

Exam Code: 112202
(30)

Paper Code: 2313

Programme: Bachelor of Vocation (Animation)
Semester-II

Course Title: Introduction to 3D Maya

Course Code: BVAL-2113

Time Allowed: 3 Hours

Max Marks: 40

Attempt five questions in all, selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section-A

1. How to create new project in maya software. Explain the process in detail. Why it is important to create project window? 8
2. How to save file in .ma in maya software? Explain the process in detail and also write down any four file formats used in maya software. 8

Section B

3. What is the role of world space, object space, local space and freeze and reset transformations? 8

4. How to create custom shelf and describe any four tools used in maya software. 8

Section C

5. What is hyper shade, hyper graph, Relationship editor and outliner? Explain in detail. 8
6. What is pivot table and how to change the position of pivot table? Explain grouping and parenting in detail. 8

Section D

7. What is command and helpline in maya software? Explain the Range slider and playback controls in detail. 8
8. How to apply materials on object? Explain the Process in detail and also write down about Poly count and software normals. 8

Exam Code: 112202
(30)

Paper Code: 2314

Programme: Bachelor of Vocation (Animation)
Semester-II

Course Title: Scripting and Screenplay

Course Code: BVAM-2114

Time Allowed: 3 Hours

Max Marks: 25

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. All Questions carry equal 5marks.

Section A

1. Define Following:
 - a) Genre
 - b) Script Writing
 - c) Parenthetical
 - d) Transitions
 - e) TRT
2. Explain the layout of a Radio Script?

Section B

3. Describe the various elements of Script Writing
4. Explain any two Genre of Script with example?

Section C

5. What are the various rules used for writing a radio script?
6. Elaborate the Laws for Writing?

Section D

7. Explain different types of Camera Shots'?
8. Write down a short script of any scene with caption of elements?

Bachelor of Vocation (Animation) Semester: II

Course Title: 2D – Digital Animation

Course Code: BVAM – 2115

Time Allowed: 3 Hours

Max Marks: 25

Note: Attempt Five questions in all selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries equal marks.

Section-A

1. What is symbol in flash? Explain any 2 types of symbols in flash. (5)
2. What is Library in flash? Explain in detail. (5)

Section-B

3. Write down the detailed steps to import Photoshop file in flash. (5)
4. How can we convert Text into shapes in flash? Explain in detail. (5)

Section-C

5. What is Tween in Flash? Explain its types in detail. (5)
6. Explain the timeline of flash in detail. (5)

Section-D

7. Name and explain any 5 principles of Animation in detail. (5)
8. Explain the terms – Frame by Frame Animation, Onion Skinning (5)

Exam Code: 113802
(50)

Paper Code: 2331

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-II

Course Title: Health and Safety in the Workplace

Course Code: BVBL-2143 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

SECTION A

1. EXPLAIN THE DETAILED PERSONAL HYGINE?
2. WHAT DO YOU MEAN BY HEALTHY HABBITS & HOW YOU CAN TAKE CARE OF HANDS & NAILS?

SECTION-B

3. WHY IT IS IMPORTANT TO KEEP RECORDS OF SALON?
4. WHAT ARE THE DIFFERENT TYPES OF OWNERSHIP OF SALON?

SECTION-C

5. WHAT ARE THE COMMON EQUIPMENTS USED IN SALON & HOW YOU CAN MAINTAIN THEM PROPERLY?
6. WHAT SAFETY PRECAUTIONS WILL YOU KEEP IN MIND WHILE DOING HAIR CUTTING, BLOW DRYING & SPA OF YOUR CLIENT?

SECTION-D

7. WHAT DO YOU MEAN BY STERLIZATION & SANITATION ALSO EXPLAIN ITS TYPES?
8. WHAT PRECAUTIONS SHOULD WE KEEP IN MIND WHILE DOING TREATMENTS OF OUR CLIENTS & HOW CAN WE HANDLE THEM IN CASE OF EMERGENCY?

Exam Code: 113802
(50)

Paper Code: 2332

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-II

Course Title: Beauty and Personality Development

Course Code: BVBM-2144 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. What is Cosmetology? Explain its aim and objective.
2. What are the role of colors in our daily life? How they effect our personality?

Section B

3. Explain types of colors with the help of color Wheel?
4. How we can select our clothes according to:
 - a) Complexion
 - b) figure
 - c) occasion

Section C

5. What are the main characteristics of Charming Conversation.
6. Explain voice cultivation and pronunciation.

Section D

7. Explain the following nail disorders:-
 - a) Corrugation
 - b) Leukonychia
 - c) Hypertrophy
 - d) Hard Nail
8. Draw the structure of nail and explain it in detail.

Exam Code: 113902
(40)

Paper Code: 2338

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-II**

Course Title: Food Production-II

Course Code: BVHL-2661 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. Enlist ten factors effecting menu planning process.
2. Define Stocks? Write steps to make a good stock.

Section-B

3. Define Soups and categories thick soups with the help of a neat and clean chart.
4. What do you mean by mother sauces and draw a chart showcasing various categories of sauces.

Section-C

5. Define pasteurization. Explain HTST and UHT with temperatures and time exposure in reference to milk.
6. Define cheese and write down steps in processing of cheese.

Section-D

7. Name eight cheese varieties with their country of origin.
8. With the help of suitable examples, differentiate between sea food, poultry and red meat. Also, differentiate between beef and veal.

Exam Code: 113902
(40)

Paper Code: 2339

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-II**

Course Title: Food and Beverage Service-II

Course Code: BVHL-2662

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. a) What is A'la carte menu? Explain the step by step service procedure used during A'la carte service. 8 marks
b) Differentiate between Mise-en-Place and Mise-en-science. 8 marks
2. a) Explain the different types of cover set up in Restaurant mentioning the rules that are to be followed while laying cover. 8 marks
b) Draw and explain the cover for Continental breakfast. 8 marks

Section-B

3. a) Enlist and explain the various equipment required in IRD section. 8 marks

b) What is RSOT? Explain the step by step procedure of carrying out Room service. 8 marks

4. a) Explain the various do's and don'ts that has to be followed by RSOT while taking orders. 8 marks
b) Explain the step by step procedure of setting up a room service trolley. 8 marks

Section-C

5. a) Write about any 3 course of French classical menu give suitable example. 8 marks
b) Suggest a 5 course menu for a conference lunch of 50 pax. 8 marks
6. a) List and explain the points that are considered while planning a menu. 8 marks
b) What do understand by the term "Poisson"? List any 4 dishes served in this course. 8 marks

Section-D

7. a) Explain the different types of billing that is adopted in restaurants. 8 marks
b) Expand KOT. Explain its different types mentioning the usage of each KOT. 8 marks
8. a) Explain the different modes of payment that a guest can choose while setting the bill in a restaurant. 8 marks
b) Explain the step by step procedure used while taking order from the guest. 8 marks

Exam Code: 113902
(40)

Paper Code: 2340

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-II**

**Course Title: Basics of Accommodation and Hotel Front
Office-II**

Course Code: BVHL-2663 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note:- Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. Define guest cycle. Explain the guest cycle with well labelled diagram.
2. Explain in detail the procedure of guest check-in and Baggage handling.

Section-B

3. What is early and late check-out? Write the procedure followed in early and late checkouts with its disadvantages.

4. Define guest accounting with its types. What are folios in front office explain their types?

Section-C

5. What are the different cleaning Equipment's used in the hotel and also give their uses?
6. Write in detail the different types of cleaning agents with their proper uses.

Section-D

7. Write a detailed note on the role of housekeeping control desk. Explain the coordination of control desk with another department in the hotel.
8. Describe the standard procedure for lost and found items in housekeeping department.

Exam Code: 113902
(40)

Paper Code: 2341

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-II**

Course Title: Fundamentals of Management

Course Code: BVHL-2664

Time Allowed: 3 Hours

Max Marks: 80

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. "Management is combination of art and science."
Comment.
2. "To manage is to forecast and plan to organize, to command, to co-ordinate and control." In the light of this statement, briefly explain the main functions of management.

Section B

3. Discuss the need and importance of coordination.
4. Discuss the various steps involved in decision-making process.

Section C

5. What do you mean by recruitment? Explain its sources in detail.
6. Briefly explain different methods of training.

Section D

7. Discuss the qualities for effective leadership.
8. What do you mean by controlling? Explain its importance.

Exam Code: 113902
(40)

Paper Code: 2342

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-II**

**Course Title: Applications of Computer in Hospitality and
Tourism**

Course Code: BVHM-2125 ✓

Time Allowed: 3 Hours

Max Marks:25

Note:- Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries five marks.

Section A

1. What is a computer system? Classify and explain computer on the basis of functions, size and speed.

5

2. What do you mean by storage devices? List any five storage devices and explain magnetic disk in detail.

5

Section-B

3. a. How can we add multimedia to power point presentation? 2.5
b. Write a short note on word processor. Give one example of a word processor. 2.5
4. Classify all MS-Excel functions? Explain one function from each category. 5

Section-C

5. What is a web browser? How does it work? Give four examples of web browsers. 5
6. What is the use of an e-mail? How does e-mail work? 5

Section-D

7. Discuss the application areas of social media? Discuss its role in hospitality sector. Also discuss its merits and demerits. 5
8. How is a face book page created? How does a face book page help an organisation to promote its business? 5

and Data Science) (Semester: II)

Course Title: Computational Problem Solving-II

Course Code: BVIL-2113 ✓

Time Allowed: 3 Hours

Max Marks: 60

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 12 marks.

SECTION-1

1. Why modularity is required in programming? Explain modularity concept by giving example of "Employee Payroll System". Also write advantages and uses of modules.
2. Discuss in detail the meaning, goal and different stages of Top Down Design with example.

SECTION-2

3. Explain any six terms in brief: RDBMS, SUPER KEY, CANDIDATE KEY, PRIMARY KEY, COMPOSITE KEY, FOREIGN KEY, ALTERNATE KEY.
4. (i) Write various limitations of SQLite.
(ii) DDL, DML, DQL commands to interact with relational databases.

SECTION-3

5. How GUI library TKinter is useful for creating any application. Explain with example.
6. Write the syntax of any four widgets in brief
(i) Button (ii) Canvas (iii) Check button (iv) Entry (v) Frame

SECTION-4

7. What do you mean by web scraping? How you create (i) virtual environment (ii) install scrapy module (iii) create scrapy project.
8. What is PyTorch? What are its benefits? Why Pytorch is better than numpy? How it is beneficial in machine learning.

Exam Code: 114002
(30)

Paper Code: 2334

**Programme: Bachelor of Vocation (Artificial Intelligence
and Data Science)**

Semester-II

Course Title: Mathematical Foundation

Course Code: BVIL-2114

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

Q1) What is a set and how is it represented? Write various types of set.

(8)

Q2) Perform Cartesian Product on following sets:

$X = \{1, 2, 5, 7, 9, 8, 4\}$

$Y = \{a, f, s, r, t, y, v, u\}$

Perform partition of set Y and calculate the bell number.

(8)

Section-B

Q3) What is domain and range? Let $A = \{5, 6, 7, 8, 9, 10\}$ and $B = \{7, 8, 9, 10, 11, 13\}$. Define a relation R from A to B by $R = \{(x, y) : y = x + 2\}$. Write down the domain and range of R. Represent it using mapping diagram.

(8)

Q4) Discuss the following properties of a Relation with examples:

- a) Reflexive
- b) Transitive
- c) Symmetric
- d) Equivalence

(4 X 2 = 8)

Section-C

Q5) a) Prove that the statement $(p \rightarrow q) \leftrightarrow (\sim q \rightarrow \sim p)$ is a tautology using a Truth Table.

b) If p represents I like chocolate and q represents I like ice-cream then what $p \vee \sim q$ represents?

(2 X 4 = 8)

Q6) a) What is a proposition? Construct the truth table for $(X \wedge \sim Y) \vee (\sim X \wedge Y)$.

b) Explain logical Implication, bi-implication and Logical Equivalence?

(2 X 4 = 8)

Section-D

Q7) Let $M(x)$ be "x is a mammal", $A(x)$ be "x is an animal" and $W(x)$ be "x is warm blooded". Then what will be the formula for every mammal is warm blooded. Also find statement for $(\exists x)(A(x) \wedge \sim M(x))$.

(8)

Q8) a) Explain Duality Principle in Logic.

b) Explain quantifiers in predicate logic with examples.

(2 X 4 = 8)

Exam Code: 114002
(30)

Paper Code: 2335

**Programme: Bachelor of Vocation (Artificial Intelligence
and Data Science) Semester-II**

Course Title: Technical Writing

Course Code: BVIL-2115 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. Write short notes on the following in about 100 words:
 - (i) Non-verbal communication
 - (ii) Effective listening
 - (iii) Cultural barriers in communication;
2. List down any five essential skills of technical communication. Also, highlight how your college has helped you to gain those skills?

Section B

3. Which are the various types of audiences and how you will analyse them in a meeting? Use some real-time scenarios to explain your answer.

4. Your University has been considering a major restructuring academic exercise which includes a shift from a three-year degree course to a four-year degree course. You have been appointed Secretary to a Committee of selected students from different colleges of the University to present the student's opinions. You organised the first meeting of the committee. Draft the minutes of the meeting held in not more than 150 words.

Section C

5. Discuss the various phases that are to be followed for carrying out an interview?
6. "In books selected information is given" this is an ambiguous sentence. Highlight how such sentences can ruin the precision of any technical document?

Section D

7. (i) What is the role of a Technical editor in technical communication editing?
(ii) Why proofreading is important for any technical report?
8. Discuss various ethical issues faced in today's world by any researcher while doing technical writing.

Exam Code: 114002
(30)

Paper Code: 2336

**Programme: Bachelor of Vocation (Artificial Intelligence
and Data Science) Semester-II**

Course Title: Data Collection and Analysis

Course Code: BVIL-2116 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. Define Data Collection. Differentiate between Open ended and Close ended data collection methods.
2. Explain in detail the Primary and Secondary data collection sources.

Section B

3. Compare and Contrast Data Analysis and Data Analytics.
4. Discuss Descriptive and Predictive analysis used in business organizations.

Section C

5. Discuss the applications of Data Analytics.
6. How does Exploratory and Confirmatory analysis help organizations achieve better profits?

Section D

7. Take an example of your choice and perform data analysis, explain the entire process.
8. Discuss the following:
 - (i) Analyze Tool and Detect Tool
 - (ii) Google Forms and Google Collaboration

Five

1-6-23

Exam Code: 114002
(30)

Paper Code: 2337

**Programme: Bachelor of Vocation (Artificial Intelligence
and Data Science)**
Semester-II

Course Title: Relational Database Management System

Course Code: BVIM-2117 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. What do you mean by DBMS? Write its advantages and disadvantages. (8)
2. a) Explain three tier architecture of DBMS. (5)
b) Write down the responsibilities of DBA. (3)

Section B

3. Explain various operations in Relational Algebra. (8)
4. Write Codd's twelve rules. (8)

Section C

5. Define normalization. Explain its various types. (8)
6. Write ACID properties in detail. (8)

Section D

7. Explain sub languages of SQL in detail. (8)
8. Write a note on the following (2x4 = 8)
 - a. Trigger
 - b. Cursor
 - c. Sequence
 - d. ER diagram

Exam Code: 111602
(40)

Paper Code: 2320

**Programme: Bachelor of Vocation(Management &
Secretarial Practices)**
Semester-II

Course Title: Principles of Management

Course Code: BVML-2323 ✓

Time Allowed: 3 Hours

Max Marks: 40

NOTE: Students are required to attempt five questions, selecting one question from each section. Fifth question may be attempted from any section. Each question carries 8 marks.

SECTION A

1. Write a detailed note on:
 - a) Importance of management. (4 marks)
 - b) Management as an art. (4 marks)
2. Explain the Principles of Management given by Henry Fayol. (8 marks)

SECTION B

3. What is MBO? Explain its process and weakness. (8 marks)

4. Define Span of management? Explain factors affecting span of management. (8 marks)

SECTION C

5. Write the meaning of delegation of authority. What are the various obstacles to delegation and how to remove them? (8 marks)
6. What do you mean by Selection? Write the selection process in detail. (8 marks)

SECTION D

7. Describe motivation. Explain the characteristics and types of motivation. (8 marks)
8. What is controlling? Explain the process of controlling and discuss its limitations also. (8 marks)

Exam Code: 111602
(40)

Paper Code: 2321

**Programme: Bachelor of Vocation(Management &
Secretarial Practices)**
Semester-II

Course Title: Basic Accounting

Course Code: BVML-2324

Time Allowed: 3 Hours

Max Marks: 40

Note: Students are required to attempt a total of five questions, one question from each section and fifth question can be from any section. Each question carries 8 marks.

SECTION A

1. What do you mean by financial accounting? Explain the difference between book keeping and financial accounting.
2. Explain the various accounting concepts and conventions in detail with Example.

SECTION B

3. What do you mean by Subsidiary books? Explain its various types in detail.

4. Journalize the following intra state transactions entered by Raghav running a stationery shop

| | |
|----|---|
| 1. | Purchased pens and stationery worth ₹. 25,000 from M/S ITC Ltd. |
| 2. | Sold pens to a dealer for ₹ 20,000. |
| 3. | Paid professional fees of ₹ 1,500 to CA by cheque. |
| 4. | Purchased furniture for his office for ₹. 2,500. |
| 5. | Sold stationery to a registered dealer for ₹ 30,000. |
| 6. | Stationery lost by fire originally costing ₹ 6,000. |
| 7. | Pens and stationery given as free sample ₹ 2,000 |
| 8. | Pens and stationery costing ₹ 5,000 returned to M/S ITC Ltd. |

Assume CGST @9% and SGST@9%

SECTION C

5. What is cash book? Explain various types of cash books with formats
6. Explain the various methods of depreciation with examples.

SECTION D

7. What do you mean by financial statements? Explain these statements with proper formats.

8. Prepare Trading and Profit and Loss account for the year and Balance Sheet as on 31st March, 2018 from the balances given along with additional information:

| Particulars | Dr. Balance ₹ | Particulars | Cr. Balance ₹ |
|-------------------------|------------------|-------------------------|------------------|
| Plant | 2,40,000 | Sales | 3,80,000 |
| Salaries | 21,000 | Capital | 3,00,000 |
| Printing and Stationery | 3,000 | Bills Payable | 8,500 |
| Fuel and Power | 8,000 | Creditors | 28,000 |
| Furniture | 16,000 | Commission | 7,500 |
| Discount Allowed | 2,400 | Provision for Bad Debts | 7,200 |
| Sundry Debtors | 60,000 | Rent from Subletting | 3,000 |
| Wages | 30,000 | | |
| Insurance | 4,500 | | |
| Bad Debts | 900 | | |
| Office Rent | 3,900 | | |
| Loose Tools | 3,000 | | |
| Opening stock | 1,10,000 | | |
| Sales Returns | 1,500 | | |
| Purchases | 1,75,000 | | |
| Cash and Bank | 40,000 | | |
| Drawings | 15,000 | | |
| | 7,34,200 | | 7,34,200 |

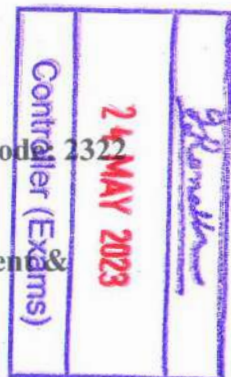
Adjustments: The closing stock amounted to Rs 50,000.
Create a provision of 5% on debtors. Depreciate Plant

by 20% and furniture by 10%. Value of Loose tools on 31st March, 2018 was Rs 1,500. Insurance unexpired Rs. 600. A motor car was purchased on 31.3.2018 on credit for Rs 25,000 from M/S Dada Motor for which no entry has been made in the books.

Exam Code: 111602
(40)

Paper Code: 2322

Programme: Bachelor of Vocation (Management &
Secretarial Practices)
Semester-II



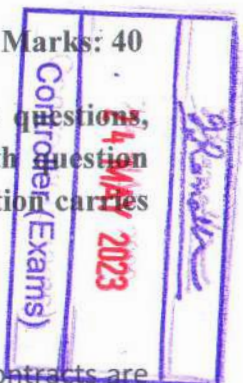
Course Title: Commercial Laws

Course Code: BVML-2325

Time Allowed: 3 Hours

Max Marks: 40

NOTE: Students are required to attempt five questions, selecting one question from each section. Fifth question may be attempted from any section. Each question carries 8 marks.



SECTION A

1. "All agreements are not Contracts, but all Contracts are Agreements". (8 marks)
2. Explain fully the doctrine of consideration with suitable examples. (8 marks)

SECTION B

3. Define a Contract of Indemnity. What are the rights of an indemnity holder when sued? (8 marks)
4. Define a contract of bailment. What are its essentials? (8 marks)

SECTION C

5. Who is an Unpaid Seller? What are the rights of an unpaid seller? (8 marks)
6. Define the term 'Delivery'. Discuss the rules relating to delivery in the Sale of Goods Act. (8 marks)

SECTION D

7. Explain various rights of the consumer given in Consumer Protection Act. (8 marks)
8. Describe the salient features of Limited Liability Partnership Act 2008. (8 marks)

Exam Code: 111602
(40)

Paper Code: 2323

**Programme: Bachelor of Vocation(Management &
Secretarial Practices)**
Semester-II

Course Title: MS Office-II

Course Code: BVMM-2126 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. Explain the various components of MS-Excel screen.
2. Discuss the concept of What-if-Analysis in MS-Excel using suitable example.

Section B

3. Explain various built-in number formatting options available in MS-Excel.
4. Create a table in MS-Excel and explain how data validation works with an Excel table.

Section C

5. Explain the use of following using suitable example:
 - a. NOW Function
 - b. PRODUCT Function
6. What is the importance of charts in MS-Excel? Explain step-by-step example of creating chart in MS-Excel.

Section D

7. Create a database with fields Roll no, Name, Age, Class and Address. Sort this table in ascending order with respect to Age field.
8. Explain the process of creating a query. How it helps in making data meaningful?

Exam Code: 111402
(40)

Paper Code: 2327

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-II**

Course Title: Diabetes Education-I

Course Code: BVNL-2283 ✓

Time Allowed: 3 Hours

Max Marks: 80

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

SECTION-A

1. Explain the mechanism of digestion and absorption of proteins. 16
2. Explain the following:
 - i) Role of pancreas towards blood glucose levels. 8
 - ii) Functions of liver and small intestine in the process of digestion 8

SECTION-B

3. Explain the responsibilities of diabetic education. 16
4. Explain the roles of diabetic education. 16

SECTION-C

5. What are the conditions in diabetes which require first aid? 16
6. What is effect of emergency medical response and role of diabetic education for same? 16

SECTION-D

7. Explain the means of bio-medical waste treatment. 16
8. Explain the categories of bio-medical waste, colour coding types of waste. 16

File 15-5-2023 (Eve.)
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Exam Code: 111402
(40)

Paper Code: 2328

Programme: Bachelor of Vocation (Nutrition, Exercise & Health) Semester-II

Course Title: Role of Diet Assistant

Course Code: BVNL-2284

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. Enlist the various functions of hospital and explain the various facilities provided by food and dietetics department.
2. Who is Diet Assistant and what are their responsibilities?

Section B

3. Write down the points to consider while planning a diet menu.
4. Write down the difference between 5 and 7 food group system.

Section C

5. Write a short note on common medical emergencies and how can we manage them?
6. Explain the techniques of use of PPE.

Section D

7. Why do you think effective communication is important with patient's family?
8. Enlist various channels of communication with your colleagues using medical terminologies.

Hindi verison

प्रत्येक खण्ड से कम से कम एक प्रश्न का चयन करते हुए कुल पाँच प्रश्नों का उत्तर दें। पाँचवाँ प्रश्न किसी भी खण्ड में से किया जा सकता है। प्रत्येक प्रश्न के बराबर (16) अंक हैं।

खंड ऐ

1. अस्पताल के विभिन्न कार्यों की सूची बनाएं और खाद्य और आहार विज्ञान विभाग द्वारा दी जाने वाली विभिन्न सुविधाओं की व्याख्या करें।
2. डाइट असिस्टेंट कौन है और उनकी जिम्मेदारियां क्या हैं?

खंड बी

3. आहार मेनू की योजना बनाते समय ध्यान देने योग्य बातों का उल्लेख कीजिए।
4. 5 और 7 खाद्य समूह प्रणाली के बीच अंतर लिखिए।

खंड सी

5. सामान्य चिकित्सा आपात स्थितियों पर एक संक्षिप्त नोट लिखें और हम उन्हें कैसे प्रबंधित कर सकते हैं?
6. पीपीई के उपयोग की तकनीकों की व्याख्या करें।

खंड डी

7. आपको क्यों लगता है कि रोगी के परिवार के साथ प्रभावी संचार महत्वपूर्ण है?
8. चिकित्सा शब्दावली का उपयोग करते हुए अपने सहकर्मियों के साथ संचार के विभिन्न माध्यमों को सूचीबद्ध करें।

Punjabi version

ਸੈਕਸ਼ਨ ਏ

1. ਹਸਪਤਾਲ ਦੇ ਵੱਖ-ਵੱਖ ਕਾਰਜਾਂ ਦੀ ਸੂਚੀ ਬਣਾਓ ਅਤੇ ਭੋਜਨ ਅਤੇ ਆਹਾਰ ਵਿਗਿਆਨ ਵਿਭਾਗ ਦੁਆਰਾ ਵੱਖ-ਵੱਖ ਸਹੂਲਤਾਂ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।
2. ਡਾਈਟ ਅਸਿਸਟੈਂਟ ਕੌਣ ਹੈ ਅਤੇ ਉਨ੍ਹਾਂ ਦੀਆਂ ਜ਼ਿੰਮੇਵਾਰੀਆਂ ਕੀ ਹਨ?

ਸੈਕਸ਼ਨ ਬੀ

3. ਖੁਰਾਕ ਮੀਨੂ ਦੀ ਯੋਜਨਾ ਬਣਾਉਣਾ ਵੇਲੇ ਵਿਚਾਰਨ ਵਾਲੇ ਨੁਕਤਿਆਂ ਨੂੰ ਲਿਖੋ।
4. 5 ਅਤੇ 7 ਭੋਜਨ ਸਮੂਹ ਪ੍ਰਣਾਲੀ ਵਿੱਚ ਅੰਤਰ ਲਿਖੋ।

ਸੈਕਸ਼ਨ ਸੀ

5. ਆਮ ਮੈਡੀਕਲ ਐਮਰਜੈਂਸੀ ਤੇ ਇੱਕ ਛੋਟਾ ਨੋਟ ਲਿਖੋ ਅਤੇ ਅਸੀਂ ਉਹਨਾਂ ਦਾ ਪ੍ਰਬੰਧਨ ਕਿਵੇਂ ਕਰ ਸਕਦੇ ਹਾਂ?
6. PPE ਦੀ ਵਰਤੋਂ ਦੀਆਂ ਤਕਨੀਕਾਂ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।

ਸੈਕਸ਼ਨ ਡੀ

7. ਤੁਸੀਂ ਕਿਉਂ ਸੋਚਦੇ ਹੋ ਕਿ ਮਰੀਜ਼ ਦੇ ਪਰਿਵਾਰ ਨਾਲ ਪ੍ਰਭਾਵਸ਼ਾਲੀ ਸੰਚਾਰ ਮਹੱਤਵਪੂਰਨ ਹੈ?
8. ਡਾਕਟਰੀ ਪਰਿਭਾਸ਼ਾਵਾਂ ਦੀ ਵਰਤੋਂ ਕਰਦੇ ਹੋਏ ਆਪਣੇ ਸਹਿਕਰਮੀਆਂ ਨਾਲ ਸੰਚਾਰ ਦ ਵੱਖ-ਵੱਖ ਚੈਨਲਾਂ ਦੀ ਸੂਚੀ ਬਣਾਓ।

Exam Code: 111402
(40)

Paper Code: 2329

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-II**

Course Title: Hospital Front Desk Coordinator-II

Course Code: BVNL-2285 ✓

Time Allowed: 3 Hours

Max Marks: 80

**Attempt five question in all, selecting atleast one question
from each section. The fifth question may be attempted from
any section. Each question carries 16 marks.**

Section-A

1. What is HIS and various modalities for patient registration?
2. Describe various patient's rights and responsibilities to wards work area.

Section-B

3. What are the different modes of payment utilized in healthcare industry?
4. What is foreign exchange market? Explain in detail.

Section-C

5. Describe the methods to build empathetic relationship with patients.
6. What is the importance of maintaining proper body language and dress code in work area.

Section-D

7. Write a short note on CPR.
8. What is choking? Describe the conditions when it may occur and how to deal with it?

Hindi version

प्रत्येक खण्ड से कम से कम एक प्रश्न का चयन करते हुए कुल पाँच प्रश्नों का उत्तर दें। पाँचवाँ प्रश्न किसी भी खण्ड में से किया जा सकता है। प्रत्येक प्रश्न के बराबर 16 अंक हैं।

खंड-ए

1. रोगी पंजीकरण के लिए उसका और उसके विभिन्न तौर-तरीके क्या हैं?
2. कार्य क्षेत्र के प्रति रोगी के विभिन्न अधिकारों और जिम्मेदारियों का वर्णन करें।

खंड-बी

3. स्वास्थ्य सेवा उद्योग में उपयोग किए जाने वाले भुगतान के विभिन्न तरीके क्या हैं?
4. विदेशी मुद्रा बाजार क्या है? विस्तार से व्याख्या करें।

खंड-सी

5. रोगियों के साथ सहानुभूतिपूर्ण संबंध बनाने के तरीकों का वर्णन करें।
6. कार्य क्षेत्र में उचित शारीरिक भाषा और ड्रेस कोड बनाए रखने का क्या महत्व है?

खंड-डी

7. सीपीआर पर एक संक्षिप्त टिप्पणी लिखें।
8. घुट क्या है? उन स्थितियों का वर्णन करें जब यह हो सकता है और इससे कैसे निपटें?

Punjabi version

ਭਾਗ-ਏ

1. ਰੋਗੀ ਰਜਿਸਟਰੇਸ਼ਨ ਲਈ ਉਸਦੇ ਅਤੇ ਵੱਖ-ਵੱਖਰੇ ਤੌਰ ਤਰੀਕੇ ਹਨ?
2. ਕਾਰਜ ਖੇਤਰ ਦੇ ਪਰਤੀ ਰੋਗੀ ਦੇ ਵੱਖ-ਵੱਖ ਨਿਸ਼ਾਨੀਆਂ ਅਤੇ ਜ਼ਿੰਮੇਵਾਰੀਆਂ ਦਾ ਵਰਣਨ ਕਰੋ।

ਭਾਗ ਬੀ

3. ਸੇਹਤ ਸੇਵਾ ਵਿੱਚ ਵਰਤੋਂ ਕਰਨ ਵਾਲੇ ਭੁਗਤਾਨ ਦੇ ਵੱਖ-ਵੱਖ ਤਰੀਕੇ ਕੀ ਹਨ?
4. ਵਿਦੇਸ਼ੀ ਮੁਦਰਾ ਬਾਜ਼ਾਰ ਕੀ ਹੈ? ਵਿਸਥਾਰ ਨਾਲ ਵਿਆਖਿਆ ਕਰੋ।

ਭਾਗ ਸੀ

5. ਰੋਗੀਆਂ ਦੇ ਨਾਲ ਸਹਨੁਭੂਤੀਪੂਰਣ ਸੰਬੰਧ ਬਣਾਨ ਦੇ ਤਰੀਕੇ ਦਾ ਵਰਣਨ ਕਰੋ।
6. ਕਾਰਜ ਖੇਤਰ ਵਿੱਚ ਸਹੀ ਸਰੀਰਕ ਭਾਸ਼ਾ ਅਤੇ ਕੱਪੜੇ ਦਾ ਕੋਡ ਬਣਾਉਣ ਦਾ ਕੀ ਮਹਤਵ ਹੈ?

ਭਾਗ ਡੀ

7. ਸੀਪੀਆਰ ਉੱਤੇ ਇੱਕ ਸੰਖੇਪ ਟਿੱਪਣੀ ਲਿਖੋ।
8. ਘੁਟ ਕੀ ਹੈ? ਉਸ ਹਾਲਤ ਦਾ ਵਰਣਨ ਕਰੋ ਜਦੋਂ ਇਹ ਹੋ ਸਕਦਾ ਹੈ ਅਤੇ ਇਸ ਨਾਲ ਕਿਵੇਂ ਨਿਪਟੇ?

Exam Code: 111402
(40)

Paper Code: 2330

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-II**

Course Title: Advanced Nutrition

Course Code: BVNL-2286 ✓

Time Allowed: 3 Hours

Max Marks: 80

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

SECTION—A

1. What are Water soluble vitamins? Explain units of measurements, food sources, functions and deficiency of Vitamin D and B1(Thiamine) (8,8)
2. Explain RDA, food sources deficiency and functions, bioavailability of Iron and Sodium. (8,8)

SECTION-B

3. a. Define food preservation. What is its importance? ”
b. Explain causes of food spoilage. (8,8)

4. Discuss principles and important household methods of food preservation. (8,8)

SECTION-C

5. Explain common adulterants and their detection through tests in food stuffs. (8,8)
6. Write short notes on
 - a. Food standards
 - b. Toxic effects of food adulteration (8,8)

SECTION-D

7. Discuss role of Hygiene and hygienic procedures during Purchase and preparation of food. (8,8)
8. What are important hygienic precautions to ensure food safety while cooking and serving of foods? (8,8)

Paper Code: 2107

| Programme | Exam Code | Course Code |
|---|-----------|-------------|
| Bachelor of Vocation(Retail Management) | 111802 | BVRL-2031 ✓ |
| Bachelor of Vocation (Management & Secretarial Practices) | 111602 | BVML-2031 ✓ |
| Bachelor of Vocation(Animation) | 112202 | BVAL-2031 ✓ |
| Bachelor of Vocation(Textile Design & Apparel Technology) | 111202 | BVTL-2031 |
| Bachelor of Vocation (Nutrition, Exercise &Health) | 111402 | BVNL-2031 ✓ |
| Bachelor of Vocation (Beauty& Wellness) | 113802 | BVBL-2031 ✓ |
| Bachelor of Vocation (Artificial Intelligence and Data Science) | 114002 | BVIL-2031 ✓ |
| Bachelor of Vocation(Hospitality and Tourism) | 113902 | BVHL-2031 |

Course Title: Basic Punjabi Semester-II
(30)

Time Allowed: 3 Hours

Max Marks: 40

ਨੋਟ: ਪ੍ਰਸ਼ਨ ਪੱਤਰ ਦੇ ਚਾਰ ਸੈਕਸ਼ਨ ਹਨ। ਹਰੇਕ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਇੱਕ ਪ੍ਰਸ਼ਨ ਕਰਨਾ ਲਾਜ਼ਮੀ ਹੈ। ਪੰਜਵਾਂ ਪ੍ਰਸ਼ਨ ਕਿਸੇ ਵੀ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਕੀਤਾ ਜਾ ਸਕਦਾ ਹੈ। ਹਰੇਕ ਪ੍ਰਸ਼ਨ ਦੇ 8 ਅੰਕ ਹਨ।

ਸੈਕਸ਼ਨ-1

1. ਨਾਂਵ ਕੀ ਹੁੰਦਾ ਹੈ। ਇਸ ਦੀਆਂ ਕਿਸਮਾਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ।

2. ਕਿਰਿਆ ਕੀ ਹੁੰਦੀ ਹੈ। ਇਸ ਦੀਆਂ ਕਿਸਮਾਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ।

ਸੈਕਸ਼ਨ-2

3. ਸਾਧਾਰਨ ਵਾਕ ਕੀ ਹੁੰਦੇ ਹਨ ਇਸ ਦੀ ਬਣਤਰ ਤੇ ਨੋਟ ਲਿਖੋ।
4. ਬਿਆਨੀਆ ਵਾਕ ਕੀ ਹੁੰਦਾ ਹੈ। ਇਸ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ।

ਸੈਕਸ਼ਨ-3

5. ਹੇਠ ਲਿਖੇ ਵਿਸ਼ਿਆਂ ਵਿੱਚੋਂ ਕਿਸੇ ਇੱਕ ਤੇ ਪੈਰਾ ਰਚਨਾ ਕਰੋ:
ਸਮੇਂ ਦੀ ਕਦਰ,
ਸੜਕ ਦੁਰਘਟਨਾਵਾਂ।
6. ਕਿਸੇ ਚਾਰ ਅਖਾਣਾਂ ਨੂੰ ਵਾਕਾਂ ਵਿੱਚ ਇਸ ਤਰ੍ਹਾਂ ਵਰਤੋਂ ਕੇ ਅਰਥ ਸਪਸ਼ਟ ਹੋ ਜਾਣ:-
ਉੱਚੀ ਦੁਕਾਨ ਫਿੱਕਾ ਪਕਵਾਨ, ਅੰਨ੍ਹਿਆਂ ਵਿੱਚ ਕ੍ਰਾਣਾ ਰਾਜਾ, ਸੋ ਸੁਨਾਰ
ਇੱਕ ਲੁਹਾਰ ਦੀ, ਹੰਕਾਰਿਆਂ ਸੋ ਮਾਰਿਆ, ਕੋਲਿਆਂ ਦੀ ਦਲਾਲੀ
ਵਿੱਚ ਮੂੰਹ ਕਾਲਾ, ਕੋਈ ਮਰੇ ਕੋਈ ਜੀਵੇ ਸੁਥਰਾ ਘੋਲ ਪਤਾਸੇ ਪੀਵੇ,
ਖਵਾਜੇ ਦਾ ਗਵਾਹ ਡੱਛੂ, ਘਰ ਦਾ ਭੇਤੀ ਲੰਕਾ ਢਾਹੇ।

ਸੈਕਸ਼ਨ-4

7. ਤੁਹਾਡੇ ਮੁੱਠਲੇ ਵਿਚ ਗੰਦਗੀ ਬੁਰੀ ਤਰ੍ਹਾਂ ਫੈਲੀ ਹੋਈ ਹੈ, ਸਫ਼ਾਈ ਤੇ ਰੋਸ਼ਨੀ ਦਾ ਪ੍ਰਬੰਧ ਚੰਗਾ ਨਹੀਂ। ਇਸ ਨੂੰ ਠੀਕ ਕਰਨ ਲਈ ਆਪਣੇ ਸ਼ਹਿਰ ਦੇ ਨਗਰ ਨਿਗਮ ਦੇ ਪ੍ਰਧਾਨ ਵੱਲ ਇੱਕ ਪੱਤਰ ਲਿਖੋ।
8. ਕਿਸੇ ਚਾਰ ਮੁਹਾਵਰਿਆਂ ਨੂੰ ਵਾਕਾਂ ਵਿੱਚ ਇਸ ਤਰ੍ਹਾਂ ਵਰਤੋਂ ਕੇ ਅਰਥ ਸਪਸ਼ਟ ਹੋ ਜਾਣ:
ਉਸਤਾਦੀ ਕਰਨੀ ਟੱਸ ਤੋਂ ਮੱਸ ਨਾ ਹੋਣਾ, ਤੀਲੀ ਲਾਉਣੀ, ਥਰ ਥਰ
ਕੰਬਣਾ, ਜਾਨ ਤੇ ਖੇਡਣਾ, ਹੱਥ ਤੰਗ ਹੋਣਾ, ਈਨ ਮੰਨਣੀ, ਈਦ ਦਾ
ਚੰਦ ਹੋਣਾ।

Exam Code: 111802
(50)

Paper Code: 2316

Programme: Bachelor of Vocation (Retail Management)
Semester-II

Course Title: Retail Shopper Behaviour

Course Code: BVRL-2323

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. All Questions carry equal 8 marks.

Section-A

1. Define Shopper Behavior? Explain buying participants and their role in making purchase.
2. What is a Reference Group? How it affects behavior of a consumer? Explain in detail.

Section-B

3. Explain the Shopper buying decision process with suitable example.
4. Explain the various models of retail consumer behavior with example.

Section-C

5. What do you mean by Motivation? Explain X and Y theory of Motivation.
6. Explain the influence of social class on shopper behavior groups and various types of group.

Section-D

7. Explain the concept CRM in shopper behavior and customer service in retail
8. Explain shopper attitudes, various elements and how does it affects their buying decisions?

Exam Code: 111802
(50)

Paper Code: 2317

Programme: Bachelor of Vocation (Retail Management)
Semester-II

Course Title: Human Resource in Retail Operations

Course Code: BVRL-2324 ✓

Time Allowed: 3 Hours

Max Marks: 40

Candidates is required to attempt questions selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section-A

1. Hiighlight in detail the role and significance of human resource in retail operation? 8
2. Explain the functions of HR in retail operations? What are the various long run and short run objectives of HR in retail organisations? 8

Section-B

3. Define recruitment. Discuss the factors affecting recruitment. Also explain the various sources of recruitment of retail personal. 8

4. Write detailed note on:-
a) Organisational charts
b) Design for retails specific need. 4,4

Section-C

5. What do you mean by training? Explain the various steps involved in the process of training of retail personal? 8
6. Explain the concept of motivation of retail personal? Elaborate the methods used to motivate the personal in retail organisation? 8

Section-D

7. Time rate system is for better piece rate system? Discuss the advantages and limitations of both the system of wage payment in the light of this statement? 8
8. Discuss the meaning of employee turnover? Explain the types and reasons of employee turnover in retail organisations? 8

Exam Code: 111802
(50)

Paper Code: 2318

Programme: Bachelor of Vocation (Retail Management)
Semester-II

Course Title: Managerial Economics

Course Code: BVRL-2325 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one from each unit. The fifth question may be attempted from any unit. Each question will carry 8 marks.

Unit-I

1. What do you understand by Linear Homogeneous production function? 8
2. What are the functions of Managerial Economics? 8

Unit-II

3. Explain concepts of price elasticity, income elasticity and cross elasticity of demand. 8
4. Explain Factors affecting elasticity of supply. 8

Unit-III

5. Distinguish between short run and long run production functions. 8
6. Explain the nature of costs and cost curves in short run. 8

Unit-IV

7. Explain equilibrium of firm in short run under perfect competition form of market. 8
8. What is the rationale behind Govt. intervention in a mixed economic system? 8

| Programme | Exam Code | Course Code |
|---|-----------|-------------|
| Bachelor of Vocation (Retail Management) | 111802 | BVRL-2421 ✓ |
| Bachelor of Vocation (Management & Secretarial Practices) | 111602 | BVML-2421 ✓ |
| Bachelor of Vocation (Animation) | 112202 | BVAL-2421 ✓ |
| Bachelor of Vocation (Textile Design & Apparel Technology) | 111202 | BVTL-2421 ✓ |
| Bachelor of Vocation (Nutrition, Exercise & Health) | 111402 | BVNL-2421 ✓ |
| Bachelor of Vocation (Beauty & Wellness) | 113802 | BVBL-2421 ✓ |
| Bachelor of Vocation (Hospitality and Tourism) | 113902 | BVHL-2421 ✓ |
| Bachelor of Vocation (Artificial Intelligence and Data Science) | 114002 | BVIL-2421 ✓ |

Course Title: Punjabi (Compulsory)

Semester-II

(230)

Time Allowed: 3 Hours

Max Marks: 40

ਨੋਟ: ਪ੍ਰਸ਼ਨ ਪੱਤਰ ਦੇ ਚਾਰ ਸੈਕਸ਼ਨ ਹਨ। ਹਰੇਕ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਇੱਕ ਪ੍ਰਸ਼ਨ ਕਰਨਾ ਲਾਜ਼ਮੀ ਹੈ। ਪੰਜਵਾਂ ਪ੍ਰਸ਼ਨ ਕਿਸੇ ਵੀ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਕੀਤਾ ਜਾ ਸਕਦਾ ਹੈ। ਹਰੇਕ ਪ੍ਰਸ਼ਨ ਦੇ 8 ਅੰਕ ਹਨ।

ਸੈਕਸ਼ਨ-1

1. ਕਹਾਣੀ ਪਠਾਣ ਦੀ ਧੀ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।

2. ਕਹਾਣੀ, ਉਜਾੜ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-2

3. ਕੰਪਿਊਟਰ ਤੇ ਇੰਟਰਨੈੱਟ ਲੇਖ ਦਾ ਸਾਰ ਲਿਖੋ।
4. ਸਾਹਿਤ ਤੇ ਲੋਕ ਸਾਹਿਤ ਲੇਖ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-3

5. ਸ਼ਬਦ ਸ਼੍ਰੇਣੀ ਕਿਰਿਆ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ
6. ਸ਼ਬਦ ਸ਼੍ਰੇਣੀ ਪੜਨਾਵ ਬਾਰੇ ਦੱਸੋ ਅਤੇ ਇਸ ਦੀਆਂ ਕਿਸਮਾਂ ਵੀ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-4

7. ਹੇਠ ਲਿਖੇ ਪੈਰੇ ਦਾ ਢੁਕਵਾਂ ਸਿਰਲੇਖ ਦੇ ਕੇ ਸੰਖੇਪ ਰਚਨਾ ਕਰੋ:
ਦੀਵਾਲੀ ਦਾ ਦਿਨ ਚੜ੍ਹਿਆ। ਦੀਵਾਲੀ ਤੇ ਵਿਸ਼ੇਸ਼ ਸ਼ਰਧਾਲੂ ਤਾਂ ਇਕ ਦਿਨ ਪਹਿਲਾਂ ਹੀ ਪਹੁੰਚ ਜਾਂਦੇ ਹਨ ਪਰ ਅੱਜ ਤਾਂ ਭੀੜਾਂ ਦੀਆਂ ਭੀੜਾਂ ਤੁਰੀਆਂ ਆ ਰਹੀਆਂ ਸਨ। ਅਸਾਂ ਸਵੇਰੇ ਅੰਮ੍ਰਿਤ ਵੇਲੇ ਉੱਠ ਕੇ ਸਰੋਵਰ ਵਿੱਚ ਇਸ਼ਨਾਨ ਕੀਤਾ, ਫਿਰ ਹਰਿਮੰਦਰ ਸਾਹਿਬ ਮੱਥਾ ਟੇਕਿਆ, ਪ੍ਰਸ਼ਾਦ ਕਰਵਾਇਆ ਤੇ ਬਾਹਰ ਆ ਗਏ। ਦੁਪਹਿਰੇ ਲੰਗਰ ਛਕ ਕੇ ਅਸੀਂ ਫਿਰ ਅੰਦਰ ਚਲੇ ਗਏ। ਸਾਨੂੰ ਪਤਾ ਸੀ ਕਿ ਬਾਅਦ ਵਿੱਚ ਇੰਨੀ ਭੀੜ ਹੋ ਜਾਂਦੀ ਹੈ ਕਿ ਕਿਤੇ ਬੈਠ ਕੇ ਦੀਵਾਲੀ ਦਾ ਅੰਨਦ ਨਹੀਂ ਮਾਣਿਆ ਜਾ ਸਕਦਾ। ਸ਼ਰਧਾਲੂਆਂ ਦੀ ਆਵਾਜਾਈ ਸ਼ੁਰੂ ਹੋ ਚੁੱਕੀ ਸੀ। ਪਿੰਡਾਂ ਵਿੱਚੋਂ ਇਸਤਰੀਆਂ, ਪੁਰਸ਼, ਜਵਾਨ ਬੱਚੇ ਤੇ ਬਜ਼ੁਰਗ ਨਵੇਂ ਕੱਪੜੇ ਪਾਈ ਆ ਰਹੇ ਸਨ। ਸ਼ਹਿਰੀਏ ਵੀ ਬੇਅੰਤ ਸਨ ਤੇ ਬਾਹਰ ਦੇ ਪ੍ਰਾਂਤਾਂ ਤੋਂ ਵੀ ਹਜ਼ਾਰਾਂ ਆਦਮੀ ਪਹੁੰਚੇ ਹੋਏ ਸਨ। ਇਨ੍ਹਾਂ ਵਿੱਚ ਹਿੰਦੂ, ਮੁਸਲਮਾਨ, ਸਿੱਖ ਈਸਾਈ, ਹਰ ਮਜ਼ਹਬ ਦੇ ਲੋਕ ਸਨ ਸਗੋਂ ਬਾਹਰਲੇ ਦੇਸ਼ਾਂ ਤੋਂ ਵੀ ਕਈ ਸ਼ਰਧਾਲੂ ਯਾਤਰਾ ਲਈ ਪਹੁੰਚੇ ਹੋਏ ਸਨ।
8. ਕੋਈ ਚਾਰ ਮੁਹਾਵਰਿਆਂ ਨੂੰ ਵਾਕਾਂ ਵਿੱਚ ਇਸ ਤਰ੍ਹਾਂ ਵਰਤੋਂ ਕੀ ਅਰਥ ਸਪਸ਼ਟ ਹੋ ਜਾਣ:
ਉੱਚਾ ਸਾਹ ਨਾ ਕੱਢਣਾ, ਅਕਲ ਤੇ ਪਰਦਾ ਪੈਣਾ, ਈਨ ਮੰਨਣਾ, ਸੱਜੀ ਬਾਂਹ ਹੋਣਾ, ਕਲਮ ਦੇ ਧਨੀ ਹੋਣਾ, ਖਾਣ ਨੂੰ ਪੈਣਾ, ਚਿਹਰਾ ਫੱਕ ਹੋਣਾ, ਜਾਨ ਉਤੇ ਖੇਡਣਾ।

Paper Code: 2110

| Programme | Exam Code | Course Code |
|---|------------------|--------------------|
| Bachelor of Vocation (Retail Management) | 111802 | BVRL-2431 ✓ |
| Bachelor of Vocation (Management & Secretarial Practices) | 111602 | BVML-2431 ✓ |
| Bachelor of Vocation (Animation) | 112202 | BVAL-2431 ✓ |
| Bachelor of Vocation (Textile Design & Apparel Technology) | 111202 | BVTL-2431 |
| Bachelor of Vocation (Nutrition, Exercise & Health) | 111402 | BVNL-2431 ✓ |
| Bachelor of Vocation (Beauty & Wellness) | 113802 | BVBL-2431 ✓ |
| Bachelor of Vocation (Hospitality and Tourism) | 113902 | BVHL-2431 ✓ |
| Bachelor of Vocation (Artificial Intelligence and Data Science) | 114002 | BVIL-2431 |

**Course Title : Punjab History and Culture
Semester-II
(200)**

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section -I

1. Give a brief account of Alexander's Invasion of India and also describe the causes of defeat.
2. Briefly describe the Administrative history of Punjab under the Mauryan rulers.

Section -II

3. Describe the main features of Gandhara School of art
4. Briefly describe the Architecture of Gupta Empire.

Section -III

5. Describe administrative achievements of Harshvardhana.
6. Discuss the Religious and Economic condition of people during 7th century to 1000 A.D

Section -IV

7. Describe the development of Art and Architecture in Punjab upto 1000 A.D
8. Trace the history of education in the Punjab upto 1000 A.D.

खंड-I

1. सिकंदर के भारत पर आक्रमण का संक्षिप्त विवरण दीजिए तथा पराजय के कारणों का भी वर्णन कीजिए।
2. मौर्य शासकों के अधीन पंजाब के प्रशासनिक इतिहास का संक्षेप में वर्णन कीजिए।

खंड-II

3. गंधार कला विद्यालय की मुख्य विशेषताओं का वर्णन कीजिए
4. गुप्त साम्राज्य की वास्तुकला का संक्षेप में वर्णन करें।

खंड-III

5. हर्षवर्धन की प्रशासनिक उपलब्धियों का वर्णन कीजिए।
6. 7वीं शताब्दी से 1000 ईस्वी के दौरान लोगों की धार्मिक और आर्थिक स्थिति की चर्चा कीजिए। ?

खंड-IV

7. पंजाब में 1000ई. तक कला और वास्तुकला के विकास का वर्णन करें।
8. पंजाब में 1000 ई. तक शिक्षा के इतिहास का पता लगाएं।

Exam Code: 111802
(50)

Paper Code: 2319

Programme: Bachelor of Vocation (Retail Management)
Semester-II

Course Title: Computer Fundamentals-II (Advance Excel)

Course Code: BVRM-2126 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question will carry 8 marks.

SECTION A

1. What is MS Excel? Explain its uses in detail.
2. Explain the following
 - i) Data Sorting
 - ii) Filtering

Section-B

3. Explain the following:
 - i) Logical Functions (IF)
 - ii) Using Financial Functions (PMT)

4. How can you edit the chart and graph in MS Excel?

Section-C

5. What is pivot table? How can you create and edit the pivot table?
6. Explain pivot chart and Write the steps to create pivot chart.

Section-D

7. Write the steps of following:
 - i) Inserting a Hyperlink
 - ii) Importing Data from an Access Database
 - iii) Customizing the Ribbon
 - iv) Autocorrect
8. How can you customizing the excel?

Bachelor of Vocation (Textile Design & Apparel Technology)

Semester: II

Course Title: Business Planning

Course Code: BVTL-2233

Time allowed: 3 Hours

Max Marks: 40

Note:- Candidates are required to attempt five questions in all, selecting atleast one question from each section. Fifth question can be attempted from any section. Each question carries equal (8) marks.

Section-A

- Q1:- What do you mean by Business Planning? Write down its importance. (8)
- Q2:- Write down the Steps of Business Planning Process. (8)

Section-B

- Q3:- Discuss various marketing techniques for Business Promotion. (8)
- Q4:- Define Business Environment. Discuss various types of business Environment. (8)

Section-C

- Q5:- What is Marketing Strategy? Explain its characteristics. (8)
- Q6:- Explain the limitation of Business planning. (8)

Section-D

- Q7:- What do you mean by Marketing? Discuss its Nature. (8)
- Q8:- Write about various types of Business Plans. (8)

(Old Syllabus 2021-22)

Exam Code: 111202

Paper Code: 9213

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology) Semester: II**

Course Title: Business Planning

Course Code: BVTL-2233 ✓

Time: 3 Hours

Total Marks: 40

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 8 marks.

Section-A

Q1:- What do you know about Business Planning? How it is important for Business? (8)

Q2:- Write about characteristics of Business Planning. (8)

Section-B

Q3:- Business Planning is important for business but still it has some limitations. Explain its Limitations. (8)

Q4:- What is External Business Environment? Also discuss its types. (8)

Section-C

Q5:- Discuss various marketing techniques for Business Promotion. (8)

Q6:- Explain Marketing and its nature in detail. (8)

Section-D

Q7:- How goods sales and promotion is useful for selling a product? Discuss. (8)

Q8:- Define the role of Market Research for Business Planning. (8)

Exam Code: 111202
(40)

Paper Code: 2326

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology)**
Semester-II

Course Title: Fundamentals of Digital Textile-II

Course Code: BVTM-2125

Time Allowed: 3 Hours

Max Marks: 25

Note:- Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 5 marks.

SECTION A

1. What is Corel Draw, Explain any six tools of Corel Draw with example. (5)
2. Explain following
 - a) Welding?
 - b) Snapping?
 - c) Trimming? (5)

SECTION B

3. What are the various operations can be performed by objects on CorelDraw. (5)

4. Explain Following
 - a) Explain Text tools
 - b) How to create duplication objects and Cloning objects? Write the difference between them. (5)

SECTION C

5. What do you mean raster and vector graphics. Give example of each and distinguish between the two. (5)
6. Explain Following
 - a) Explain Text tools in Coreldraw.
 - b) Importance of media tools in Coreldraw. (5)

SECTION D

7. What is Adobe Photoshop? What are various filters of Photoshop. (5)
8. What is transformation in Photoshop and what are various transformation used in Photoshop. (5)

Exam Code: 111202

Paper Code: 2325

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology) (Semester: II)**

Course Title: Fashion Design and Textile-II

Course Code: BVTM-2234

Time Allowed: 3 Hours

Max Marks: 50

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 10 marks.

SECTION-A

- Que 1. What is fashion forecasting. Explain the various factors affecting fashion forecasting. (10)
- Que 2. How the Social Norms, religion, work, age and education influence the fashion? (10)

SECTION-B

- Que 3. Classify the different types of fibers. Write about the manufacturing process of wool. (2,8)
- Que 4. How will you differentiate between knitting and weaving. Explain types of weaving. (2,8)

SECTION-C

- Que 5. Write about the properties and manufacturing of Rayon. (10)
- Que 6. Define the following terms-
- a) Stiffness
 - b) Thermal conductivity
 - c) Pilling resistance
 - d) Shrink resistance
- (2.5X4)

SECTION-D

- Que 7. Differentiate between
- a) Carded and combed yarns
 - b) Filament and spun yarns
- (2X5)
- Que 8. Discuss the various properties of yarns. (10)

For Reappear Candidates (Old Syllabus (2021-22))

Exam Code: 111202

Paper Code: 9214

Bachelor of Vocation (Textile Design & Apparel Technology)

Semester: II

Course Title: Fashion Design and Textile-II

Course Code: BVTM-2234

Time: 3 Hours

Total Marks: 50 Marks

Note: Attempt five questions in all selecting atleast one question from each section. Fifth question can be attempted from any section. Each question carries equal (10) marks

Section-A

- Q1:- What do you know about Fashion Forecasting? What are various factors affecting Fashion Forecasting? (10)
- Q2:- Differentiate between Trickle Down and Trickle up Theory. (10)

Section-B

- Q3:- Explain Classification of printing on textiles and their Applications (10)
- Q4:- What do you know about Textile dyes? Explain classification. (10)

Section-C

- Q5:- Define the following textile terms (4X2.5=10)
- a) Air Permeability
 - b) Crease recovery
 - c) Pilling resistance
 - d) Drapability

- Q6:- Write about Manufacturing and Physical Properties of Cotton. (10)

Section-D

- Q7:- Explain classification of filament and spun yarns. (10)
- Q8:- Discuss the following yarn Properties (5X2=10)
- a) Crimp twist direction
 - b) Strength and uniformity

Exam Code: 112204
(20)

Paper Code: 4284

Programme: Bachelor of Vocation (Animation)
Semester-IV

Course Title: Maintaining Workplace Health and Safety

Course Code: BVAL-4111 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carry equal (8) marks.

Section A

1. A Healthy and Safe Workplace is a must for a company. Discuss Why?
2. Who are the people responsible for maintaining healthy and Safe environment at a Workplace? Discuss'

Section B

3. What is the mechanism to ensure the Safety of a workplace? Discuss.

4. What do you understand by the term 'Workplace Emergency'? Explain with the help of an example.

Section C

5. What type of fire-extinguishers are applicable in case of electric fires?
6. Discuss the safety symbols with the help of an example.

Section D

7. List down various emergency help numbers for different emergency situations in India.
8. How would you help a colleague who chokes at your workplace?

Exam Code: 112204
(20)

Paper Code: 4285

Programme: Bachelor of Vocation (Animation)
Semester-IV

Course Title: Camera Techniques

Course Code: BVAM-4112

Time Allowed: 3 Hours

Max Marks: 25

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. All Questions carry (5) equal marks.

Section A

1. What is three-point lighting and why do we use it?
2. Describe the different types of camera shots in detail?

Section B

3. Describe the set up for Product Photography with diagram?
4. What are the various equipment used for Macro Photography?

Section C

5. What is the distinction between film photography and digital photography?
6. Describe the controls of a Digital Camera.

Section D

7. Describe the different audio and video file formats in detail?
8. Explain color space and color profiles?

Exam Code: 112204
(20)

Paper Code: 4286

Programme: Bachelor of Vocation (Animation)
Semester-IV

Course Title: Audio Editing

Course Code: BVAM-4113 ✓

Time Allowed: 3 Hours

Max Marks: 25

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. All Questions carry (5) equal marks.

Section A

1. An effective Sound and background music helps in effective storytelling. Justify this statement.
2. What are various Audio formats. Discuss.

Section B

3. Discuss the Audacity interface in detail.
4. How do you import and export the files in Audacity?

Section C

5. Discuss the following tools and their usage:
 - a) Envelope
 - b) Zoom
6. How can an audio be manipulated? Write down in steps

Section D

7. Discuss the following two effects:
 - a) Amplify
 - b) Repeat
8. How do you record an audio and add background music to the same? Write down in steps

Exam Code: 113804
(40)

Paper Code: 4306

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-IV

Course Title: Care of Scalp and Hair

Course Code: BVBL-4141 ✓

Time Allowed: 3 Hours

Max Marks: 60

Attempt five questions in all, selecting one question from each section. The fifth question may be attempted from any section. Each question carries equal marks. 5*12=60

Section-A

1. What is an Infections Disease? What causes an Infections Disease? 12
2. What is Non-Infections Disease? What are the 5 categories of Non-Infections Disease? 12

Section-B

3. What is Shampoo? Explain its Types. 12
4. What are Myths about Shampoos? 12

Section-C

5. What is Vibration Therapy? What are the Benefits of Vibrational Massage? 12
6. What is Scalp Massage? Can scalp Massage Stimulate Hair growth? 12

Section-D

7. What is Hot oil Treatment for Hair? Explain its procedure and Benefits. 12
8. What is Hair Analysis? What are three major types of Hair Analysis? 12

Exam Code: 113804
(40)

Paper Code: 4307

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-IV

Course Title: Hair Colouring and Bleaching

Course Code: BVBL-4142 ✓

Time Allowed: 3 Hours

Max Marks: 60

Attempt five questions in all, selecting one question from each section. The fifth question may be attempted from any section. All questions carries equal marks.

Section-A

1. What are primary and secondary colours? 12
2. How do you find colour depth? 12

Section-B

3. What is the virgin tint for hair? And how long does it take to dye virgin hair? 12
4. What term refers to the warmth or coolness of hair colour? 12

Section-C

5. How do you mix developer and color? 12

6. Why patch test is important in hair colouring? 12

Section-D

7. What services does a beauty salon offer? 12
8. What skills make a good consultant? 12

Exam Code: 113804
(40)

Paper Code: 4308

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-IV

Course Title: Superfluous Hair

Course Code: BVBM-4143 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carry equal (8) marks.

Section —A

1. What do you mean by Superfluous Hair? Explain in detail
2. What is Sterlization? Explain its types.

Section —B

3. What do you mean by Epilation? Explain its procedure.
4. How can you prepare a client prior to give Epilation treatment? What are its contra indications.

Section —C

5. What are the different methods of permanent removing of Hair?
6. Explain the different methods of Depilation? What are its safety precautions.

Section —D

7. What is Hair lightening? Explain its types.
8. Why we do patch test before lightening the Hair. What is its procedure?

Exam Code: 113904
(30)

Paper Code: 4309

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-IV**

Course Title: Human Resource Management

Course Code: BVHL-4661

Time Allowed: 3 Hours

Max Marks: 80

**Note: Attempt five questions, selecting at least one question
from each section. Fifth question may be attempted from
any section. Each question carry equal (16) marks.**

Section A

1. Explain the following:
 - a. Job Analysis
 - b. Job Design & Work Scheduling
2. Explain the background of Human Resource Management
along with its importance in tourism & hospitality
industry.

Section B

3. Explain the following:
 - a. internal mobility
 - b. Seasonal nature of tourism.
4. What do you understand by human resource development? Explain the need for training & managerial development with suitable example.

Section C

5. Explain the following:
 - a. Theories of leadership
 - b. Qualities of tourism professionals
6. Explain the various skills required for human resources in hotels, travel agency and airlines.

Section D

7. Explain the following:
 - a. Fringe benefits
 - b. layoff and lockouts
8. What are trade unions? Explain their activities. Also explain grievances handling process in hotels

(MOK)

Exam Code: 113904
(30)

Paper Code: 4310

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-IV**

Course Title: Tourism and Hospitality Marketing

Course Code: BVHL-4662 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions selecting one question from each section. The fifth question can be attempted from any section. Each Question carry equal 16 Marks

Section A

1. Explain the difference between marketing and selling with examples.
2. Describe the following-
 - i. Product Concept
 - ii. Selling Concept
 - iii. Marketing Concept
 - iv. Production Concept

Section B

3. Discuss the marketing mix in detail with examples. .
4. Write a detailed note on elements and importance of marketing in tourism and Hospitality.

Section-C

5. Write a short note on-
 - i. Relationship Marketing
 - ii. Buzz Marketing
 - iii. Cross cultural Marketing
 - iv. Web marketing
 - v. Mobile marketing
6. Explain the 7 Ps of Marketing with examples.

Section D

7. Discuss the different uses of Technology in tourism Marketing with examples
8. What are the positive impacts of online business?

Bachelor of Vocation (Hospitality and Tourism) Semester - IV

Course Title: Customer Relationship Management

Course Code: BVHL-4663

Time Allowed: 3 hrs

Max. Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question can be attempted from any section. Each question carries 16 marks.

Section-A

1. a. Explain Customer relationship marketing. (6)
b. What is loyalty? Explain the importance of loyal customer. (2,8)
2. What is Customer relationship marketing? Explain the types of CRM-win back prospecting. (16)

Section-B

3. Explain the following: a. Market intelligent enterprise,
b. Strategy for CRM. (8,8)
4. Write in detail about process of segmentation and choice of technology in CRM. (16)

Section-C

5. Explain the following: a. CRM in financial service, b. Business oriented solutions. (8,8)
6. Explain the importance and process of implementation of CRM. (16)

Section-D

7. What is the information required for effective CRM? Also explain use of e-commerce in CRM. (16)
8. Explain the following: a. Customer loyalty b. customer decency
c. Customer experience management (CEM). (5,5,6)

Bachelor of Vocation (Hospitality and Tourism) Semester: IV

Course Title: Event Management

Course Code: BVHL-4664

Time Allowed: 03 Hours

Max. Marks: 80

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 16 marks.

Section A

- Q1. What are the different types of event management? Describe the important skills which are required for the staff of event industry. (08+08 = 16)
- Q2. How an event can be used to promote tourism of a specific region/culture? Explain with suitable examples. (08+08 = 16)

Section B

- Q3. Explain major considerations in developing venues of the event. Plan a birthday party of a six years girl who likes Mickey Mouse. She has invited 15 of her friends where 05 are boys and 10 are girls. (Hint for consideration: Theme of the party, cake, seating, timing, return gifts, activities, music, etc.) (06+10 = 16)
- Q4. Why is it important to develop the concept of theme on the paper at first stage? Explain the importance of analysis of concept while designing an event. (08+08 = 16)

Section C

- Q5. Who are sponsors? What benefits do they generally claim when they support any event? Why is budget considered to be an important aspect while planning an event and how does it impact the quality of the event? (02+06+08 = 16)
- Q6. Which of the equipment and tools can be used for the marketing of an event? How influential is the social media for promoting the events? (08+08 = 16)

Section D

- Q7. Write short notes on the following: (04X04 = 16)
- | | |
|------------------------------|---------------------------|
| a) Importance of logistics | c) Crowd management |
| b) Managing fire in an event | d) Cs of Event Management |
- Q8. What are the different attributes required for a person who wants to be in the event management industry? Which area the areas where people with event management orientation can join as professionals? (08+08 = 16)

Exam Code: 113904

Paper Code: 4313

Bachelor of Vocation (Hospitality and Tourism) Semester-IV

Course Title: Ticketing and Consultation

Course Code: BVHL-4665

Time Allowed: 03 Hours

Max. Marks: 80

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 16 marks.

Section A

- Q1. Explain the coordination of ticketing department with transport operators. What are the different documents which are required by ticketing department to work and maintain the records. (08+08=16)
- Q2. What do you mean by a travel plan? What informations you would seek from a traveller to suggest a travel plan? Plan an itinerary for a one day for guests who would like to visit Amritsar. (02+04+10 = 16)

Section B

- Q3. Why is coordination between different departments is important in any organization? How will interact with supervisors, colleagues and customers? (08+08=16)
- Q4. Write down the step by step procedure to reserve, cancel and amend the booking requested by a customer. (08+04+04 = 16)

Section C

- Q5. Write down the do's and don'ts while handling a telephone call. Why is it important to handle the customers with a high degree of respect and professionalism? (08+08=16)
- Q6. Write short notes on the following: (04X04 = 16)
- a) Customer satisfaction
 - b) Customer loyalty
 - c) Customer copyright
 - d) IPR

Section D

- Q7. What do you mean by safety standards? List various safety tools or personal protective equipment which should be used at the workplace. What are the standard safety procedures which should be followed at workplace? (04+04+08 = 16)
- Q8. "Personal hygiene practice is very important on a daily basis", comment on the statement. What are the various precautionary health measures? (08+08=16)

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: IV

Course Title: Ecotourism

Course Code: BVHL-4666

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth may be attempted from any section. Each question carries 16 marks.

Section-A

- Q.1 Enlist top 10 caves in India and also write short notes on any two caves in India.
Q.2 Write a detailed note on the ecotourism (250-300 words).

Section-B

- Q.3 Write strategies and guidelines to protect the environment in the process of tourism.
Q.4 Categories ecotourism into different forms and enlist various principles of Ecotourism.

Section-C

- Q.5 What do you mean by biosphere reserves? Name five biosphere reserves in India.
Q.6 Write a detailed note on the economic and environmental effects of ecotourism.

Section-D

- Q.7 Write short notes on following:
I. Coral reefs
II. Wetlands
III. Mangroves
IV. Dessert ecosystem
Q.8 a. With the help of suitable examples elaborate the potential of ecotourism in Himachal Pradesh, India.
b. Write a detailed note on Pariyar tiger reserve.

Lib

Exam Code: 113904
(30)

Paper Code: 4315

**Programme: Bachelor of Vocation (Hospitality and
Tourism) Semester-IV**

Course Title: Foreign Language (French)

Course Code: BVHL-4667 ✓

Time Allowed: 3 Hours

Max Marks: 40

**Attempt five questions in all, selecting atleast one question
from each section. The fifth question may be attempted
from any section. Each question carries 8 marks.**

Section-A

1. Write name of months in French and English.
2. Name and write different accents used in French language.

Section-B

3. Name five fruits and vegetables in English and French
4. Give French equivalents to following:
 - i. Cream
 - ii. Soup
 - iii. Sauce
 - iv. Stock

- v. Cheese
- vi. Mushrooms

Section-C

5. Give French equivalents to following:
- i. Day vi Bad
 - ii. Month vii Black
 - iii. Year viii White
 - iv. Morning ix Hello
 - v. Good x. Bye
6. Write a detailed note on the French food and its name related to the region of its origin.

Section-D

7. Write name of the weeks in English and give their French equivalents too.
8. Give English equivalents to following:
- i. Creme de Tomate v. Au Revior
 - ii. Poisson vi. Salut
 - iii. Poulet vii. Bonn apres-midi
 - iv. Oignon
 - viii. Merci

**Bachelor of Vocation (Artificial Intelligence and Data
Science) Semester: IV**

Course Title: Statistical Inference-II

Course Code: BVIL-4111

Time Allowed: 03 Hours

Max. Marks: 40

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 8 marks.

Section A

- Q1: Explain in detail the properties of unbiasedness. (8)
Q2: Write consistency and sufficiency in statistical inference with the help of example. (8)

Section B

- Q3: What are various mean and variance tests available in normal distribution. Explain in detail. (8)
Q4: Elaborate t-test with the help of example. (8)

Section C

- Q5: Explain various statistical hypotheses with examples. (8)
Q6: Write in detail steps in solving testing of hypothesis problem. (8)

Section D

- Q7: What is ANOVA? Explain importance and limitations of it. (8)
Q8: a) Differentiate between one way analysis and two way analysis of variance. (4)
b) How the statistical inference calculated in an ANOVA? (4)

Exam Code: 114004

Paper Code: 4317

Bachelor of Vocation (Artificial Intelligence and Data Science)- IV

Course Title: Applied Statistical Programming

Course Code: BVIL 4112

Time Allowed: 3 Hours

Max Marks: 60

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section.

Section – A

1. Explain vectors. What are various operations that can be applied on vectors? 12
2. How matrices are created in R? What various operations can be applied on them? 12

Section – B

3. Explain factors and tables in R with examples. 12
4. Explain strings. What are various operations that can be applied on Strings? 12

Section – C

5. Write a program to print roots of a quadratic equation. 12
6. Explain input and output functions in R. 12

Section – D

7. Explain measure of dispersion using R. 12
8. Explain following the term: Graphs, covariance and correlation coefficient. 12

**Bachelor of Vocation (Artificial Intelligence and Data
Science) Semester: IV**

Course Title: Non-Relational Databases

Course Code: BVIL-4113

Time Allowed: 03 Hours

Max. Marks: 60

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 12 marks.

SECTION-A

1. Write the features, advantages, disadvantages and applications of Big Data.
2. List and explain any four Big Data platforms in detail.

SECTION-B

3. Compare (i) Hadoop1 and Hadoop2 (ii) Hadoop and SQL.
4. Discuss the architecture of (i) HDFS (ii) YARN (iii) Hive

SECTION-C

5. What do you mean by Structured and Unstructured data? Also explain types of data bases in NoSQL.
6. What are the data models in MongoDB? MongoDB is called a schema-less database. If yes, how do you create the schema in MongoDB?

SECTION-D

7. How do you perform CRUD [Create, Read, Update, Delete] operations in MongoDB?
8. What do you understand by Map Reduce Data processing programming model? When to use Map-Reduce? Explain.

26/5/23

Exam Code: 114004

Paper Code: 4319

**Bachelor of Vocation (Artificial Intelligence and Data
Science) Semester: IV**

Course Title: Workplace Management

Course Code: BVIL-4114 ✓

Time Allowed: 03 Hours

Max. Marks: 60

Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any Section. Each question carries 12 marks.

SECTION-A

1. Explain etiquettes of Public Speaking. Also explain importance of business meetings.
2. Differentiate between expression gratitude and expression regret.

SECTION-B

3. What are various visual aids used for making presentation much effective?
4. List various key factors that make interview successful?

SECTION-C

5. Explain in detail: "Maintenance of client satisfaction".
6. How necessary skills are identified which are required for a job?

SECTION-D

7. Discuss following dressing features in detail:
(i) Wardrobe etiquette (ii) Grooming for success (iii) Voice modulation
8. Write note on:
(i) Body language (ii) Poise & eye contact (iii) Pronunciation

Exam Code: 111604
(30)

Paper Code: 4293

**Programme: Bachelor of Vocation (Management &
Secretarial Practices) Semester-IV**

Course Title: Digital Data Management

Course Code: BVML-4122

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt One Questions from each section. The fifth question may be attempted from any section. Each questions carries equal (8) marks.

SECTION-A

1. (a) What is the purpose of Workflow? Explain its components. (4)
- (b) What is Digital Imposition? Explain its working with example. (4)
2. (a) Explain any two File Formats. (4)
- (b) Differentiate Lossy and Luseless compression Techniques. (4)

SECTION-B

3. What is Homogeneous coordinates system. Explain all Transformations with examples. Also give their Matrix representations. (8)
4. Explain the Composite Transformations with suitable example. (8)

SECTION-C

5. What is the Database Management .Discuss various types of Database Management. (8)
6. Write a short note on Backup & Recovery. Explain Shadow Paging. (8)

SECTION-D

7. Write a short note on
 - 1) Cryptography
 - 2) Firewalls (8)
8. (a) Discuss various parameters to secure E-mail. (4)
(b) Explain Intrusion Detection System. (4)

Exam Code: 111604
(30)

Paper Code: 4292

**Programme: Bachelor of Vocation (Management &
Secretarial Practices) Semester-IV**

Course Title: Secretarial Practices

Course Code: BVML-4321

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each questions carries (8) marks.

Section-A

1. State in brief various kinds of companies which can be registered under Companies Act 2013.
2. Define Articles of Association and give contents thereof. Is it necessary for every company to have Articles of Association of its own?

Section-B

3. Define the term 'Company Secretary'. State how and who may be appointed as Secretary of a company.

4. What is a statutory meeting of a company? Is it necessary for every company to hold a statutory meeting?

Section-C

5. Discuss the provisions regarding appointment of directors of a company.
6. "Directors are not only agents but also in some sense trustees of the company". Discuss

Section-D

7. What is meant by allotment of shares? Discuss the rules relating to the allotment of shares.
8. Discuss the provisions related to Winding up of a company.

Exam Code: 111604
(30)

Paper Code: 4294

**Programme: Bachelor of Vocation (Management &
Secretarial Practices) Semester-IV**

Course Title: Managerial Skills

Course Code: BVML-4323 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Students are required to attempt five questions, selecting one question from each section. Fifth question can be from any section. Each question carries 8 marks.

SECTION A

1. Explain various skills of an effective manager.
(8 marks)
2. Write a detailed note on emotional intelligence.
(8 marks)

SECTION B

3. What are the various limitations of analytical problem solving?
(8 marks)
4. Explain Creativity. What are the various barriers to Creativity?
(8 marks)

SECTION C

5. What is supportive communication? What are the barriers of effective communication? (8 marks)
6. Write a brief note on:
 - a) Coaching (4 marks)
 - b) Counselling (4 marks)

SECTION D

7. Define meeting and what are the important considerations which must be kept in mind before, during and after the meeting? (8 marks)
8. Explain the various steps in Assignment Writing. (8marks)

Exam Code: 111604
(30)

Paper Code: 4295

**Programme: Bachelor of Vocation (Management &
Secretarial Practices) Semester-IV**

Course Title: Statistical Analysis

Course Code: BVML-4324 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Students are required to attempt five questions, selecting one question from each section. Fifth question may be attempted from any section. Use of Non Scientific Calculator is allowed.

SECTION A

1. Define statistics? Write the characteristics of statistics in detail. (8 marks)
2. Calculate from the following data:
 - a. Mean (4 marks)
 - b. Median (4 marks)

| | | | | | |
|-----------------|-----|------|-------|-------|-------|
| Marks | 0-5 | 5-10 | 10-15 | 15-20 | 20-25 |
| No. of Students | 1 | 2 | 3 | 5 | 6 |

SECTION B

3. Explain Range as a positional measure of Dispersion.
What are its merits and demerits? (8 marks)
4. What is Correlation? Explain uses and types of
Correlation. (8 marks)

SECTION C

5. What is Index Number? Explain the problems in
constructing index number. (8 marks)
6. Calculate price index number by Laspeyre's, Passche's
and fisher's method.

| Commodity | Base Year | | Current Year | |
|-----------|-----------|----------|--------------|----------|
| | Price | Quantity | Price | Quantity |
| A | 6 | 50 | 10 | 60 |
| B | 2 | 100 | 2 | 120 |
| C | 4 | 60 | 6 | 60 |

(8 marks)

Section-D

7. Explain Components of Time Series in detail.
(8marks)
8. Define Time Series. Explain its objectives, importance
and problems. (8 marks)

Exam Code: 111604
(30)

Paper Code: 4296

**Programme: Bachelor of Vocation (Management &
Secretarial Practices) Semester-IV**

Course Title: Entrepreneurial Skills

Course Code: BVML-4325

Time Allowed: 3 Hours

Max Marks: 40

Note: Students are required to attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries (8) marks.

SECTION-A

1. Define entrepreneurship? Explain various functions of an entrepreneur. (8 marks)
2. Give the traits of entrepreneur and also give the difference between entrepreneur and manager. (8 marks)

SECTION B

3. Write a detailed note on Maslow's need hierarchy theory. (8 marks)

4. Explain the role of entrepreneurship in economic development. (8 marks)

SECTION C

5. What is business planning? Discuss the limitation of planning. (8 marks)
6. What are the various sources of finance for setting up a small business enterprise? (8 marks)

SECTION D

7. Write a detailed note on rural entrepreneurship. (8 marks)
8. What are various dimensions of entrepreneurship? (8 marks)

Exam Code: 111404
(20)

Paper Code: 4301

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-IV**

Course Title: Soft Skills and Communication

Course Code: BVNL-4102

Time Allowed: 3 Hours

Max Marks: 40

Attempt one question from each of the section A,B,C and D

SECTION A

1. **Situation:** The Sunbright Company manufactures kitchen cabinets for home use. The cabinets vary in size according to customer specifications. The upper and lower limits on the width of the cabinets are 7' x 3'. When fully assembled these cabinets are placed in cardboard containers. Each cabinet is mounted on a skid before being prepared for shipping. Depending on the dimensions of a cabinet it can weigh from 45 lb. to 180 lb. Movement around the plant is done on semi-live skids. The loading o delivery trucks for shipment to distributors is a completely manual operation.

Question: Can this handling method be improved?
Suggest methods for reducing or eliminating container
deadweight. 10

2. **Situation:** Hamburg Distributing Company, a distributor of health and beauty supplies is faced with a housekeeping problem in their receiving areas. On several visits to these departments, the plant engineer has found them cluttered with trash and empty cardboard shipping cartons. An examination of the receiving operations indicates that when a large shipment of material is received the items are removed from their shipping cartons and placed on racks. The empty cartons and packing materials are left on the floor, Periodically, or when the order unpackers cannot move, someone flattens and stacks these refuse materials.

Question: Suggest a method for reducing or eliminating this housekeeping problem. 10

Section B

Attempt any one of the two

3. An employee in your company is always late and frequently applies for leaves. How will you make him understand the importance of duty and work ethics? 10
4. What are the key personality traits necessary for effective project management? Discuss with the help of an example. 10

Section C

5. (a) Suppose you are standing in a line for a movie ticket. It is a long line and you are quite near to the counter now. Suddenly, two girls jump the line on the pretext of

talking to their friend standing before you, Trace the conversation you will have with them.

Or

(b) Discuss the role of non-verbal in effective discourse. Give examples from real life to support your answer. ↵

6. (a) An international soft drink company has a signature soft drink that it sells all over the world. In India, the version of the soft drink complies with Indian food and health regulations, but is less healthy than the drink sold in the European market where the law is stricter. The soft drink company is obeying the law in India. but it is selling an inferior, less healthy product in a developing country.

What are the issues of work ethics posed in the case study?

Or

(b) A student finishes a Ph.D. working on a problem that has aspects that are directly patentable and solve a major problem in the disk drive industry. He arrives at the new job and discovers that the work done as a student, which is in the patent process, will solve the problem at his new company. If he reveals what he knows to his new employer he will be an immediate hero, but will compromise the patent process at his original institution. This step could have important financial implications for the original institution in the Form of royalties. What are the relevant ethical considerations in this dilemma? 105

Section D

7. (a) Imagine you are delivering a presentation in front of a group of youngsters. There is an audience member that keeps disturbing and pointing to the flaws in your presentation. How will you handle the situation so that your presentation is not affected by it?

Or

(b) Suppose you are working in a team that has been assigned to deliver a presentation on 'Health and Nutrition'. How will you ensure that all the team members work in coordination? ✓

8. (a) Discuss the role of Assertive communication in Public Speaking. Give real life examples to support your answer.

Or

(a) What role does Body language play in Public speaking? Discuss with the help of an example. ✓

Exam Code: 111404
(20)

Paper Code: 4300

Programme: Bachelor of Vocation (Nutrition, Exercise & Health) Semester-IV

Course Title: Diabetes Education-III

Course Code: BVNL-4281 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Students are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries (16) marks.

SECTION-A

1. What do you mean by glucometer ? Discuss the method of usage and safety measures while using glucometer.
2. Define diabetic foot . Explain its care in detail.

SECTION -B

3. Discuss the role of diabetes educator in patient dealing.
4. Discuss the scope in diabetes management.

SECTION -C

5. Define diabetes mellitus. Differentiate between Type I and Type II Diabetes.
6. Discuss the nutritional intervention during gestational diabetes.

SECTION -D

7. Plan a diabetes awareness campaign for adults.
8. Discuss the patient rights and responsibilities.

Exam Code: 111404
(20)

Paper Code: 4302

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-IV**

Course Title: Food Microbiology

Course Code: BVNL-4283 ✓

Time Allowed: 3 Hours

Max Marks: 80

**Attempt five questions in all, selecting at least one question
from each section. The fifth question may be attempted
From any section. Each question carries equal 16 marks**

Section A

1. Write detailed notes on: -
 - a. Environmental hygiene
 - b. Procedure of hand hygiene
 - c. Chemical methods of disinfection
 - d. Method of disinfection of clothing (4x4 =16)

2. Describe in detail the:
 - a. Importance of maintaining food hygiene at all steps
 - b. Differentiate between concurrent and terminal disinfection
 - e. Give a brief write up on industrial hygiene (8,4,4)

Section B

3. Discuss in detail:
 - a. History of Microbiology
 - b. Germicides
 - c. Two Food hazards of microbial origin (4,4,8)
4. Discuss in detail the growth of microorganisms in food. Describe various sub disciplines of microbiology. (8,8)

Section C

5. Discuss the food poisoning characteristics, sources of infection, sign and symptoms of food poisoning caused by Salmonella. (16)
6. a. Define food contaminants.
b. Discuss the role of probiotics in present times.
c. Describe the methods of transmission of Clostridium Perfringens. (5,5,6)

Section D

7. Describe in detail Food spoilage and food preservation of fruits. (16)
8. Discuss the classification of packaging material in detail. (16)

Exam Code: 111404
(20)

Paper Code: 4303

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-IV**

Course Title: Patient Relation Associate

Course Code: BVNL- 4284

Time Allowed: 3 Hours

Max Marks: 80

Note: Students are required to attempt five questions, one question from each section and fifth question can be from any section. Each question carries 16 marks.

Section A

1. Who is Patient Relation Associate? Enlist its functions and responsibilities.
2. Write a short note on managing visitors of various categories such as Paid/Non - Paid/ EMG/VIPs

Section B

3. Explain the factors to establish and maintain peaceful environment in work area
4. Enlist various hospital policies and procedures of health care organizations.

Section C

5. What is the difference between Quality Assurance and Quality Control?
6. Describe risk assessment process in healthcare setup.

Section D

7. Write a short note on TPA operations and cash management
8. What is foreign exchange market? Explain its detail.

Exam Code: 111404
(20)

Paper Code: 4304

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-IV**

Course Title: Nutritional Biochemistry

Course Code: BVNM-4285

Time Allowed: 3 Hours

Max Marks: 60

Note: Attempt Five questions in all, selecting at least one question from each section. Fifth question can be attempted from any section. Each question carry equal (12) marks.

Section —A

1. Classify carbohydrates and explain the properties of any one type of carbohydrate. (6,6)
2. Explain functions of different types of amino acids. (12)

Section —B

3. Explain the TCA cycle and Gluconeogenesis. (6,6)
4. Explain Urea cycle and synthesis of ketone bodies. (6,6)

Section —C

5. Define enzymes and explain factors affecting enzyme catalysis. (3,9)
6. Write about mechanism of hormone action and discuss Biological role of insulin. (6,6)

Section —D

7. Explain biochemical role of any 3 fat soluble vitamins. (4,4,4)
8. Explain the biochemical functions of Calcium, Zinc and Iron in Body. (4,4,4)

Exam Code: 111404
(20)

Paper Code: 4305

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-IV**

Course Title: Meal Management

Course Code: BVNM-4286

Time Allowed: 3 Hours

Max Marks: 60

Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carry equal marks.

Section-A

1. What do you know about RDA, What are the objectives of RDA and Explain RDA for different age groups (ICMR).
12
2. Define Balanced diet? Elaborate the concept of balanced diet?
12

Section-B

3. What are the difference between nutritional requirement for Adult male and female?
12
4. Explain principles of Meal planning in detail?
12

Section-C

5. Describe physiological changes and nutritional requirement during old age? 12
6. Explain in detail physiological changes and nutritional requirement during Lactation? 12

Section-D

7. Discuss growth and development and nutritional requirement for infancy? 12
8. Write in detail the food habits and nutritional requirement for Preschoolers? 12

Exam Code: 111804
(20)

Paper Code: 4287

Programme: Bachelor of Vocation (Retail Management)
Semester-IV

Course Title: Supply Chain Management

Course Code: BVRL-4321

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions selecting at least one question from each section. The fifth question can be attempted from any section. Each question will carry (08) marks.

Section-A

1. Lucidly explain Value Chain Analysis? Explain the process of Supply Chain Management?
2. What is the need of Supply Chain Management? Explain nature and importance of Supply Chain Management?

Section B

3. What do you mean by Integrated Supply Chain Management? Explain the process of Integrated Supply Chain Management with examples?

4. Explain Supplier Relationship Management in detail?
Explain Supplier Relationship Management Process?

Section C

5. Explain the strategic role of purchasing in Supply Chain and total customer satisfaction?
6. What do you mean by Business Management Systems (BMS)? Explain the benefits and need of Business Management Systems in Supply Chain Management?

Section D

7. Explain Supply chain organization models in detail?
What are the important components in a Supply Chain Organization Structure?
8. Explain Supply Chain Infrastructure in India? Explain with example?

Exam Code: 111804
(20)

Paper Code: 4288

Programme: Bachelor of Vocation (Retail Management)
Semester-IV

Course Title: Merchandising Management

Course Code: BVRL-4322

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each questions carry (8) marks.

SECTION-A

1. What is merchandising management? Explain factors affecting merchandising function?
2. What do you mean by merchandise mix? Explain components of merchandise management with suitable examples.

SECTION-B

3. What is merchandising buying? Explain different sources of supply with examples

4. What do you mean by branding? Explain its various strategies in detail.

SECTION-C

5. What is Implementing Merchandising Plans? Explain sequential steps for IMP.
6. Define the term logistics with goals? Explain goals and objectives of logistics management

SECTION-D

7. Define Financial Merchandise Management? Explain the cost and retail methods of accounting for FMM.
8. What do you mean by unit control system? Explain types and importance of unit control system in detail.

Exam Code: 111804
(20)

Paper Code: 4289

Programme: Bachelor of Vocation (Retail Management)
Semester-IV

Course Title: Entrepreneurship Development

Course Code: BVRL-4323 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each questions carry (8) marks.

SECTION-A

1. Explain in detail the concept of entrepreneurship. Elaborate its importance and functions.
2. What is the role of motivation and leadership in entrepreneurship? Elaborate.

SECTION-B

3. Write a detailed note about various institutions for conducting entrepreneurship development programmes.
4. Explain the various growth strategies for entrepreneurs.

SECTION-C

5. What are the various formalities in setting a new enterprise? Explain the licensing and registration procedure in detail for setting up a new business enterprise.
6. Explain the process involved in market assessment. Also give the merits for addressing and not addressing market.

SECTION-D

7. Define project planning. Discuss the process of project planning and implementation in detail.
8. Lucidly elaborate the government plans and policies regarding growth of entrepreneurship in india.

Exam Code: 111804
(20)

Paper Code: 4290

Programme: Bachelor of Vocation (Retail Management)
Semester-IV

Course Title: Business Ethics

Course Code: BVRL-4324

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries equal 8 marks.

SECTION A

1. Explain in detail the business ethics and environmental issues in India.
2. Explain the responsibility of business towards government and financial institutions.

SECTION B

3. Critically examine the Agency Theory of business ethics.
4. Discuss the Indian Model of business ethics.

SECTION C

5. How 'ethics of care' conflicts with 'Principle of justice and fairness' at workplace. Comment
6. Discuss the advantages of whistle blowing. How it is considered to be need of the hour?

SECTION D

7. Differentiate between ethical dilemma and ethical issue. What types of ethical dilemmas emerge in the workplace and how these are resolved'?
8. Discuss the role of ethical culture and relationships in managing ethical dilemmas.

2022 26/5/23

Exam Code: 111804
(20)

Paper Code: 4291

Programme: Bachelor of Vocation (Retail Management)
Semester-IV

Course Title: Lab on E-Retailing and Retail Information
System

Course Code: BVRM-4325 ✓

Time Allowed: 3 Hours

Max Marks: 50

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question will carry (10) marks.

Section-A

1. What is E-Retailing? Explain its advantages and shortcomings in detail.
2. What are the current trends and status of online retailing?

Section-B

3. What is E-Commerce? Explain E-Commerce payment system.

4. What are the roles of cyber intermediaries in E-Retailing?

Section-C

5. What is online pricing? Explain the different methods of online pricing.
6. What are the Promotional Strategies of E-retail business?

Section-D

7. What is virtual Store? Explain it in detail.
8. Why it is different between dynamic pricing and price discrimination?

Exam Code: 111204
(30)

Paper Code: 4298

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology) Semester-IV**

Course Title: Soft Skills and Communication

Course Code: BVTL-4102

Time Allowed: 3 Hours

Max Marks: 40

**Attempt any one question out of the sections A,B,C
and D.**

SECTION-A

1. What do you understand by Problem Solving and Decision Making? What is the effective problem solving process?
2. What do you understand by Note Taking ? What are the techniques of Note Taking ? (1x10=10)

SECTION-B

3. What do you understand by Constructive Feedback? What is the purpose of Constructive Feedback. Explain with examples.

4. What do you understand by Project Management?
What soft skills should a Project manager have?
(2X5=10)

SECTION-C

5. a) What is the purpose of Work Ethics?
b) Give some examples of Work Ethics skills.
6. a) What are the rules of a good conversation.
b) List ways to improve conversational skills at
workplace. (2X5=10)

SECTION-D

7. a) What do you understand by individual and team
Presentation Skills?
b) How can you improve your Presentation Skills?
8. a) What do you understand by public speaking
etiquettes?
b) What public etiquettes are important for public
speaking? (2x5=10)

Exam Code: 111204
(30)

Paper Code: 4297

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology) Semester-IV**

Course Title: Import-Export Management

Course Code: BVTL-4231

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each questions carry (8) marks.

SECTION-A

1. Discuss Nature of Management. (8)
2. What do you mean by Export Market? Explain Classification of Export Market. (8)

SECTION-B

3. What is Management? Explain its Elements. (8)
4. Write about various documents required for Exporting Goods. (8)

SECTION-C

5. What do you know about Export Promotion Organizations? Write about Indian Trade Promotion Organization (ITPO). (8)
6. Define Risk Management and its principles. (8)

SECTION-D

7. Describe Foreign Trade Policy of India (2021-26). (8)
8. How Export Business Plans are formulated? Explain. (8)

Exam Code: 111204
(30)

Paper Code: 4299

**Programme: Bachelor of Vocation (Textile Design &
Apparel Technology) Semester-IV**

Course Title: Traditional Indian Textiles

Course Code: BVTM-4233 ✓

Time Allowed: 3 Hours

Max Marks: 25

Note: Attempt five questions, All question carry equal 5 marks, Selecting at least one question from each section. The fifth question may be attempted from any section.

SECTION-A

1. Write a brief note on Kanjeevaram Sarees with their tradition designs, colour combination and making process? 5
2. Explain in detail about Kashmir Shawls of India? 5

SECTION-B

3. Discuss about Patola of Gujarat with their traditional designs and making process in detail? 5
4. Write a note on bandhani textile? 5

SECTION-C

5. Write a brief note on origin, material used, stitches, design used in Chikankari embroidery? 5
6. Explain Phulkari embroidery with their different types in detail? 5

SECTION-D

7. Explain history, motifs, colours and types of kantha embroidery? 5
8. Write a brief note on Zardozi embroidery? 5

Exam Code: 112206

Paper Code: 6198

Bachelor of Vocation (Animation) Semester: VI

Course Title: Publicity Designing and Media Laws

Course Code: BVAL – 6111

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt 5 questions in all selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries equal marks.

SECTION-A

1. What do you understand by publicity designing? Explain in detail. (8)
2. Which is the best media for publicity and why? Explain in detail. (8)

SECTION-B

3. Write short note on print media and its importance in publicity. (8)
4. Write down 5 pros and cons of publicity in print media. (8)

SECTION-C

5. What do you understand by Media Laws and why they are Important? Explain in detail (8)
6. Explain the following terms – Copyright, Plagiarism and Defamation. (8)

SECTION-D

7. Name and explain in detail about any 5 types of copyrights in India. (8)
8. What is copyright Act? Explain in detail. (8)

Exam Code: 112206
(20)

Paper Code: 6199

Programme: Bachelor of Vocation (Animation)
Semester-VI

Course Title: Career Management for Animation

Course Code: BVAL-6112 ✓

Time Allowed: 3 Hours

Max Marks: 40

Attempt five questions in all, selecting atleast one question from each section The fifth question may be attempted from any section. Each question carries 3 marks.

SECTION A

1. What are the various areas where an animator can make his/her career after completin the animation course? (8 Marks)
2. Enlist al least 5 famous International animation studios and mention their works also. (8 Marks)

SECTION B

3. Explain formal Communication in detail. (8 Marks)
4. What are visual aids? How will you make the use of visual aids more effective? (8 Marks)

SECTION C

5. What are the keypoints to be kept in mind while Facing an Interview (especially the Body Language)?
(8 Marks)
6. What are the creative uses of animation in day today life? Explain in Detail.
(8 Marks)

SECTION D

7. Explain various key points you will keep in mind while creating showreel?
(8 Marks)
8. How Creating and maintaining accounts on professional sites like linkedin is important and why?
(8 Marks)

Exam Code: 113806
(30)

Paper Code: 6220

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-VI

Course Title: Entrepreneurship

Course Code: BVBL-6141

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

SECTION A

1. EXPLAIN THE FOUR DIFFERENT TYPES OF ENTREPRENURSHIPS IN DETAIL?
2. EXPLAIN THE CHRACTERISTICS OF ENTREPRENURESHIP AND ITS IMPORTANCE?

SECTION B

3. WHAT ARE THE ENTREPRENURIAL SKILIS? EXPLAIN IN DETAIL?
4. EXPLAIN THE ESSENTIAL ASPECTS OF ENTREPRENURSHIP IN DETAIL?

SECTION-C

5. WHAT IS FUNDING REQUIREMENT AND SOURCE OF FUNDS IN BEAUTY INDUSTRY?
6. EXPLAIN THE ROLE OF ENTREPRENEURSHIP SKILLS IN BEAUTY INDUSTRY?

SECTION-D

7. WHAT ARE THE LEGAL REQUIREMENTS TO BE COMPLETED TO ESTABLISH A NEW BUSINESS?
8. HOW WOULD YOU DETERMINE THE BUDGET FOR NEW BUSINESS? AND HOW TO GET EIN?

Exam Code: 113806
(30)

Paper Code: 6221

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-VI

Course Title: Human Resource Management

Course Code: BVBL-6142 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions, selecting atleast one from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section-A

1. What is the importance of HRM in today's corporate World? 16
2. Discuss detailed history of HRM. 16

Section- B

3. What do you mean by Job Description? Elaborate. 16
4. What are the various methods of Job Analysis? Discuss in detail. 16

Section-C

5. What is the importance of Human Resource Planning? 16
6. What are the various types of Human Resource Planning? 16

Section-D

7. Discuss the policies that are formulated for recruiting individuals for job. 16
8. Discuss the whole concept of recruitment. 16

Exam Code: 113806
(30)

Paper Code: 6222

Programme: Bachelor of Vocation (Beauty & Wellness)
Semester-VI

Course Title: Merchandising and Retailing

Course Code: BVBL-6143 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions, Candidates are required to select at least one question from each section. Fifth question can be attempted from any section. Each question carries equal (16 Marks) marks.

SECTION A

1. (a) What is Merchandising. Also, Mention the types of Merchandising. (8)
(b) Mention the qualities of a good Merchandiser. (8)
2. Explain in detail the term Merchandising. Mention the types of Merchandising. Also, Explain the rights of Merchandising? (16)

SECTION B

3. (a) What is Retailing. Describe the Retailing format. (10)
(b) What is the Role of Retail Fashion? (6)

4. (a) Who is a Buyer. Explain the Role of Buying & Selling Products. (8)
(b) Describe the Retail Format. (8)

SECTION C

5. Write a detailed note on-
(a) Publicity & Visual Merchandise (8)
(b) Marketing Channels (8)
6. Explain
(a) Planning & Direction (8)
(b) Relationship Marketing (8)

SECTION D

7. (a) Describe Branding & Labelling in detail. (8)
(b) Explain the various purchase terms (8)
8. Explain -
(a) Discount (4)
(b) Selling Price & Cost Price (4)
(c) Purchase Order (4)
(d) Labelling (4)

Exam Code: 111606
(30)

Paper Code: 6207

**Programme: Bachelor of Vocation(Management &
Secretarial Practices) Semester-VI**

Course Title: E-Publishing Fundamentals

Course Code: BVML-6123

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section-A

1. Describe How E-publishing take over print publishing? (8)
2. Explain the salient features of E-publishing. (8)

Section-B

3. Explain the workflow of an E-publishing house. (8)
4. Write a short note on digital data processing. (8)

Section-C

5. Explain the pagination and typesetting software in detail. (8)

6. Describe the different method of version control. (8)

Section-D

7. Describe the importance of writer and editor for E-publishing in this era. (8)
8. Write a short note on Commercial E-Publishing. (8)

Exam Code: 111606
(30)

Paper Code: 6205

**Programme: Bachelor of Vocation(Management &
Secretarial Practices) Semester-VI**

Course Title: Fundamentals of Insurance

Course Code: BVML-6321 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section A

1. Define the concept of insurance. Explain various functions of insurance. (8)
2. How has the insurance industry developed in India? Describe the major reforms in the Indian insurance sector. (8)

Section B

3. What are the objectives of LIC Act 1956? Describe the constitution of the LIC. (8)
4. Describe in detail the Life insurance contracts and Non-life insurance contracts. (8)

Section C

5. What do you mean by underwriting? Elucidate the process of underwriting. (8)
6. Define the concept of reinsurance. Explain the provisions of reinsurance programme laid under IRDA regulations. (8)

Section D

7. Define the term bancassurance. Discuss the significance of bancassurance for Indian insurance sector. (8)
8. Write short notes on:
 - A) Insurance Agents (4)
 - B) Actuaries (4)

Exam Code: 111606
(30)

Paper Code: 6206

**Programme: Bachelor of Vocation(Management &
Secretarial Practices) Semester-VI**

Course Title: Human Resource Management

Course Code: BVML-6322 ✓

Time Allowed: 3 Hours

Max Marks: 40

Candidates are required to attempt FIVE questions, Selecting at least one question from each section. The fifth question may be attempted from any section. Each question carry equal 8 marks

Section -A

1. Discuss the evolution of Human Resource Management and also explain the changing trends in this area. 4,4
2. State different types of HR planning. What are the problems in HR planning and suggest solution to make it effective. 4,4

Section-B

3. What is recruitment? Explain the internal and external sources of recruitment bringing out their merit and demerits. 2,6
4. What are the selection practices in India? Explain various steps involve in the selection of the personnel. 3,5

Section-C

5. What are the steps involved in the Training Need Assessment process? 8
6. "Job analysis is the most basic personnel management function." Discuss. 8

Section-D

7. What are the objectives of performance appraisal? State ways to make it effective. 4,4
8. Discuss the factors responsible for high employee turnover. 8

Exam Code: 111606
(30)

Paper Code: 6208

**Programme: Bachelor of Vocation(Management &
Secretarial Practices) Semester-VI**

Course Title: Indian Financial System

Course Code: BVML-6324 ✓

Time Allowed: 3 Hours

Max Marks: 40

Students are required to attempt five questions, selection at least one from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

SECTION A

1. What do you understand by financial system? Discuss various components of a developed financial system.
(8 marks)
2. Give an overview of the financial markets in India. What are its Functions?
(8 marks)

SECTION B

3. What do you understand by 'new issues market'? Describe various methods of floating new issue in the market.
(8 marks)

4. What do you mean by stock exchange? Describe some of major stock exchanges in India. (8 marks)

SECTION C

5. Explain various instruments of money market. (8 marks)
6. Write a detailed note on call money market. (8 marks)

SECTION D

7. What do you mean by mutual funds? Discuss the problems of mutual funds in India. (8 marks)
8. Explain various types of financial services. (8 marks)

Exam Code: 111606
(30)

Paper Code: 6209

**Programme: Bachelor of Vocation(Management &
Secretarial Practices) Semester-VI**

Course Title: Desktop Publishing in Adobe In- Design

Course Code: BVMM-6125

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section-A

1. Explain briefly about tool panels.
2. Explain about the use of frames in In-Design and how we can edit the frame manually.

Section-B

3. Explain the use of type on path tool and where we use it
4. How to create the object in In-Design

Section-C

5. Explain the use of following symbols:
 - i) Rectangular symbol
 - ii) Circle Symbol
 - iii) Triangle Symbol
 - iv) Star Symbol
6. Explain the use of master page in In-Design

Section-D

7. Write the steps to import an image and fit into a frame in In-Design
8. Write a short not on creating a Greeting card in In-Design.

93-12-5-23(m)

KMV-III

Exam Code: 111406
(30)

Paper Code: 6213

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI**

Course Title: Nutrition and Fitness

Course Code: BVNL-6281

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all selecting at least one question from each section. The fifth question may be attempted from any section. All questions carry 16 marks.

SECTION A

1. Why health and fitness so important? what are the differences between health wellness and fitness?
2. What does keeping fit mean? What are the best ways for students to stay fit and healthy?

SECTION - B

3. Why good nutrition is necessary for good health?
4. Is it good to take nutritional supplements? What happens to your body when you start taking supplements and what are the side effects of taking supplements?

SECTION - C

5. What is the importance of being active and what is a long term benefit of physical activity?
6. What is Physical Pyramid Activity guide? Which type of physical activity is at the first step of the Physical Activity Pyramid?

SECTION - D

7. Define fad diet? Why fad diets are unhealthy? and what are the reasons to avoid fad diets?
8. What are the principles of planning weight reducing diets?

Exam Code: 111406
(30)

Paper Code: 6214

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI**

Course Title: Food Safety

Course Code: BVNL-6282

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

Section A

1. Discuss the importance of food handling and important points to be considered while receiving food. (8,8)
2. Discuss the physical and chemical food hazards and their control methods by giving suitable examples. (8.8)

Section B

3. Write a detailed note on:
(1)Antibiotics
(2) Any two food borne illnesses caused by Bacteria (8,8)

4. Define metal contamination and give suitable examples
Write detailed note on Natural toxicants in foods and
their health effects (8,8)

Section C

5. Write short note on food safety management . Explain
in detail the concept and components of TQM. (8,8)
6. Discuss the principles of development of safe and
protective packaging. (8,8)

Section D

7. Discuss the importance of FSSAI. Discuss any two new
pathogens of recent times any two food laws and food
standards and its importance at Indian and Global Level.
(8,8)
8. Write short notes on: -
- (1) FPO
 - (2) Genetically Modified Foods TQM
 - (3) Chemical preservatives
 - (4) Newer approach to food safety (4x4=16)

Exam Code: 111406
(30)

Paper Code: 6215

Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI

Course Title: Pediatric Nutrition

Course Code: BVNL-6283 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions, selecting at least one question from each unit. The fifth question may be attempted from any unit. Each question carries 16 marks.

UNIT-I

1. Explain the methods used for the assessment of pediatric nutritional status. (16)
2. Write down the important nutritional considerations for Low Birth Weight infants and discuss importance of breast feeding for such infants. (10,6)

UNIT-II

3. Discuss the important nutritional concerns of the preschool children and explain the short-term consequences of undernutrition. (10,6)

4. Explain the effect of neurological and pulmonary diseases in children on their overall wellbeing and nutritional status. (16)

UNIT-III

5. Discuss the effect of Celiac disease and constipation on the nutritional status of Children Suggest the nutritional management of these conditions. (8,8)
6. Write notes on the causes, symptoms and nutritional management of Liver diseases and peptic ulcers among Children. (8,8)

UNIT-IV

7. Explain the macro nutrient requirements of adolescents (16)
8. Write short notes on
 - a. Complementary foods
 - b. inborn errors of metabolism (8,8)

Exam Code: 111406
(30)

Paper Code: 6216

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI**

Course Title: Soft Skills and Communication

Course Code: BVNM-6104

Time Allowed: 3 Hours

Max Marks: 25

**The question paper consists of four sections.
Attempt five questions, selecting at least one question from
each section and the fifth question may be attempted from
any of the four sections. Each question carries equal 5
marks. 5*5=25**

Section-A

1. What are Interpersonal skills? Illustrate your answer with suitable examples.
2. Elaborate the objectives and essentials of Interpersonal skills in Healthcare Management.

Section-B

3. Highlight the importance of service Excellence in Medical set up.

4. You are Ravi Soni. You have read an ad in 'The Tribune' dated 30 April, 2022 for the post of a Nutritionist in Tagore Hospital, Jalandhar. Write an application along with resume.

Section-C

5. What do you understand by Video Conferencing? Discuss its application in Healthcare Management?
6. Discuss the various types of Video Conferencing?

Section-D

7. What strategies are required for participation in a group discussion? Discuss each strategy?
8. Make a list of the main questions that are likely to be asked by an interviewer in a job interview. What is the best way to sum up an interview?

Contd. III
Mark.
1-6-23

Exam Code: 111406
(30)

Paper Code: 6219

Programme: Bachelor of Vocation (Nutrition, Exercise & Health) Semester-VI

Course Title: Computer(Database Concepts)

Course Code: BVNM-6127 ✓

Time Allowed: 3 Hours

Max Marks: 25

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 5 marks.

Section A

1. What is DBMS? Discuss the advantages and disadvantages of DBMS in detail. 5
2. Write detailed note with examples:
 - (a) Primary Key 2
 - (b) Foreign Key 2
 - (c) Attributes of a table 1

Section B

3. Discuss the steps to create database in MS-Access with or without using a wizard. 5
4. Write a note on

- (a) Fields and records in database in MS Access. 2
- (b) Queries in MS Access 2
- (c) Rows and columns in tables in MS Access 1

Section C

- 5. Discuss the steps to create a Table from scratch in Design View in MS Access. 5
- 6. What are the different views in MS Access? Write the steps to switch from one view to the other view. 5

Section D

- 7. What are reports in MS Access? Discuss various parts of the report in MS Access. 5
- 8. Discuss the steps to create a report using wizard in MS Access. 5

26/5/23

Exam Code: 111406
(30)

Paper Code: 6217

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI**

Course Title: Therapeutic Nutrition

Course Code: BVNM- 6285 ✓

Time Allowed: 3 Hours

Max Marks: 60

Attempt 5 questions, selecting at least one question from each section. The fifth question may be attempted from any section. All questions carry equal (12) marks.

SECTION - A

- I. (a) What is the objective of Therapeutic Nutrition
(b) Discuss the various therapeutic modifications made to the normal diet. (6+6=12)
- II. What is the effect of drug therapy on intake absorption and utilization of nutrients. (12)

SECTION - B

- III. Discuss any four important goals related to the dietary management of diabetes mellitus. (12)
- IV. (a) What is obesity? Enumerate the various etiological factors.

- (b) Briefly discuss the dietary guidelines for an obese individual (6+6=12)

SECTION - C

- V. Write notes on:
(a) Composition of enteral formula feeds
(b) Role of enhancers (6+6=12)
- VI. Discuss the special feeding methods in nutritional support (12)

SECTION - D

- VII. Discuss the different types of enteral formulas/ feeds which can be made available for the critically ill. (12)
- VIII. (a) Commercial formula feeds
(b) Discuss the long term effects of TPN (6+6=12)

Exam Code: 111406
(30)

Paper Code: 6218

**Programme: Bachelor of Vocation (Nutrition, Exercise &
Health) Semester-VI**

Course Title: Quantity Food Production

Course Code: BVNM-6286 ✓

Time Allowed: 3 Hours

Max Marks: 60

Attempt five questions, selecting at least one question from each section and the fifth question may be attempted from any section. All questions carry equal 12 marks.

Section-A

1. Explain food & Beverage service Methods-
 - (i) Assisted service
 - (ii) Single point service (6+6)
2. Discuss the aims and objectives of food service outlets
 - (a) Hospitality industry
 - (b) Institutional outlets. (6+6)

Section-B

3. Discuss methods of controlling cost & What is Gross profit ratio & food cost ratio? (8+4)

4. What is menu Planning. Give its importance in food service. How will you construct & write menu?
(2+4+3+3)

Section-C

5. Write note on:-
(i) Food Production Process.
(ii) Effective use of Leftover foods. (8+4)
6. Explain nutritional quality & Sensory quality of food in detail. (6+6)

Section-D

7. Write about:-
a) Planning of service area.
b) Table Sizes
c) Decor of service area (4+4+4)
8. Write note on :-
1. Cockroaches control in kitchen
2. Use of Pesticides.
3. Planning Liquid wastes. (4+4+4)

Exam Code: 111806
(20)

Paper Code: 6200

Programme: Bachelor of Vocation (Retail Management)
Semester-VI

Course Title: Retail Operations Management

Course Code: BVRL-6321 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt FIVE questions in all selecting at least ONE question from EACH section. Fifth question may be attempted from any section. Each question carry equal (8 marks Each).

SECTION A

1. What do you understand by Retail Supply Management? Explain its scope also
2. Explain the process of planning and implementing loyalty programs.

SECTION B

3. What is Category Management? How is it important in retail management?
4. What do you mean by Brand? How manufacturer's brands are different from private label brands?

SECTION C

5. What are the components of Retailing Information System? How does this information is used?
6. What are the objectives and significance of Retail promotion? Explain in detail.

SECTION D

7. What is the process of Store layout? How does it influence customers' buying pattern?)
8. Explain the following:
 - a. Planogram
 - b. Quick Response Inventory Planning

Exam Code: 111806
(20)

Paper Code: 6201

Programme: Bachelor of Vocation (Retail Management)
Semester-VI

Course Title: Marketing Management

Course Code: BVRL-6322 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt FIVE questions in all selecting at least ONE question from EACH section. Fifth question may be attempted from any section. Each question carry equal (8 marks each).

SECTION A

1. What is marketing mix? Explain the role of marketing in developing economy
2. Explain the consumer buying behaviour along with its process.

SECTION B

3. What are the major basis for positioning a product?
4. Explain the Product Life Cycle (PLC). Also explain its strategic implications.

SECTION C

5. Suppose, you are working for an electronic goods company. The Research and Development team has come up with a new product and you are asked to suggest the most effective price for it. What process do you follow for pricing of that product? Explain.
6. Explain the different type of intermediaries involved in distribution channels.

SECTION D

7. Explain the Communication process. What is the most effective type of communication that is used for promoting the product?
8. Explain the following:
 - a. Societal Marketing
 - b. Customer Relation Marketing

Exam Code: 111806
(20)

Paper Code: 6202

Programme: Bachelor of Vocation (Retail Management)
Semester-VI

Course Title: Production and Operations Management

Course Code: BVRL-6323 ✓

Time Allowed: 3 Hours

Max Marks: 40

Students are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Section-A

1. What do you mean by production management? Explain the types of production system. 8 marks
2. Explain briefly:
 - a) Product Development Process 4 marks
 - b) Capacity Planning in production process 4 marks

Section-B

3. What do you mean by production scheduling? Explain its techniques. 8 marks
4. Explain Economic Batch Quantity. 8 marks

Section-C

5. Explain the following:
- a) Components of SCM 4 marks
 - b) Environmental Management 4 marks
6. What methods can be adopted to control the quality in production and operations? 8 marks

Section-D

7. Explain ISO standards in India. 8 marks
8. What do you mean by value engineering? Explain in detail. 8 marks

23/5/23

Exam Code: 111806
(20)

Paper Code: 6203

Programme: Bachelor of Vocation (Retail Management)
Semester-VI

Course Title: Financial Management

Course Code: BVRL-6324

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting atleast one from each section. The fifth question may be attempted from any section. Each question carries 08 marks.

SECTION A

1. Define Financial Management? Explain "Wealth maximisation" and "Profit maximisation" objectives of Financial Management.
2. Elaborate the main sources of long-term funds required by a company?

SECTION-B

3. Explain the term Cost of capital. Discuss the components of cost of capital with suitable examples.

4. Prince Ltd. Has the following capital structure:

| | Amount (Rs.) |
|---|--------------|
| Equity share capital (expected dividend 12%) | 10,00,000 |
| 10% Preference Share Capital | 500,000 |
| 8% Loan | 15,00,000 |

You are required to calculate the weighted average cost of capital. cost of capital, assuming 50% as the rate of income tax, before and after tax.

SECTION—C

5. Explain importance: and determinants of Capital structure planning with suitable examples.
6. Define Capital Budgeting. Lucidly explain the Discounted Cash Flow method/Modern methods with suitable illustrations.

SECTION-D

7. What is Receivables management? Explain the various factors influencing the receivable management.
8. What do you mean by Dividend Policies? What are the types and theories of dividend policies? Explain it.

Exam Code: 111806
(20)

Paper Code: 6204

Programme: Bachelor of Vocation (Retail Management)
Semester-VI

Course Title: Elements of Salesmanship

Course Code: BVRL-6325 ✓

Time Allowed: 3 Hours

Max Marks: 40

Students are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question carries 8 marks.

Unit-I

1. What do you mean by Salesmanship? Explain the functions of salesman. 8 marks
2. Explain briefly the types of selling. 8 marks

Unit-II

3. Elucidate opportunities and growth in the field of salesmanship. 8 marks
4. What can be the sources of recruitment to sales force? 8 marks

Unit- III

5. What are the methods of identifying customer perception influencing decision regarding purchase of product? 8 marks
6. What factors influence the shopping behaviour of a customer? 8 marks

Unit- IV

7. Explain the role of report in sales presentation. 8 marks
8. Explain the following:
 - a) Sales Talk ' 4 marks
 - b) Setting objectives for sales planning 4 marks

Exam Code: 111206
(30)

Paper Code: 6210

**Programme: Bachelor of Vocation(Textile Design & Apparel
Technology) Semester-VI**

Course Title: Fashion Marketing and Merchandising

Course Code: BVTL-6231

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 8 marks. Draw illustrations wherever necessary.

SECTION A

1. Give an account of concept of fashion marketing. Write its functions. 8
2. Write short notes :
 - a) Marketing Environment 4
 - b) User's Buying behavior 4

SECTION B

3. Explain various channels of distribution used in fashion marketing. 8
4. How exhibitions and sales help in promotion of fashion goods. 8

SECTION C

5. Discuss the role of merchandiser in detail. 8
6. Explain campaigning, special events and fashion shows. 3,3,2

SECTION D

7. Explain how window displays used in visual merchandising. 8
8. Describe store planning and its design using illustrations. 8

Exam Code: 111206
(30)

Paper Code: 6211

**Programme: Bachelor of Vocation (Textile Design & Apparel
Technology) Semester-VI**

Course Title: Eco Textiles and Sustainable Clothing

Course Code: BVTL-6232 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Attempt five questions in all, selecting at least one question from each section and fifth question may be attempted from any section. All question carry 8 marks.

Section-A

1. Give a detailed account of handling waste of sustainable textiles in the industry.
2. Write short notes on the following-
 - a) Green process.
 - b) Treatment and disposal of textiles effluents.

Section-B

3. Explain in detail about the Eco-friendly dyes. Give a detailed account of dye extraction and method of dyeing.
4. What are the modern approaches to eco-friendly wet processing of woven and knitted clothing?

Section-C

5. Explain in detail about the importance of recycling and up cycling in the world of sustainability.
6. Give a detailed account of the sources of innovative design in fashion and accessories.

Section-D

7. Write short notes on the following-
 - a) Standard practices for sourcing of sustainable fashion clothing and textiles.
 - b) Ethical practices.
8. Give a detailed account of the manufacturing rights related to the fashion industry.

Exam Code: 111206
(30)

Paper Code: 6212

**Programme: Bachelor of Vocation (Textile Design & Apparel
Technology) Semester-VI**

Course Title: Soft Skills and Communication

Course Code: BVTM-6103

Time Allowed: 3 Hours

Max Marks: 25

**The question paper consists of four sections.
Attempt five questions, selecting at least one question from
each section and the fifth question may be attempted from
any of the four sections. Each question carries equal 5
marks. 5*5=25**

Section-A

1. Define Interpersonal Skills. What are the main Interpersonal skills which are valued by the employers?
2. Discuss the nature of Interpersonal skills.

Section-B

3. Throw light in the Customer service in Apparel Industry.

4. Write a job application along with a resume to the Managing Director of Ashoka fashion House, Mohali, for the post of a Marketing Manager.

Section-C

5. "Video Conferencing has a vital role in marketing". Discuss giving appropriate examples.
6. What are the different types of Video Conferencing. Explain.

Section-D

7. Write a note on the process of group discussion.
8. Discuss the guidelines for the interviewee