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**B.Voc. Retail Management and I.T. (Part - I) (Semester - II)  
Examination, December - 2016**

**RETAIL ENVIRONMENT - II (Paper - XII)**

**Sub. Code : 64719**

**Day and Date : Thursday, 15 - 12 - 2016**

**Total Marks : 50**

**Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
  - 2) All questions carry equal marks.
  - 3) Figures to the right indicate full marks.

**Q1) Write short answers (any two) :**

**[10]**

- a) What is Retail Environment?
- b) Explain Job Description.
- c) Write customer intimacy.

**Q2) Explain in detail foreign Direct Investment in retail.**

**[10]**

**Q3) Define strategy and write a strategy framework in detail.**

**[10]**

**Q4) Comment on retail landscape in rural India.**

**[10]**

**Q5) Explain in detail a hierarchy in retail organisation.**

**[10]**

**Q6) What are the types of Rural Retail Formats.**

**[10]**

**P.T.O.**

Q7) Write short notes (any two) :

- Village Mellas
- Operational Excellence
- Store Manager

### मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- किरकोळ व्यापाराचे पर्यावरण आहे.
- कार्य वर्णन स्पष्ट करा.
- ग्राहकांची घनिष्टता लिहा.

प्र.2) किरकोळ व्यापारामधील थेट परकीय गुंतवणूक सविस्तर स्पष्ट करा.

[10]

प्र.3) धोरणेची व्याख्या लिहा. आणि धोरणेची चौकट सविस्तर लिहा.

[10]

प्र.4) ग्रामीण भारतामधील किरकोळ व्यापाराचे लँडस्केप यावर टिप्पणी करा.

[10]



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प्र.5) किरकोळ व्यापारी संस्थांमधील अधिकार श्रेणी सविस्तर स्पष्ट करा.

[10]

प्र.6) ग्रामीण किरकोळ व्यापारांच्या स्वरूपाचे प्रकार काय आहेत?

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) गावातील मेळा
- ब) कार्यकारी उत्कृष्टता
- क) भांडार व्यवस्थापक

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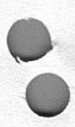
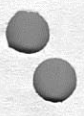
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**B.Voc. (Part - I) (Semester - II) Retail Management and I.T.  
Examination, December - 2016**

**BASIC COMPUTER AND I.T. IN RETAILING - II (Paper - XIV)**

**Sub. Code : 64721**

**Day and Date : Saturday, 17 - 12 - 2016**

**Total Marks : 50**

**Time : 3.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
  - 2) All questions carry equal marks.
  - 3) Figures to the right indicate full marks.

**Q1) Write Short Answer (Any Two). [10]**

- a) Write limitations of I.T.
- b) What are the uses of Internet?
- c) Explain Data warehousing.

**Q2) What are the influencing parameters for use of I.T. in Retailing? [10]**

**Q3) Explain Database management and creating database. [10]**

**Q4) Write Electronic mail and Explain working of Internet. [10]**

**Q5) Explain critical analysis of e-retailing strategies with example. [10]**

**P.T.O.**

Q6) Write in detail the role of I.T. in business.

[10]

Q7) Write short notes (Any Two).

[10]

- Types of Online retailing
- Applications of I.T.
- Filtering Database

## मराठी रूपांतर

- सूचना :-
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

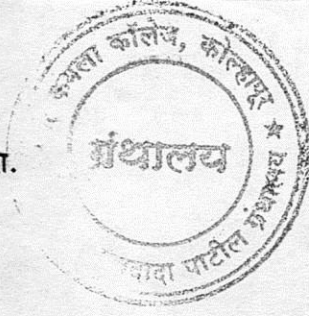
प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- आय.टी. च्या मर्यादा लिहा.
- इंटरनेटचे वापर काय आहेत?
- माहिती साठवणूक केंद्र स्पष्ट करा.

प्र.2) किरकोळ व्यापारातील आय.टी.च्या वापरासाठी प्रभावी परिमाणे कोणती?

[10]



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प्र.3) डाटाबेस व्यवस्थापन आणि डाटाबेस तयार करणे स्पष्ट करा.

[10]

प्र.4) इलेक्ट्रॉनिक मेल लिहा आणि इंटरनेटचे कार्य स्पष्ट करा.

[10]

प्र.5) ई-रिटेलिंग योजनांमधील गंभिर विश्लेषण उदाहरणासहीत स्पष्ट करा.

[10]

प्र.6) आय.टी.ची व्यापारामधील भूमिका सविस्तर लिहा.

[10]

प्र.7) टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) ऑनलाईन रिटेलिंगचे प्रकार
- ब) आय.टी. चे कार्य
- क) डाटाबेस छाळणी

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**B.Voc. (Part - I) (Semester - II) Retail Management and I.T.  
Examination, December - 2016  
RETAIL STORE OPERATION - II (Paper - XIII)  
Sub. Code : 64720**

Day and Date : Friday, 16 - 12 - 2016

Total Marks : 50

Time : 3.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Solve any five questions.
  - 2) All questions carry equal marks.
  - 3) Figures to the right indicates full marks.

**Q1) Write Short Answers (Any Two). [10]**

- a) What is Personal Protective Equipments (PPE).
- b) What is Hazardous product.
- c) What is non monetary motivational factor.

**Q2) Explain in detail Basic Hygiene practices. [10]**

**Q3) Explain various safety tips useful in Retail stores. [10]**

**Q4) What is manpower planning? Explain various factors to be consider for manpower planning. [10]**

**Q5) What is customer service management? Explain service management model. [10]**

**P.T.O.**

Q6) What factors does a retail organisation need to consider while implementing a service action plan? [10]

Q7) Write short notes (Any Two). [10]

- Salary + Bonus + commission
- Tools for motivation
- Musculoskeletal injuries

## मराठी रूपांतर

- सूचना :-
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- वैयक्तिक संरक्षण अवजारे म्हणजे काय?
- घातक उत्पादन वस्तू म्हणजे काय?
- मुद्राव्यतिरिक्त प्रेरणादायी घटक काय आहेत?

प्र.2) मूलभूत आरोग्यदायी पद्धती सविस्तर स्पष्ट करा. [10]



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प्र.3) किरकोळ दुकानांमध्ये उपयुक्त असणाऱ्या विविध सुरक्षा टिपा स्पष्ट करा. [10]

प्र.4) मनुष्यबळ नियोजन म्हणजे काय? मनुष्यबळ नियोजन करताना विचारात घ्यावयाचे विविध घटक स्पष्ट करा. [10]

प्र.5) ग्राहक सेवा व्यवस्थापन म्हणजे काय? सेवा व्यवस्थापनाची प्रतिकृती स्पष्ट करा. [10]

प्र.6) सेवा कृती आराखड्याची अंमलबजावणी करताना किरकोळ संस्थांना कोणते घटक विचारात घ्यावे लागतात? [10]

प्र.7) टिपा लिहा. (कोणतेही दोन) [10]

- अ) पगार + बोनस + कमिशन
- ब) प्रेरणा साधने
- क) अस्थी व स्नायुंच्या दुखापती





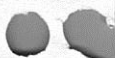
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**B.Voc. Retail Management and I.T. (Part - I) (Semester - II)  
Examination, December - 2016**

**BUSINESS MANAGEMENT - II**

**(Paper - XI)**

**Sub. Code : 64718**

**Day and Date : Wednesday, 14 - 12 - 2016**

**Total Marks : 40**

**Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
  - 2) All questions carry equal marks.
  - 3) Figures to the right indicate full marks.

**Q1) Write short answers (any two) : [8]**

- a) Write characteristics of motivation
- b) Explain concept of leadership
- c) What is the significance of controlling

**Q2) Explain in detail Abraham Maslows Need Hierarchy Theory. [8]**

**Q3) Write in detail leadership style. [8]**

**4) What is co-ordination? Explain needs of co-ordination. [8]**

**5) Explain communication and process of communication. [8]**

**Write planned change? Explain the factors involved in planned change. [8]**

**P.T.O.**

Q7) Write short notes (any two) :

[8]

- Emerging trends in management
- Democratic style
- Non-financial means of effective motivation

### मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[8]

- कार्य प्रेरणेची वैशिष्ट्ये लिहा.
- नेतृत्वची संकल्पना स्पष्ट करा.
- नियंत्रणाचे महत्त्व कोणते?

प्र.2) अब्राहम मास्लोची गरज-अधिकार श्रेणीचा सिद्धांत सविस्तर स्पष्ट करा.

[8]

प्र.3) नेतृत्व शैली सविस्तर लिहा.

[8]

प्र.4) समन्वय म्हणजे काय? समन्वयाची गरज स्पष्ट करा.

[8]



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प्र.5) दळणवळण आणि दळणवळणाची कार्यपद्धती स्पष्ट करा.

[8]

प्र.6) नियोजनबद्ध बदल लिहा. नियोजनबद्ध बदलामधील अंतर्भूत असलेले घटक स्पष्ट करा.

[8]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[8]

- अ) व्यवस्थापनातील उदयोन्मुख कल
- ब) लोकशाही शैली
- क) प्रभावी प्रेरणेची आर्थिकेतर घटक

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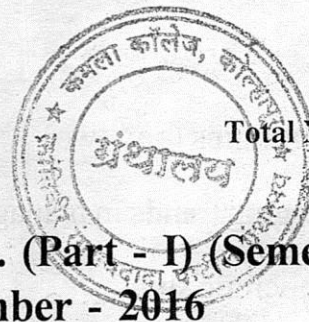
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**B.Voc. Retail Management and I.T. (Part - I) (Semester - II)  
Examination, December - 2016**

**BUSINESS MANAGEMENT - II**

**(Paper - XI)**

**Sub. Code : 64718**

**Day and Date : Wednesday, 14 - 12 - 2016**

**Total Marks : 40**

**Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
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**Q3) Write in detail leadership style. [8]**

**Q4) What is co-ordination? Explain needs of co-ordination. [8]**

**Q5) Explain communication and process of communication. [8]**

**Q6) Write planned change? Explain the factors involved in planned change. [8]**

**P.T.O.**

Q7) Write short notes (any two) :

[8]

- Emerging trends in management
- Democratic style
- Non-financial means of effective motivation

### मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[8]

- कार्य प्रेरणेची वैशिष्ट्ये लिहा.
- नेतृत्वची संकल्पना स्पष्ट करा.
- नियंत्रणाचे महत्त्व कोणते?

प्र.2) अब्राहम मास्लोची गरज-अधिकार श्रेणीचा सिद्धांत सविस्तर स्पष्ट करा.

[8]

प्र.3) नेतृत्व शैली सविस्तर लिहा.

[8]

प्र.4) समन्वय म्हणजे काय? समन्वयाची गरज स्पष्ट करा.

[8]

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**B.Voc. Retail Management and I.T. (Part - I) (Semester - II)**  
**Examination, December - 2016**

**BUSINESS MANAGEMENT - II**

**(Paper - XI)**

**Sub. Code : 64718**

**Day and Date : Wednesday, 14 - 12 - 2016**

**Total Marks : 40**

**Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
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**Q6) Write planned change? Explain the factors involved in planned change. [8]**

**P.T.O.**

Q7) Write short notes (any two) :

[8]

- Emerging trends in management
- Democratic style
- Non-financial means of effective motivation

### मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.
  - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[8]

- कार्य प्रेरणेची वैशिष्ट्ये लिहा.
- नेतृत्वची संकल्पना स्पष्ट करा.
- नियंत्रणाचे महत्त्व कोणते?

प्र.2) अब्राहम मास्लोची गरज-अधिकार श्रेणीचा सिद्धांत सविस्तर स्पष्ट करा.

[8]

प्र.3) नेतृत्व शैली सविस्तर लिहा.

[8]

प्र.4) समन्वय म्हणजे काय? समन्वयाची गरज स्पष्ट करा.

[8]



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प्र.5) दळणवळण आणि दळणवळणाची कार्यपद्धती स्पष्ट करा.

[8]

प्र.6) नियोजनबद्ध बदल लिहा. नियोजनबद्ध बदलामधील अंतर्भूत असलेले घटक स्पष्ट करा.

[8]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[8]

- अ) व्यवस्थापनातील उदयोन्मुख कल
- ब) लोकशाही शैली
- क) प्रभावी प्रेरणेची आर्थिकेतर घटक

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भारत सरकार, नई दिल्ली (भारत)

भारत सरकार, नई दिल्ली (भारत)

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प्र.5) दळणवळण आणि दळणवळणाची कार्यपद्धती स्पष्ट करा.

[8]

प्र.6) नियोजनबद्ध बदल लिहा. नियोजनबद्ध बदलामधील अंतर्भूत असलेले घटक स्पष्ट करा.

[8]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[8]

- अ) व्यवस्थापनातील उदयोन्मुख कल
- ब) लोकशाही शैली
- क) प्रभावी प्रेरणेची आर्थिकेतर घटक

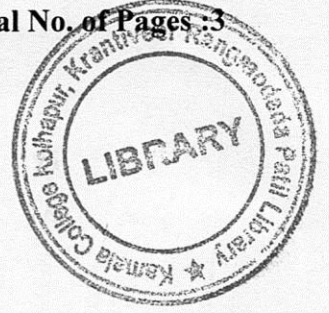
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**B.Voc. (Part - I) (Semester - II)  
Examination, December - 2016  
ENGLISH**

**Business Communication (Paper - II)  
Sub. Code : 66808,64717,64843**



Day and Date : Tuesday, 13- 12 - 2016

Total Marks : 40

Time : 12.00 noon. to 2.00 p.m.

- Instructions :
- 1) All questions are compulsory.
  - 2) Figures to the right indicate full marks.

Q1) Fill in the blanks in the following Group Discussion on "Need of Rural India: Education or Industrialization", using the appropriate responses given below (10 out of 12) [10]

(Interrupt, interesting, rural development, two minutes, kind attention, industrialization, let me first clear, in my view, population, right, I think, factors)

- A: Gentlemen, may I request your \_\_\_\_\_ please? The subject given for discussion is \_\_\_\_\_. It is about what rural India needs more, Education or Industrialization. India needs Education for rural development. Mr.B. Would you like to speak on the subject for \_\_\_\_\_?
- B: I belong to a village and I completed my education. there. In the villages only a few can afford education. There is a majority of landless labourers. I think industrialization should get preference at rural area because it can provide employment to the village folk.
- C: I agree with Mr.B. But because of \_\_\_\_\_ explosion the benefits of industrialization to rural area are coming down. Proper education of family planning should be given.
- D: Both Mr.B. and Mr.C. are \_\_\_\_\_. But gentlemen, \_\_\_\_\_ we should treat the subject in a different manner. \_\_\_\_\_ the scope cannot be limited to family planning and education only. There are many other factors that are equally important.
- A: Friends, \_\_\_\_\_ that nobody denies that our villages need many inputs for rapid development. But the subject given provides two

P.T.O



topics, \_\_\_\_\_ and \_\_\_\_\_ and wants us to discuss as to which of these two should get priority.

- B: You are right. In my opinion we should give priority to education.
- A: All right gentlemen! Let us conclude our discussion here. Some of us opted for industry for rapid development, others argued for education. I hope we all agree with the view that industrialization without education and population control is of no use.

**Q2) a)** Attempt Any One of the following: **[10]**

Draft a letter inviting quotation to Central Marketing Organization, 13 M.G.Road, Camp Area, Pune-1 to purchase large stocks of stationary goods for newly opened Royal Stationary Mart, Rajarampuri, Kolhapur.

OR

b) As a retail shop-owner of electrical goods, write a letter of complaint for delay in supplying the order to Satyam Electricals, Laxmipuri, Kolhapur.

**Q3)** Fill in the blanks with appropriate responses in the following negotiations between the Customer(C) and Salesperson(S) (10 out of 12) **[10]**

S: Good morning, Sir \_\_\_\_\_ I help you?

C: Yes. I \_\_\_\_\_ a microwave oven.

S: Sure Sir, we have a great range of microwave ovens.

C: Oh, great! Can you show me microwave ovens of Kenstar, please?

S: Why not? Please \_\_\_\_\_ to this unit, Sir. This is a newly introduced model 'Smart Chef'.

C: Quite interesting! What are the \_\_\_\_\_?

S: Among the newly introduced features there is time saving buzzer system.

C: How much \_\_\_\_\_?

S: It is just for Rs. 30,000/-, Sir!

C: Oh, its very \_\_\_\_\_

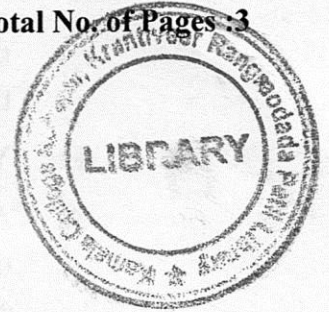
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**B.Voc. (Part - I) (Semester - II)  
Examination, December - 2016  
ENGLISH**

**Business Communication (Paper - II)  
Sub. Code :66808,64717,64843**



Day and Date : Tuesday, 13- 12 - 2016

Total Marks :40

Time : 12.00 noon. to 2.00 p.m.

- Instructions :
- 1) All questions are compulsory.
  - 2) Figures to the right indicate full marks.

Q1) Fill in the blanks in the following Group Discussion on “Need of Rural India: Education or Industrialization”, using the appropriate responses given below (10 out of 12) [10]

(Interrupt, interesting, rural development, two minutes, kind attention, industrialization, let me first clear, in my view, population, right, I think, factors)

A: Gentlemen, may I request your \_\_\_\_\_ please? The subject given for discussion is \_\_\_\_\_. It is about what rural India needs more, Education or Industrialization. India needs Education for rural development. Mr.B. Would you like to speak on the subject for \_\_\_\_\_?

B: I belong to a village and I completed my education. there. In the villages only a few can afford education. There is a majority of landless labourers. I think industrialization should get preference at rural area because it can provide employment to the village folk.

C: I agree with Mr.B. But because of \_\_\_\_\_ explosion the benefits of industrialization to rural area are coming down. Proper education of family planning should be given.

D: Both Mr.B. and Mr.C. are \_\_\_\_\_. But gentlemen, \_\_\_\_\_ we should treat the subject in a different manner. \_\_\_\_\_ the scope cannot be limited to family planning and education only. There are many other factors that are equally important.

A: Friends, \_\_\_\_\_ that nobody denies that our villages need many inputs for rapid development. But the subject given provides two

**P.T.O**

topics, \_\_\_\_\_ and \_\_\_\_\_ and wants us to discuss as to which of these two should get priority.

B: You are right. In my opinion we should give priority to education.

A: All right gentlemen! Let us conclude our discussion here. Some of us opted for industry for rapid development, others argued for education. I hope we all agree with the view that industrialization without education and population control is of no use.

**Q2) a)** Attempt Any One of the following: **[10]**

Draft a letter inviting quotation to Central Marketing Organization, 13 M.G.Road, Camp Area, Pune-1 to purchase large stocks of stationary goods for newly opened Royal Stationary Mart, Rajarampuri, Kolhapur.

OR

b) As a retail shop-owner of electrical goods, write a letter of complaint for delay in supplying the order to Satyam Electricals, Laxmipuri, Kolhapur.

**Q3)** Fill in the blanks with appropriate responses in the following negotiations between the Customer(C) and Salesperson(S) (10 out of 12) **[10]**

S: Good morning, Sir \_\_\_\_\_ I help you?

C: Yes. I \_\_\_\_\_ a microwave oven.

S: Sure Sir, we have a great range of microwave ovens.

C: Oh, great! Can you show me microwave ovens of Kenstar, please?

S: Why not? Please \_\_\_\_\_ to this unit, Sir. This is a newly introduced model 'Smart Chef'.

C: Quite interesting! What are the \_\_\_\_\_?

S: Among the newly introduced features there is time saving buzzer system.

C: How much \_\_\_\_\_?

S: It is Just for Rs. 30,000/-, Sir!

C: Oh, its very \_\_\_\_\_



S:Sir, actually it is the prize of an offer. You can get handy mix

C:Fine. Can you give \_\_\_\_\_?

S:Sir,let me ask the \_\_\_\_\_.

C:Please go ahead.

S:Sir, we can give discount of Rs.2,000/-

C:Actually this is very \_\_\_\_\_. I get it online for Rs. \_\_\_\_\_.

S:Yes Sir, surely. But what about after salesservice?

C:Anyway, you give me discount of Rs.3,000/- \_\_\_\_\_.

S:Ok sir Rs.27,000/- is the final deal.

C:Ok then please pack company piece.

S:Don't worry sir. Please pay the amount to the cash counter.

C:Ok

S:Thank you very much sir.

C:Thank you.

**Q4) Attempt any one of the following:**

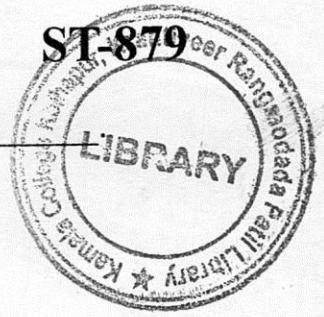
**[10]**

- a) Describe a pressure cooker. As a salesperson describe its features, parts, use, do's, and dont's give instructions for cleaning, etc.

OR

- b) Draft an advertisement for a beauty cream.





S:Sir, actually it is the prize of an offer. You can get handy mix

C:Fine. Can you give \_\_\_\_\_?

S:Sir,let me ask the \_\_\_\_\_.

C:Please go ahead.

S:Sir, we can give discount of Rs.2,000/-

C:Actually this is very \_\_\_\_\_. I get it online for Rs. \_\_\_\_\_.

S:Yes Sir, surely. But what about after salesservice?

C:Anyway, you give me discount of Rs.3,000/- \_\_\_\_\_.

S:Ok sir Rs.27,000/- is the final deal.

C:Ok then please pack company piece.

S:Don't worry sir. Please pay the amount to the cash counter.

C:Ok

S:Thank you very much sir.

C:Thank you.

**Q4) Attempt any one of the following:**

**[10]**

- a) Describe a pressure cooker. As a salesperson describe its features, parts, use, do's, and dont's give instructions for cleaning, etc.

OR

- b) Draft an advertisement for a beauty cream.





S: Sir, I really like the price of my order. You can get better price.

C: Yes, I can give you...

S: Sir, I'm a bit late...

C: Please go ahead.

S: Sir, we can give discount of Rs. 500.

C: Actually, this is very... I don't want to lose...

S: Sir, I really like what you said. I will accept it.

C: Anyways, you can see the discount of Rs. 500.

S: OK, at Rs. 25,000. Is that final price?

C: OK, then please check your account, please.

S: Don't worry, Sir. I'll pay the amount in the cash counter.

C: OK.

S: Thank you very much, Sir.

C: Thank you.

Q4) Attempt any one of the following:

a) Describe a pressure cooker. As a salesperson describe its features, uses, use, do's, and don'ts give instructions for cleaning, etc.

OR

b) Draft an advertisement for a beauty cream.

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**Diploma in Food Processing Technology (Under Community College Scheme) (Semester - II) Examination, December - 2016**  
**BUSINESS COMMUNICATION (Paper - VII)**  
**Sub. Code :64806**

**Day and Date : Tuesday, 13- 12 - 2016**

**Total Marks :40**

**Time : 3.00 p.m. to 5.00 p.m.**

- Instructions :**
- 1) All questions are compulsory.
  - 2) Figures to the right indicate full marks.

**Q1) Attempt any two of the following: [8]**

- a) Mention some expressions used while intervening or breaking into the discussion.
- b) Write about the importance of e-mail correspondence in the present situation.
- c) What is agenda? What are its elements?

**Q2) Attempt any three of the following: [24]**

- a) There is a group discussion on the following issues. Make suggestions on each of them giving an argument in support.
  - i) Child labour is the burning problem in our society.
  - ii) How to stop ragging in your college?
  - iii) Recruitment of girls in defense services.
  - iv) How to celebrate the Independence Day?
- b) As the Chief of Production Section write a memo to The Financial Manager seeking his approval for purchasing additional material for food processing worth Rs. 1,00,000/-

**P.T.O.**

- c) Assuming that you are the Purchase Officer of Sahyadri Garments, Satara; place an order for the following items with the Modern Furniture Mart, Pune-07.

Item	Quantity
Office chairs	20
Wooden tables	15
Molding chairs	100
file racks	10

- d) Draft a letter inviting quotations for the supply of fresh fruits for making mixed fruit jam. Imagine the necessary details.
- e) What are the various functions of an advertisement? Discuss giving examples.

**Q3) Write short notes on any two:**

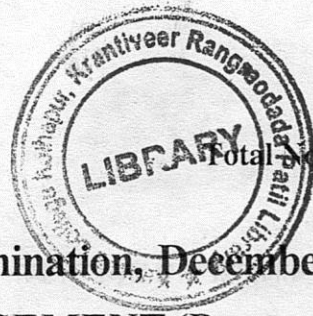
**[8]**

- a) Procedure of sending an e-mail.
- b) Advertising as communication.
- c) Difference between a quotation letter and a notice inviting tender.





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**B.Voc. (Part - I) (Semester - II) Examination, December - 2016**

**FOOD PROCESSING & MANAGEMENT (Paper - XI)**

**Fundamentals of Food Science - II**

**Sub. Code : 64807**

**Day and Date : Wenesday, 14 - 12 - 2016**

**Total Marks : 40**

**Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) Solve any five questions.
  - 2) Figures to the right indicate full marks.
  - 3) Draw diagram wherever necessary.

- Q1)** Write short answer (Any Two) : **[8]**
- a) Toxic components present in nuts & oilseeds.
  - b) Nutritive value of cereals.
  - c) Gelatinization.
- Q2)** Explain pigments in fruits and effect of acids alkali and heat. **[8]**
- Q3)** Explain the cooking of pulses and factors affecting cooking. **[8]**
- Q4)** Illustrate the structure of cereal grain. Write in brief wheat and wheat products. **[8]**
- Q5)** Explain factors affecting gluten formation. **[8]**
- Q6)** Explain classification of vegetable. **[8]**
- Q7)** Write short notes (Any Two) : **[8]**
- a) Ready-To-Eat cereal products.
  - b) Fermentation.
  - c) Groundnut.

**P.T.O.**

## मराठी रूपांतर

- सूचना : 1) कोणतेही पाच प्रश्न सोडवा.  
 2) सर्व प्रश्नांना समान गुण आहेत.  
 3) उजवीकडील आकडे पूर्ण गुण दर्शवितात.  
 4) आवश्यक तेथे आकृती काढा.

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [8]  
 अ) तेलबिया आणि कठिण कवचाची फळे यामधील विषारी घटक.  
 ब) तृणधान्यातील पोषणमूल्ये.  
 क) जिलेटिनायझिशन.
- प्र.2) फळामधील रंगद्रव्ये स्पष्ट करून रंगद्रव्यावरती होणारा आम्लाची, अल्कालीया व उष्णतेचा होणारा परिणाम. [8]
- प्र.3) डाळीची पाककला सविस्तर स्पष्ट करून. डाळीच्या पाकलेवर होणारा घटकांचा परिणाम लिहा. [8]
- प्र.4) तृणधान्याची रचना उदाहरणासहित स्पष्ट करा. गहू आणि गव्हाचे पदार्थ याबद्दल थोडक्यात लिहा. [8]
- प्र.5) ग्लुटेव तयार होण्यावर परिणाम करणारे घटक याबद्दल सविस्तर लिहा. [8]
- प्र.6) भाज्याचे वर्गीकरण सविस्तर स्पष्ट करा. [8]
- प्र.7) टिपा लिहा. [8]  
 अ) तृणधान्याचे खाव्यास तयार पदार्थ.  
 ब) आंबिवणे.  
 क) शेंगदाने.