuss about regulation of respiration and mechanics of breathing.  

Q.6 Discuss in detail about different changes of menstrual cycle.  

Q.7 Write about the physiology of bone. Discuss the functions of glucocorticoids.
Q.1 Answer the following questions:
   a) Define resting membrane potential.
   b) What is Rheobase and Chronaxie?
   c) Classify “Nerve”.
   d) What is iontophoresis?
   e) What is intrapulse and interpulse?
   f) What is low frequency current with example?
   g) What is absolute and relative refractory period?
   h) What is SD curve?
   i) What is TENS?
   j) What is Beat frequency?  

    **PART-A**

Q.2 a) Explain Pain Gate theory in detail.  
     b) What is TENS? Explain indications and contraindications for TENS.  

Q.3 Classify Currents. Explain the physiological effects and contraindication of faradic current.  

Q.4 a) What are Galvanic Currents? Explain the technique of application. Explain indications of currents.  
     b) What is resting nerve potential? How does it travel in nerve?  

    **PART-B**

Q.5 a) Explain SD curves? Explain curves for different lesions.  
     b) What is IFT? Explain the therapeutic effects of IFT.  

Q.6 a) Explain Sunderland’s classification for nerve lesion.  
     b) What is iontophoresis? Write down the indications for it.  

Q.7 a) Explain the technique and method of preparation for faradism under pressure.  
     b) Describe the technique for stimulating pelvic floor muscles.
Q.1 Answer the following briefly:
   a) Force passive movement.
   b) Describe Maximal resistance.
   c) Describe Stretch Reflex.
   d) Give two examples of Back Extension Exercises.
   e) Describe benefits of Continuous Passive Movement (CPM).
   f) Describe muscle work in Reach standing position.
   g) Effects of Relax Passive Movement.
   h) Plyometric training.
   i) What is the Clinical significance of Progressive Resisted Exercise?
   j) Balance Board.

**PART-A**

Q.2 Classify active movement. Write the technique, effect and uses of each of them.  
2×10

Q.3 a) Describe the modes of stretching with examples.  
10
   b) Explain proper positioning, hand placement and stabilization used during manual stretching of hamstring muscles.  
10

Q.4 a) Describe the techniques of resisted exercise. Write its benefit and contraindication.  
15
   b) Explain the application of elastic resistance in therapeutic exercises.  
5

**PART-B**

Q.5 a) Explain the techniques of re-education of muscles.  
10
   b) Describe the protocol for strengthening of weak quadriceps muscles from grade II to grade IV.  
10

Q.6 a) Write the factors responsible for joint limitation.  
10
   b) How will you mobilize a stiff shoulder joint?  
10

Q.7 a) What are the types of muscles contraction/muscle work?  
10
   b) Describe muscle work during making a fist.  
10
Q.1 Answer the following questions:
a) Define “Pharmacology”.
b) What is sublingual route of drug administration?
c) Name intravenous anesthetics.
d) What is pharmacokinetics?
e) What is an analgesic?
f) What is the difference between “Drug and medicine”? 
g) Name few antiepileptic drugs.
h) What is drug toxicity?
i) What is advantageous drug effect?
j) What is action potential?  

PART-A

Q.2 Write a note on principles of drug action. Write mechanism of drug action.  

Q.3 Write short notes on the following:
a) Skeletal muscle relaxants.
b) General anesthetic agents.  

Q.4 Write a note on methyl and ethyl alcohol.  

PART-B

Q.5 Write short notes on the following:
a) Antihypertensive drugs.
b) Write notes on bronchodilators.  

Q.6 Write short notes on the following:
a) Oral hypoglycemic drugs.
b) Write note on nonsteroidal anti inflammatory drugs  

Q.7 Write short notes on the following:
a) Anti-tubercular drugs.  
b) Anti-histamines.  
c) Nitrates.  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.
Q.1 Write short notes on the following:
   a) Wound Healing.
   b) Apoptosis.
   c) Edema.
   d) Carcinogen.
   e) Embolism.

Answer the following:
   f) What are Koch’s postulates and why are they important?
   g) Write a short note on the different shapes of bacteria.
   h) What is causative organism of Diphtheria? Mention the symptoms of disease also.
   i) What is Hypersensitivity?
   j) Differentiate between sterilization and disinfectant.

PART-A

Q.2 Explain the pathology in detail of myocardial infarction in detail.

Q.3 Write a note on ‘pathology of tuberculosis’.

Q.4 Explain the pathology of Osteoporosis and Osteoarthritis in detail.

PART-B

Q.5 a) What is the causative organism of typhoid? How does the bacteria cause the disease?
    b) Differentiate between exotoxins and endotoxins.
    c) Explain with structure and functions of different types of antibodies in detail.

Q.6 a) What is AIDS? Discuss the structure of virus and window period of the infection.
    b) What is Rabies? Discuss in brief about the transmission vehicles of the disease.

Q.7 What is Candidiasis? Explain the morphology and tools for detection and diagnosis of disease.
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy–Third Semester
ELECTROTHERAPY-II (BPT-303)

Time: 3 hrs                     Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1  Answer in brief the following questions:
  a) Write the testing of ultrasound machine.
  b) Enumerate the laws governing the effects of Electromagnetic Radiations.
  c) What is Phonophoresis?
  d) Enumerate properties of LASER.
  e) What are uses of cryotherapy?
  f) Classify UVR according to wavelength.
  g) What is Psoriasis?
  h) Short note on hydrocollator packs.
  i) Enumerate the techniques of application of paraffin wax bath.
  j) Enumerate types of LASER.

  Q.1  2x10

PART-A

Q.2  a) What is Biofeedback?  10
    b) Explain its limitations and uses.  10

Q.3  a) Write short note on UVR. Explain its physiological effects.  10
    b) Write down the indications and contra indications of UVR.  10

Q.4  a) What is SWD?  10
    b) Explain the construction of SWD and types of electrode placement.  10

PART-B

Q.5  a) Explain types of generators of IRR.  10
    b) State the dangers and contra-indication of IRR.  10

Q.6  a) Explain the Mechanical, Biological and Therapeutic Effects of ultrasound.  10
    b) What is combination therapy?  10

Q.7  a) Explain the physiological effects and therapeutic uses of cryotherapy.  10
    b) What are various techniques of application of cold therapy?  10
Q.1 Write short notes on:
   a) Contrast Relaxation.
   b) Antalgic Gait.
   c) Measurement of gutter crutch.
   d) Pursed hip Breathing.
   e) Lordosis.
   f) Genu Varum.
   g) D₁ pattern of upper limb.
   h) D₂ pattern of lower limb.
   i) Trendelenburg Gait.
   j) Backward Lurching Gait.

   **PART-A**

Q.2 What are the indications for crutch walking? Write in detail about crutch walking patterns.  

Q.3 Define fatigue. What are the symptoms and causes of fatigue? Write in detail techniques of local relaxation.  

Q.4 What is gait cycle? Explain RLA classification of gait cycle.  

   **PART-B**

Q.5 What is static balance? Write down the mechanisms of neuromuscular co-ordination. Explain the physiotherapy management for in co-ordination.  

Q.6 What are the various equipments used in therapeutic gymnasium? Write down their effects and uses.  

Q.7 a) Explain the physiological changes that occur with training.  
   b) Explain various breathing exercises in detail.
Q.1 Write short notes on the following:
   a) Acid-Base disturbance.
   b) Serum Bilirubin.
   c) Fungus
   d) Blood Transfusion.
   e) Malena.

**PART-A**

Q.2 Define “Measles”. Mention causative organism, clinical features and the treatment of measles. 20

Q.3 Write a short note on “Respiratory Acidosis.” Mention the clinical symptom and treatment of Respiratory Acidosis. 20

Q.4 Write in detail about “Jaundice”. 20

**PART-B**

Q.5 Mention in detail about AIDS. Explain the four stages of HIV. 20

Q.6 Write in detail about “Hyperthyroidism”. Mention it’s clinical features and treatment. 20

Q.7 Explain “Venous Thrombosis” in detail. 20
Q.1 Write short notes on the following:
   a) Incisions and complications of hysterectomy.
   b) Determination on duration in weeks of pregnancy by Fundal height.
   c) Define Multigravida and Nullipara.
   d) Define Preterm Baby and Abruptio Placentae.
   e) Define Placenta Previa.
   f) Causes of burns?
   g) Intra uterine devices.
   h) Flap and Graft.
   i) Define Puerperium.
   j) What is a Keloid?

   **PART-A**

Q.2 Explain the process of complete history taking a gyne patient.  

Q.3 Write notes on indications, incisions and complications of:
   a) nephrectomy   b) herniorrhaphy.

Q.4 Write notes on:
   a) Calculation of fluids administration in burn patients.
   b) Principles of skin grafting in plastic surgery and precautions.

   **PART-B**

Q.5 Write a note on Antenatal Care.

Q.6 Write short notes on the complications of:
   a) Previous cesarean section.
   b) Pelvic inflammatory disease.

Q.7 Write short notes on the following:
   a) Carcinoma Cervix.
   b) Carcinoma Uterus.
Q.1 Write short notes on the following:
   a) Name any two anatomical pulley examples from human body.
   b) Define Vector.
   c) Define Equilibrium.
   d) Define Kinetics.
   e) Define Kinematics.
   f) Mechanical advantages in levers.
   g) General motion.
   h) Joints of shoulder complex.
   i) Range of motion of supination and pronation in forearm.
   j) Give two examples of synovial joint.

   \[2 \times 10\]

**PART-A**

Q.2 Define Levers. Give its classification and examples from human body. Add a note on mechanical advantage.

Q.3 Discuss the classification of joints in detail with examples.

Q.4 Write in detail minimum 10 factors affecting stability in human beings.

**PART-B**

Q.5 Define Biomechanics. Write down with application of biomechanics in the field of physiotherapy with proper examples.

Q.6 a) Write down the functions and properties of skeletal muscles.
    b) Differentiate between Type I, Type II a & Type II b muscle fibers

Q.7 Discuss the biomechanics of shoulder joint in detail.
Q.1 Answer the following questions:
   a) Define Intelligence Quotient.
   b) Explain fear.
   c) Write a short note on alcohol dependence.
   d) Define Autism.
   e) Draw a labelled diagram of ear.
   f) Define Learning.
   g) Draw a diagrammatic representation of three stages process of memory.
   h) What is Amnesia?
   i) Define Synapse.
   j) What is instrumental learning?

PART-A

Q.2 What is cognitive learning theory? Explain in detail.

Q.3 What is schizophrenia? Explain in detail the features and management.

Q.4 a) Write about Pain Gate Theory in detail.
   b) Write the difference between Bipolar-I and Bipolar-II disorder.

PART-B

Q.5 Define OCD. What are the features and treatment of OCD?

Q.6 a) Explain Erikson Psychosocial Theory for development.
   b) Explain various types of social motives.

Q.7 a) What are the various types of conflict?
   b) Write a note on “Neuron and Nerve transmission”.
Q.1 Explain the following briefly:
   a) Types of correspondence.
   b) Methods of filing.
   c) Types of referral.
   d) Workman’s Compensation Act.
   e) List various electrical and non-electrical equipments in a PT clinic.
   f) Expand CPA.
   g) Expand IAP and WCPT.
   h) Define Confidentiality.
   i) Define Principle of purchase.
   j) Importance of record keeping in physiotherapy.

**PART-A**

Q.2 Define planning. Explain about different types of planning.  

Q.3 a) Discuss the importance of time management.  
   b) How will you plan for first interview?  

Q.4 Discuss codes of ethics given by WCPT.  

**PART-B**

Q.5 Define Organization. Explain in detail different structures of an organization.  

Q.6 Describe the pre-requisites to set up an independent physiotherapy clinic. Add a note on financial management.  

Q.7 Describe Maintenance and the type of maintenance. How to maintain furniture and equipment of physiotherapy department?
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Fifth Semester
ORTHOPEDICS (BPT-501)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on:
   a) Mallet’s fracture.
   b) Colle’s fracture.
   c) March fracture.
   d) Volkmann’s Ischemic fracture.
   e) Golfer’s Elbow.
   f) Torticollis.
   g) Carpal tunnel syndrome.
   h) Discectomy
   i) Painful heel.
   j) Klumpke’s paralysis.

   2×10

   PART-A

Q.2 Write in detail classification of different types of fractures.

   20

Q.3 Write a note on principles of management and complications of fracture femur.

   20

Q.4 Explain the following:
   a) CTEV
   b) Rotator cuff injury.

   10×2

   PART-B

Q.5 Write notes on various aspects of tuberculosis of bones.

   20

Q.6 Explain the following:
   a) Avascular necrosis.
   b) Dupuytren’s contracture.

   10×2

Q.7 Write notes on:
   a) Osteotomy.
   b) Radial nerve injury.
   c) Septic Arthritis.
   d) Spina bifida.

   5×4
Q.1 Answer the following briefly:
   a) Explain Adson Test. What for this clinical test being used?
   b) Which muscle is affected in Torticollis? How do you stretch the muscle involved?
   c) Write the difference between Coxa Vara and Coxa Valga.
   d) Explain Cobb’s angle.
   e) What are the clinical tests for Tennis Elbow?
   f) What are the causes of anterior knee pain?
   g) ULTT-3 is for which nerve?
   h) What are the deformities present in Rheumatoid hand?
   i) What is Whiplash associate disorder?
   j) What are the possible causes of painful heel?

2x10

 PART-A

Q.2 Explain Ankylosing Spondylitis in detail. Write in detail about its clinical manifestation and physiotherapy management. 20

Q.3 Explain brachial plexus injuries in detail. Explain Erb’s palsy and Klumpke’s palsy. 20

Q.4 Explain Pre and Post Prosthetic Management of above knee amputation. Explain Management and Treatment Goals of this Amputation. 20

 PART-B

Q.5 Explain in detail about Post Polio Residual paralysis. Write all the therapeutic measures for PPRS. 20

Q.6 Write down Pre and postoperative assessment and Physiotherapeutic management of Arthroplasty. 20

Q.7 Explain Lumbar Canal stenosis in detail. What are the causes of Lumbar canal stenosis? What are the clinical manifestation and physiotherapeutic measures for the same? 20
Q.1 Answer the following questions:
   a) Define “Phase of double support”.
   b) Name any four ligaments of HIP joint.
   c) Define “Angle of torsion”.
   d) Define “Coxa Vara”.
   e) Define “Fatigue”.
   f) Name any four Biomechanical risk factors for a School teacher.
   g) Define “Scoliosis”.
   h) Define “Functional spinal unit”.
   i) Define “Concave convex rule”.
   j) Define “Enumerate ankle ligaments”.

Q.2 Discuss the biomechanics of knee joint in detail. Add a short note on screw home mechanism.
   20

Q.3 Define “One stride” and discuss the different phases of GAIT with diagram.
   20

Q.4 Enumerate the various deformities of spine (any four). Discuss the factors for maintain a good posture.
   20

Q.5 What do you mean by WRMSD’s.? Describe any two of them with remedial exercises.
   20

Q.6 Write down the ergonomic consideration while designing a kitchen.
   20

Q.7 Enumerate the common problems faced by the driver and rehabilitation exercises for him with back pain.
   20
Q. 1 Write short notes on the following:
   a) Grades of tenderness.
   b) Yellow flags.
   c) Grades of pitting oedema.
   d) Tools for Neurological examination.
   e) Documentation.

**PART-A**

Q. 2 Describe in detail WCPT’s code of conduct guidelines for healthcare practitioners. 10

Q. 3 Define ‘red flags’. Write down the signs and symptoms for referring patient in cancer. 10

Q. 4 Define ‘Pain’. Distinguish between systemic and musculoskeletal pain. 10

**PART-B**

Q. 5 Explain in detail the standards of practice guidelines for physiotherapist given by WCPT. 10

Q. 6 Write down the grade of MMT. Describe MMT procedure for abductors and adductors of hip joint. 10

Q. 7 Define Consultation and screening. Write down the importance of communication for physiotherapists. 10
Q.1 Write notes on the following:
   a) Early warning signs of stroke.
   b) Features of Medical medullary syndrome.
   c) Classify the types of Ataxia.
   d) Classify intracranial space occupying lesions.
   e) Types of meningitis.
   f) Features of Duchenne’s Muscular Dystrophy.
   g) Hochem and Yahr classification of Parkinson’s disease.
   h) Signs and symptoms of subdural hematoma.
   i) Classification of Motor Neuron disease.
   j) What is Subarachnoid Hemorrhage?

   \[2 \times 10\]

\textit{PART-A}

Q.2 Explain in detail the features of Motor Nerve Disorders (MND).

\[20\]

Q.3 Explain the types and mechanism of spinal cord injuries and their management.

\[20\]

Q.4 Write a note on peripheral nerve injuries.

\[20\]

\textit{PART-B}

Q.5 Write a note on the diagnosis, complications and treatment of Sympathetic Nervous Disorders.

\[20\]

Q.6 Write short notes on the following:
   a) Surgical treatment of spasticity.
   b) Electric stimulation of the brain.

\[10 \times 2\]

Q.7 Explain the following:
   a) Examination of cranial nerves – VII to XII.
   b) Superficial tendon reflexes.

\[10 \times 2\]
Q.1 Write short answer on the following:
   a) Kernig's Sign.
   b) Clinical features of Right MCA Stroke.
   c) Principle of Bobath approach.
   d) Gower's Sign.
   e) Clinical features of Ataxia
   f) Cardinal features of Parkinson’s disease.
   g) Difference between UMN & LMN lesion.
   h) Clinical features of Carpal Tunnel Syndrome.
   i) Types of Multiple Sclerosis.
   j) Indications for the use of PNF patterns.

Q.2 Write short notes on the following:
   a) Blood supply of brain.
   b) Assessment of VIII cranial nerve.

Q.3 A 65 years old male experienced sudden weakness in right side of the body with deviation of mouth to one side 2 months ago. Currently he is unable to use right upper limb and difficulty in walking. Write down the detailed management of the same.

Q.4 Explain the management of acute case of spinal cord injury at C5-C6 level.

Q.5 a) Assess and manage an acute case of GBS.
    b) Management of an acute case of Multiple Sclerosis.

Q.6 a) Explain the management of a 7 year old boy having DMD.
    b) Gait training of a Parkinson’s patient.

Q.7 Discuss the application of various principles and techniques of NDT for treating an acute case of stroke.
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy – Sixth Semester  
NEUROLOGY PHYSIOTHERAPY (BPT-602)

Time: 3 hrs.                        Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Explain the following:
   a) Kernig's sign.
   b) Clinical features of right MCA stroke.
   c) Principle of Bobath approach.
   d) Gower's sign.
   e) Clinical features of ataxia
   f) Cardinal features of Parkinson's disease.
   g) Difference between UMN & LMN lesion.
   h) Clinical features of carpal tunnel syndrome.
   i) Types of multiple sclerosis.
   j) Indications for the use of PNF patterns.  

   PART-A

Q.2 Write short notes on the following:
   a) Blood supply of brain.
   b) Assessment of VIII cranial nerve.  

   Q.3 A 65 year old male experienced sudden weakness in right side of the body with deviation of mouth to one side 2 months ago. Currently he is unable to use right upper limb and difficulty in walking. Write down detailed management of the same.  

   Q.4 Explain the management of acute case of spinal cord injury at C5-C6 level.  

   PART-B

Q.5 a) Assess and manage an acute case of GBS.  
   b) Management of an acute case of multiple sclerosis.  

Q.6 a) Explain the management of a 7 year old boy having DMD.  
   b) Gait training of a Parkinson's patient.  

Q.7 Discuss the application of various principles and techniques of NDT for treating an acute case of stroke.
Q.1 Explain in detail about Mckenzie protocol for lower back pain. Give an example of PIVD at unit level.

Q.2 What are the indications and contraindications of joint mobilization? What are the effects of joint mobilization after fracture (post # stiffness)?

Q.3 What are Upper Limb Tension tests? Explain all three upper limb tension tests along with their sensitizing components.

Q.4 Write in brief about the principles of Mulligan mobilization. Give an example of cervical pain at C5 – C6 level.

Q.5 Write the difference between mobilization and manipulations.

Q.6 Explain “Centralization Phenomenon”.

Q.7 Explain the indications and contraindications of massage therapy?

Q.8 Explain Grades of Maitland Mobilization.

Q.9 Explain Percussion Technique of massage.

Q.10 Explain SLR and its components.

Q.11 Give the types of dysfunctions given by Mekenzie.
Q.1 Answer the following questions:
   a) Define the measures of central tendency.
   b) When are the parametric and non-parametric tests used?
   c) Differentiate between type I and II errors.
   d) Define "Hypothesis".
   e) Enlist the sources of primary and secondary data.
   f) Define "Plagiarism".
   g) Highlight the difference between incidence and prevalence.
   h) Draw a skewed (positive & negative) normal distribution curve.
   i) Give the types of reliability with examples.
   j) Define "Face Validity".

   **PART-A**

   Q.2 Discuss the different types of correlation. Calculate and comment on the type of correlation for the following data:

<table>
<thead>
<tr>
<th>X</th>
<th>65</th>
<th>68</th>
<th>62</th>
<th>70</th>
<th>65</th>
<th>72</th>
<th>67</th>
<th>66</th>
<th>68</th>
<th>70</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>128</td>
<td>140</td>
<td>120</td>
<td>152</td>
<td>138</td>
<td>160</td>
<td>135</td>
<td>130</td>
<td>125</td>
<td>165</td>
</tr>
</tbody>
</table>

   Q.3 Differentiate between qualitative and quantitative research design? Describe their types with examples and discuss their advantages and disadvantages.

   Q.4 Describe the various ethical principles and guidelines for a clinical research.

   **PART-B**

   Q.5 What do you understand by measures of dispersion? Calculate standard deviation in the following data:

<table>
<thead>
<tr>
<th>X</th>
<th>55-60</th>
<th>50-55</th>
<th>40-45</th>
<th>45-50</th>
<th>35-40</th>
<th>30-35</th>
<th>25-30</th>
<th>25-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>7</td>
<td>13</td>
<td>15</td>
<td>20</td>
<td>30</td>
<td>33</td>
<td>28</td>
<td>14</td>
</tr>
</tbody>
</table>

   Q.6 Define Sampling. Classify and explain the different types of sampling.

   Q.7 An analysis of monthly wages paid to the workers in a firm A and B belonging to the same industry gives following result:

<table>
<thead>
<tr>
<th></th>
<th>Firm A</th>
<th>Firm B</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of workers</td>
<td>550</td>
<td>650</td>
</tr>
<tr>
<td>Average monthly wages</td>
<td>₹1450</td>
<td>₹1400</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>100</td>
<td>140</td>
</tr>
</tbody>
</table>

   a) Which firm A or B has larger wage bill?
   b) In which, A or B, is there greater variability in individual wages?
Q.1 Answer briefly the following questions:
   a) Discuss the causes of Hypertension.
   b) Different musculoskeletal disorders in a female.
   c) Effect of exercises on cardiovascular system.
   d) Absolute contra indications for prescription of exercises in a pregnant female.
   e) Causes of Anemia.

   **PART-A**

   Q.2 What is Urinary incontinence? Give the classification of incontinence. Also discuss the clinical features and management of its various types.

   Q.3 Discuss the impact of Anemia on women health.

   **PART-B**

   Q.4 Discuss the various exercises and the guidelines to be followed while prescribing exercises to an elderly female.

   Q.5 Discuss the impact of exercises on various systems in a female.
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy – Seventh Semester  
CARDIOPULMONARY AND CARDIOPULMONARY SURGERY (BPT-701)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on:  
   a) Unstable angina.  
   b) BUERGER’S disease.  
   c) Bronchiectasis.  
   d) Lung abscess.  
   e) Pneumothorax  
   f) Cardiac bypass surgery.  
   g) Types of respiratory FAILURE.  
   h) Types of thoracic incisions.  
   i) Hemothorax.  
   j) Coal workers pneumoconiosis.  

   **PART-A**

   Q.2 Explain all features of myocardial infarction in detail.  
   20

   Q.3 Write a note on bronchial asthma.  
   20

   Q.4 Describe various diseases and surgery of pericardium.  
   20

   **PART-B**

   Q.5 Write a note on infective endocarditis.  
   20

   Q.6 Explain:  
      a) Chest wall deformities.  
      b) Atherosclerosis.  
   10×2

   Q.7 Explain:  
      a) Lobectomy.  
      b) Thoracoplasty.  
   10×2
Q.1 Answer the following questions:
  a) Enumerate Orthopnea and Platypnea
  b) Explain the term thoracentesis.
  c) What is pursed lip breathing?
  d) Define “Thrombophlebitis”.
  e) Enumerate Bronchial and Vesicular sound.
  f) Differentiate Pleuritic pain and Anginal pain.
  g) What is claudication?
  h) What is ACBT?
  i) Discuss “Rib Springing”.
  j) What is bronchiectasis and its types?  

**PART-A**

Q.2 What are bronchopulmonary segments of both right and left lung? Explain postural drainage position for lower lobe of both lungs.  

Q.3 Patient aged 50 year having cough and sputum for consequent three month and successive two years, Diagnose the disease and explain its pathophysiology clinical features and physiotherapy management  

Q.4 A middle aged man having high low density lipoprotein and having history of acute MI. Plan a tailored cardiac rehabilitation protocol for the patient.  

**PART-B**

Q.5 What is heart transplantation, explaining types and write day wise protocol for patient?  

Q.6 Explain autogenic drainage technique for bronchiectasis, emphasize on all the phases along with indication and technique of usage.  

Q.7 a) Explain manual hyperinflation techniques along with equipment and indication.  
    b) What is pneumothorax types and clinical features along with physiotherapy management?
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy — Seventh Semester
PEDIATRICS AND PEDIATRICS PHYSIOTHERAPY (BPT-703)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) What is Scurvy?
   b) Give clinical presentation of rickets.
   c) Give clinical presentation of congenital dislocation of hip.
   d) Give the symptoms of pneumonia.
   e) Differentiate between growth and development.
   f) Explain “Moro's Reflex”.
   g) Give stages of polio.
   h) Name the types of spina bifida.
   i) Give stimulus, response, integration and clinical significance of ATNR.
   j) Explain “Babinski Sign”. 2×10

   PART-A

Q.2 a) Explain the laws of growth. Discuss briefly the factors affecting growth and development. 10
   b) What is immunization? Explain the WHO schedule, different vaccinations. 10

Q.3 a) Discuss the etiology, type and management of anemia. 10
   b) Throw light on the etiology, clinical picture and treatment of chicken pox. 10

Q.4 A 6 year old boy complains of frequent falls. He has to take support of his body to get up from the ground. He is also facing difficulty in stair climbing and running and doing overhead activities. Write down a detailed assessment of the case. Design a treatment protocol along with goal planning 20

   PART-B

Q.5 What is scoliosis? Discuss its etiology and clinical features. Write down various methods of evaluation along with goal planning. Devise a treatment plan for thoracolumbar scoliosis. 20

Q.6 A 5 year old boy has scissoring gait and exhibits difficulty in doing activities of daily living. Mother gives the history of delayed birth cry with milestone delay. Write down the detailed assessment and management of the case. 20

Q.7 a) Differentiate between impairment disability and handicap. Discuss their interrelationship and impact on one another. 10
   b) Discuss the etiology, type and management of tuberculosis. 10
Q.1 Conjuguez les verbes suivants:
(Conjugate the following verbs)
   a) Je _____________ la télévision. (regarder)
   b) II _____________ dans le parc (marcher)
   c) Vous _____________ anglais (parler)
   d) Elles _____________ avec ses amis (danser)
   e) Nous _____________ une chanson (chanter)

Q.2 Posez des questions:
(Make questions)
   a) _____________________________________?
      Ça va bien, merci.
   b) _____________________________________?
      J’ai vingt ans.
   c) _____________________________________?
      Je m’appelle Carol.

Q.3 Remplissez avec les pronoms sujets (je, tu, il, elle, nous, vous, ils, elles)
(Fill in the blanks with subject pronouns)
   a) ___________ joues au cricket.
   b) ___________ écoute de la musique.
   c) ___________ portent une chemise rouge.
   d) ___________ mange un gâteau.
   e) ___________ aimons le chocolat.
   f) Discutez- ___________ dans la classe?
   g) ___________ travaillons dans une école.

Q.4 Écrivez les nombres cardinaux et ordinaux:
(Write the ordinal and cardinal numbers in words)

<table>
<thead>
<tr>
<th>Le nombre</th>
<th>Cardinal</th>
<th>Ordinal</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td></td>
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<tr>
<td>8</td>
<td></td>
<td></td>
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<tr>
<td>17</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q.5 Cochez la bonne réponse:
(Tick the correct option)
   a) At night we say:
      • Bonne nuit
      • Bon matin
      • Bon soir
   b) Another way of saying allô is:
      • Coucou
      • Au revoir
      • de rien
   c) Which of the following number is quinze:
d) Which one of the following is formal?
• Tu  • Vous  • Ils

e) “Please” in French is:
• S’il vous plait  • Por favor  • à demain

f) Which of the following is a French brand?
• Nivea  • Zara  • Chanel

g) Which of the following museum is in France:
• Musée du Louvre  • Musée d'histoire  • Musée du Prado

h) Which of the following are correct spellings of 1st:
• Unième  • Premier  • Un

i) How do you say “thanks a lot” in French:
• Muchas gracias  • Vraiment merci  • Merci beaucoup

j) “chanter” means to:
• To chant  • To sing  • To pray

Q.6 Remplissez les blancs avec les jours:
(Fill in the blanks with the name of the days)
a) Le deuxième jour de la semaine est ______________.
b) Le weekend est ______________ et ______________.
c) ______________ est le troisième jour de la semaine.
d) ______________ est le cinquième jour de la semaine.

Q.7 Présentez-vous en cinq phrases: (Introduce yourself in five sentences)
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

Q.8 Décrivez votre ami(e) en cinq phrases: (Describe your friend in five sentences)
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
Q.1 Llene los espacios con el verbo adecuado (Fill in the blanks with appropriate form of verbs).
   a) Vosotros _________________muy bien. (Cantar)
   b) ¿Dónde (tú) ______________ tu cumpleaños? (Celebrar)
   c) Nosotros ______________ por la calle. (Andar)
   d) Yo no _______________. (Fumar)
   e) Ustedes __________ en Delhi. (Vivir)
   f) Elena __________ la comida. (Preparar)
   g) Mis amigos ________________ un regalo para mí. (Comprar)
   h) Nosotras ________________ un libro. (Leer)
   i) Monica ________________ la boda. (Asistir)
   j) Yo ______________ en un restaurante italiano. (Comer)

Q.2 Escribe los numeros en espanol (Write the nos. in Spanish)
   a) 5
   b) 4
   c) 9
   d) 11
   e) 3
   f) 14
   g) 2
   h) 8
   i) 10
   j) 13

Q.3 Traduzca las siguientes palabras en español. (Translate the following words in Spanish.)
   a) See you later - ________________________________
   b) Hello - ________________________________
   c) Good morning- ________________________________
   d) Good night- ________________________________
   e) How are you? - ________________________________

Q.4 Relaciona (Match the following):

| 1. Noviembre | a. Green |
| 2. Enero      | b. Sunday |
| 3. Amarillo   | c. August |
| 4. Abril      | d. January |
| 5. Doningo    | e. Blue   |
| 6. Septiembre | f. March  |
| 7. Agosto     | g. Yellow |
| 8. Marzo      | h. November |
| 9. Verde      | i. September |
| 10. Azul      | j. April  |
Q.5 Responda a las siguientes preguntas. (Answer the following questions)

a) ¿Cuántos años tienes?
   ________________________________________________.

b) ¿Cómo te llamas?
   ________________________________________________.

c) ¿De dónde es?
   ________________________________________________.

d) ¿Qué tal?
   ________________________________________________.

e) ¿Dónde vives?
   ________________________________________________.

Q.6 Coincidir con las siguientes palabras. (Match the following words)

a) Grandparents    i) Enero
b) January         ii) Jueves

c) Médico          iii) Abuelos
d) Thursday        iv) Doctor
e) Brother         v) Hermano

a___ /b___ / c___ /d___ /e___

1x5
Q.1 Write short notes on (any two) of the following:
   a) Developing positive attitude.
   b) 5 ways for improving personality.
   c) Difference between efficiency and effectiveness.  
      \[5 \times 2\]

**PART-A**

Q.2 What is a psychometric assessment? Why are psychometric tests conducted? What do psychometric tests measure?  
\[10\]

Q.3 What is a rapport? What activities should one engage to increase one's ability to build rapport quickly?  
\[10\]

Q.4 What is negotiation? Explain the different ways of negotiating? Elaborate on negotiation model?  
\[10\]

**PART-B**

Q.5 Explain “Time Management”. What is time scheduling and what are the scheduling tools? Explain barriers of time management.  
\[10\]

Q.6 Explain Empathy. Elaborate on empathy blockers. Differentiate between empathy and sympathy.  
\[10\]

Q.7 Write a goodbye letter to your teacher since you have completed your graduation from your college and you are leaving for pursuing post-graduation.  
\[10\]
Q.1 Study of health promotion helps in applying health promotion strategic planning and evaluation. Elaborate.  

**PART-A**

Q.2 Explain three basic prerequisites in improving health according to the Ottawa Charter for Health Promotion.  

Q.3 Define “Attitude”. Explain the process of attitude formation with suitable examples.  

Q.4 Write short notes on the following:  
   a) Concept of Health Promotion.  
   b) Social and Individual Values.  

**PART-B**

Q.5 Explain the various steps of program planning.  

Q.6 Write short notes on the following:  
   a) Health Protection.  
   b) Health Educators.  

Q.7 Explain the steps of evaluating intervention program of oral health.
End Semester Examination, Dec. 2018  
M.Sc. (Nutrition and Dietetics) – First Semester  
BIOCHEMISTRY (MN&D-101)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1  a) Give the structure of the following:
   i) Methionine.
   ii) Threonine.
   iii) Lecithin.
   iv) Lactose.
   v) Linolenic Acid.  2x5
   b) Explain how glutathione maintains the integrity of blood cells.  10

   **PART-A**

Q.2  What do you understand by the term inhibition of enzymes. Discuss competitive, noncompetitive and incompititive inhibition with the help of a graph show how they can be identified.  20

Q.3  a) What are retinoids? Explain their function.  10
     b) Give the synthesis of Calcitriol.  10

Q.4  When serum levels of calcium fall, how does vitamin D help do maintain homeostasis of calcium?  20

   **PART-B**

Q.5  What are ketone bodies? How are they synthesized and where are they utilized for fuel?  20

Q.6  a) Explain how Inosine mono phosphate can be converted to adenosine mono phosphate and guanosine mono phosphate?  10
     b) Give the synthesis of triacyl glycerol in detail.  10

Q.7  Explain how epinephrine caries out its function within the cell in detail.  20
Q.1 Define the following:
   a) Landsteiner law.
   b) Cardiac output.
   c) Chronotropic and Inotropic effect.
   d) Purkinje fibres.
   e) Hypertension.
   f) Tidal volume.
   g) GFR.
   h) Chloride shift.
   i) Vital capacity.
   J) Loop of Henle.

**PART-A**

Q.2 Define cardiac output? What are the different methods of measurement of cardiac output? Discuss the control of cardiac output.  

Q.3 a) Give a detailed description on absorption and digestion of proteins in human body.  
   b) Differentiate between active transport and passive transport.

Q.4 a) Discuss blood coagulation mechanism in detail.  
   b) Discuss the composition of blood with its properties.

**PART-B**

Q.5 Explain the mechanism of respiration. How the respiratory gases are transported in the body?

Q.6 a) Discuss the role of kidneys in maintaining water and electrolyte balance.  
   b) What is Glomerular filtration? Explain the mechanism. Also, discuss the factors affecting Glomerular filtration rate.

Q.7 a) Discuss the composition, circulation and significance of cerebrospinal fluid.  
   b) Differentiate between the two divisions of autonomic nervous system.
End Semester Examination, Dec. 2018
M.Sc. (N&D) - First Semester
FOOD AND NUTRITION (MN&D-103)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from
Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 What do you understand by relationship between food, nutrition and health? 20

PART-A

Q.2 Classify different methods of cooking and explain any five methods in detail. 20

Q.3 Draw and describe the structure of cereal. Discuss its composition and role in cookery. 20

Q.4 Describe the different type of milk. Why is pasteurization carried out on milk? What
effect does it have on nutritive value, flavor, microorganisms and on enzyme present
in milk. 20

PART-B

Q.5 Define proteins quality. Discuss the factors related to protein quality and methods of
improving it. 20

Q.6 Discuss the causes of food spoilage and different methods of food preservations in
detail. 20

Q.7 Describe the concept of energy balance. Also, discuss the components of energy
expenditure in detail. 20
End Semester Examination, Dec. 2018  
M. Sc. (N & D) – First Semester  
NUTRITION FOR VULNERABLE AND SPECIAL GROUPS (MN&D-104)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Discuss the scope of nutrition and dietetics in present context. Explain with examples how this knowledge is helpful in our day to day life.  

PART-A

Q.2 Give a complete classification of nutrients with emphasis on sources, functions and deficiency disorders related with them.  

Q.3 Discuss the importance of RDA in terms of reference man, woman, uses, limitation, general principles of deriving RDA.  

Q.4 Write a note on psychological condition, Nutrient needs, Dietary needs and socio cultural aspects of adolescents.  

PART-B

Q.5 Discuss giving reasons of various nutrition related problems common among elderly people. What steps do you advocate to overcome the same?  

Q.6 Discuss the physiological changes that occur in pregnancy. Also, highlight the nutritional needs during the last trimester.  

Q.7 Write a note on dietary alterations and requirements of industrial worker in detail.
End Semester Examination, Dec. 2018
M. Sc. (Nutrition and Dietetics) – First Semester
FOOD MICROBIOLOGY (MN&D-105)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Define Microbiology. Briefly describe the origin and scope of Food Microbiology. 10

**PART-A**

Q.2 What are the intrinsic and extrinsic parameters that affect a growth curve? Explain. 10

Q.3 Briefly explain some of the commonly used food preservation techniques with respect to microbial contamination. 10

Q.4 Write a short note on ‘viruses’. 10

**PART-B**

Q.5 Graphically depict various phases of growth of a unicellular microorganism contained in a batch culture. 10

Q.6 Comment on SCPs and their possible health benefits. 10

Q.7 Describe various cell structures found in a typical bacterial cell. 10
Q.1 Discuss the health benefits of functional foods with suitable examples. 10

PART-A

Q.2 Write short notes on:
   a) Phytochemicals
   b) Probiotics 5x2

Q.3 Enlist various categories of nutraceuticals. Explain any two with suitable examples. 10

Q.4 Write down the mechanism of action of the following:
   a) Fibres
   b) Probiotics 5x2

PART-B

Q.5 Explain the health benefits of the following:
   a) Curd
   b) Fruits 5x2

Q.6 Give functional components and its action for the following:
   a) Onions
   b) Berries 5x2

Q.7 How various regulatory and marketing issues affect the selling of nutraceuticals? 10
Q.1  
   a) If \( x_1 = 3.1 \text{kg}, x_2 = 3.4 \text{kg}, x_3 = 3.6 \text{kg}, x_4 = 3.7 \text{kg} \) and \( x_5 = 4.0 \text{kg} \) calculate the mean of five weights.  
   b) What are the limitation of statistics?  
   c) Distinguish between qualitative data and quantitative data.  
   d) Importance of sampling for nutrition and dietetics.  

   \[ 2^{1/2} \times 4 \]  

**PART-A**

Q.2  
Calculate the standard deviation, which are a sample of amino acid concentration (mg/100ml) in arthropod hemolymph:  
\[ 240.6, 238.2, 236.4, 244.8, 240.7, 241.3, 230.7 \]  

Q.3  
In a laboratory experiment, two samplex gave the following results:  

<table>
<thead>
<tr>
<th>Sample</th>
<th>Size</th>
<th>Sample mean</th>
<th>Sum of square of deviation from the mean</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10</td>
<td>15</td>
<td>90</td>
</tr>
<tr>
<td>2</td>
<td>12</td>
<td>14</td>
<td>108</td>
</tr>
</tbody>
</table>

Test the equality of sample variance at 5% level of significance. (\( F_{\text{table}} \) at 5% for 9 and 11 degree of freedom is 2.90.)  

Q.4  
   a) Find the correlation co-efficient between X and Y term the following data:  
      \[
      \begin{align*}
      x: & 2 & 4 & 5 & 6 & 8 & 11 \\
      y: & 18 & 12 & 10 & 8 & 7 & 2
      \end{align*}
      \]
      \[ 8 \]  
   b) find the median of 10, 6, 15, 2, 3.  
      \[ 2 \]  

**PART-B**

Q.5  
Discuss the various components involve in research process with examples.  

Q.6  
Form a questionnaires to calculate the body mass index (BMI) of a person.  

Q.7  
Write notes on the following:  
   a) Types of hypothesis.  
   b) Components of technical report.  
      \[ 5 \times 2 \]
Q.1 Explain the role of mean and standard deviation in a research interpretation and analysis of a study. 10

PART-A

Q.2 From the data given below find out the standard deviation of the following:

<table>
<thead>
<tr>
<th>Variables</th>
<th>Series A</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-20</td>
<td>10</td>
</tr>
<tr>
<td>20-30</td>
<td>18</td>
</tr>
<tr>
<td>30-40</td>
<td>32</td>
</tr>
<tr>
<td>40-50</td>
<td>40</td>
</tr>
<tr>
<td>50-60</td>
<td>22</td>
</tr>
<tr>
<td>60-70</td>
<td>18</td>
</tr>
</tbody>
</table>

Q.3 Define 'hypothesis'. What are the different ways in which the hypothesis can be stated? 10

Q.4 What do you mean by sampling? Discuss the various types of probability sampling. 10

PART-B

Q.5 To compare the prices of a certain commodity in two towns, ten shops were selected at random in each town. The following figures give the prices found:

<table>
<thead>
<tr>
<th>Town A</th>
<th>Town B</th>
</tr>
</thead>
<tbody>
<tr>
<td>61</td>
<td>55</td>
</tr>
<tr>
<td>63</td>
<td>54</td>
</tr>
<tr>
<td>56</td>
<td>47</td>
</tr>
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<td>63</td>
<td>59</td>
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<td>56</td>
<td>54</td>
</tr>
<tr>
<td>44</td>
<td>64</td>
</tr>
<tr>
<td>61</td>
<td>58</td>
</tr>
</tbody>
</table>

Test whether the average prices of town A and town B differ significantly or not. 10

Q.6 Explain the level of significance critical region, one tail and two tail tests. 10

Q.7 What are the requirement of sample size calculation for a research? 10
Q.1 What are electrolytes? Discuss the role of sodium and potassium in the body.  

**PART-A**

Q.2 Discuss the principle and working of atomic absorption spectrophotometer.

Q.3 Write short notes on:
   a) Weighing techniques.
   b) Photometry.  

Q.4 What is chromatography? What are the advantages and disadvantages of various types of chromatography?

**PART-B**

Q.5 Write short notes on:
   a) ELISA.
   b) NMR.  

Q.6 What do you understand by electrophoresis? What is the difference between paper electrophoresis and gel electrophoresis?

Q.7 What is BMR? Draw a well labeled diagram of Bomb Calorimeter and explain its working.
Q.1 Plan a Nutrition Care Process (NCP) for a 42 years old female who is suffering with hypertension. Her weight is 59 kg and height is 151 cm.  

**PART-A**

Q.2 What do you understand by parenteral feeding? Describe the access route and formula preparation for parenteral feeding.  

Q.3 Write short notes on:
   a) Factors influencing counseling.
   b) Dietary Management of lactose intolerance.
   c) Functions of liver.
   d) Role of dietician in health care.  

Q.4 Discuss the pathophysiology, etiology, symptoms and dietary management of peptic ulcer in detail.  

**PART-B**

Q.5 Discuss the pathophysiology, etiology, and dietary management of atherosclerosis in detail.  

Q.6 a) Describe the metabolic changes during fever and its dietary management. 
b) Discuss some of the extreme approaches used to lose weight.  

Q.7 Discuss the two major types of diabetes commonly present in people. Also, discuss major complications of uncontrolled diabetes and the nutritional therapy involved.
Q.1 How the food service institutions have been developed with changing time? 10

**PART-A**

Q.2 Explain the tools of management in detail. 10

Q.3 Write short notes on the following:
   a) Storage spaces.
   b) Selection of equipment. 5×2

Q.4 Discuss in detail the classification of catering equipment. 10

**PART-B**

Q.5 What measures of safety and security are important to be considered in a catering establishment? 10

Q.6 Write short notes on the following:
   a) Menu planning.
   b) Food service. 5×2

Q.7 Discuss any two employee benefits and the factors affecting pricing in detail. 10
Q.1 What are the nutritional implications in age and sex of a sports person? 10

**PART-A**

Q.2 How drug toxicity can affect the performance of a sports person? 10

Q.3 Simple of complex carbohydrates in the diet of sports person can affect her stamina. Comment. 10

Q.4 What do you mean by drug abuse? What are the side effects of drug use in sports person? 10

**PART-B**

Q.5 What are the methods to identify doping in a sports person? 10

Q.6 Discuss in detail about the prospects of doping and testing. 10

Q.7 What are the laws that control the use of doping substances in the field of sports? 10
End Semester Examination, Dec. 2018
M.Sc. (Nutrition & Dietetics) – Third Semester
CRITICAL ISSUE IN PUBLIC HEALTH NUTRITION (MN&D-308)

Time: 3 Hours                        Max Marks: 50
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Critically evaluate the public health implications and metabolic changes for coronary heart disease. 10

PART-A

Q.2 a) Discuss the demographic trend in India.
b) Write a short note on population policy. 5x2

Q.3 Explain the economic evaluation of malnutrition. 10

Q.4 a) Explain the definition of nutritional assessment.
b) What are the methods of nutritional assessment? 5x2

PART-B

Q.5 Discuss the etiology, public health implications, prevention and community based management of severe acute malnutrition. 10

Q.6 Write short note on (any two):
a) Health economics.
b) Population structure.
c) Medical management and preventive strategies for cancer. 5x2

Q.7 Describe the etiology and prevention of:
a) IDD.
b) ZINC. 5x2
Q.1 Describe the current scenario of education system in India.  

PART-A

Q.2 Discuss the relationship between Teaching and Learning in nutrition science.  

Q.3 a) Explain the aim and function of education.  
b) Describe privatization of education.  

Q.4 a) What is the meaning of lesson plan?  
b) Discuss the procedure adopted to make lesson plan.  

PART-B

Q.5 What are the audio-visual aids? Discuss the preparation and use of audio-visual aids.  

Q.6 a) What is the need and importance of evaluation?  
b) Describe the objectives of evaluation.  

Q.7 Discuss the following (any two):  
a) Problem solving.  
b) Lecture method.  
c) Evaluation devices.  

Q.1 ‘HACCP is an important component to ensure food safety’. Comment.  

PART-A

Q.2 What do you mean by food adulteration? Explain using suitable examples.

Q.3 Discuss the regulations laid down for food labeling as per FSSAI.

Q.4 Throw some light on the provisions regarding consumer dispute resolution under Consumer Protection Act.

PART-B

Q.5 Explain the possible hazards imposed to foods during supply chain.

Q.6 Explain ISO. Also, write about its structure and governance.

Q.7 Write short notes on:
   a) FSSAI.
   b) Codex alimentarious commission.
Q.1 Define “Organization”. Explain the need of organizational hierarchy in large organization. 10

**PART-A**

Q.2 Explain the contributions of MC. Gregor and Peter F. Prucker in the field of management. 10

Q.3 What is planning? Write the objectives, types and strategic considerations in planning. 10

Q.4 Write short notes on the following:
   a) Types of managerial skills.
   b) Role of perception. 5×2

**PART-B**

Q.5 Define “Communication”. Discuss its type, importance and barrier to effective communication in detail. 10

Q.6 Define “Management”. Explain the principles of directing by giving suitable example. 10

Q.7 Write short notes on the following:
   a) Positive and negative motivation.
   b) Qualities of a Manager. 5×2
Q.1 Define the following in detail:
   a) IPC.
   b) Para biathlon.
   c) Para alpine skiing.
   d) Muscular Strength.
   e) Aerobic fitness.  

**PART-A**

Q.2 Discuss in detail about the responsibilities of IPC. 10

Q.3 Discuss the history of Paralympics games in world. 10

Q.4 What are different standing committee of IPC? How they are managing the Paralympics sports? 10

**PART-B**

Q.5 As a sport nutritionist give recommendation to a Paraathletes regarding fluid and electrolytes during and after exercise. 10

Q.6 How Physiological elements of exercise affect the energy requirement of physically disabled athletes? 10

Q.7 What are the several technique which can be used to assess body composition in Para-athletes? 10
Q.1 Discuss various nutritional recommendations for general adverse effect in AIDS patients.  

**PART-A**

Q.2 Discuss the following:
   a) Process of conversion of HIV to AIDS.  
   b) Transmittal route and signs and symptoms of AIDS.  

Q.3 Explain the various dietary components associated with cancer prevention.  

Q.4 Explain the following in detail:
   a) Phenylketonuria.  
   b) Homocystinuria.  

**PART-B**

Q.5 Give the pathophysiology and dietary methods for detecting food allergy.  

Q.6 Describe dying process. Give the nutritional care during dying process.  

Q.7 Give the pathophysiology and dietary management of the following:
   a) Gout.  
   b) Lactose intolerance.
Q.1 Explain Diet, Nutrient and drug interaction and its effects on Nutritional Status.  

**PART-A**

Q.2 Explain the difference in the symptoms of Cronn’s disease and ulcerative Colitis. Discuss the Nutritional Management for IBD’s in detail.  

Q.3 Explain the pathophysiology of the following:  
   a) Glomerulonephritis.  
   b) Myocardial Infarction.  

Q.4 Write the etiology and dietary management of the following:  
   a) Chronic Kidney Disease.  
   b) Cholecystitis.  

**PART-B**

Q.5 Discuss the symptoms and pathophysiology of the following:  
   a) COPD.  
   b) Cystic fibrosis.  

Q.6 Give the dietary management of the following:  
   a) Stroke.  
   b) Pernicious Anemia.  

Q.7 Give symptoms, pathophysiology, etiology and dietary management of Multiple Sclerosis.
Time: 3 Hours                        Max Marks: 50
No. of pages: 1

Note: Attempt any FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 a) How can you assess the nutritional status of critically ill patients?  
      b) Write a note on Harris-Benedict Equation (BEE) and its significance.  

PART-A

Q.2 a) What do you understand by enteral nutrition?  
      b) Explain various methods of enteral feeding.  

Q.3 Write a note on fluid / electrolyte abnormalities.  

Q.4 Explain the patho-physiology and dietary management of gastric cancer.  

PART-B

Q.5 Write notes on the following:  
   a) Blood Cancer.  
   b) Sepsis.  

Q.6 Give Patho-physiology and dietary management of the following:  
   a) Burns.  
   b) Trauma.  

Q.7 Give signs symptoms and patho-physiology of the following:  
   a) nasocomal pneumonia.  
   b) Base abnormalities.
Q.1 Discuss the technique of counseling used to motivate patients to improve lifestyle and achieve good health and overall wellbeing.  

PART-A

Q.2 “Dietetics the Science and art of Human Nutrition Care” discuss.  

Q.3 What is NCP (Nutrition Care Process)? Discuss the role of dietitian in nutrition care.  

Q.4 Give detailed information regarding general and clinical profile of OPD patients.  

PART-B

Q.5 What are the counseling theories and approaches? Explain the key concepts and techniques of each theory.  

Q.6 Briefly describe the correlating relevant information and identifying area of needs in three stages.  

Q.7 Describe role of teaching aids for patient education and counseling. Develop any one effective aid of counseling.
Q.1 Write an essay on strategies for nutritional rehabilitation management in various emergencies and disasters.

PART-A

Q.2 Classify emergencies and disaster. Explain any one situation as a case study from Indian subcontinent.

Q.3 What are the main nutritional problems arising in emergency situation? Explain the management and treatment of these problems.

Q.4 What are the strategies for prevention treatment and control of communicable diseases in emergencies? Explain in detail.

PART-B

Q.5 Explain the methods of assessment of food need in emergency situation. How do we organize mass feeding at feeding centres?

Q.6 Briefly describe the scope of assessment of malnutrition in emergencies. How do we organize nutritional surveillance and individual screening?

Q.7 Describe the public nutrition approach to tackle nutritional problems in emergencies.
Q.1 Food Industry comprises of many components. Also, describe some allied industries related to food industries.  

**PART-A**

Q.2 a) Explain the processing of milk, using a flowchart.  
b) Comment on the nutritive value and structure of wheat.  

Q.3 Describe the milling of wheat and rice in detail.  

Q.4 a) Explain the following:  
   i) Ageing of meat.  
   ii) Tenderizing agents.  
   b) What are the parameters kept in mind for checking egg quality? Discuss.  

**PART-B**

Q.5 Discuss the following:  
a) Artificial sweeteners.  
b) Food Labeling.  
c) Esterification.  
d) Role of sugar in cookery.  

Q.6 a) Using suitable examples, throw some light on food hazards.  
b) Differentiate between enzymatic and non-enzymatic browning.  

Q.7 a) “Packaging is a boon to food industries”. Comment.  
b) Explain the effect of processing on the different fruits and vegetables.
Q.1 What is the significance of microbiology in food processing industry?  

**PART-A**

Q.2 Write short notes on the following:
   a) Molds.
   b) Bacteria.  

Q.3 Draw a well labeled diagram of growth curve. What are the factors affecting growth of microbes?  

Q.4 What are the principles and methods of food preservation? Write a note on the following two methods of preservation:
   a) Pasteurization  
   b) Canning  

**PART-B**

Q.5 Write short notes on the following:
   a) HACCP.
   b) Beneficial uses of microbes.  

Q.6 What are food borne diseases? Explain with the help of suitable examples.  

Q.7 What is the significance of control and inspection of hygiene and sanitation in food industry? Give appropriate examples.
Q.1 Describe the science of public health since its evolution. 20

**PART-A**

Q.2 Discuss the determinants of health and millennium development goals in detail. 20

Q.3 Explain definition, aim and uses of Descriptive epidemiology in detail. 20

Q.4 Describe national health care delivery system in detail. 20

**PART-B**

Q.5 Explain direct methods for assessment of nutritional status of individual or community in detail. 20

Q.6 Explain the etiology and preventive strategies for vitamin A deficiency and vitamin D deficiency in detail. 20

Q.7 Discuss public health implications and preventive strategies for diabetes mellitus and cancer in detail. 20
Q.1 Describe the role of food and nutrition security in the development of Nation.  

PART-A

Q.2 How the food production, distribution, access, availability and consumption can affect the nutrition security?  

Q.3 Discuss the role of national public policies in improving food and nutrition security.  

Q.4 Critically review the ongoing programme – National Iodine Deficiency Disorders Control Programme (NIDDCP)  

PART-B

Q.5 Discuss the impact of Iron deficiency on nutritional status of vulnerable group  

Q.6 Write short notes on:  
   a) Supplementation to offer food security and suitable vehicles for it.  
   b) Fortification techniques to ensure nutritional security.  

Q.7 Discuss the possible improvements in policy making and implementation of the programmes.
Q.1 Discuss the health economics framework in detail and its importance in health planning. 10

**PART-A**

Q.2 Discuss the various steps/stages of Sussman’s Model in detail. 10

Q.3 Write short notes on:
   a) Defining the problems.
   b) Program Planning Principles. 5x2

Q.4 Briefly describe the various steps of program planning. 10

**PART-B**

Q.5 Describe the steps of “Critical Path Method” in detail. 10

Q.6 Discuss the role of “Niti Aayog” in health sector. 10

Q.7 Write about the various health committees of government of India. Explain the objectives and recommendations of BHORE Committee. 10
Q.1 What is health brief model? Explain with the help of suitable example.  

**PART-A**

Q.2 What is the significance of health behavior in nutrition communication?  

Q.3 Write short notes on the following:  
   a) Social cognitive theory.  
   b) Behavior change communication.  

Q.4 Explain the role of international guidelines in nutrition promotion.  

**PART-B**

Q.5 What are the various types of IEC materials used in health education?  

Q.6 Explain citing suitable examples, role of nutrition advocacy in policy formulation and execution.  

Q.7 Write short notes on:  
   a) Health Promotion.  
   b) National nutrition programme in health education.
Q.1 Discuss the effect of malnutrition on the development of the Nation. 20

PART-A

Q.2 What are the basic measurements and applications used in epidemiology? 20

Q.3 Write short notes on:
   a) Effects of nutrition transition and chronic disease.
   b) Micronutrient malnutrition. 10x2

Q.4 Discuss public health implications, prevention and community based management of PEM. 20

PART-B

Q.5 Discuss in detail the public health implications and preventive strategies for obesity, diabetes and cancer. 20

Q.6 Write short notes on:
   a) Food supply and demand.
   b) Technology and food supply. 10x2

Q.7 Explain income redistribution, pricing policy and food distribution in detail. 20
Q.1 What general considerations should be kept in mind for a physically active individual? 20

**PART-A**

Q.2 Explain the biological functions of vitamins and minerals. 20

Q.3 What is the role of hydration for a sportsperson? Explain the recommended guidelines for oral rehydration therapy solutions. 20

Q.4 What is Bulimia Nervosa? Discuss its symptoms and pathophysiology in detail. 20

**PART-B**

Q.5 Explain the effect of diet and exercise on body composition during weight loss. 20

Q.6 Write short notes on the following Ergogenic aids:
   a) Caffeine.
   b) Anabolic Steroids.
   c) Carbonate Loading.
   d) Human Growth Hormone. 5x4

Q.7 Discuss in detail about any four supplements and sports foods. 20
End Semester Examination, Dec. 2018
M.Sc. (Nutrition and Dietetics) – Third Semester
NUTRITION FOR VARIOUS GAMES AND SPORTS (MNDS-301)

Time: 3 hrs                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 What is the role of Nutrition in sports fitness and performance? 20

**PART-A**

Q.2 Write in detail about the dietary management of an endurance athlete. 20

Q.3 Give a detailed view on seasonal weight Management by a weight lifter. 20

Q.4 Why hydration is important for a wrestler? What are the guidelines for electrolyte replenishment for a boxer. 20

**PART-B**

Q.5 What are the factors related to Nutrition that could produce fatigue in team sports. 20

Q.6 What are the banned substance in the field of sports? How their practice effect the health of sports person? 20

Q.7 How gynecological disorder affect the performance of a female sports person? What is the impact of diet on menarche and menstrual functions? 20
EXERCISE PHYSIOLOGY (MNDS-302)

Time: 2 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Explain the importance of exercise physiology in games and sports. 10

PART-A

Q.2 Write a note on cardiovascular function, responses and adaptation to exercise. 10
Q.3 Enumerate the mechanism of thermal regulation. 10
Q.4 What is lactate threshold? Discuss the metabolic processes during immediate and short term intense exercise. 10

PART-B

Q.5 What do you understand by the term recovery process and the occurrence of fatigue in physical work? 10
Q.6 Write a note on 'periodization and load. 10
Q.7 Discuss the important immune and bone function changes that take place during adaption of exercise alongwith their importance. 10
Q.1 Give the reactions to indicate where in anaerobic glycolysis ATP is formed.  

**PART-A**

Q.2 What are the nutritional effects on strength training and performance?  
Q.3 Explain the action of peptide hormones with respect to energy production.  
Q.4 Discuss the role of phosphocreatine in high intensity exercise.  

**PART-B**

Q.5 Define fatigue and discuss the causes of fatigue in sprinting.  
Q.6 What do you understand by post-exercise recovery and how is it achieved?  
Q.7 Discuss the effect of dehydration on exercise performance.
Q.1 Discuss the current trends in sports nutrition with reference to:
   a) New product development.
   b) Supplements

   **PART-A**

Q.2 Discuss in detail about the myths and truths in sports nutrition.  
   **20**

Q.3 Explain the role of Ministry of HRD in the development of Sports and Physical Education.  
   **20**

Q.4 Explain the roles and function of SAI in promotion of sports.  
   **20**

   **PART-B**

Q.5 Give an account of the role of sports in society.  
   **20**

Q.6 Explain about the drug abuse and gratuitous violence in sports.  
   **20**

Q.7 What is New Product Development? Explain the stages of product life cycle giving 
   suitable examples.  
   **20**
PART-A

Q.1 What is customer relationship management? Distinguish between transactional and relationship approach of customer relationship management.  

Q.2 Discuss the significance of customer relationship management to its stakeholders in detail.  

Q.3 Write short notes on:
   a) Lifetime value of customers.
   b) Customer equity.  

Q.4 What are different applications of customer relationship management to business and consumers?  

Q.5 Discuss the strategies of customer acquisition, retention and prevention of defection.  

PART-B

Q.6 As a customer, have you come across any customer relationship management initiative? List a few initiatives based on personal experience.
End Semester Examination, Dec. 2018
Master of Physiotherapy – First Semester
BUSINESS DEVELOPMENT IN HEALTH CARE (MPT-001)

Time: 2 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
a) Define quality in healthcare.
b) What is safety net system?
c) Give a brief idea about PHC.
d) Discuss the levels of care.
e) What is quality assurance? 2×5

PART-A

Q.2 Discuss about Alma Alta conference. 10
Q.3 What are the challenges of Indian healthcare system? 10
Q.4 Write down the difference between Indian and US healthcare system. 10

PART-B

Q.5 What are the sectors of healthcare? Enumerate their inter relationships. 10
Q.6 Discuss in detail about measures to be taken at different levels of healthcare for safety of patient. 10
Q.7 Discuss in detail about the relationship between payment and quality cost and access of the patient. 10
End Semester Examination, Dec. 2018  
Master of Physiotherapy – First Semester  
KINESIOLOGY AND BIOMECHANICS (MPT-M/N/S-103)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Each question carries equal marks.

Q.1 Write short notes on the following:  
a) Newton’s Second Law.  
b) Classification of Equilibrium.  
c) Name any four ligaments of HIP joint.  
d) Angle of Torsion.  
e) Torque.  
f) Define Fatigue.  
g) Name any four Biomechanical risk factor for a School teacher.  
h) Define Scoliosis.  
i) Functional Spinal Unit.  
j) Concave Convex rule.  

**PART-A**

Q.2 Discuss the biomechanics of Shoulder Joint. Add a note on importance of Scapulo Humeral Rhythm.  

Q.3 Define ‘Lever’. Write down its classification with examples from Human Body. Discuss the mechanical advantage of each of them.  

Q.4 Discuss the Properties of skeletal muscles. Write down the classification according to type of fibres.  

**PART-B**

Q.5 Discuss the various WRMSD’s faced by a computer operator. What will be the signs and Symptoms and precautions for Carpal tunnel syndrome.  

Q.6 Define GAIT cycle. Discuss its phases with diagram.  

Q.7 Discuss the biomechanics of Running. Write down the difference between running and walking.  

OR  
a) Discuss the theories of motor control.  
b) Factors affecting learning.  

OR  
a) Discuss physiological effects of manual therapy.  
b) Principles of manual therapy.  

2x10
Time: 3 hrs                   Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 a) What are the principles of MMT?
b) Enumerate the indication and contraindication of stretching.
c) How will you assess the pain in ICU patient? Which is non-comprehensive?
d) Explain Ober’s test.
e) What is MMST?
f) Write down the definition of balance. Also, tell the various factors responsible for maintaining the balance.
g) Explain Maitland’s grade of mobilization.
h) Write indication of hydrotherapy.
i) Enumerate the difference between closed kinetic and open kinetic exercises.
j) Enumerate the various factors responsible for opening and closing of pain gate. 2x10

PART-A

Q.2 Define Posture. Describe various factor influencing normal posture. Also, discuss various types of faulty posture. 20

Q.3 Describe pain theories. Elaborate the pain gate control theory in detail. 20

Q.4 Explain following:
a) Principle and technique of relaxation.
b) Principle of PNF. 10x2

PART-B

Q.5 Explain following:
a) Grades of mobilization. Also discuss the principles and techniques of mobilization. 10x2
b) Role of biofeedback in strengthening and relaxation.

Q.6 Discuss various factors influencing flexibility. Also discuss the types and determinants of stretching. 20

Q.7 Explain in detail about SWD. Also discuss the physiological and therapeutic effect of SWD. 20
Q.1 a) Discuss the importance of educating a women with disability.
b) What the physiological changes associated with pregnancy?
c) Write down the risk factors for post natal depression.
d) Write down the strategies for fall prevention in elderly female.
e) Discuss the management of DVT in working woman.

PART-A

Q.2 What are the various occupational hazards women face at work?

Q.3 What is pelvic inflammatory disease? Discuss it pathophysiology. Write in detail the physiotherapeutic management for PID.

Q.4 Write short notes on:
   a) Endometriosis.
   b) Eating disorders.

PART-B

Q.5 Discuss the various types of incontinence along with the physiotherapeutic management.

Q.6 Write down in detail the treatment of pain in perinatal period. What is the main goal of physiotherapist in this period?

Q.7 Explain in detail the stages of breast cancer. Also discuss the treatment post mastectomy following carcinoma breast.
Q.1 Write short notes on the following:
   a) What is oxidative phosphorylation?
   b) What is OBLA?
   c) How to measure walk in treadmill exercise?
   d) What is Stroke Volume?
   e) What is Heat Rigor?
   f) Write on isometric training.
   g) What is periodization?
   h) What is immediate acclimatization?
   i) How to assess heat quality?
   j) What is SCUBA?  

**PART-A**

Q.2 a) Explain the role of hormone on resistance training exercise.  
   b) Explain how electrolyte and fluid balance affected with hormone during resistance exercise training?

Q.3 Write how functional capacity (parameters) of cardiovascular system is affected by different form of exercise?

Q.4 Discuss about Thermoregulation, Clo value and Go physiology.

**PART-B**

Q.5 a) Write about ultrastructure of muscle.  
   b) Write about sliding filament theory.

Q.6 Discuss in detail immediate short and long term energy utilization during exercises.

Q.7 a) Explain in detail about the regulation of respiration during rest and exercises.
   b) Explain the role of exercise on carbohydrate and fat metabolism.
End Semester Examination, Dec. 2018
Master of Physiotherapy (Musculoskeletal and Neurology) – Second Semester
APPLIED PSYCHOLOGY (MPTM/N-204)

Time: 2 hrs. \hspace{1cm} \text{Max Marks: 50}

Note: Attempt \textit{FIVE} questions in all; \textit{Q.1 is compulsory}. Attempt any \textit{TWO} questions from \textit{Part-A} and \textit{TWO} questions from \textit{Part-B}. Marks are indicated against each question.

Q.1 Answer the following:
   \begin{itemize}
   \item[a)] Define ‘Consciousness’.
   \item[b)] Name the types of conduct disorders.
   \item[c)] Define ‘Wellness’
   \item[d)] What do you mean by learning disability?
   \item[e)] Name the types of Attention?
   \end{itemize} \hspace{1cm} 2 \times 5

\textbf{PART-A}

Q.2 Define ‘Perception’. Write about the deficits in perception in detail. \hspace{1cm} 10

Q.3 Discuss the features and management of ADHD. \hspace{1cm} 10

Q.4 Write about the practical applications of cognitive psychology in improving memory processes in detail. \hspace{1cm} 10

\textbf{PART-B}

Q.5 \begin{itemize}
\item[a)] Discuss Gestalt Psychology in detail. \hspace{1cm} 5
\item[b)] Discuss the approach to perception given by Wilhelm Wundt. \hspace{1cm} 5
\end{itemize}

Q.6 Define ‘Memory’. Discuss the models and stages of memory in detail. \hspace{1cm} 10

Q.7 What are the common defence reactions to disability? \hspace{1cm} 10
End Semester Examination, Dec. 2018
Master of Physiotherapy Musculoskeletal – First Semester
APPLIED BASIC MEDICAL SCIENCE IN MUSCULOSKELETAL (MPTM-101)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
  a) Discuss the difference between metaplasia and dysplasia.
  b) What are the contents of cubital fossa?
  c) Discuss the pathology of Osteitis fibrosa cystica.
  d) What is vascular supply of back of neck?
  e) Name the characteristics of muscle tissue.
  f) Define “Varicosities”.
  g) Difference between corticosteroid and anabolic steroids.
  h) Name the joints of skull.
  i) What is amyloidosis?
  j) Discuss the stages of scar formation. 2×10

PART-A

Q.2 Discuss in detail about the training for muscular strength and endurance. 20

Q.3 Write down the general anatomy of the largest organ of human body. 20

Q.4 a) Discuss the metabolism of corticosteroid and its clinical use. 10
  b) Discuss the pathology of fatty liver. 10

PART-B

Q.5 Discuss in detail about the pathology of osteomyelitis. 20

Q.6 Enumerate the types of blood vessels and discuss the general anatomy and characteristics of all of them. 20

Q.7 a) Write a short note on drugs acting on musculoskeletal system. 10
  b) Discuss in detail about the nerve injury. 10
End Semester Examination, Dec. 2018  
Master of Physiotherapy – Second Semester  
EVALUATION AND DIAGNOSIS IN MUSCULOSKELETAL (MPTM-202)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each question.

Q.1 Answer the following in brief:  
   a) Differentiate between apparent and true limb length measurement.  
   b) List various deformities in rheumatoid arthritis.  
   c) What do you understand by NPRS?  
   d) Explain tendinitis of biceps muscle.  
   e) Define MUAP.  
   f) Explain Coxa vara.  
   g) Explain Ape thumb deformity.  
   h) Explain burn estimation.  
   i) Explain one method of dynamic balance assessment.  
   j) Explain the clinical features of AS.  

   2×10

PART-A

Q.2 Write in detail about the physical disability evaluation.  
20

Q.3 Enlist the common disorders of knee joint that you see in physiotherapy OPD. Explain any one with their assessment and physiotherapeutic management.  
20

Q.4 What are the different stages of PIVD? Write about patient presentation and treatment of PIVD.  
20

PART-B

Q.5 a) What is the significance of radiography in physiotherapy? Explain the radiographic findings you will get in bilateral osteoarthritic knee (grade-3).  
10  
   b) What is the difference between CT scan and MRI?  
10

Q.6 Explain assessment, diagnosis and management for median nerve injury.  
20

Q.7 What is amputation? Describe the parts of a patellar tendon bearing prosthesis.  
20
Q.1 Answer the following:

a) Explain grades of Maitland Mobilization.
b) Write down the differences between active and passive wheelchairs.
c) Explain physiological laws of spinal motion.
d) Explain convex-concave rule of mobilization.
e) Explain SNAGLM and SNAGAM.
f) Explain K tape.
g) Explain eight stages of yoga.
h) Explain centralization phenomenon.
i) What are the advantage of active wheelchair in rehabilitation?
j) 

2×10

PART-A

Q.2 Write in detail about the principles of taping technique. Explain the taping for ankle sprain. 20

Q.3 Explain in detail Mckenzie extension mobilization techniques for derangement syndrome. 20

Q.4 Write about combined movement therapy. Write its importance during assessment and treatment of spinal dysfunctions? 20

PART-B

Q.5 Explain in detail about the basic wheelchair skills used in rehabilitation. Explain with examples. 20

Q.6 Write about the therapeutic usage of Yoga and its therapeutic benefits. Explain Pranayam in detail. 20

Q.7 Explain Body composition analysis? Write in detail about its importance and uses in rehabilitation. 20
Q.1 Answer the following in brief:
   a) What is AVN?
   b) Classify falls in elderly.
   c) Differentiate between impairment, disability and handicap.
   d) Describe any one clinical test for ulnar nerve injury.
   e) What is klumpke’s paralysis?
   f) Define “Pauwels Osteotomy”.
   g) What is tinel’s sign?
   h) List various walking aids.
   i) Define “Ilizarov technique”.
   j) What is Arthrodesis?

PART-A

Q.2 Describe the physiological changes taking place in elderly in various systems of body. 20

Q.3 a) Classify “Assistive Device”. Discuss each one in detail. 10
    b) Discuss “Measurements of walking aids”. 10

Q.4 Describe the pre and post-operative assessment and rehabilitation of total hip replacement. Also describe the precautions. 20

PART-B

Q.5 Describe the components of physical disability and discuss about permanent physical impairment of lower limb. 20

Q.6 Explain in detail the various complications of fractures. 20

Q.7 Describe radial nerve injury along with clinical features, investigations and rehabilitation. 20
Q.1 Answer the following in brief:
   a) Explain T.A.R.T for muscle dysfunction.
   b) Explain the circulation of Cerebrospinal Fluid Pathways.
   c) Write about Isolytic MET.
   d) Explain Capsular Stretching.
   e) Who discovered Pilates and when?
   f) Explain Strain-Counterstrain technique.
   g) ULTT-3 is for which nerve?
   h) Describe Well leg raising Test.
   i) Describe Parietal Lift.
   j) Describe Segmental stabilization.

**PART-A**

Q.2 What are the principles of PRT? Write all the hypothesis of positional release technique?  

Q.3 Explain in detail about the Cyriax principle of diagnosis and treatment? Write in detail for Bicipital tendinitis.  

Q.4 Write the patterns of dysfunction in Lower crossed syndrome? Explain the Muscle energy technique to assess and treat the dysfunction.  

**PART-B**

Q.5 Explain in detail about the principles of Neuro-mobilization given by Butler.  

Q.6 a) Write down the indications and contraindication of CST.
    b) Discuss the principle of CST.  

Q.7 a) Explain the types of Pilates-training.
    b) Explain Knee drop exercises.
End Semester Examination, Dec. 2018  
Master of Physiotherapy – Fourth Semester  
ASSISTIVE TECHNOLOGY IN PHYSIOTHERAPY (MPTM-404)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1  

Note: Attempt EIGHT questions in all; Attempt any TWO questions from PART-A and SIX questions from PART-B. Marks are indicated against each question.

PART-A

Q.1 Define “Orthosis”. Describe the classification of orthosis, its indication and contraindication and the biomechanical principles of orthosis. 10

Q.2 Discuss the parts and different types of prosthetic feet. 10

Q.3 What is the measurement for axillary crutch? Describe the types of gait pattern with axillary crutch. 10

PART-B

Q.4 What are the principles for Taping Technique? 5

Q.5 What is Energy Conservation Strategy and Activity Pacing? 5

Q.6 Discuss different parts/components of prosthesis. 5

Q.7 Briefly describe the two types of prosthesis. 5

Q.8 Name the orthosis used for the following conditions:  
a) De Quervain’s Syndrome.  
b) Knee Osteoarthritis.  
c) Scoliosis.  
d) Radical Nerve Palsy.  
e) Calcaneal Spur. 1×5

Q.9 Discuss the seat height and seat depth measurement of wheelchair prescription. 5

Q.10 Briefly describe the technique of taping for De Quervain’s problem at wrist. 5
Q.1 Give short answer of the following:
   a) Roles and responsibilities of a physiotherapist.
   b) Performance Appraisal.
   c) Confidentiality.
   d) Difference between projected and non-projected AV aids.
   e) Principle of selection of AV aids.
   f) Enumerate agencies of education.
   g) What are different types of Utilization Review?
   h) Problem based method of learning.
   i) Types of teaching aids.
   j) Formal and informal education.

PART-A

Q.2 What is the role of third party administrator in health care system? 20

Q.3 Write the different principles of standards of professional practice. 20

Q.4 Discuss the different principles of code of conduct. 20

PART-B

Q.5 Define Management. Briefly explain giving suitable examples of human and non-human resources. 20

Q.6 Define Curriculum. Explain in detail with suitable examples of process of curriculum development. 20

Q.7 Describe Bloom's Taxonomy. Discuss in brief about the function and the role of IAP in Physiotherapy. 20
Q.1 Answer the following questions:
   a) Define the measures of central tendency.
   b) When are the Parametric and non-parametric tests used?
   c) Differentiate between type I and II errors.
   d) Define “Hypothesis”.
   e) Enlist the sources of primary and secondary data.
   f) Define “Plagiarism.”
   g) Highlight the difference between incidence and prevalence.
   h) Draw a skewed (positive & negative) normal distribution curve.
   i) Give types of reliability with examples.
   j) Define “Face validity”.

PART-A

Q.2 Discuss the different type of correlation. Calculate and comment on the type of correlation for the following data:

<table>
<thead>
<tr>
<th>X</th>
<th>65</th>
<th>68</th>
<th>62</th>
<th>70</th>
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<td>138</td>
<td>160</td>
<td>135</td>
<td>130</td>
<td>125</td>
<td>165</td>
</tr>
</tbody>
</table>

Q.3 Differentiate between qualitative and quantitative research design? Describe their types with examples and discuss their advantages and disadvantages.

Q.4 Describe the various ethical principles and guidelines for a clinical research.

PART-B

Q.5 What do you understand by measures of dispersion? Calculate Standard deviation in the following data:

<table>
<thead>
<tr>
<th>X</th>
<th>55-60</th>
<th>50-55</th>
<th>40-45</th>
<th>45-50</th>
<th>35-40</th>
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<tbody>
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<td>15</td>
<td>20</td>
<td>30</td>
<td>33</td>
<td>28</td>
<td>14</td>
</tr>
</tbody>
</table>

Q.6 Define “Sampling“. Classify and explain different type of sampling.

Q.7 An analysis of monthly wages paid to the workers in a firm A and B belonging to same industry gives following result.

<table>
<thead>
<tr>
<th></th>
<th>Firm A</th>
<th>Firm B</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of workers</td>
<td>550</td>
<td>650</td>
</tr>
<tr>
<td>Average monthly wages</td>
<td>₹1450</td>
<td>₹1400</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>100</td>
<td>140</td>
</tr>
</tbody>
</table>

a) Which firm A or B has larger wage bill? 5
b) In which A or B is there greater variability in individual wages? 15
End Semester Examination, Dec. 2018
Master of Physiotherapy (Neurology) — First Semester
APPLIED BASIC MEDICAL SCIENCE IN NEUROLOGY (MPTN-101)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) Discuss the difference between metaplasia and dysplasia.
   b) What are the contents of cubital fossa?
   c) Discuss the pathology of Osteitis fibrosa cystia.
   d) What is vascular supply of back of neck?
   e) Name the characteristics of muscle tissue.
   f) Define “Varicosities”.
   g) Difference between corticosteroid and anabolic steroids.
   h) Name the joints of skull.
   i) What is amyloidosis?
   j) Discuss the stages of scar formation.

   2×10

PART-A

Q.2 Discuss in detail about the training for muscular strength and endurance. 20

Q.3 Write down the general anatomy of the largest organ of human body. 20

Q.4 a) Discuss the metabolism of corticosteroid and its clinical use. 10
   b) Discuss the pathology of fatty liver. 10

PART-B

Q.5 Discuss in detail about the pathology of osteomyelitis. 20

Q.6 Enumerate the types of blood vessels and discuss the general anatomy and characteristics of all of them. 20

Q.7 a) Write a short note on drugs acting on musculoskeletal system. 10
   b) Discuss in detail about the nerve injury. 10
Q.1 Write short notes on the following:
   a) Sensory function examination.
   b) Cranial nerve examination.
   c) Modified Ashworth Scale.
   d) Name the orthosis used for the following conditions:
      i) Claw hand
      ii) Wrist drop
      iii) Inferior shoulder dislocation
      iv) Scoliosis

**PART-A**

Q.2 a) Define Neuro-ergonomics. What are the principles of Neuro-ergonomics?  
   b) Discuss the assessment of memory and mental workload in Neuro-ergonomics.

Q.3 a) What is EMG Biofeedback? Describe its uses in neurology.
   b) Describe the techniques and types of electrodes used in EMG Biofeedback.

Q.4 a) Discuss the use of application of investigations and radiology in Neuro-Physiotherapy.
   b) Compare the use of MRI and CT scan in neurological conditions.

**PART-B**

Q.5 Discuss the biomechanical principles of orthosis. Describe the application of three point pressure principle on any orthosis used in spinal correction.

Q.6 a) Define cerebrovascular accident. Discuss the synergistic pattern of upper and lower limb in stroke patients.
   b) Describe the assessment and physiotherapy management of chronic stroke patients.

Q.7 a) What is Coup contra coup type of brain injury? What are the two types of Motor positioning of limbs seen in TBI?
   b) Describe the assessment of spinal cord injury according to ASIA scale.
Q.1 Answer briefly the following questions:
   a) Define augmented feedback.
   b) Sensory processing disorder.
   c) Define key points of control according to NDT.
   d) Indications for the use of Hyperbaric Therapy.
   e) Indications for the use of Mirror Therapy.
   f) Explain semi-active wheelchairs.
   g) Write down the uses of force platform in rehabilitation.
   h) Name the Brunnstom’s sequential recovery stages of stroke.
   i) What do you understand by Kinanthropometry?
   j) Name the parts of wheelchair.

Q.2
   a) Discuss the recovery of function in the light of neurological lesion.  
   b) Explain the application of sensory motor integration therapy for the treatment of sensory processing disorder.
   c) Voluntary control assessment and therapeutic approaches, based on motor learning.

Q.3
   a) Explain the principles and techniques of Rood’s approach for retraining upper limb function in a spastic stroke patient.
   b) Explain the various inhibitory and facilitation techniques used for retraining of motor function in acute stroke patient.

Q.4
   a) What do you understand by PNF? Explain the Treatment Design in the light of evidence for clinical application of various principles of Proprioceptive Neuromuscular Facilitation in treating circumductory gait.
   b) Critically analyse the usage of Mental Imagery Technique in rehabilitation.

Q.5
   a) Explain in detail the various basic wheelchair skills used in rehabilitation.
   b) Briefly explain the basic requirement from the patient in order to self-transfer from bed to wheelchair.

Q.6 Write about the history of Yoga. Explain the therapeutic benefits of Yoga? Explain Pranayam in detail.

Q.7
   a) Explain Isokinetic Dynamometry? How is it different from other assessment technique? Also, discuss its indications for use in neurological patient.
   b) In the light of evidence, discuss the role of functional electrical stimulation for gait training in stroke population.
End Semester Examination, Dec. 2018
Master of Physiotherapy — Third Semester
EVALUATION, DIAGNOSIS AND MANAGEMENT IN NEUROLOGY-II
(MPTN-301)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) What is Charcot's triad?
   b) Clinical features of cerebellar ataxia.
   c) What is PPRP?
   d) Write clinical features of carpal tunnel syndrome.
   e) Differentiate between spasticity and rigidity.
   f) Differential diagnosis of sub-acute combined degeneration of cord.
   g) Explain the posture in older adult.
   h) What are stereotactic surgeries?
   i) Give the classification of cerebral palsy.
   j) Precautions to be taken while prescribing exercises to a multiple sclerosis patient. 2×10

PART-A

Q.2 A 43 year old male complain of loss of balance on doing sudden movement/change of position. He also experiences nausea and vomiting and abnormal sensation in the ears. Write the detailed assessment and management of the case. 20

Q.3 Write in detail the classification, differential diagnosis and prognosis, evaluation, rehabilitation of spina bifida at T12 Level. 20

Q.4 A 6 year old boy complains of frequent falls. He has to take support of his body to get up from the ground. He is also facing difficulty in stair climbing and running and doing overhead activities. Write down a detailed assessment of the case. Design a treatment protocol along with goal planning. 20

PART-B

Q.5 Discuss the clinical features of a patient having incomplete spinal cord injury at T6 level. Also discuss primary and secondary impairments and strategies for its prevention. In the light of evidence based practice, discuss functional approaches for its treatment. 20

Q.6 Explain the physiological changes, sensory motor changes and adaptation in older adult due to ageing. 20

Q.7 Explain the indications for surgery to be undertaken for reduction of spasticity. Explain the acute respiratory care in ICU. Also discuss the prognostic outcome and physiotherapy management of secondary impairments. 20
Q.1 Answer the following questions:
   a) Explain T.A.R.T for muscle dysfunction.
   b) Explain capsular stretching.
   c) Who discovered Pilates and when?
   d) Describe well Leg raising test.
   e) Explain strain counter strain technique.
   f) ULTT3 is for which nerve?
   g) Describe “Parietal-Lift”.
   h) Describe “Segmental Stabilization”.
   i) Explain the circulation of cerebrospinal fluid pathways.
   j) Write about Isolytic MET.

PART-A

Q.2 Explain in detail about the cyriax principle of diagnosis and treatment? Write in detail for tendinitis of ECRB tendon? 

Q.3 What are the principles of PRT? Write all the hypothesis of positional release technique.

Q.4 Explain integrated neuromuscular inhibition techniques? What are the beneficial effects of the same?

PART-B

Q.5 a) Explain the types of Pilates-training.
   b) Explain knee drop exercises.

Q.6 Explain in detail about the principles of neuro-mobilization given by butler.

Q.7 a) Write down the indications and contraindication of CST.
   b) Discuss the principle of CST.
Q.1 Answer the following questions:
   a) Discuss the difference between metaplasia and dysplasia.
   b) What are the contents of cubital fossa?
   c) Discuss the pathology of Osteitis fibrosa cystia.
   d) What is vascular supply of back of neck?
   e) Name the characteristics of muscle tissue.
   f) Define “Varicosities”.
   g) Difference between corticosteroid and anabolic steroids.
   h) Name the joints of skull.
   i) What is amyloidosis?
   j) Discuss the stages of scar formation.

   $\text{2} \times 10$

**PART-A**

Q.2 Discuss in detail about the training for muscular strength and endurance.

   $20$

Q.3 Write down the general anatomy of the largest organ of human body.

   $20$

Q.4 a) Discuss the metabolism of corticosteroid and its clinical use.
   b) Discuss the pathology of fatty liver.

   $10$

   $10$

**PART-B**

Q.5 Discuss in detail about the pathology of osteomyelitis.

   $20$

Q.6 Enumerate the types of blood vessels and discuss the general anatomy and characteristics of all of them.

   $20$

Q.7 a) Write a short note on drugs acting on musculoskeletal system.
   b) Discuss in detail about the nerve injury.

   $10$

   $10$
Q.1 Answer the following:
a) Explain grades of Maitland Mobilization.
b) Write down the differences between active and passive wheelchairs.
c) Explain physiological laws of spinal motion.
d) Explain convex-concave rule of mobilization.
e) Explain SNAGLM and SNAGAM.
f) Explain K tape.
g) Define Anthropometry.
h) Explain the formula for calculating the BMI.
i) What are the advantages of active wheelchair in rehabilitation?
j) 2×10

PART-A
Q.2 Write in detail about the principles of taping technique? Explain the taping for ankle sprain. 20
Q.3 Define Somatotyping. What are the uses in sports for calculating the somatotype? What all measurements are required for calculating it with their SI units? Write a short note on Sheldon's method of somatotyping. 20
Q.4 Write about the combined movement therapy. Write its importance during assessment and treatment of spinal dysfunctions. 20

PART-B
Q.5 Explain in detail about the basic wheelchair skills used in rehabilitation. Explain with examples. 20
Q.6 Write about the therapeutic usage of Yoga and its therapeutic benefits. Explain Pranayam in detail. 20
Q.7 Explain Body composition analysis? Write in detail about its importance and its uses in rehabilitation. 20
Q.1 Write short notes on the following:
   a) Define Perception.
   b) Name four theories of aggression.
   c) Name any four benefits of meditation.
   d) Qualities of a leader.
   e) Define doping.

2×5

PART-A

Q.2 Write down the importance of studying Sports Psychology as a Sports Physiotherapist. 10

Q.3 Define Attention. How is Imagery technique helpful in improving Attention? 10

Q.4 What is pre-competitive anxiety? What effect does it have on players? Write down the strategies to cope with pre-competitive anxiety. 10

PART-B

Q.5 What are the different methods of giving biofeedback? How does biofeedback training helps in improving performance? 10

Q.6 Describe in detail the eating disorders. 10

Q.7 Enumerate the different techniques of stress management. Discuss any one in detail. 10
End Semester Examination, Dec. 2018  
Master of Physiotherapy – Third Semester  
EVALUATION, DIAGNOSIS AND MANAGEMENT IN SPORTS  
(MPTS-301)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANY TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Answer the following questions:
   a) Explain the use of mineral bath.
   b) Write the use of contrast bath.
   c) Enumerate 4 forms of sports massage techniques.
   d) Write 4 contraindications of sports massage.
   e) Explain the fartlek training methods.
   f) Define “Doping”.
   g) Enumerate the protective equipment used in basketball.
   h) Differentiate between contact and non-contact sports.
   i) Write the special test for knee meniscal injury.
   j) Explain the FITT principle.

   PART-A

Q.2 Write the common injuries occurring in the basket ball game. Explain in detail about the rehabilitation protocol for rotator cuff injury.

Q.3 Discuss the principle of protective equipment. Write the importance of protective equipment in prevention of injuries. Enumerate the type of protective equipment used in cricket.

Q.4 Discuss the physiological effects of massage. Write the indication, contraindication and precaution for massage therapy. Explain any one special sports massage techniques.

   PART-B

Q.5 a) Explain about the use of whirlpool bath in rehabilitation process.
   b) Explain the different principle of training used in rehabilitation.

Q.6 Enumerate the training method. Explain circuit method with examples.

Q.7 a) Classify “Dope Agents”. Explain the role of anabolic steroids as doping agent.
   b) Write a note on therapeutic use of banned drug.

2×10
Q.1 Answer the following in brief:
   a) Explain T.A.R.T for muscle dysfunction.
   b) Explain the circulation of Cerebrospinal Fluid Pathways.
   c) Write about Isolytic MET.
   d) Explain Capsular Stretching.
   e) Who discovered Pilates and when?
   f) What factors do you monitor during exercise training of an athlete?
   g) ULTT-3 is for which nerve?
   h) Describe Well leg raising Test.
   i) Describe Parietal Lift.
   j) Describe Segmental stabilization.  

**PART-A**

Q.2 Write the principles of precision training. What is the benefit of the training in heart rate zone?  

Q.3 Explain in detail about the Cyriax principle of diagnosis and treatment? Write in detail for Bicipital tendinitis.  

Q.4 Write the patterns of dysfunction in Lower crossed syndrome? Explain the Muscle energy technique to assess and treat the dysfunction.  

**PART-B**

Q.5 Explain in detail about the principles of Neuro-mobilization given by Butler.  

Q.6 a) Write down the indications and contraindication of CST.
     b) Discuss the principle of CST.  

Q.7 a) Explain the types of Pilates-training.
     b) Explain Knee drop exercises.
Q.1 Answer the following questions:
   a) Discuss the difference between metaplasia and dysplasia.
   b) What are the contents of cubital fossa?
   c) Discuss the pathology of Osteitis fibrosa cystia.
   d) What is vascular supply of back of neck?
   e) Name the characteristics of muscle tissue.
   f) Define “Varicosities”.
   g) Difference between corticosteroid and anabolic steroids.
   h) Name the joints of skull.
   i) What is amyloidosis?
   j) Discuss the stages of scar formation.

**PART-A**

Q.2 Discuss in detail about the training for muscular strength and endurance.  20

Q.3 Write down the general anatomy of the largest organ of human body.  20

Q.4 a) Discuss the metabolism of corticosteroid and its clinical use.  10
   b) Discuss the pathology of fatty liver.  10

**PART-B**

Q.5 Discuss in detail about the pathology of osteomyelitis.  20

Q.6 Enumerate the types of blood vessels and discuss the general anatomy and characteristics of all if them.  20

Q.7 a) Write a short note on drugs acting on musculoskeletal system.  10
   b) Discuss in detail about the nerve injury.  10
Q.1 What are the methods of Nutritional Status? Explain any two in detail.  

PART-A

Q.2 What do you mean by therapeutic diet? Explain the various modifications done to make a normal diet into a therapeutic diet.  

Q.3 Discuss the various types of feeding. Explain the nutritional content of any one feeding in detail.  

Q.4 Write short notes on the following:  
   a) Food groups.  
   b) Food pyramids.  

PART-B

Q.5 Discuss the various types of diabetes. Explain metabolism of diabetes in detail.  

Q.6 Explain the sign and symptoms of gout. What all dietary management will be considered for gout patient?  

Q.7 Explain the following in detail:  
   a) Lactose intolerance.  
   b) Homocystineuria.
Q.1  a) Define Management.
     b) What is consumer decision making?
     c) Name any five products that use age as basis of segmentation.
     d) Name any two functions of Human Resource Management.
     e) Name the elements of marketing mix.

2x5

PART-A

Q.2  What are the essential skills of a manager? Briefly explain the various functions of management.

10

Q.3  What is human resource management? Describe the detailed process of recruitment and selection.

10

Q.4  Write short notes on:
     a) Performance Appraisal.
     b) Collective Bargaining.

5x2

PART-B

Q.5  What do you understand by market segmentation? Explain the various basis of market segmentation.

10

Q.6  What is consumer behavior? Name and explain the factors that affect consumer behavior.

10

Q.7  Write short notes on:
     a) Quality Management.
     b) Medical Audit.

5x2
Q.1 Answer the following questions:

a) What is importance of good posture?

b) Name the drugs used for doping.

c) Define the balanced diet and its elements.

d) What is method of prevention for T.B?

e) Discuss the remedial exercises for scoliosis.

2×5

PART-A

Q.2 What are the effects of tobacco on health? 10

Q.3 Discuss the dimensions and concept of health. 10

Q.4 What is the importance of exercise in maintaining a good posture? 10

PART-B

Q.5 What is mode of transmission and method of prevention for hepatitis A? 10

Q.6 Describe in detail about the first aid treatment for should subluxation. 10

Q.7 What are the principles of health education? 10
PART-A

Q.1 Explain in detail shoulder joint with special emphasis on abduction with a labeled diagram. 10

Q.2 Describe branches of axillary artery and its relation in detail. 10

Q.3 Describe bronchopulmonary segments of lungs with their importance and clinical anatomy with labeled diagrams. 10

Q.4 Describe blood supply of long bone. 10

PART-B

Write short notes on the following:

Q.5 Cubital fossa. 5

Q.6 Arches of foot. 5

Q.7 Deltoid muscle. 5

Q.8 Inguinal canal and hernia. 5

Q.9 Enumerate the ligaments and bursae around the knee joint. 5

Q.10 Venous drainage of lower limb. 5

Q.11 Erb’s paralysis. 5

Q.12 Lymphatic drainage of mammary gland. 5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – First Semester
PHYSIOLOGY-I (PT-102)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

**PART-A**

Q.1 Describe various processes by which substances are transported across cell membrane. 10

Q.2 Describe the mechanism of impulse transmission through neuro-muscular function. 10

Q.3 Describe structure of synapse and mechanism of synaptic transmission. 10

Q.4 Describe the mechanism of bile reaction and its functions in detail. 10

**PART-B**

Q.5 Describe functions of liver. 5

Q.6 Describe the ABO Blood group. 5

Q.7 Describe functions of stomach. 5

Q.8 Write a short note on ‘saltatory conduction’. 5

Q.9 Describe intrinsic mechanism of blood coagulation. 5

Q.10 Write about functions of LYSOSOME and mitochondria. 5

Q.11 Explain conduction of action potential in myelinated and non-myelinated nerves. 5

END SEMESTER EXAMINATION, DEC. 2018
Bachelor of Physiotherapy - First Semester
BIOCHEMISTRY (PT-103)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

PART-A

Q.1 Briefly explain the sources, requirement, biochemical functions and deficiency manifestations of vitamin C. 10

Q.2 Describe the chemistry and functions of various plasma proteins. Add a note on the separation of plasma proteins. 10

Q.3 What are lipids? Classify them with suitable examples. Write a note on the functions of lipids. 10

Q.4 Describe the formation and fate of pyruvate in the body. 10

PART-B

Q.5 Explain the biochemical functions of calcium in the body. 5

Q.6 Explain the fluid mosaic model of cell membrane. 5

Q.7 What is diabetes mellitus? Discuss metabolic dearrangement in DM. 5

Q.8 Explain the functions and deficiency of vit D. 5

Q.9 Enumerate liver function tests. 5

Q.10 Explain glycogen metabolism. 5

Q.11 Enumerate kidney function tests. 5

Q.12 Explain the structure and functions of RNA. 5
PART-A

Q.1 What is equilibrium? Give types of equilibrium and factors affecting equilibrium. 10

Q.2 What is lever? Classify and give examples of lever in human body and in daily use. 10

Q.3 What is joints? Classify different joints with diagrams and examples. 10

Q.4 a) What is transformer? Discuss the types of transformers in brief. 5
b) Explain different pulley systems and uses of ‘pulley systems’ in physiotherapy department. 5

PART-B

Q.5 Briefly describe the types of muscle contractions. 5

Q.6 What are anatomic pulleys? Give an example of anatomic pulley. 5

Q.7 Define ‘electromagnetic spectrum’. 5

Q.8 What are different muscle groups? Give examples. 5

Q.9 Explain Ohm’s Law. Discuss the resistance in series in brief. 5

Q.10 What are the precautions need to be taken in the department to prevent electric shock and management of electric shock. 5

Q.11 Describe circuit diagram of microwave diathermy. 5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy - Second Semester
ANATOMY-II (PT-201)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

PART-A

Q.1 Describe the anatomy of pancreas under following headings:
   a) Parts, surfaces and borders.
   b) Blood supply and applied. 5x2

Q.2 Describe in brief:
   a) Vertebral artery.
   b) Coronary sinus. 5x2

Q.3 Describe gross features of cerebellum. 10

Q.4 a) Enumerate tracts passing through internal capsule. 5
    b) Write a short note on klienfelter’s syndrome. 5

PART-B

Q.5 Write short notes on:
   a) Urogenital Diaphragm. 3
   b) Innervation of Bladder. 2

Q.6 Describe effect of lesions of optic nerve in short. 5

Q.7 Describe thyroid gland in short. 5

Q.8 Enumerate:
   a) Branches of mandibular nerve. 3
   b) Nerve supply of extraocular muscles of eye. 2

Q.9 Write short notes on:
   a) Bronchopulmonary segments. 3
   b) Implantation. 2

Q.10 Write short notes on:
    a) Dural venous sinuses. 3
    b) Fourth ventricle. 2

Q.11 Write short notes on:
    a) Meninges 3
    b) Fourth ventricle 2

Q.12 Describe ascending tracts of spinal cord (with suitable diagrams) with clinical tests done to test them. 5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy - Second Semester
PHYSIOLOGY-II (PT-202)

Time: 3 hrs                  Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

PART-A

Q.1 Describe the functions of hypothalamms. State at least six differences between 'sympathetic' and 'parasympathetic pathetic nervous system'.

Q.2 Explain how CO₂ is transported in the body.

Q.3 What is hypoxia? Explain the different types of it.

Q.4 Describe various methods of contraception in males and females.

PART-B

Q.5 What are the functions of basal ganglia? Write a note on Parkinson’s disease.

Q.6 Explain CSF and its functions in brief.

Q.7 Differentiate between ‘lung volumes’ and ‘capacities’.

Q.8 Describe myopia and its correction with the help of a diagram.

Q.9 Discuss vestibular apparatus in brief.

Q.10 State about role of hypothalamus in thermoregulation.

Q.11 Explain conduction in myelinated and unmyelinated neurons.

Q.12 Describe structure of a sperm. Write about the composition of seminal fluid.
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy – Second Semester  
ELECTROTHERAPY-I (PT-203)

Time: 3 hrs                   Max Marks: 60  
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

**PART-A**

Q.1 Classify and write the parameters for T.E.N.S. and enumerate the contraindications for use of T.E.N.S.  
10

Q.2 Explain indications, contraindications of faradic type current in detail.  
10

Q.3 Explain in detail physiology of nerve membrane potential.  
10

Q.4 Define iontophoresis with its indications and contraindications.  
10

**PART-B**

Q.5 Explain in brief Faradism under pressure.  
5

Q.6 Explain briefly diadynamic current.  
5

Q.7 Write a note on types of surging.  
5

Q.8 Write briefly various types of nerve injuries.  
5

Q.9 Write a note on SD curve.  
5

Q.10 Write a note on chronaxie and rheobase.  
5

Q.11 Write a short note on motor point.  
5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy - Second Semester
EXERCISE THERAPY-I (PT-204)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

PART-A

Q.1 Define and classify passive movement. Explain the principles of passive movement. 10
Q.2 Define ‘stretching’. Discuss the determinants of stretching and enumerate the indications for stretching in detail. 10
Q.3 What is PRE? Explain the DAPRE technique in detail. 10
Q.4 What are passive movements? Explain the principles, indications and precautions of passive movements. 10

PART-B

Q.5 Explain the indication, contraindication and technique of application of Continues Passive Movement (CPM). 5
Q.6 Write the fundamental positions of standing in brief. 5
Q.7 Explain the types of Goniometer. 5
Q.8 Enumerate five derived positions of lying stating their two uses in brief. 5
Q.9 Explain the grades of MMT. 5
Q.10 Write the indication for a joint mobilization. 5
Q.11 Explain the role of active assisted exercise in rehabilitation in brief. 5
PART-A

Q.1 Write down in detail the importance of biomechanics in physiotherapy field. 10

Q.2 Define Equilibrium and its classification. Discuss the factors affecting stability. 10

Q.3 Discuss the structure of joint with diagram. 10

Q.4 Discuss the biomechanics of shoulder joint in detail. Add a short note on Scapulo humeral rhythm. 10

PART-B

Q.5 Write a note on carrying angle. 5

Q.6 Write down the functions of skeletal muscles. 5

Q.7 State Newton's First and Third Law. 5

Q.8 Define motion and give its classification. 5

Q.9 Differentiate between Active v/s Passive insufficiency. 5

Q.10 Define Concave-Convex rule with diagram. 5

Q.11 Differentiate between open chain and closed kinematic chain. 5
PART-A

Q.1 Explain in detail about theories of attribution with suitable example of each. 10

Q.2 What is attitude? Explain various theories related to attitude and how attitude affects behavior of a person. 10

Q.3 Explain in detail the mental health examination. Discuss the role of history taking in psychiatric patients along with the treatment plan. 10

Q.4 What is anxiety disorder? Explain different types of anxiety disorders. Also mention in detail the management of anxiety disorders. 10

PART-B

Q.5 Explain physiology of emotion. 5

Q.6 Explain piaget stages of cognitive development. 5

Q.7 What is memory? Discuss in brief about its various types. 5

Q.8 Explain obsessive compulsive disorder (OCD) in brief. 5

Q.9 Discuss about alcohol and substance misuse. 5

Q.10 Write short note on symptoms of mental illness. 5

Q.11 Add a note on: “Somatisation disorders”. 5
End Semester Examination, Dec. 2018  
Bachelor of Physiotherapy - Fourth Semester  
ADMINISTRATION AND ETHICS (PT-405)

Time: 3 hrs                   Max Marks: 60  
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Explain the principles of APTA. 10
Q.2 Explain the legal issues in physiotherapy practice. 10
Q.3 Write down the various pre-requisites while appearing for the first job. 10
Q.4 Define planning. Why is planning important in any organization? 10

**PART-B**

Q.5 Define time management. Briefly describe the importance of time management. 5
Q.6 Explain hierarchy in organization. 5
Q.7 Define communication. What are the different functions of communication? 5
Q.8 Discuss the accreditation and evaluation standards in physiotherapy. 5
Q.9 Enlist the various principles of recruitment. 5
Q.10 Write a short note on Indian Healthcare System. 5
Q.11 Write a short note on the history of physiotherapy. 5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Fifth Semester
ORTHOPEDIC PHYSIOTHERAPY (PT-502)

Time: 3 hrs.  Max Marks: 60
No. of pages: 1

Note: Attempt NINE questions in all; Attempt any THREE questions from PART-A and SIX questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1 Describe disc prolapse. What are the clinical manifestations, pathophysiology and management for the same?  
10

Q.2 Describe impingement syndrome. Explain the possible causes and treatment options for the same.  
10

Q.3 Describe the part of above knee prosthesis.  
10

Q.4 Explain scoliosis including assessment and conservative management.  
10

**PART-B**

Q.5 Write a short note on control of stump edema.  
5

Q.6 What are the clinical diagnostic tests of bicipital tendinitis?  
5

Q.7 Explain the pathophysiology of “bamboo spine” along with its clinical features.  
5

Q.8 What are the precautions to be followed after total hip replacement?  
5

Q.9 Describe that how will you differentiate between ligament tear and meniscal tear.  
5

Q.10 How will you manage a case of 50 years old male suffering from cervical radiculopathy?  
5

Q.11 What are the clinical diagnostic features of CDH?  
5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Fifth Semester
BIOMECHANICS-II (PT-503)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B.

**PART-A**

Q.1 Define ‘ergonomics’. What are the uses of studying ergonomics in the field of physiotherapy of activities of daily living? 10

Q.2 Describe the osteokinematics, stabilizing structures and neuro-musculature of hip joint in detail. 10

Q.3 Discuss the biomechanics of hip joint in detail. 10

Q.4 What are the physiological and biomechanical risk factors responsible for WRMSO? 10

**PART-B**

Q.5 What do you understand by screw home mechanism? Name the muscles also for locking and unlocking. 5

Q.6 Discuss concave-convex rule with an example. 5

Q.7 Name the ligaments, bones, and ROM of an ankle joint. 5

Q.8 Differentiate between active and passive insufficiency. 5

Q.9 Mention briefly about kitchen ergonomics. 5

Q.10 Write a short note on work rest scheduling. 5

Q.11 Diagrammatically design the ideal computer work-station. 5

Q.12 Define one FSU. Why do we need to study it? 5
PART-A

Q.1 Write in detail physiotherapy management of a patient with Guillain Barre Syndrome.  

Q.2 Write in detail about the physiotherapy assessment diagnosis and management for a 65 years old male with Parkinson's disease.  

Q.3 Enlist the higher mental functions. Write the examination of higher mental function in detail.  

Q.4 Discuss the physiology of micturition. What do you understand by neurogenic bladder? Give the types of neurogenic bladder and its management in detail.  

PART-B

Q.5 Describe briefly hold relax technique of PNF.  

Q.6 What are the motor and sensory symptoms in multiple sclerosis?  

Q.7 Describe briefly gait training in Parkinson’s disease.  

Q.8 Explain the role of sensory system on motor performance in brief.  

Q.9 Explain briefly two point and four point gait.  

Q.10 Write a short note on: ‘residual poliomyelitis’.  

Q.11 Describe briefly structure of neuron.
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Sixth Semester
MANUAL THERAPY (PT-603)

Time: 3 hrs. Max Marks: 60
No. of pages: 1

Note: Attempt NINE questions in all. Attempt any THREE questions from Part-A and SIX questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Write down about McKenzie flexion exercises protocol in detail? \[10\]

Q.2 Write in detail about the principles of Mulligan mobilization. How is it different from other manual mobilization? \[10\]

Q.3 Describe in detail about the massage therapy. What are the types of therapeutic massage? Explain effleurage technique. \[10\]

Q.4 Draw a diagram of different grades of Maitland mobilization. Explain the difference between mobilization and manipulation. \[10\]

PART-B

Q.5 Explain the Grades of Maitland in detail with examples of knee joint. \[5\]

Q.6 Explain in detail about the upper limb tension tests. \[5\]

Q.7 Explain percussion manipulation technique. \[5\]

Q.8 Write down the types of dysfunction given by McKenzie. \[5\]

Q.9 Differentiate between NAG and SNAG. \[5\]

Q.10 Explain Maitland mobilization for elbow joint. \[5\]

Q.11 Write down the physiological effects of massage. \[5\]

Q.12 Explain Tapotement technique. \[5\]
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Sixth Semester
RESEARCH METHODOLOGY AND BIOSTATISTICS (PT-604)

Time: 3 hrs. Max Marks: 60
No. of pages: 1

Note: Attempt NINE questions in all. Attempt any THREE questions from Part-A and SIX questions from Part-B. Marks are indicated against each question.

PART-A

Q.1 Find Karl Pearsons coefficient of correlation from the following series of marks secured by 10 students in a class test in English and Hindi.
   English 45, 70, 65, 30, 90, 40, 50, 75, 85, 60
   Hindi 35, 90, 70, 40, 95, 40, 60, 80, 80, 50
   10

Q.2 What do you understand by the term research design? Write down the types of research designs.
   10

Q.3 Explain sampling. Enumerate various sampling methods.
   10

Q.4 The grades of 36 students in an auditing test are:

<table>
<thead>
<tr>
<th>Grades</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>80-90</th>
<th>90-100</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of students</td>
<td>3</td>
<td>4</td>
<td>6</td>
<td>10</td>
<td>6</td>
<td>4</td>
<td>3</td>
</tr>
</tbody>
</table>

Find Mean, Median and Mode.
   10

PART-B

Q.5 Define and classify hypothesis in research.
   5

Q.6 What is the difference between a validity and reliability?
   5

Q.7 Write a short note on report writing in research.
   5

Q.8 Write a short note on normal distribution curve.
   5

Q.9 Calculate mean and standard deviation of following series:

<table>
<thead>
<tr>
<th>Daily wages</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of workers</td>
<td>27</td>
<td>10</td>
<td>5</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

5

Q.10 Write down any two merits and demerits of median.
   5

Q.11 Explain various types of data representation.
   5
COMMUNITY BASED REHABILITATION (PT-801)

Time: 3 hrs.  
Max Marks: 60  
No. of pages: 1

Note: Attempt NINE questions in all; Attempt any THREE questions from PART-A and SIX questions from PART-B. Marks are indicated against each question.

**PART-A**

Q.1 Describe the different strategies/approaches in CBR.  
Q.2 Define “CBR”. Describe the roles of the members of CBR Team.  
Q.3 Discuss the different factors that support CBR program.  
Q.4 Describe the management cycle of CBR. Write in detail about the evaluation process in CBR.  

**PART-B**

Q.5 What are the objectives of Family Planning and the different methods of Family Planning?  
Q.6 Briefly describe Health Care System/Services in India.  
Q.7 Define “Health”. What is pre-pathogenic and pathogenic phase of disease?  
Q.8 What are the aims of CBR program?  
Q.9 Briefly describe the matrix of CBR.  
Q.10 What are the psychological and physical goals of exercise?  
Q.11 What do you understand by “Bottom Up” and “Top Down” approaches in CBR?
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy – Eighth Semester
SPORTS MEDICINE AND SPORTS PHYSIOTHERAPY (PT-802)

Time: 3 hrs.  
Max Marks: 60
No. of pages: 1

Note: Attempt **NINE** questions in all; Attempt any **THREE** questions from **PART-A** and **SIX** questions from **PART-B**. Marks are indicated against each question.

**PART-A**

Q.1 Write down the assessment and management of tennis elbow.  
10

Q.2 Describe in detail the role of Sports Physiotherapist in a team.  
10

Q.3 Write down the complete assessment, provisional diagnosis and management of ACL injury.  
10

Q.4 Describe in detail the effects of exercise in diabetic athlete and precautions to be taken while exercising. Add a short note on late onset hypoglycemia.  
10

**PART-B**

Q.5 Write a short note on hydration in athlete.  
5

Q.6 What is CTS? Write down its management.  
5

Q.7 Write down the causes, clinical features and management of heat stroke.  
5

Q.8 Write a short note on meniscal injury.  
5

Q.9 Explain the following special tests:
   a) Mc Murray’s Test.
   b) Empty Can Test.  
2½×2

Q.10 What is doping? Mention the side effects of anabolic steroids.  
5

Q.11 What is female athlete triad? Explain in detail.  
5

Q.12 Write short notes on:
   a) Specificity principle.
   b) Overload principle.  
2½×2
Q.1 Explain the physiological changes associated with pregnancy. Describe screening and antenatal exercises. 10

Q.2 Describe various types of burns. What will be the assessment and management in burns? 10

Q.3 Describe Leprosy. Explain the physiotherapy management in Leprosy. 10

Q.4 What do you understand by shoulder impingement? Write the physiotherapy management for the same. 10

Q.5 Explain the role of PUVA therapy in management of Psoriasis. 5

Q.6 Briefly explain Lymphedema. 5

Q.7 Define Gerontology. 5

Q.8 Explain the treatment of congenital hip dislocation. 5

Q.9 What is tennis elbow? Write down its special test and the physiotherapy management. 5

Q.10 Explain the patho-physiology and management of otitis media. 5

Q.11 Explain the types of Cerebral Palsy. 5
End Semester Examination, Dec. 2018
Bachelor of Physiotherapy - Eighth Semester
DISABILITY PREVENTION AND REHABILITATION (PT-804)

Time: 3 hrs                   Max Marks: 60
No. of pages: 1

Note: Attempt any THREE questions from Part-A and SIX questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Write down the different modes of delivery of Rehabilitation Care with their advantages and disadvantages. 10

Q.2 Define Orthosis. Describe the classification and biomechanical principles of orthosis. 10

Q.3 Discuss the guidelines for evaluation of permanent physical impairment of upper limb. 10

Q.4 Define Rehabilitation. Describe the roles of any five members of Medical Rehabilitation team. 10

**PART-B**

Q.5 What are the different components of prosthesis? 5

Q.6 Write a short note on different methods of rehabilitation for spasticity reduction. 5

Q.7 Enumerate different types of employment for a person with disability. 5

Q.8 Write a short note on Brown Sequared Syndrome. 5

Q.9 What is the role of physiatrist in rehabilitation team? 5

Q.10 What are the types of spinal cord injury, according to ASIA Scale? 5

Q.11 Briefly describe the primary and secondary disability. 5
Q.1 Écrivez en anglais (Write in English)
   a) S’il vous plaît _________________________
   b) Bon soir _________________________
   c) À demain _________________________
   d) Bonne nuit _________________________
   e) Madame _________________________
   f) Excusez-moi _________________________
   g) Au revoir _________________________
   h) Ça va bien, merci _________________________
   i) Bonne nuit _________________________
   j) À bientôt _________________________

Q.2 Remplissez avec les pronoms sujets:
   (Fill in the blanks with subject pronouns)
   a) _______aimons le chocolat.
   b) _______dansez ensemble.
   c) _______parles bien.
   d) _______mangent du sandwich.
   e) _______regarde la télé.

Q.3 Remplissez les blancs suivants:
   (Fill in the table below)

<table>
<thead>
<tr>
<th></th>
<th>Aimer</th>
<th>Chanter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Je</td>
<td>_______</td>
<td>_______</td>
</tr>
<tr>
<td>Tu</td>
<td>_______</td>
<td>_______</td>
</tr>
<tr>
<td>Il/elle</td>
<td>_______</td>
<td>_______</td>
</tr>
</tbody>
</table>

Q.4 Formulez les questions: (Answer the following questions)
   a) ça va bien, merci _________________________
   b) Je suis indien. _________________________
   c) J’habite à Faridabad? _________________________
   d) J’ai vingt ans. _________________________
   e) Je suis étudiante _________________________

Q.5 Remplissez les blancs avec les jours:
(Fill in the blanks with the name of the days)
a) Le deuxième jour de la semaine est __________________.
b) Le weekend est ____________________ et ____________________.
c) _____________________ est le troisième jour de la semaine.
d) _____________________ est le cinquième jour de la semaine.

Q.6 Présentez-vous en cinq phrases:  
(Introduce yourself in five phrases)

__________________________________________________ 
__________________________________________________ 
__________________________________________________ 
__________________________________________________ 
__________________________________________________ 

Q.7. Décrivez votre ami(e) en cinq phrases:  
(Describe your friend in five phrases)

__________________________________________________ 
__________________________________________________ 
__________________________________________________ 
__________________________________________________ 
__________________________________________________ 

Q.8. Cochez la bonne réponse:  
(Tick the correct option)
a) Another way of saying allô is: 
• Coucou                                             • au revoir                             • de
b) Which one of the following is formal? 
• Tu                                                      • vous                                   • ils
c) Which of the following is a French brand?  
Nivea                                                  • zara                                   • chanel

d) Which of the following museum is in France: 
• Musée du Louvre                                      • Musée d'histoire                         • Musée du Prado

e) How do you say “thanks a lot” in French: 
• muchas gracias                                       • vraiment merci                          • merci beaucoup

Q.9. Écrivez en chiffres:  
(Write in digits – cardinal / ordinal numbers)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Onzième</td>
<td>________</td>
</tr>
<tr>
<td>Premier</td>
<td>________</td>
</tr>
<tr>
<td>quatre-vingt-quatre</td>
<td>________</td>
</tr>
<tr>
<td>soixante-deux</td>
<td>________</td>
</tr>
</tbody>
</table>
End Semester Examination, Dec. 2018
Master of Physiotherapy – Third Semester
LOGICAL AND QUANTITATIVE REASONING SKILLS (PT-GE-03)

Time: 3 Hours                        Max Marks: 50
No. of pages: 1

Note: Attempt any **FIVE** questions in all. **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Marks are indicated against each question.

Q.1  Answer the following in brief:
   a) Define ‘impact factor’.
   b) Name any two databases for physiotherapy.
   c) Define ‘indexing’.
   d) Differentiate between ‘citation’ and ‘referencing’.
   e) Differentiate between ‘systemic review’ and ‘meta-analysis’. 2x5

**PART-A**

Q.2  Discuss the ethical issues that need to be considered while conducting a research. 10
Q.3  Describe how to critically evaluate the different sections of an article. 10
Q.4  Define ‘Plagiarism’. Write different types of plagiarism and methods to prevent it. 10

**PART-B**

Q.5  Discuss various qualities of evidence. 10
Q.6  Describe the different steps that are involved in writing and formulation of projects. 10
Q.7  What are the criteria for formulating a clinical question? What is best format format to facilitate searching for a precise answer? 10
Q.1 Write short notes on the following:
   a) Color Sensation.
   b) Tint, Tone and Shade.
   c) Color and its meanings.
   d) Paint.  

**PART-A**

Q.2 Define Symbolism. By giving examples, write in detail about the color symbolism.  

Q.3 Discuss the seven types of contrast.  

Q.4 Using colors draw and describe Color Wheel.  

**PART-B**

Q.5 Describe the factors which influence the way color schemes are used in planning an interior design.  

Q.6 Suggest colors for the following spaces and give the reason why?
   a) Hospital’s.
   b) Restaurants.
   c) Children’s room.
   d) Elderly’s room.  

Q.7 Discuss color schemes.
Q.1 Write a note on impact of elements and principles on a design. Justify your answer with suitable examples.

PART-A

Q.2 Discuss in detail how various types of lines can be used in a composition to create illusion.

Q.3 Color and pattern can do wonders in Interior Design. Explain how with suitable examples.

Q.4 How texture and shape can be used together to form a design.

PART-B

Q.5 Proportion and emphasis are the two principles which change the whole impact of design. Justify the statement and give appropriate sketches to support your answer.

Q.6 Discuss in detail Rhythm. Suggest ways to achieve Rhythm in Interior Design.

Q.7 Define the term balance. How will one achieve asymmetrical and symmetrical balance in the given below Layout.

![Diagram of a living room layout with Living Room text at the bottom right corner.](image-url)
Q.1 Define the following terms (any four):
   a) Inlay.
   b) Carving.
   c) Fresco.
   d) Intersia.
   e) C-Scroll.
   f) Gliding.

**PART-A**

Q.2 Complexity and ornamentation was the key feature of Roman Furniture. Discuss about other features of Roman Civilization with free hand sketches of motifs and other details. 8

Q.3 ‘Egyptian Civilization is one of the greatest civilizations in terms of furniture making’ Justify the statement with suitable furniture illustration. 8

Q.4 Discuss in detail Greek furniture and key characteristics with one furniture example. 8

**PART-B**

Q.5 Describe Spanish Renaissance in detail with suitable example. 8

Q.6 Describe LOUSI XV furniture style describing its key features, motifs, material etc along with a neat furniture sketch. 8

Q.7 Give a brief about Queen Anne Furniture style along with suitable sketches. 8
End Semester Examination, Dec. 2018
B.Sc. (Interior Design) – First Semester
COMMUNICATION-I (351.107)

Time: 3 hrs                    Max Marks: 40
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. All questions carry equal marks.

Q.1 Find out which part of the sentence has an error:
   a) i) She reluctantly said ii) That if nobody else
       iii) Was doing it iv) She will do it v) No error
   b) i) Will you lend me ii) Little money
       iii) To tide over iv) This crisis? v) No error.

Use the correct form of tenses from the options given below each question:
   c) By the time she ___________ that it was Allen who had written that letter, he had flown off.
      i) Had realized ii) Realizes iii) Realized iv) Will realize.
   d) The burglar ___________ for something in this room, and he knew where to look.
      i) Were searching ii) Was searching iii) Had searched iv) are searching.
   e) My brother told me that he would ___________ the canned drinks if he had the money, as they were on sale.
      i) Have bought ii) Be buying iii) Had bought iv) Bought.
   f) We will be scaling up the rock wall ___________ everyone is prepared and ready.
      i) Although ii) Unless iii) If iv) Lest.

Find the correct order from the choice given below to form a meaningful paragraph:
   g) P. Its business decisions are made on the timely and accurate flow of information.
      Q. It has 13 branches and representative offices across the Asia-Pacific region.
      R. For its employees to maintain a competitive edge in a fast-moving field, they must have quick access to JP Morgan’s proprietary trade related data.
      S. JP Morgan’s is one of the largest banking institution in the US and a premiere international trading firm.
      i) RSPQ ii) SPQR iii) SQPR iv) RSQP
   h) P. The impetus for change in cargo handling, after years of operational inefficiency has come from new private sector facilitators.
      Q. Other ports, both major and minor, have spurred into action.
      R. And the government agrees this is having a cascading effect on the functioning of other ports.
      S. In terms of cargo handling efficiency, some of India’s ports have lately undergone a sea change.
      i) PRQS ii) SPRQ iii) SRQP v) PSQR

PART-A

Q.2 Write short notes on:
   a) SQ3R.
   b) Communication System.
   c) Representation System.
   d) SMART Goals.

Q.3 Write down barriers to communication. Also write ways to overcome the barriers.
Q.4 Differentiate between formal and informal letter with example.

**PART-B**

Q.5 What are representation systems? How can you use them to make your presentation more effective?

Q.6 Write a letter to the concerned requesting for some books that are not available in library yet are very helpful for your course.

Q.7 Define the term presentation. Explain in detail three steps to make an effective presentation.
Q.1 Make a list of Materials which are used in Interiors. The list should cover various finishes used for Floors, Walls and Crimps.

PART-A

Q.2 Write about Materials which have insulation properties and are used in areas requiring quiet atmosphere like library or auditorium etc.

Q.3 Write about Eco friendly materials which can lessen the impact on the deterioration of our environment.

Q.4 What materials can be used to reduce the risk of injury to the user and enhance the safety aspect including fire resistance, non-polluting and non-offensive?

PART-B

Q.5 Explain the Unit of measurement used for calculating various items of works in an interior like, floorial, panelling, loose furniture, electrical items, fabric etc.

Q.6 Give the thickness of commonly used items in interior finishes like ply, board Veneer, Glass, Tile, Marble, Laminate etc.

Q.7 Give the sizes of commonly used items in interior finishes like Tile, Ply, Board, Laminate, Glass, Venner Gyp Board Etc.
Q.1 Discuss the social and economic reasons for furniture construction changes over the decades. 8

**PART-A**

Q.2 Write in detail about the furniture designs of two cabinet makers of 18th century in neoclassical style. 8

Q.3 Explain Victorian era in detail. 8

Q.4 Draw and differentiate between the design of furniture pieces of neoclassical style and victorian style. 8

**PART-B**

Q.5 Write in detail about the famous designers from the two schools of thoughts mentioned below and explain how they were major force in developing the concepts and laying the foundations of industrial design.
   a) Glasgow School of Design.
   b) Bauhaus School of Design. 4×2

Q.6 Explain briefly about the minimalistic style furniture. Give examples of various furniture styles of different periods supporting the style along with neat sketches. 8

Q.7 As an interior designer if you have to redesign your drawing room space, which kind of furniture style you think will suit in your residence and why? Describe briefly how the style has influenced you? 8
End Semester Examination, Dec. 2018
B. Sc. (Interior Design) – Second Semester
COMMUNICATION-II (351.207)

Time: 3 hrs. Max Marks: 40
No. of pages: 1

Note: Attempt **FIVE questions in all; Q.1 is compulsory.** Attempt any **TWO questions from Part-A and TWO questions from Part-B.** Marks are indicated against each question.

Q.1 What is non-verbal communication? Define different parts of non-verbal communication? 8

**PART-A**

Q.2 What is presentation? Write down the techniques to deliver an effective presentation? 8

Q.3 Write short notes on:
   a) Proxemics.
   b) Representation system. 4×2

Q.4 Write a letter to the concerned authority to request for some new books to be made available in college library. 8

**PART-B**

Q.5 What are formal and informal letters? Differentiate between them with examples. 8

Q.6 How to conduct audience analysis and why? 8

Q.7 Rearrange the following jumbled sentences into meaningful ones:
   a) Every country / they are / found / except / Antarctica / every continent / in virtually / and inhabit
   b) I’d / thought / nervous / the / get / interview / I / I through / was / never / so
   c) Its / urbanization / in India / everywhere / has tentacles / spread
   d) Place / our lines / music / important / has / in / an 2×4
Q.1 List out the problems and ways the textile industry has addressed environmental and recycling issues.

**PART-A**

Q.2 Explain production methods used in manufacturing textiles for end use applications in detail.

Q.3 Outline the differences between natural and synthetic fibers and explain the environmental impact created when specifying specific types of fibers.

Q.4 Explain the performance of different weaves of fabric and show different patterns through neat sketches.

**PART-B**

Q.5 Discuss the advantages and disadvantages of blending natural and manmade fibers.

Q.6 Explain by giving examples the advantages and disadvantages of specifying certain textiles in different applications.

Q.7 Calculate the quantity required of the following:
   a) Quantity of fabric for sofa sets.
   b) Quantity of curtain fabric for 10’ – 0” × 10’ – 0” glass window.
   c) Carpet area on floor and skirting of 10’ – 0” × 10’ – 0” room.
Q.1 What is communication process? What are the barriers to communication and how to overcome them?

**PART-A**

Q.2 What is presentation? What points are to be kept in mind while making a PowerPoint presentation?

Q.3 Write short notes on:
   a) Phonetics.
   b) Interviewing skill.

Q.4 What are the different types of interviews?

**PART-B**

Q.5 Define ‘listening’. What is the importance of listening?

Q.6 Define ‘body language’. How can you use body language to ensure maximum delivery or an efficient delivery?

Q.7 What is ‘memo’? What are different purpose of writing a memorandum? Explain with an example.
Q.1 Define the term ‘window treatment’. Describe various types of treatments through a flow chart.  

PART-A
Q.2 How can different period styles of window treatment be coordinated with interior design. Give examples.  

Q.3 Write short notes on (any two) of the following:
   a) Latest trends in window treatment.
   b) Use of principles of design in treating a window.
   c) Advantages and disadvantages of treating a window.  

Q.4 Blinds plays an important role in treating a window. Discuss various types of blinds along with their uses in interior design.  

PART-B
Q.5 Define the terms upholstery and re-Upholstery in a tabular form, illustrating the differences between the two. Briefly discuss the advantages of re-upholstery.  

Q.6 Pillows comes under soft furnishings. So suggest some options to your client giving Pros and Cons of each option.  

Q.7 Define ‘soft furnishing’. Discuss various types of curtains along with suitable sketches.
Q.1 Define the following terms \textit{(any four)}:
   a) Luminaire
   b) Lux
   c) Lamp
   d) Foot-Candles
   e) Task Light
   f) SHR
   g) Fixture \hspace{1cm} 2x4

\textbf{PART-A}

Q.2 What are the different parameters considered for placement of fixture \hspace{1cm} 8

Q.3 What are the different accessories used in Lighting. \hspace{1cm} 8

Q.4 Write short note on (any two) of the following:
   a) Types of bulb.
   b) Briefly differentiate between Natural and Artificial light.
   c) Residential Lighting Fixtures. \hspace{1cm} 4x2

\textbf{PART-B}

Q.5 What are the guidelines for good natural lighting? \hspace{1cm} 8

Q.6 It is proposed to illuminate a class room of dimensions 6 x 8 x 2.85 m to an illuminance (E) of 400 lx at the bench level. The specification calls for luminaries having one 1050 mm 40W fluorescent natural tube with an initial output of 3200 lumens with white metal base and prismatic plastic diffuser (its UF is 0.57). Determine the number of luminaries required for this installation when the MF is 0.7, respectively. The reflection coefficients are: (C=0.70, W=0.3, F=0.2). Draw Diagram also. \hspace{1cm} 8

Q.7 Write short notes on:
   a) Indoor Light.
   b) What causes the different colors in LED’s. \hspace{1cm} 2x4
Q.1 Define the following terms (any four):
   a) Marketing Research.
   b) Know your Customer.
   c) Sales Channels.
   d) CRM.
   e) Niche Market.
   f) Positioning.  

**PART-A**

Q.2 What are Costs of a business? Explain the different types of costs involved in the foundation of a start-up.  

Q.3 Define the term Marketing Mix. How do the different elements of the marketing mix effect the growth of an organization?  

Q.4 Define FAB. How can FAB be used to improve the sales of an organization?  

**PART-B**

Q.5 What is Advertising? Enlist four methods of advertising used to increase the visibility of a brand?  

Q.6 What are few different types of New Products? Explain the stages of new product development.  

Q.7 Elaborate on the following basis of Market Segmentation (any two):
   a) Behavioral.
   b) Geographical.
   c) Socio-Cultural.
   d) Demographical.
Q.1 Write short notes on (any two) of the following:
   a) Global Warming.
   b) Composting.
   c) Eco friendly Materials.

**PART-A**

Q.2 Describe the ethical challenges associated with climate change.

Q.3 What is environmental degradation? What are the various causes and effects of environment degradation?

Q.4 Explain the steps individuals can take to reduce their impact on the environment.

**PART-B**

Q.5 What is Energy Conservation? Give examples on the ways to save energy.

Q.6 How does indoor air gets polluted and explain the steps to improve indoor air quality and reduce pollution?

Q.7 What is carbon footprint? Examine the current fuels in use today and list travel means that are not carbon producers.
Q.1 What is your definition of design thinking? Elaborate the elements of design thinking for the point of view of an interior designer.  

PART-A  
Q.2 What are the five design concepts underlying relational strength for the interior designer?  
Q.3 What are the rules for the guiding narrative structure in conceptualization of design thinking?  
Q.4 Illustrate the design thinking in terms of design thinking process. Explain with neat sketches.  

PART-A  
Q.5 How is it design thinking learning integrate business, technology and people?  
Q.6 Elaborate with the help of neat sketches about the applying design thinking in traditional and contemporary design thinking.  
Q.7 Define the following terms:  
a) Empathize mode.  
b) Define mode.  
c) Ideate mode.  
d) Prototype mode.  
e) Test mode.  

2×5
Q.1 Define the terms of (any four) of the following:
   a) Curriculum Vitae
   b) Retailer.
   c) Contract.
   d) Time management.
   e) Exhibition.
   f) General partnership.

   **PART-A**

Q.2 Define ‘contract’. Discuss in detail various forms and requirements of a contract.  

Q.3 Communication plays an important role in ‘interior design’. Justify the statement with suitable examples.

Q.4 Discuss Designer’s Code of Ethics in detail.

**PART-B**

Q.5 Define ‘portfolio’. Discuss in detail requirements of an interior design portfolio and tips to improve the presentation.

Q.6 Discuss in detail procedures followed in an interior designer project. Describe its each step with suitable examples.

Q.7 Write short notes on (any two) of the following:
   a) Time management.
   b) General contractors.
   c) Joint ventures.
PART-A

Q.1 Write short notes about the following \textit{(any five)}:
   a) Analysis of rates.
   b) Quantity survey.
   c) Ordinary measurement book.
   d) Specifications.
   e) Long wall short wall method.
   f) Plinth area method.

Q.2 What are the different types of estimates? How they are different from each other? \textbf{10}

Q.3 Explain the rules of measurements and write the requirement of estimation and costing. \textbf{10}

Q.4 Write down the units of measurement of the following:
   a) Earth work excavation.
   b) Brick masonry.
   c) Cement concrete.
   d) Damp proof course.
   e) Stone masonry.
   f) DOORS.
   g) SKIRTING.
   h) GLASS.
   i) Paint work.
   j) PVC pipe.
   k) Wood
   l) Door mandles.

PART-B

Q.5 Prepare the preliminary estimate of a floor having carpet area of 1000 sq.m.
   a) Estimate for flooring (white marble).
   b) Estimate for paint and POP with wall height 3m.
   c) Estimate for door and windows.
   d) Estimate for POP false ceiling. Put all the items in boa. \textbf{10}

OR

A cabin size of 7m $\times$ 5m $\times$ 4m has two windows measuring 1m $\times$ 1.10m and two doors of size 1.50m $\times$ 2.0m each.
Prepare estimate for interior work including flooring, plastering and painting. Put all the items in boa. \textbf{10}
Q.1 ‘Growth of communication and overseas sourcing has allowed blending the East and the West’. Justify the above statement in terms of:
   a) Contemporary furniture and furnishings.
   b) Color trends.
   c) Latest materials.

PART-A

Q.2 Based on a concept, write a design concept statement along with 3D sketches of a residence (any space) of your choice (on any one) from the following (any one):
   a) European.
   b) Asian.
   c) African.

Q.3 Write in detail about the fabrics and its types in detail.

Q.4 Mention two elements of interior design and explain the technology used in the fabrication of materials (one for each element) for exterior and interior spaces.

PART-B

Q.5 Design a contemporary style furniture pieces for display purpose of toys showing all the details.

Q.6 "Green design" does not mean the "colour green". It means designing eco-friendly interiors. Justify.

Q.7 As an interior designers suggest how will you re-use the old products differently and innovatively. Justify.
PROFESSIONAL PRACTICE AND PROJECT REPORT PRESENTATION

(351.611)

Time: 3 hrs.
Max Marks: 40
No. of pages: 1

Note: Attempt FOUR questions in all; PART-A is compulsory. Attempt any THREE questions from PART-B. Each question carries equal marks.

PART-A

Q.1 Write short notes on (any five) of the following:
   a) Bill of quantities.
   b) Specifications.
   c) Arbitration.
   d) Tender notice.
   e) All in contract.
   f) Ethics and values.

PART-B

Q.2 What are the advantages of using “standard set of conditions” in a contract? Why should owner or designer preserve the one set of original drawings?

Q.3 Explain “ARBITRATION” IN DETAIL. Why “ARBITRATION” take to be there in a contract?

Q.4 What is “item rate or unit price” contract? Explain its nature of argument, mode of payment, advantages and limitations.

Q.5 Explain “percentage rate contract” and write its advantages in detail.

Q.6 Write short notes on:
   a) Cost plus percentage contract.
   b) Cost plus fixed fee contract.
   c) Cost plus fluctuating fee contract.
   d) Labour contract.
   e) BOI contract.
Q.1 Explain the following:
   a) Newton’s Law of Motion.
   b) Free body space diagrams.
   c) Polygon of forces.
   d) Equilibrium.
   e) Types of supports.
   f) Types of loads.
   g) Force.
   h) Bow’s notation.
   i) Centre of gravity.
   j) Centroid.
   k) Moment of inertia.
   l) Types of trusses.
   m) Method of analyzing.
   n) Forces in members of trusses.

PART-A

Q.2 a) Name laws of forces. Explain any two in detail. 6
b) The angle between two forces of magnitude 10 N and 20 N is 60º, the 20 N force being horizontal. Determine the resultant in magnitude and direction when:
   i) Both forces are pull forces.
   ii) The force of 20 N is pull force and that of 10 N is a push force. 8

Q.3 a) What is a moment? Write down its characteristics in brief. 4
b) Calculate reactions of beam show in figure given below:

Q.4 a) Explain equilibrant and show type of beams (with diagrams). 4
b) Calculate reactions for the beam shown in figure given below:

PART-B
Q.5  
a) Write down centroid of following:  
   i) Rectangle.  
   ii) Circle.  
   iii) Semicircle.  
   iv) Triangle.  
   
b) Calculate the centroid of lamina in figure given below:  

![Diagram](attachment:rectangle.png)

Q.6  
a) Write down moment of inertia (MOI) of following:  
   i) Rectangle.  
   ii) Triangle.  
   iii) Circle.  
   iv) Ellipse.  
   
b) Calculate centroidal MOI of lamina shown in figure given below:  

![Diagram](attachment:triangle.png)

Q.7  
a) What are the basic assumption made to analyze a truss?  
   
b) Analyze the truss shown in figure give below by any method:  

![Diagram](attachment:truss.png)
Q.1 Find out which part of the sentence has an error:
   a) i) The course of events
        ii) Took a turn for the worst
        iii) When the policy to be implemented
        iv) Was negated by the house.
   b) i) The traveler asked
        ii) The peasant if he could
        iii) Tell him the way
        iv) To the nearest inn
   c) i) The police brought
        ii) The conmen to the villagers.
        iii) So that they
        iv) Can identify them.
   d) i) He is taking care of
        ii) The garden at his house
        iii) Since his
        iv) Father’s death

Use the correct form of tenses from the option given below each question:
   e) I thought today __________ Saturday, but it turns out that it __________ Friday.
      i) was, is
      ii) are, were
      iii) is, was
      iv) were, was
   f) Oh my! You seem to ______ yourself. Let me get you a band aid.
      i) cut
      ii) cuts
      iii) has cut
      iv) have cut
   g) By the time we got to the restaurant, Ramesh __________ two burgers.
      i) ate
      ii) had eaten
      iii) eats
      iv) would have eaten
   h) “The store ________ in ten minutes,” said the announcer.
      i) has closed
      ii) are closing
      iii) will close
      iv) closed

Q.2 Write short notes on:
   a) SQ3R.
   b) Assertive communication.
   c) Affective writing skills.
   d) Data interpretation.

Q.3 What is communication process? Explain with help of a diagram.

Q.4 Write an application stating the pathetic condition of the play-ground in your college campus addressing the concerned person.

Q.5 Write an email to your favorite teacher thanking him/her for the efforts she has put in to make learning easy for you all.

Q.6 Write a paragraph on:
   a) A change that would improve our lives.
   b) Social networking sites.

Q.7 Define ‘sentences’. What are different types of sentences? Give two examples each.
Q.1 Explain the following:
   a) Poisson’s ration.
   b) Elastic limit.
   c) Young Modulus.
   d) Bulk modulus.
   e) Stress and strain.
   f) Volumetric strain.
   g) Type of stresses.
   h) Bending moment and shear force relationship.
   i) Factor of safety.
   j) Moment of resistance.
   k) Type of loads.
   l) Type of beams.
   m) Type of supports.
   n) Rigidity.

**PART-A**

Q.2 a) Explain assumptions that are made in strength of materials.  
   7
   b) Explain the terminology used in strength of materials.  
   7

Q.3 a) Give Relationship between E, N and K. State the Hook’s Law.  
   7
   b) A rod of 4.5 long having diameter of 25 mm is subjected to the forces as shown in figure below. If young’s modulus of Rod is 200 GPa the determine the deformation.

   ![Diagram](image)

   7

Q.4 a) What is point of contraflexure? Explain in briefly.  
   4
   b) Draw S.F.D and B.M.D of beam given below:

   ![Diagram](image)

   10

**PART-B**

Q.5 a) Which one is better simply supported or fixed beam. Discuss.  
   4
b) Draw S.F.O and B.M.D of beam given below:

Q.6 Find moment over the beam with reactions at the support. Also draw S.F.D. and B.M.D. of beam given below.

Q.7 A continuous beam ABC is shown in figure below. Find the moments along the beam and reactions at the supports. Also draw S.F.D. and B.M.D.
Q.1 Explain the following:
   a) Point of contra flexure.
   b) Poisson's Ratio.
   c) Volumetric Strain.
   d) Fixed and Continuous Beams.
   e) Types of Stresses.
   f) Hook's Law.
   g) Factor of Safety.

   **PART-A**

Q.2 a) Explain relationship between E, K and G.  

b) A concrete column of 200 mm. × 300 mm. is reinforced with 4 bars of 20 mm. dia and carries a load of 300 kN. Calculate load shared by concrete and steel and the stresses in respective materials. $E_s = 2 \times 10^5$ MPa, $E_c = 0.15 \times 10^5$ MPa.

Q.3 a) Draw and explain stress strain curve for the mild steel.

b) Describe the various mechanical properties of materials, like elasticity, plasticity, malleability, hardness, strength, toughness and ductility with illustrations of the materials.

Q.4 a) Explain Shear Force and Bending Moment.

b) A simply supported beam AB of span 4 m is acted upon by an UDL of 5kN/m for a distance of 2 m from left support and a point load of 1 m from right support. Draw shears force and bending moment diagrams. Calculate magnitude and location of maximum bending moment.

   **PART-B**

Q.5 a) State the Clapeyron’s theorem of three moments.

b) A continuous beam ABC consists of two consecutive spans AB and BC 4 meters each and carrying a distributed load of 60 kN per meter run. The end A (left side) is fixed and end C (right side) is simply supported. Find the support moments and the reactions.

Q.6 A continuous beam ABC 10 m. long rests on three supports A, B and C at the same level and is loaded as shown in figure given below: Find the support moments and support reactions. Draw the shear force and bending moment diagrams.
Q.7  
a) What are the advantages and disadvantages of fixed beam?  
b) A beam 8 meters long fixed at both ends carries a uniformly distributed load over the whole span. Find the load intensity on the beam.  
i) If the maximum bending moment shall not exceed 40 kNm.  
ii) If the deflection shall not exceed 1/400 of the span.  
Take EI = 9.5 \times 10^9 \text{kN/mm}^2.
End Semester Examination, Dec 2018
Bachelor of Architecture – Second Semester

SOCIOLOGY AND PSYCHOLOGY OF ARCHITECTURE (AR-207)

Time: 3 hrs. Max Marks: 70
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Write short notes on following:
   a) Image of city and its five elements of identification.
   b) Cultural identity.
   c) Ethnocentrism.
   d) Concept and factors of social and cultural changes in relation to architecture.
   e) Theory of cultural lag.
   f) Territorial spaces and its types. 5×6

PART-A

Q.2 What is Maslow's law of hierarchy of needs? Explain with diagram. 10
Q.3 What to do you understand by sociology and how is it important for architecture? 10
Q.4 What is culture and concept of culture in sociology? Explain material and non-material culture in detail. 10

PART-B

Q.5 Explain poverty and ghettoziation with reference to slums in detail. 10
Q.6 Explain hierarchy of spaces, proxemics and territoriality. How do they influence the design of built environment? 10
Q.7 Explain theory and classification of territoriality according to "ALTMAN" 10
Q.1 Write short notes on the following:
   a) Wind vane.
   b) Lux meter.
   c) Sun path diagram.
   d) Summer solstice.
   e) Equinox.
   f) Winter solstice.

\[ 5 \times 6 \]

\textbf{PART-A}

Q.2 Explain three passive design strategies to reduce heat gain through building envelope. Elaborate with help of neat sketches.

\[ 10 \]

Q.3 Explain five weather parameters for any three climatic zones of India in detail.

\[ 10 \]

Q.4 Explain the importance of ventilations in building design. Explain any two passive design strategies for enhancing ventilation in detail.

\[ 10 \]

\textbf{PART-B}

Q.5 Explain the functioning of solarium in detail with help of neat sketches.

\[ 10 \]

Q.6 Explain the importance of solar orientation for a building. Explain window shading strategies for north and west facing windows with help of neat sketches.

\[ 10 \]

Q.7 What is difference between passive design and active design strategies? Explain passive design strategies for enhancing day lighting in the building.

\[ 10 \]
Q.1 What is meant by the term Prehistoric? What is Paleolithic and Neolithic age? Explain with sketches the architecture developed during Neolithic age.  

**PART-A**

Q.2 Show Nile Valley on map and explain the development and style of Architecture during Egypton Valley Civilization.  

Q.3 What is a Ziggurats and in which part of the world it was constructed? Explain with sketches and maps.  

Q.4 What were the Salient features of Chinese architectural style? Show Great Wall of China on the map.  

**PART-B**

Q.5 Explain the architectural style evolved during the period of Roman Empire.  

Q.6 Why Greek architecture is known as classical architecture? Explain with sketches.  

Q.7 Compare Greek temple with Egypton temple with sketches.
End Semester Examination, Dec. 2018
Bachelor of Architecture –Third Semester
STRUCTURAL DESIGN-III (AR-305)

Time: 3 hrs                       Max Marks: 60
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1 Answer the following:
   a) Explain pure bending.
   b) Write down assumptions of pure bending.
   c) Define buckling and critical load in case of column.
   d) Name at least four types of end conditions for a column.
   e) What is eccentric loading on a column?
   f) Explain middle-third rule.
   g) What is a composite section?
   h) What is Shear Stress? Explain.

**PART-A**

Q.2 a) What is section modulus? Write down value of section modulus of following:
   i) Rectangular Section.
   ii) Circular Section.
   iii) Hollow Circular Section.
   b) A beam of depth equal to twice the width carries a load of 18 kN over the entire span of 350 cm. Determine the actual dimensions of the beam, if the maximum stress does not exceed 8 MPa.

Q.3 a) Write down relationship between deflection with slope, bending moment, shear force and rate of loading.
   b) A wooden beam 4m long, simply supported at its ends is carrying a point load of 7.25 kN at its center. The cross section of the beam is 140 mm wide and 240 mm deep. If $E = 6 \times 10^3 \text{ N/ mm}^2$, then find:
      i) Deflection at the center.
      ii) Slopes at the supports.

Q.4 a) Write down Euler’s assumptions for column.
   b) Determine Euler’s buckling load for a column of I-section with flanges 300 mm X 10 mm and web 40 mm X 8 mm. The length of the column is 6 m. One end is fixed and other end is hinged. $E = 200 \text{kN/ mm}^2$

**PART-B**

Q.5 A beam is made up of channel section 100 mm X 50 mm which has a uniform thickness of 15 mm. Draw the distribution of shear stress across a vertical section if the shearing force is 100 kN. Also, find the ratio between the maximum shear stress and average shear stress.

Q.6 a) What is modular ratio? How it is helpful in composite section analysis?
   b) A Flitched beam of a wooden joint is 100 mm wide and 240 mm deep and it is strengthened by steel plate 100 mm thick and 240 mm deep on either side of the joint. Determine the moment of resistance. The maximum stress in steel, $Ps = 140 \text{ m/mm}^2$ and maximum stress in wood, $Pw = 7 \text{ N/mm}^2$.

Q.7 a) What is shear stress? Explain shear stress distribution with an example.
b) A simply supported beam of 6 m span is subjected to a uniformly distributed load of 15 KN/m over its entire length. The cross section of the beam is 20 cm wide and 30 cm deep. Sketch the variation of bending stress in the beam cross-section.
End Semester Examination, Dec. 2018  
Bachelor of Architecture – Third Semester  
SURVEYING AND LEVELLING (AR-306)

Time: 3 hrs.                       Max Marks: 40
No. of pages: 1

Note: Attempt any FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each questions carry equal marks.

Q.1 Write short notes on:
   a) Difference of Surveying and levelling.
   b) Difference of dip and local attraction.
   c) Difference of True meridian and magnetic meridian.
   d) Contour interval and horizontal equivalent.

PART-A

Q.2 a) A plan was drawn to a scale of 1:4000 was measured by a scale of 1:5000. Find the percent error in the length and area measured.

b) Explain and differentiate between mistakes and errors (Cumulative, Compensating).

c) Calculate the error for following expression:
   
   \[ s = x \times y \]

PART-B

Q.5 a) How many types of staff are there?

b) The following readings were observed with staff in leveling operation: 1.185, 2.604, 1.925, 2.305, 1.155, 0.864, 1.105, 1.685, 1.215, 1.545. A is bendmark with R.L. 100.000m. Find RL’s of other points by H.I. method. The first reading of point A was taken and instrument was shifted after 2.604, 0.864, 1.215.

Q.6 a) How do we measure internal angle with theodolite? Explain.

b) Explain the difference between repetition method and reiteration method.

Q.7 a) Explain the characteristics of contour maps.

b) Explain the methods of contouring in brief.
Q.1 Explain the design features of the three design movements that were followed by Industrial Revolution with the help of sketches.

PART-A

Q.2 What are Spatial Relationships? What are the types of relationships between spaces?

Q.3 Art Historian Stephan Tschudi Madsen divides Art Noveau Movement into how many classifications? Explain.

Q.4 What are bubble diagrams? Explain any four design factors that can be dealt with during this stage.

PART-B

Q.5 How was the Glasgow School of Art a rendition of Art Nouveau design movement? Explain with sketches.

Q.6 Explain in brief the Form, Function and Materialization in Architecture.

Q.7 Explain the importance of the following spaces in an architectural space:
   a) Circulation Space.
   b) Interior Space.
   c) Activity Space.
End Semester Examination, Dec. 2018
Bachelor of Architecture – Third Semester
BUILDING SERVICES-I (WATER SUPPLY AND SANITATION) (AR-308)

Time: 3 hrs
Max Marks. 60
No. of pages: 1

Note: Attempt FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write down what you understand about the following (any four):
   a) Pipe appurtenances with diagram.
   b) Total water demand.
   c) Water Conveyance system.
   d) Solid Waste Management.
   e) Steps involved in water supply scheme.

   PART-A

Q.2 Elaborate different types of water distribution networks with diagram. Write their advantages and disadvantages also.

Q.3 a) Estimate the population in 2041 by Geometrical Increase Method:
    
    |------|------|------|------|------|
    | Population | 8000 | 12000 | 17000 | 22500 |
    
    b) Discuss briefly about any two Population Forecasting Methods.

Q.4 What are Intake structures? Explain how the location and site of Intake structures in selected?

   PART-B

Q.5 Explain Trash Chute System for a High Rise Building with diagram.

Q.6 What are the objectives of sewage treatment plant and explain the flow process of conventional sewage treatment plant with diagram?

Q.7 What do you understand by Septic Tank? Explain its working with diagram.
Q.1 Explain the evolution of a typical church form and style across the different periods in the Christian architecture.  

**PART-A**

Q.2 Describe the typical renaissance features in a building with the help of neat sketches. Name any three architects from the renaissance period.  

Q.3 Compare the church architectures of early christian and byzantine periods.  

Q.4 Explain the following:  
   a) Gothic revival.  
   b) Greek revival.  

**PART-B**

Q.5 How did the invention of R.C.C changed the course of architecture during modern times?  

Q.6 How did Walter Gropius came to be known as an avant grade architect of the modern movement?  

Q.7 Explain the various new structural systems and construction methods that had started during the modern movement.
End Semester Examination, Dec. 2018
Bachelor of Architecture – Fourth Semester
THEORY OF ARCHITECTURE–II (AR-404)

Time: 3 hrs                       Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Marks are indicated against each questions.

Q.1 Explain different elements of ‘church architecture’ and their significance in the structure system of the following:
   a) Corbel.
   c) Flying buttresses.
   d) Pinnacles.
   e) Dome.

   PART-A

Q.2 What was Romanesque architecture and what were its hallmarks? Quote with examples.  12

Q.3 Compare the domes of churches of various time periods like Florence cathedral, St. Peter Rome, Hagia Sophia and Pizza Cathedral and trace their architectural relevance.  12

Q.4 Describe the role of Constantinople as the centre after the fall of Rome and Byzantine architecture of that period.  12

   PART-B

Q.5 Describe the works of Walter Gropious and his role as a founding father of modern architecture.  12

Q.6 Trace an essay on scientific technological progress inventions of new materials after industrial revolutions in architecture from 19th century to 21st century.  12

Q.7 Explain the following:
   a) Early Renaissance and high Renaissance.
   b) Mies Vander Rohe.
   c) William Morris.
   d) Contemporary Architecture.  3x4
Q.1 Answer the following questions:
   a) What is balance section?
   b) What is neutral axis?
   c) What is stress?
   d) What is shear strength in terms of staircase?
   e) Explain one way slab.
   f) What is eccentricity in column?

PART-A

Q.2 A single reinforced beam 250 mm×500 mm in section is reinforces with 4 bars of 16 mm diameter with an effective cover of 50 mm. Effective span of the beam is 6 m. Assuming M20 and Fe250 concrete steel determine the central concentrated load P that can be carried by the beam is addition to its self-weight.

Q.3 Derive the formula for strength of flanged section in flexure: \( M_u = 0.36 f_{ck} b_f x_u (d - 0.42 x_u) \)

Q.4 A hall has clear dimension 3 m×9 m with wall thickness 230 mm. The line load on the slab is 3 kN/m\(^2\) and a finishing load of 1kN/m\(^2\). Use M20 concrete and Fe415 steel, design the slab.

PART-B

Q.5 Design the reinforcement for a short axially loaded square column of size 400 mm×400 mm to support a load of 1000kN. Use M20 concrete and Fe415 steel.

Q.6 Explain the following terms:
   a) Pedestal.
   b) Helical reinforcement.
   b) Flight height.
   d) Tread-Riser type stairs.

Q.7 Design a dog legged stairs for an office building in a room measuring 2.8 m×5.8 m clear. Vertical distance between the floors is 3.6m. Width of the flight is to be 1.25m. Allow a live load of 3kN/m\(^3\). Sketch the details of the reinforcements. Use M20 concrete and Fe415 steel. Assume the stairs are supported on 230 mm walls at the ends of outer edges of landing slabs.
Q.1 Answer the following questions:
   a) Define “a balanced section”.
   b) What do you understand by development length?
   c) Show on a sketch the tension and compression side in case of a simply supported and a cantilever beam.
   d) Why the maximum stress in a eccentrically loaded column is greater than a column in which the load is acting along center of gravite of column.
   e) Define “Rise and Tread” in case of a stair.
   f) Explain the reason why load carrying capacity of a long column is less than that of a short column when cross sections of both columns are same.
   g) There are two slabs, first one 3m × 8m, second one 4m × 3m. Mention whether they are one way or two way and why?
   h) What do you understand by dog-legged stair? Explain in detail.

PART-A
Q.2 a) Explain “under reinforced section” in detail.
   b) A singly reinforced beam 350 mm wide and 550 mm deep has an effective span of 6m and carries an all inclusive load of 20 kN/m. The beam is reinforced with 4 bars of 20 mm diameter at an effective cover of 35 mm. Find the maximum stresses produced in concrete and steel. Assume m = 13.33.
Q.3 a) Explain why doubly reinforced beam are provided in lieu of single reinforced beam.
   b) A beam of RCC is 250 mm wide and 400 mm deep to center of tensile reinforced. It is reinforced with tour bars of 16 mm diameter as compressive steel at an effective cover of 50 mm and tour bars of 20 mm diameter as tensile steel. If the stress in concrete and steel are not to exceed 7 N/mm² and 230 N/mm² respectively, determine the moment of resistance of section. Take m = 13.33.
Q.4 a) Describe the IS guidelines about main and distribution steel in a slab.
   b) Design a slab over a room 4 m × 6 m as per IS code. The edges of the slab are simply supported and the corners are not held down. Live load on slab is 3000 N/m². The slab has a bearing of 150 mm on supporting wall. Use M20 concrete and Fe415 grade steel.

PART-B
Q.5 a) Write down IS recommendation regarding longitudinal reinforcement in a column.
   b) A short column of square section is to be designed to carry an axial load of 1020 kN. Design the column as per IS code, permissible stress in steel and concrete are 130 N/mm² and 5 N/mm².
Q.6 A rectangular RCC column is 450 mm wide and 750 mm deep. It is reinforced with 7 bars of 28 mm diameter placed at an effective cover of 50 mm from top edge and seven similar bars at the same effective cover from bottom edge. Determine the maximum thrust on the section which can be applied at a distance of 100 mm from the centerline if the compressing stress in concrete not to exceed 7 N/mm². Take m = 13.33.
Q.7 a) Name different types of staircase and describe anyone in brief.
   b) Design a staircase whose effective horizontal span is 1.5 m. The risers are 150 mm and the treads are 270 mm. Live load on stair is 3000 M/mm². Use M20 grade concrete and Fe415 grade steel.
Q.1 Write short notes on the following:
   a) OHM’s law.
   b) Distribution boards.
   c) Earth fault.
   d) Glare.

   **PART-A**

Q.2 Explain the following with help of neat sketches:
   a) Direct lighting.
   b) Semi-indirect lighting.
   c) Diffused lighting.

Q.3 What is the difference between ambient, accent and task lighting? Design a small residence showing the lighting layout with proper symbols and fixtures.

Q.4 Draw the schematic diagram that shows the energy from generation to distribution and explain each of the stages. Also, explain the types and stages of installing protective devices during electrical installation.

   **PART-B**

Q.5 Calculate the number of lamps required in length and width of the room (design room light layout) size length-13m, width-9m and number of luminaries-25.

Q.6 Explain the following in brief:
   a) MCB.
   b) Eartheings.
   c) LCB.
   d) Power equation triangles.

Q.7 Also, explain five differences between tungsten lamp, LED lamp and CFL lamp. What is the difference between a lamp and a luminaries?
Note: Attempt FIVE questions in all; Attempt any TWO questions from Part-A and any THREE questions from Part-B. Each question carries equal marks.

**PART-A**

Q.1 Explain three types of lamps used for interior as well as exterior lighting. Make the comparison chart of the lamp types explaining their advantages and disadvantages. 12

Q.2 Draw the schematic diagram that shows the energy from generation to distribution and explain each of the stages. Explain the types and stages of installing protective devices during Electrical installation. 12

Q.3 Define and explain the following:
   a) Lightning protective system.
   b) Energy efficient lighting. 6×2

**PART-B**

Q.4 Explain the various standards mentioned in National Electric code for Electrical Installation. 12

Q.5 Explain the following:
   a) Direct and Indirect lighting.
   b) Day lighting factor.
   c) Space height ratio. 4×3

Q.6 An office area has length: 20 meter; width: 10 meter; height: 3 meter. The ceiling to desk height is 2 meters. The area is to be illuminated to a general level of 250 lux using lamp 64 watt CFL luminaries with a SHR of 1.25. Each lamp has an initial output (Efficiency) of 85 lumen per watt. The lamps Maintenance Factor (MF) is 0.63, Utilization Factor (UF) is 0.69 and space height ratio (SHR) is 1.25. Design the lighting layout of the office. 12

Q.7 What is the difference between Ambient, Accent and Task lighting? Design a small residence showing the lighting layout with proper symbols and fixtures. 12
Q.1 Explain modern architecture in India. Also describe the early post-independence development of architecture in India.  

PART-A
Q.2 “Form follows Function” – who coined this phrase? Explain the phrase with an example.  
Q.3 What is Bubble diagram? Explain four design factors which need to be considered during the stage.  
Q.4 What is typical design process? Explain it through a flow chart in brief.  

PART-B
Q.5 Discuss in the elements and principles of design in detail.  
Q.6 How does a building envelope act as space definer element? Discuss the characteristics of interior space in detail.  
Q.7 Compare and contrast modern and post-modern architectural philosophies in detail.
Q.1 Explain the relevance of different architecture movements starting from 18th to 21st century as a social trend. Also compare the theories and expressions of different architecture movements.

**PART-A**

Q.2 What is a typical design process? Explain in brief through a flow chart.

Q.3 What is Bubble Diagram? Explain 4 design factors which need to deal during the stage design.

Q.4 Explain different theories and expressions of Diagrid and Symbolist architecture movements.

**PART-B**

Q.5 Discuss the elements and principles of design in detail.

Q.6 Trace theories and expressions of two post-modernist architects.

Q.7 Develop a formatted post-occupancy evaluation form for a client in detail.
Q.1 Define vernacular architecture. What are the determinants of vernacular architecture? How vernacular architecture is influenced by:
a) Local Needs
b) Local Construction Materials
c) Local Traditions.
Explain answer with neat sketches and quote vernacular of at least two different areas of India. 20

PART-A

Q.2 Define the following:
a) Kacha
b) Pakka
c) Semi Pakka 10

Q.3 Explain the vernacular strategies for the following:
a) Landslide resistant structure.
b) Heavy rain fall area. 5×2

Q.4 Enlist five vernacular materials and state the role of technology in vernacular architecture in detail. 10

PART-B

Q.5 Detail Vernacular Structures and explain them:
a) Dhajji Dewar
b) Vernacular Architecture of Leh 5×2

Q.6 Explain Vernacular Warli House and Bhonga House Structures in detail. 10

Q.7 Explain the Vernacular Strategies for the following:
a) Earthquake resistant structure.
b) Cyclone resistant structure. 5×2
Q.1 What is Vernacular Architecture? Discuss with the help of sketches about the influence of various determinants of Vernacular Architecture.

12

PART-A

Q.2 Define the following with examples:
   a) Hot and dry climate.
   b) Warm and humid.
   c) Composite.

12

Q.3 Elaborate the impact for developing vernacular earthquake resistant structure.

12

Q.4 What do you understand by the term vernacular? What are the factors which are responsible for making an architecture that Vernacular? Do you agree that vernacular is the need for today?

12

PART-B

Q.5 Define the following:
   a) Coffered ceiling.
   b) Thatch roof.
   c) Log hut.

12

Q.6 Elaborate the vernacular construction technique from any one specific climatic region in India, with the help of sketches.

12

Q.7 How does the disaster influence the vernacular architecture development?

12
Q.1 Write short notes with sketches on the following:
   a) Vedic Village.
   b) TORAN.
   c) Pradakshina Path.
   d) Temple cities of South India.  

**PART-A**

Q.2 Explain the architectural development during Indus Valley civilization show the location on map and draw sketches.  

Q.3 WATH is "Rathas" in Hindu architecture compare the North Indian and South Indian Styles of Hindu architecture.  

Q.4 How the Hindu architectural features evolved from Bamboo as basic material to stone structures.  

**PART-B**

Q.5 Discuss in detail the architecture of SUN Temple at Konark.  

Q.6 Describe Sanchi Stupa with sketches. Which architectural style is this?  

Q.7 where is MahabaliPuram shown on map. Describe Shore temple of MahabaliPuram draw plan elevations and sections.
Q.1 Answer the following:
   a) What is a retaining wall? Give two examples.
   b) In how many ways a retaining wall may fail? Name them.
   c) Draw a free hand sketch of a Counter fort Retaining wall (RW) and mark its components.
   d) Write down formula for checking overturning in RW.
   e) What are the type of steel structures?
   f) What are the advantages of steel structures name them.
   g) What is the difference between butt joint and lap joint? Explain with sketch.
   h) Name the types of compression members.

**PART-A**

Q.2 Write down types of retaining walls. Explain all of them with neat sketches.

Q.3 Design a cantilever retaining wall to retain horizontal earthen embankment of height 4 m above the ground level. The earthen backfill is having a density of 18 KN/m$^3$ and angle of internal friction as 30$^\circ$. The safe bearing capacity of the soil is 80 KN/m$^3$. The coefficient of friction between soil and concrete is assumed as 0.45. Design stem of this retaining wall too. Use M20 concrete and Fe415 steel.

Q.4 a) What is shear wall? Write type of shear wall and explain them.
    b) Design a shear wall having height and length of 3 m and 4 m respectively. Shear wall have thickness of 100mm and carrying load of 600 kN/m. Use M20 concrete and Fe415 steel. Assume $d^1/D = 0.1$.

**PART-B**

Q.5 Design a Lap joint between two plates as show in the figure, so as to transmit a factored load of 60 KN using M20 bolts of grade 4.6 and grate 410 plates.

Q.6 Determine the design tensile strength of the plate 120 mm X 8 mm connected to a 12 mm thick gusset plate with bolt holes as shown in the figure. The yield strength and ultimate strength of steel used are 250 MPa and 400 MPa. The diameter of the bolts used is 16 mm.
Q.7 Determine the plastic moment capacity and plastic section modules of:

a) The rectangular section of size b×d about Z-Z axis as shown in the figure-3a.
b) I section about Z-Z axis as shown in figure-3b.
c) I section about Y-Y axis as shown in figure-3b.
Q.1 Explain the following:
   a) Break even analysis.
   b) Pay back concept.
   c) Modular coordination.
   d) Supply and demand analysis. 

   **PART-A**

Q.2 Define total initial project cost of a building and discuss the various components and their impact on cost of a building.  

Q.3 What do you understand by the law of demand and supply? Explain the relationship of equilibrium.  

Q.4 What are the functions of “RERA”, also discuss the registration process under this act.  

   **PART-B**

Q.5 Explain important factors for comparative analysis of economics of low rise and high rise buildings.  

Q.6 Describe various design factors that should be considered in economizing building economics.  

Q.7 Discuss industrialised building construction system and its contribution towards economics.
Q.1 Describe different types of lighting fixtures with their uses and applicability. Indicate different types of lamps used in the fixtures.  

**PART-A**

Q.2 Describe four different factors affecting the acoustics in a building with help of sketches. Provide their remedies.  

Q.3 What is daylighting factor? Explain outdoor lux levels for different climates. Indicate daylight factor for a reading room and a lobby space.  

Q.4 A shop has dimension length 20m, width 10m and height is 2.7m. The working plane (wherever applicable) height is 0.7m. T5 fluorescent lamp of 20W is used with lumen output of 2000 lumens. The required lux level is 450 lux. The air-conditioned shop has LLF-0.8 and UF-0.74. Calculate:  
a) Room index.  
b) Total number of lamps required in shop.  
c) Sketch lamp layout indicating lamp required in shop.  

**PART-B**

Q.5 Explain the following:  
a) Echo.  
b) Sound diffraction.  
c) Lamp efficacy.  

Q.6 Explain different types of HID lamps. Explain four differences between HID and LED lamp.  

Q.7 Explain with help of sketches three actions which can be taken to improve outdoor noise compatibility for any type of land use.
Q.1  a) Define luminous intensity. Write its unit.
b) What is luminous efficacy?
c) How so you define illuminance?
d) Differentiate between Reverberation and Echo.
e) What are the properties of sounds?
f) Define coefficient of sound absorption.

PART-A

Q.2  a) What is room index? The area of a room is (12X11) meter square and desk to ceiling height (Hm) is 1.20. Calculate room index.
b) What is the power consumption with illuminance of 50 lux, luminous efficacy of 10 lumens/watt and surface area of 15 square-meter?
c) A specific application requires 500 lumens of light. If luminous efficacy is 15 lumens/watt. Calculate consumption of power.

Q.3  An office has length 22 meter, with 12 meter and height 3 meter. The ceiling to desk height is 2.2 meter. The area is to be illuminated to a general level of 250 lux. Using twin lamp 30 watt CFL luminaries with a SHR of 1.25 and each lamp has an initial output of 85 cumens / watt. The lamp’s (MF) and (UF) is 0.62 and 0.68 respectively. Calculate:
a) Room Index.
b) Total number of lamps required.
c) Sketch lamp layout indicating lamps required in length and width of the room.

Q.4  Describe the construction and the working of Halogen lamp in detail.

PART-B

Q.5  a) Differentiate between musical sound and noise.
b) Give an account of the bad acoustical properties of some halls. Discuss the methods for remedying these defects.

Q.6  a) Write an essay on acoustics of buildings.
b) A cinema hall has a volume of 7500 m3. It is required to have reverberation time of 1.5 see. What should be the total absorption in the hall?

Q.7  a) The volume of a room is 1200 m³. The wall area of the room is 220 m², the floor area is 120 m² and the ceiling area is 120 m². The average sound absorption coefficient (i) for wall is 0.03 (ii) for ceiling is 0.80 and (iii) for the floor is 0.06. Calculate the average sound absorption coefficient and the reverberation time.
b) What is the percentage change in intensity represented by one decibel? Given Antilog (0.1) = 1.26
End Semester Examination, Dec. 2018
Bachelor of Architecture – Fifth Semester
LANDSCAPE ARCHITECTURE-I (AR-508)

Time: 3 hrs.  Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Marks are indicated against each question.

Q.1 Attempt (any five) parts. All parts carry equal marks.
a) Natural and man-made water bodies.
b) Natural climatic factors affecting Landscape of a region.
c) Enumerate the elements of landscape design including the Natural and man-made.
d) Importance of Softscape in landscape design and criteria for their selection.
e) Role of lighting in landscape design.
f) Importance create by the texture, foliage, pattern, contrast in a view. 4×5

PART-A

Q.2 Discuss the design principles of Chinese Garden and Japanese Garden Styles. 10
Q.3 Write short note on Energy saving site planning and Landscape Architecture. 10
Q.4 What are various factors affecting landscape design? Elaborate in detail with neat sketches and suitable examples. 10

PART-B

Q.5 Write (any two) common and botanical names for the following:
a) Deciduous trees.
b) Evergreen tress.
c) Ornamental shrubs.
d) Ground covers.
e) Indoor plants. 2×5
Q.6 How landscape contributes in “Modifying the Microclimates”? Explain through various examples and neat sketches. 10
Q.7 Write down the various elements of landscape design and also detail any two of them giving the examples. 10
Q.1 How did the modern architecture effect the mindset of Indian architects post independence? Explain with example? 20

**PART-A**

Q.2 Explain the contrast between town planning concepts of Shahjahanabad and Lutyens Delhi. 10

Q.3 Explain the cardinal principles in Charles Correa’s vast body of work through examples. 10

Q.4 Explain the town planning concept of Jaipur with the help of sketches. 10

**PART-B**

Q.5 Explain the philosophies of B.V. Doshi through his works in his tenure as an architect. 10

Q.6 What are the various Bauhaus characteristics visible in A.P. Kanvinde works? 10

Q.7 How did the colonization of India by Portuguese, French, Dutch and British effect the architecture of India? 10
End Semester Examination, Dec. 2018
Bachelor of Architecture – Sixth Semester
STRUCTURAL DESIGN-VI (AR-605)

Time: 3 hrs. Max Marks: 60
No. of pages: 1

Note: Attempt THREE questions in all; Part-A is compulsory. Attempt any TWO questions from Part-B. Marks are indicated against each question.

**PART-A**

Q.1 Explain the following:
   a) Functions of shear wall.
   b) Assumptions of portal frame method.
   c) Terms and conditions of grillage foundation.
   d) Principal rafter with diagram.
   e) Rigid frame structure with line diagram.
   f) Grade of bolt 5.6.
   g) Braced frame structure with line diagram.
   h) Pitch of bolts with diagram.
   i) Edge distance and end distance of steel plate with diagram.
   j) How to calculate net tensile cross sectional area of a bolt? 2×10

**PART-B**

Q.2 Design a grillage foundation to support a column. The load of column is 1500 kN. The size of base plate is 700 mm × 800 mm. The safe bearing capacity of soil is 110 kN/m². The permissible bending stress is 220 N/mm². 20

Q.3 Design the principal tie member of a fink type roof truss for the following data. Design also its connection with a 10 mm thick gusset plate using 18 mm diameter bolts of grade 4.8. Use steel of grade Fe410. Design tensile load is 140 kN and compressive force is 50 kN. Use factor of safety as per IS-800, and assume standard data as per IS-800 where necessary. 20

Q.4 a) Write down ten points of design procedure of roof truss and explain them in detail. 10
   b) Write ten points, how to decrease the weight of a multistoried structure. 5
   c) Write five advantages and five disadvantages of multistoried buildings. 5
Q.1 Give brief description of the following:
   a) Floor area ratio (FAR)
   b) Floor space index (FSI)
   c) Covered area.
   d) Carpet area.
   e) Architectural control drawings.
   f) Completion certificate.
   g) Sanction plan.
   h) Bye-laws.
   i) Land use in Master Plan.
   j) National building code.

   **PART-A**

Q.2 What do you understand by architectural legislation? Elaborate its role and importance.  

Q.3 List the documents necessary for submission of plans for sanction to a municipal authorities.  

Q.4 Explain role and importance of building bye-laws in the construction of buildings in an urban area of a city.  

   **PART-B**

Q.5 How the national building code has helped in unifying the standards across the entire country.  

Q.6 Use and advantage of arbitrations Act in settlement of disputes between various parties involved in building construction.  

Q.7 What do you understand by heritage regulations? Please elaborate and explain.
Q.1 Elaborate the importance of sustainable building materials in green building rating system. Also, highlight the five low embodied building materials.

PART-A

Q.2 Explain the following:
   a) Solarium.
   b) Cavity wall.
   c) Stack effect.
   d) Solar Heat Gain Coefficient (SHGC).

Q.3 Explain five important design strategies to be considered while designing a green building in a hot and dry climate.

Q.4 Explain importance of building envelope design in a green building. What do you understand by high performance envelope design strategies?

PART-B

Q.5 Explain in detail key parameters considered in a green building rating systems worldwide.

Q.6 What are the key issues to be taken care while designing an intelligent building?

Q.7 Explain dual plumbing system. Discuss two ways to conserve water on site.
End Semester Examination, Dec. 2018
Bachelor of Architecture – Sixth Semester
BUILDING SERVICES IV (ENERGY SYSTEM AND HVAC) (AR-608)

Time: 3 hrs. Max Marks: 60
No. of pages: 1

Note: Attempt THREE questions in all; Part A is compulsory. Attempt any TWO questions from Part B. Marks are indicated against each question.

PART-A

Q.1 Answer the following questions with neat sketches:
   a) What is RTT?
   b) Define MCB and its application.
   c) What is vertical transportation?
   d) Discuss the comparison between natural ventilation and mechanical ventilation. 5×4

PART-B

Q.2 a) Draw a sectional view of operation theatre indicating air conditioning system of the same with brief description. 10
   b) Draw Air Handling Unit (AHU) room with all relevant dimensions in ‘mm’ and also briefly describe the reason of keeping different spaces of different sides of AHU. 10

Q.3 a) What are the factors considered in air conditioning for human comfort? 10
   b) How does variable frequency drive work in AHU controlling air flow in HVAC system? 10

Q.4 a) What is fire warning system and explain the circuit with its different components? 10
   b) List the classification of fire and explain the basic requirements of exit route and also discuss its capacity and dimensions. 10
Q.1 Explain the following with neat sketches:
   a) Image of city.
   b) Role of public spaces in a city.  

**PART-A**

Q.2 Write in short the history of the development of the subject urban design.  
Q.3 How the character and context play an important in urban design?  
Q.4 Write a short note on ‘open spaces and public realm interface’.

**PART-B**

Q.5 Write a short note on ‘DUAC’. Taking Delhi as an example. Discuss the urban design controls.  
Q.6 What is urban design? Compare between architecture, urban design and urban planning?  
Q.7 What are the different phases of the urban design process? Describe then in brief.
Q.1 Write short notes on the following:
   a) Traffic manoeuvres at an intersection.
   b) Traffic flow theory.
   c) Elements of intersection.
   d) Conflict points.

**PART-A**

Q.2 Discuss “hierarchy of roads”. Draw cross-sectional elements for all types of urban roads.

Q.3 Outline the principle of ‘rotary design’. What are the various elements of rotary intersection?

Q.4 What are the various traffic calming techniques? Discuss the functions of traffic control devices.

**PART-B**

Q.5 a) Calculate the safe stopping sight distance for design speed of 50km/h for:
      i) 2-way traffic in a 2-lane road.
      ii) 2-way traffic in a single lane road.
   b) Explain the variable which governs the design controls.

Q.6 What are the various classifications of intersections at grade? Discuss the principles of intersection design.

Q.7 Explain the various traffic data collections and analysis techniques in detail.
Q.1 Write short notes on (any four) of the following:
   a) Cooperative housing.
   b) Creating slum free cities.
   c) HUDCO.
   d) Rural housing.
   e) Rational comprehensive planning theory.

   PART-A

Q.2 Explain the following terms:
   a) Housing need.
   b) Housing demand.
   c) Housing shortage.
   d) Housing value.

Q.3 Express your opinion about the housing development in Pune. Express your thoughts on the eco housing scheme of Pune Municipal Corporation.

Q.4 Discuss in brief the efforts taken by the government to address the issue of growing slums in cities. Express your opinion on slum rehabilitation, resale of the compensated house by the slum dwellers and TDR generation and other tools developed under the SRA.

Q.5 Expand the following terms:
   a) NHB.
   b) NCHF.
   c) NHPA.
   d) BMTPC.

Q.6 What is 'PPP' in housing?

Q.7 State the goal and objectives of the 'National Housing and Habitat Policy-1998'. How the governments want to create an enabling environment?
Q.1 Explain the concept of “SMART CITY”.

**PART-A**

Q.2 What are the most important components of public service which will contribute in making the city into a smart one?

Q.3 Elaborate the role of feedback from general public and types of survey which can help planners and designers who are responsible for making a smart city.

Q.4 List the members of the core team with their fields of specialization which should be made responsible for designing and planning of a smart city.

**PART-B**

Q.5 How digitization or use of information technology is going to help in the governance of a smart city.

Q.6 How do you suggest that the corruption level in municipal corporations of our cities can be brought down since corrupt free services are a major objective of a smart city.

Q.7 Do you know of any pattern or trends which are being followed in different parts of the world in making of smart cities?
Q.1 Detail the following
   a) Master plan.
   b) Development controls.
   c) Slums.
   d) Aspects of settlement planning.

   **PART-A**

Q.2 Explain in brief evolution of settlement planning in India and in Europe.

Q.3 Impact on town planning after first industrial revolution in India and Europe.

Q.4 Define ‘surveys’. Explain objectives and techniques used in survey.

   **PART-B**

Q.5 How factory towns led to growth of slums, formation of Public Health Acts and improvement trusts?

Q.6 **Illustrate Modern theories in Town planning (any three):**
   a) Ebenezer Howard.
   b) Patric Geddes.
   c) C.A. Doxiadis.
   d) Satellite Town.

Q.7 **Illustrate Town of India (any two):**
   a) Orissa.
   b) Gandhinagar.
   c) Chandigarh.
Q.1 a) Differentiate between a natural hazard and disaster.
    b) State the concept of vulnerability.
    c) What are the four process in disaster management circle?
    d) Compare hypocenter and epicenter.
    e) Write the types of earthquake zones in India.
    f) Classify the types of body waves.
    g) Describe the causes of Tsunami.
    h) Give some outline about chemical disasters.
    i) State the effects of climate change.
    j) List out the central agencies designated for natural hazard specific early warnings.

2x10

**PART-A**

Q.2 Explain in detail about the various typologies of disasters with their causes and effects.  

Q.3 Describe in detail about the various techniques involved to construct earthquake resisting structures.  

Q.4 What is the reason for earthquake and state the various terms involved in earthquake also the types of seismic waves.  

**PART-B**

Q.5 State the problems, issues and options involved in post disaster management.  

Q.6 Generalize the reasons behind landslides and also write the effects and preventive measures on landslides.  

Q.7 Evaluate the causes, effects and preventive measures of the following disasters:
    a) Floods.
    b) Cyclones.
Q.1 Detail the following (any two) with example reference to architecture:
   a) Journals.
   b) Blogs.
   c) Editorial.
   d) Intellectual property rights.
   e) Architecture and critics.  

**PART-A**

Q.2 Illustrate Architecture criticism and global perspective. 

Q.3 Define Intellectual property right. How property rights are protected.

Q.4 What is journalism? Name diverse subparts of architectural journalism and illustrate method of publishing in journal.

**PART-B**

Q.5 How architectural journalism is a manifestation of authors thought. Explain the need of architectural journalism.

Q.6 Write about advent of architectural journalism in India. Architectural Journalism plays a key role in shaping the city. Illustrate.

Q.7 How architectural journalist are different from other Journalist. Write the list of 10 architectural journals and their scope.
Q.1 Answer the following questions:
   a) Write a short note on scope of Real Estate Management and discuss the factors affecting real estate market.  
      10
   b) Define the following terms:
      i) Transfer of titles and titles records.  
      ii) Code of ethics of real estate participants.  
      5×2

   PART-A

Q.2 Discuss the real estate scenario of India with market size projection and the government initiatives to boost the real estate industry for 2020?  
10

Q.3 Write a short note on the evolution of the real estate regulation and development act 2016? And discuss the macro level impact of act on industry, promoters and buyers?  
10

Q.4 Discuss the various types of agreements between the consultants and principal. Also explain the documentation processes in real estate.  
10

   PART-B

Q.5 What are the functions of RERA and discuss the registration process under this act?  
10

Q.6 What is the role of government in real estate market? Discuss various regulatory scenario governing real estate projects?  
10

Q.7 On what grounds the registration of a real estate agent can be revoked? And what are the consequences of revocation of registration?  
10
Q.1 Answer briefly:
   a) Enlist the importance of Environmental Studies?
   b) How one can conserve Natural Resources?
   c) What is Ecological succession? Write different stages of Ecological succession.
   d) Differentiate between in situ and ex situ conservation.
   e) Define water pollution. What is its effect?
   g) Explain the major implications of Global warming.
   h) What is climate change? Explain the effects of climate change.
   i) What do you mean by endangered species?
   j) Explain the trophic levels in an ecosystem.

**PART-A**

Q.2 a) What is meant by formal and non formal environmental education? How do you make public awareness on environment degradation?
   
   b) Discuss about the growing need and used of alternate sources of energy.

Q.3 a) Define food chain and food web. Depict a food web with the help of a schematic diagram.
   
   b) How are nutrients recycled in nature? Explain in detail why is leguminous crop rotation used in agriculture?

Q.4 a) Define ‘biodiversity’. Why is it important to conserve biodiversity? What are the various approaches of conservation of biodiversity?
   
   b) Write short note on the following:
      i) bio-geographic Zones.
      ii) Eco tourism.

**PART-B**

Q.5 a) Discuss in detail various causes of water pollution. What are the various control measures for water pollution?
   
   b) Explain the following:
      i) Eutrophication.
      ii) Measures to control soil pollution.

Q.6 a) What is rainwater harvesting? Describe the rainwater harvesting system.
   
   b) What is ozone layer and how does it protect us? What factors are leading to the depletion of ozone layer in the atmosphere?

Q.7 a) Write an explanatory note on ‘Human Rights in India’.
   
   b) Write short notes on the following:
      i) Chemical and Nuclear Weapon.
ii) Biological Weapon Convention.
Q.1 Write short notes on:
   a) Seed money
   b) Entrepreneurship
   c) Contract
   d) Leadership
   e) Strong value proposition.

   **PART-A**

Q.2 What are the various sources of Finance available to a venture? Explain in detail.  
Q.3 Explain the stages involved in the development of a new product?
Q.4 Explain the following methods of environmental scan used in industry analysis:
   a) SWOT
   b) ETOP
   c) PEST

   **PART-B**

Q.5 What is marketing research? Explain the stages of market research.
Q.6 What are the various types of business plans? Explain the guidelines used in writing an effective business plan?
Q.7 What are business organizations? Enlist and explain any four different types of business organizations?