

Paper Code: 1123

Programme	Exam Code	Course Code
Bachelor of Vocation (Animation)	112801	BVAM-1113
Bachelor of Vocation (Retail Management)	122001	BVRM-1126

Semester-I**Course Title Computer Fundamentals
(50)****Time Allowed: 3 Hours****Max Marks: 20**

Note:- Attempt five questions, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 4 each marks.

Section A

1. (a) Discuss any four hardware components of a computer with their working. 02
 (b) Discuss the difference between Analog and Digital Computer. 02
2. (a) What are Printers? Discuss two impact printers and two non-impact printers. 02
 (b) Explain the difference between RAM and ROM. 02

Section B

3. What do you mean by Table? Discuss the various functions and features of the table in MS Word. 04

4. Write short note on:
- (a) Spell-Grammar Check 01
 - (b) Printing a document 01
 - (c) Steps to create a MS-Word document 01
 - (d) Steps to insert a picture in MS-Word document 01

Section C

5. (a) What is MS Powerpoint? Discuss the various features of MS Powerpoint. 02
- (b) What are the different ways of creating a presentation? 02
6. (a) Discuss different views available in MS Powerpoint. Explain with steps. 02
- (b) Write steps to Print the slides in a power point presentation. 02

Section D

7. What is Internet? Discuss the advantages and disadvantages of internet. 04
8. (a) Discuss the difference between replying an email, forwarding an email and draft. 02
- (b) Discuss how internet is useful in education field. 02

Exam Code: 112801

Paper Code: 1306

Programme: Bachelor of Vocation (Animation)

Semester-I

Course Title: Foundation Art

Course Code: BVAM-1114

Time Allowed: 3 Hours

Maximum Marks: 40

Note: Candidates are required to 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 important for Visual and creative Development of an Artist. Discuss.
2. How observation helps in creativity. Discuss with the help of an example.

Section B

3. What are different media used for drawing and painting.
4. What elements of Still life can make it more natural and realistic?

Section C

5. Draw a human figure with ideal proportion.
6. What is 2-point perspective? Explain with the help of an example.

Section D

7. Write a short note on basics of composition.
8. Explain the following with the help of an example:
 - a) Highlights
 - b) Middle tone
 - c) Dark tone

Exam Code: 112801

Paper Code: 1307

Programme: Bachelor of Vocation (Animation) Semester-I

Course Title: Principles of Animation

Course Code: BVAM-1115

Time Allowed: 3 Hours

Maximum 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 carries 8 marks.

Section A

1. Define animation and provide two early examples of animation. Discuss how these examples contributed to the development of the field. (8)
2. Differentiate between 2D Animation and 3D Animation, providing examples where each is most effectively used. (8)

Section B

3. Describe the importance of being a good listener, hard-working, and patient in the animation production process. How do these traits benefit an artist throughout their career? (8)
4. Discuss how creativity and innovation influence the work of an animation artist. Provide examples of how these qualities can lead to unique animation projects. (8)

Section C

5. Discuss the principle of Squash and Stretch in animation. Why is it considered one of the most important principles? (8)
6. Discuss the importance of timing and spacing in animation, providing examples of how they affect the perception of movement. (8)

Section D

7. Discuss the principle of "Arcs" in animation. How does this principle improve the fluidity of animated characters or objects? (8)
8. How does the principle of "Staging" help in guiding the audience's attention? Provide examples from famous animated scenes. (8)

**Exam Code: 112803
(40)**

Paper Code: 3278

**Programme: Bachelor of Vocation (Animation)
Semester-III**

**Course Title: Introduction to
Photography**

Course Code: BVAM-3111 ✓

Time Allowed: 3 Hours

Max Marks: 40

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

Section A

1. What are various applications of Photography. Write in detail.
2. Write short note on each of the following: -
 - a) Sports Photography
 - b) Product Photography

Section B

3. What are various Camera lenses. Discuss each in the terms of its utility.
4. How Aperture, Shutter Speed and ISO must be adjusted of a quality photography

Section C

5. In what kind of scenario would We take
 - a) Low angle shot
 - b) High angle shotDiscuss With the help of an example.
6. Discuss briefly with a supporting example: -
 - a) Close up Shot
 - b) Extreme Closeup Shot
 - c) Mid Shot
 - d) Long Shot

Section D

7. Why do we use Rule of Thirds in Photography?
8. Write a short note on: -
 - a) Symmetry
 - b) Golden Hours

**Exam Code: 112803
(40)**

Paper Code: 3279

**Programme: Bachelor of Vocation (Animation)
Semester-III**

Course Title: Storyboarding

Course Code: BVAM-3112 ✓

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 question carries 8 marks.

SECTION A

1. What is animatic?
2. Differentiate between digital storyboards and animated storyboards.

SECTION B

3. Differentiate between long shot and full shot.
4. What kind of things are required to be focused while creating a storyboard?

SECTION C

5. How will camera movements help in highlighting a character's emotions or actions?
6. How should character expressions and body language be depicted to convey their emotions?

SECTION D

7. How can digital tools enhance the storyboard creation process compared to traditional methods?
8. What formats (digital, printed) work best for presenting your storyboard effectively?

Exam Code: 112803
(40)

Paper Code: 3280

Programme: Bachelor of Vocation (Animation)
Semester-III

Course Title: Color Grading

Course Code: BVAM-3113 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. All questions carry equal marks. (8 each)

SECTION A

1. How colors can define the mood of the video? Explain in detail.
2. What do you understand by- Contrast, Hue & Saturation.

SECTION B

3. What is the importance of RAW format in color grading? Explain in detail.
4. Write detailed steps to Color Grade the footage.

SECTION C

5. What is the importance of color contrast in color grading? Explain in detail.
6. What is Color Theory? How it can be used in the process of color grading.

SECTION D

7. What is difference between color grading and color balancing? Explain in detail.
8. What do you understand by 2 tones and 3 tones in color grading.

Exam Code: 112805

Paper Code: 5205

Programme: Bachelor of Vocation (Animation) Semester V

Course Title: Electronic Media

Course Code: BVAL – 5111

Time Allowed: 3 Hours

Max. Marks: 60

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 12 marks.

SECTION - A

1. Write various characteristics of Electronic Media.
2. Write pros and cons of Radio vs TV.

SECTION - B

3. What is script? Write down the script format with example.
4. Explain the writing technique and style for broadcasting.

SECTION - C

5. Write down the TV production Techniques in detail.
6. Explain the video production process in detail.

SECTION - D

7. What is Budget? How it is important in production.
8. What do you understand by Film distribution and film review? Explain.

Exam Code: 112805

Paper Code: 5206

Programme: Bachelor of Vocation (Animation) Semester V

Course Title: Career Management for Animation

Course Code: BVAM – 5112

Time Allowed: 3 Hours

Max. Marks: 40

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 8 marks.

SECTION - A

1. Analyze the impact of international studios on local animation markets. How do they influence job availability and industry standards? (8)
2. Identify and describe three local animation studios. What unique services do they offer compared to national or international studios? (8)

SECTION - B

3. a) What are the key elements to consider when preparing a professional presentation? (4)
b) How can visual aids be used to enhance the impact of a presentation? (4)
4. Describe the elements of effective email communication in a professional context. Why is each element important? (8)

SECTION - C

5. a) Discuss the importance of confidence during an interview. (4)
b) What key factors should animators focus on when preparing for an interview to enhance their chances of success? (4)
6. Discuss the importance of subject expertise during interviews. What methods can candidates use to demonstrate their knowledge and skills related to animation effectively? (8)

SECTION - D

7. How can platforms like LinkedIn help animators grow their professional network and career? What features should users focus on? (8)
8. Analyze the differences between a traditional resume and a digital reel resume. How does a digital reel resume enhance an animator's ability to showcase their skills and creativity? (8)

Exam Code: 112805

Paper Code: 5207

Programme: Bachelor of Vocation (Animation) Semester V

Course Title: Film Direction and Documentary

Course Code: BVAM – 5113

Time Allowed: 3 Hours

Max. Marks: 60

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 12 marks.

SECTION - A

1. Write detailed note on history of documentary films.
2. What is critical writing? Explain in detail with example.

SECTION - B

3. How an idea can be developed into a story? Give your point of view.
4. What do you understand by screen craft and screen grammar? Explain in detail.

SECTION - C

5. Explain the production process in detail.
6. What is the role of editing and sound mixing in a film? Explain.

SECTION - D

7. Name and explain any 6 camera shots in detail.
8. Explain the difference between storyboarding and scriptwriting with example.

**Exam Code: 112601
(60)**

Paper Code: 1314

**Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-I**

Course Title: Sterilization, Hygiene and Sanitation

Course Code: BVBL-1143 ✓

Time Allowed: 3 Hours

Max Marks: 35

Note: Attempt five questions, selecting at least one question from each section. The Fifth question may be attempted from any section. Each question carries 7 marks.

Section -I

1. What do you mean by Personal Hygiene and Good Grooming? 7
2. What is Public Hygiene? 7

Section -II

3. Explain the Methods of Sterilization and Sanitation? 7
4. Explain following-
 - a) Sterilization 2
 - b) Sanitation 2
 - c) Disinfectant 1.5
 - d) Antiseptics 1.5

Section -III

5. What are the two major groups of agents used for sterilization? 7
6. Describe two types of disinfectants. 7

Section -IV

7. Discuss about general sanitary suggestions. 7
8. How we can sanitize salon in daily routine give some suggestions? 7

**Exam Code: 112601
(60)**

Paper Code: 1315

**Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-I**

Course Title: Anatomy of Skin and Hair

Course Code: BVBM-1144 ✓

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 the Cosmetology Aims in your words. 8
2. What is Cosmetology? Explain its importance. 8

Section-B

3. Explain the structure of skin in detail. 8
4. a) Define Over activity of sebaceous gland
b) Under activity of sebaceous gland

4x2=8

Section-C

5. Explain them in short with the help of diagram:
 - a) Dermal Papilla
 - b) Arrector Pilli Muscle4x2=8
6. List and describe five different types of hair styling products and their uses. 8

Section-D

7. Write down the hair and scalp analysis. 8
8. What is Alopecia? Also explain the different types of Alopecia. 8

Exam Code: 112601
(60)

Paper Code: 1316

Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-I

Course Title: Fundamentals of Spa

Course Code: BVBM-1145 ✓

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 question carries 8 marks.

Section I

1. What is Spa and origin of Spa?
2. Explain the Anatomy of Skin?

Section II

3. Write down the various types of Spa?
4. Explain the Procedure of Spa?

Section III

5. What is Body Wrapping? Explain its Advantages?
6. Explain Detoxing and Hydrating Body Wraps?

Section IV

7. Write Knowledge of Spa products and Equipments?
8. Explain the Effects of Spa?

Exam Code: 112603
(50)

Paper Code: 3297

Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-III

Course Title: Histology of Hair

Course Code: BVBL-3141 ✓

Time Allowed: 3 Hours

Max Marks: 70

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 equal marks (14 each)

Section- A

1. What is hair? Draw and explain the structure of hairs?
2. What is the chemical composition of hair? Explain.

Section- B

3. Explain the types of hairs and its characteristics?
4. Explain the following:
 - Hair shapes
 - Hair distribution
 - Hair facts

Section- C

5. Explain non-infections disorders of hairs.
6. Which scalp and hair disorder cannot be treated in the salon?

Section- D

7. What are the functions of hair? explain
8. What are the hair growth cycle? What occurs during each phase?

Exam Code: 112603
(50)

Paper Code: 3298

Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-III

Course Title: Knowledge of Hair Bond

Course Code: BVBL-3142 ✓

Time Allowed: 3 Hours

Max Marks: 70

Note: Attempt five Questions, selecting at least one Question from each section. The Fifth Question may be attempted from any section. Each Question carries 14 marks.

Section-A

1. How many chemical bonds are present in hair also explain their function? 14
2. a) Define shampoo. how does shampoo act?
b) Types of shampoo 7x2=14

Section-B

3. Explain in detail the products used for permanent straightening and penning 14
4. Difference between rebonding and smoothening. 14

Section-C

5. How We can maintain natural PH level of Scalp and Hair. 14
6. Discuss the difference between a professional hair spa treatment and at home hair spa practices. 14

Section-D

7. Procedure of hair color application. 14
8. What natural ingredients can we mixed with henna for application. and What benefits do these ingredients provide? 14

Exam Code: 112603
(50)

Paper Code: 3299

Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-III

Course Title: Salon Management

Course Code: BVBL-3143

Time Allowed: 3 Hours

Max Marks: 35

NOTE: Attempt five questions in all, selecting at least one from each section. Fifth question may be attempted from any section. Each question carries 7 marks .

Section-A

1. Explain the points to be kept in mind while openings Salon?
(7)
2. (a) What do you understand by the term Salon Ownership?
(3.5)
(b) How would you explain the installation and fittings required in opening of a Salon?
(3.5)

Section-B

3. What do you mean by the term Retailing? Also, Explain the importance of Salesmanship in Salon? (3.5+3.5)
4. Mention the types of services along with their cost? (7)

Section-C

5. (a) Explain the procedure for maintaining appointments? (3.5)
(b) What are the various things considered for maintenance of Salon? (3.5)
6. What are the common equipments required for salon operation? Explain in detail. (7)

Section-D

7. How to treat-
(a) Cuts or Abrasions (3.5)
(b) Burns (3.5)
8. Mention in detail all the safety measures required during the Salon procedure? (7)

Exam Code: 112605
(30)

Paper Code: 5228

Programme: Bachelor of Vocation (Beauty and Wellness)
Semester-V

Course Title: Chemical Hair Procedures

Course Code: BVBL-5141 ✓

Time Allowed: 3 Hours

Max Marks: 60

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

Section-I

1. Write a note on following while doing permanent waving:
 - a) Basic trolley setting
 - b) Client consultation
 - c) Strand Test
 - d) Hair analysis
2. Explain the permanent waving procedure step by step?

Section-II

3. What are contraindications of hair straightening?
Explain the after care of the procedure?
4. Explain the procedure of hair straightening step by step?

Section-III

5. What are hair relaxers? How they react on bonds and how we use them Explain?
6. How will you perform client consultation? Write about Types of chemical hair relaxers.

Section -IV

7. Why is health & safety important in salon?
8. What are the hazards and risks involved in salon while doing chemical work.

Exam Code: 112605

Paper Code: 5229

Programme: Bachelor of Vocation (Beauty and Wellness)

Semester: V

Course Title: Therapeutic Massage

Course Code: BVBL-5142

Time Allowed: 3 Hours

Max. Marks: 60

Note: Attempt five Questions, selecting at least one Question from each section. The Fifth Question may be attempted from any section. Each Question carries 12 marks.

Section-A

Q1) What do you mean by Therapeutic Massage? Explain their techniques and contra indication.

Q2.) Define:-

- a) Swedish Massage
- b) Deep Tissue Massage

Section-B

Q3) Explain the pressure point for pain and stress reliever.

Q4) Describe a step-by-step reflexology session for relaxation.

Section-C

Q5) Define Aromatherapy and explain its significance in cosmetology.

Q6) Explain:-

- a) Techniques of aromatherapy
- b) Advantages of Aroma therapy

Section-D

Q7) List five essential oils commonly used in aroma therapy and their benefits.

Q8) Write a short note on following:-

- a) Tea Tree oil
- b) Lavender oil
- c) Lemon oil
- d) Rose marry

Exam Code: 112605

Paper Code: 5230

Programme: Bachelor of Vacation (Beauty and Wellness)

Semester- V

Course Title: Electrical and Chemical Treatment

Course Code: BVBL-5143

Time: 3 Hours

Theory Marks: 80

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

Section – A

1. Define chemical peeling? Explain the chemical peels used in beauty treatments?
2. Discuss the pre and post procedure care in chemical peeling?

Section – B

3. Explain the use of high frequency current in facial treatment and its effects on the skin?
4. Difference between hot and cold steam treatments and explain the benefits?

Section – C

5. How to store clean & maintained equipment used in beauty treatments?
6. Explain the importance of hygiene and sanitation in maintaining electric tools?

Section – D

7. Write the importance of record keeping?
8. Describe the physiological and its effects of electrical and chemical treatment?

Exam Code: 113001
(40)

Paper Code: 1322

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

Course Title: Tourism Geography

Course Code: BVHL-1664 ✓

Time Allowed: 3 Hours

Max Marks: 70

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 14 marks.

Section - A

1. Define geography and discuss its scope in tourism and it's development.
2. Describe the major landforms: Mountains, Plains, and Plateaus, with examples of tourist destinations associated with each.

Section - B

3. Explain the role of weather and climate in determining tourist flows.
4. What are geographical linkages? Explain their importance in tourism development.

Section - C

5. Discuss the role of geography in creating and reading tourist maps.
6. Discuss how technology enhances the role of geography in tourism.

Section - D

7. List and describe major tourist destinations in Asia and Africa.
8. Provide a brief overview of popular tourist destinations in the Americas.

Exam Code: 113001
(40)

Paper Code: 1323

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

Course Title: Food Production – I

Course Code: BVHM-1665 ✓

Time Allowed: 3 Hours

Max Marks: 35

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 7 marks.

Section - A

1. Discuss in detail about the Classical and Modern Kitchen Brigade system.
2. Explain in detail about the layout of a professional kitchen.

Section - B

3. Give a suitable examples of special cooking methods such as infrared cooking, microwave, and rechauffe.
4. Explain in detail about the things to be keep in mind while preparing the ingredients.

Section - C

5. Discuss the operational procedures for large kitchen equipment and the safety measures required.
6. What are the key communication techniques used in kitchen operations?

Section - D

7. Write in detail about the food hazards and how to prevent them.
8. Discuss modern food safety regulations such as HACCP, FSSAI and emerging concerns like genetically modified food and newer pathogens.

Exam Code: 113001
(40)

Paper Code: 1324

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

Course Title: Food and Beverages
Services – I

Course Code: BVHM-1666 ✓

Time Allowed: 3 Hours

Max Marks: 35

Note:- Candidates are required to attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any of the section. All questions carry 7 marks

Section - A

1. Write a detailed note on types of restaurants and their characteristics. (7)
2. What are the different career opportunities in food service industry? (7)

Section - B

3. What are the various types of F&B operations? Also write about the principal staff of various types of F&B operations. (7)

4. Explain the duties and responsibilities of F&B staff. (7)

Section - C

5. Describe:

a) Speciality restaurants

b) Grill room

c) Discotheque

3+2+2 = 7

6. Write short notes on:

a) Classification of Linen

b) Classification of Tableware

4+3 = 7

Section - D

7. Explain the origin and manufacturing of tea. (7)
8. Write a detailed note on origin of cocoa and malted beverages. (7)

Exam Code: 113003
(30)

Paper Code: 3300

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

Course Title: Tourism Products

Course Code: BVHL-3661 ✓

Time Allowed: 3 Hours

Max Marks: 70

Note:- Attempt five questions in all, selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 14 marks.

Section A

1. Analyze the evolution of sustainable tourism products in response to growing environmental and ethical concerns.
2. Explore the influence of technology on the development and marketing of tourism products.

Section B

3. Examine the diversity of India's cultural resources and their significance in attracting tourists. Discuss how elements such as art, architecture, festivals, and cuisine contribute to India's cultural tourism appeal.

4. Critically assess the role of sustainable cultural tourism in preserving India's heritage.

Section C

5. Write an essay on Hindu architecture of India. Enlist at least ten prominent masterpiece buildings also.
6. Comment on role of world heritage sites for promotion of tourism in India.

Section D

7. Discuss the challenges and opportunities of promoting wildlife tourism in India.
8. Explore the potential of adventure tourism in India's natural landscapes.

Exam Code: 113003

Paper Code: 3301

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: III

Course Title: Tourism Entrepreneurship

Course Code: BVHL-3662

TIME: 3 Hours.

Max. Marks: 70

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

SECTION - A

1. Discuss the scope and importance of entrepreneurship in tourism.
2. Write a detailed note on types of tourism businesses.

SECTION - B

3. What do you understand by tourism demand and supply dynamics? Describe.
4. What is competitor analysis and how is it done in tourism businesses. Explain.

SECTION - C

5. Define and explain the various components of a tourism business plan.
6. Write a note on legal and regulatory considerations for a tourism business.

SECTION - D

7. Describe in detail the modern digital marketing tools for tourism.
8. Explain sustainable and responsible tourism practices in detail.

**Exam Code: 113003
(30)**

Paper Code: 3302

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

**Course Title: Travel Agency and Tour
Operation Business**

Course Code: BVHL-3663

Time Allowed: 3 Hours

Max Marks: 70

Note: - Attempt five questions from all, selecting at least one question from each section. The fifth question can be attempted from any section. Each question carries 14 marks.

Section A

1. Define travel agent and a tour operator. Discuss their roles and functions within the travel industry.
14
2. What are the different departments of a travel agency, and What are their main functions? How to set up a travel agency highlight IATA rules and regulations for travel agency approval.
14

Section B

3. Discuss the factors to consider while designing an itinerary. Discuss how these factors contribute to creating a balanced and appealing travel plan.
14

4. Describe the itinerary of the Golden Triangle route. Discuss its historical and cultural significance, and how it attracts tourists. 14

Section C

5. Explain the concept of visas and its types? 14
6. Plan a detailed itinerary for a 3-night, 4-day trip to Jaipur, India. Include transportation, accommodation, sightseeing activities, and meal recommendations. 14

Section D

7. Discuss in detail about popular package tours offered by travel agencies. What are the practical components of a standard package tour, and how do they differ for inbound, outbound, and domestic tours? 14
8. What are the different types of package tours? What are the practical components of a standard package tour, and how do they differ for inbound, outbound, and domestic tours? 14

Exam Code: 113003

Paper Code: 3303

Programme: Bachelor of Vocation (Hospitality and Tourism)

SEMESTER: III

Course Title: Tour Guiding and Leading

Course Code: BVHL-3664

TIME: 3 Hours.

Max. Marks: 70

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

Section - A

1. What are two roles of a tour guide? Explain how these roles help tourists enjoy their trip.
2. List three steps to start a tour guiding business. Why is it important to know your customers before starting?

Section - B

3. What are two ways a tour guide can use speaking skills to make a tour fun? Explain how these skills help tourists learn more.
4. What is meant by "Moments of Truth" in tour guiding? Give one example of a moment that can make a tourist happy.

Section - C

5. Why is it important for a tour guide to respect local culture? Give one example of how a guide can show respect during a tour.
6. What is a tour guide's code of conduct? Name two rules and explain how they make a tour safe and enjoyable.

Section - D

7. Name two types of tours and describe one way a guide can help a traveler with a disability during these tours.
8. What should a tour guide do if there is an emergency during a tour? Explain how working with other guides can help solve the problem.

Exam Code: 113003

Paper Code: 3304

Programme: Bachelor of Vocation (Hospitality and Tourism)

SEMESTER: III

Course Title: Front Office Operations-I

Course Code: BVHM-3665

TIME: 3 Hours.

Max. Marks: 35

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

Section - A

1. State four essential attributes of front office personnel and explain the importance of salesmanship skills with two points.
2. Explain how the front office coordinates with Housekeeping and F&B departments with one example each.

Section - B

3. Prepare a sample duty rota for front office staff for a 24-hour shift covering three positions.
4. Describe the layout of a typical front office reception area and name four essential items placed on the counter.

Section - C

5. Explain three protocols to be followed while handling a VVIP guest at the front desk.
6. Define adjoining rooms and suites. State one advantage of offering each to guests.

Section - D

7. Explain any two pricing strategies used by hotels (e.g., seasonal, dynamic) with one benefit each.
8. Describe the process of handling a paid-out voucher at the front desk cashier in four steps.

Exam Code: 113003

Paper Code: 3305

Programme: Bachelor of Vocation (Hospitality and Tourism)

SEMESTER: III

Course Title: Housekeeping Operations-I

Course Code: BVHM-3666

TIME: 3 Hours.

Max. Marks: 35

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

SECTION - A

- Q1) Define housekeeping and explain its scope and importance in hotels and other hospitality sectors.
Q2) Describe the organizational structure of the housekeeping department.

SECTION - B

- Q3) Explain the types of cleaning carried out in hotels.
Q4) Explain types of cleaning agents used in housekeeping and their safe usage.

SECTION - C

- Q5) Explain room status terminology used in hotels.
Q6) Explain the cleaning and maintenance of public areas in a hotel.

SECTION - D

- Q7) Explain the occupational hazards in housekeeping and the safety measures to prevent them.
Q8) Describe the procedures for handling lost and found items, guest requests, and complaints.

Lib 26/11/25 (MGR) K.M.V.-I

Exam Code: 113005

Paper Code: 5231

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: V

Course Title: Tourism Policy in India

Course Code: BVHL - 5661 ✓

Time Allowed: 3Hrs

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. Define tourism planning and explain its need and objectives.
2. Explain the concept of sustainable tourism in the context of Sustainable Development Goals (SDGs).

Section - B

3. What is tourism policy? Describe its types and importance.
4. Compare the National Tourism Policies of 1982, 2002, and the draft of 2022.

Section - C

5. Examine the evolution of tourism in India through the Five-Year Plans.
6. What are the aims, objectives, and functions of the Tourism Finance Corporation of India (TFCI)?

Section - D

7. Analyze the tourism planning initiatives of the Rajasthan Tourism Development Corporation.
8. Evaluate the tourism development strategies of Madhya Pradesh and Gujarat.

Exam Code: 113005

Paper Code: 5232

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: V

Course Title: E-Tourism

Course Code: BVHL - 5662

Time Allowed: 3 Hrs

Max. Marks: 80

Note: Attempt five questions from 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

- Q1) Explain the evolution of E-tourism. Discuss how technological advancements have shaped the tourism industry over time.
- Q2) What are the different types of e-commerce in tourism? What are the benefits of using e-marketing in tourism?

Section - B

- Q3) Describe the process of starting an e-tourism business, including market research, business planning, and website development.
- Q4) What are the different e-marketing channels that can be used to promote tourism products and services? How can e-marketing be used to create a competitive advantage in the tourism industry?

Section - C

- Q5) Explain the importance of cyber security in the e-tourism industry and the different cybercrimes and cyber laws that are relevant to e-tourism businesses.
- Q6) What is a payment gateway and how does it work? What are the different types of payment systems that are used in e-tourism?

Section - D

Q7) How can tourism businesses effectively manage the grievances and complaints of tourists? Provide specific steps on how to handle grievances and complaints, such as acknowledging the complaint promptly, investigating the issue thoroughly, and providing a fair resolution.

Q8) How can tourism businesses handle online negative publicity, such as negative reviews on blogs, forums, and travel portals? What are the benefits and risks of social networking for tourism businesses?

Exam Code: 113005

Paper Code: 5233

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: V

Course Title: Public Relations and Tourism Journalism

Course Code: BVHL - 5663

Time Allowed: 3 Hrs

Max. Marks: 80

Note: Attempt five questions from 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) Give a definition of public relations (PR) and describe its goals and roles.
- 2) Elaborate the evolution and expansion of public relations over time.

Section - B

- 3) How do the principles of PR apply to the tourism industry, and what ethical considerations are important when promoting tourist destinations?
- 4) Explain the role of communication skills in building an organization's image and goodwill through PR.

Section - C

- 5) Define the meaning and scope of journalism, highlighting its various types, roles, and functions.
- 6) How does tourism journalism contribute to the growth of the tourism industry in India, and what editing considerations are important in this context?

Section - D

- 7) What are the essential qualities and skills required for a reporter in today's media landscape?
- 8) Discuss the role of media representation in promoting or shaping the tourism industry, and provide examples of how media can impact public perception of tourism.

Exam Code: 113005

Paper Code: 5234

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: V

Course Title: Basic Research Methodology

Course Code: BVHL - 5664 ✓

Time Allowed: 3 Hrs

Max. Marks: 80

Note: Attempt five questions from 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

Q.1 What do you mean by Research? Write in detail about the criteria of a good research.

Q.2 Write in detail about the various types of research used in tourism industry.

SECTION - B

Q.3 What is Research Problem? Why it is important to identify the research problem.

Q.4 Explain in detail about the research design and its role in conducting a research.

SECTION - C

Q.5 Describe in detail about the criteria for a good sampling.

Q.6 What is questionnaire? Write in detail about the framing questionnaire in research.

SECTION - D

Q.7 Describe in detail about the steps to be followed while writing a report in research.

Q.8 Write in detail about the various style of citing the references in research.

Exam Code: 113005

Paper Code: 5235

Programme: Bachelor of Vocation (Hospitality and Tourism)

Semester: V

Course Title: Food and Beverage Service Management

Course Code: BVHL - 5665

Time Allowed: 3 Hrs

Max. Marks: 80

Note: Attempt five questions from 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

- Q.1. Discuss the elements of cost. Classify costs based on behavioural dynamics. Explain briefly each type.
Q.2. Define "Cost". What are the different types of cost in Food & Beverage Business?

Section - B

- Q.3. Explain Beverage Control cycle. Explain the importance of assigning responsibility for beverage purchasing.
Q.4. What are the primary purposes of establishing beverage purchasing control?

Section - C

- Q.5. List any ten bar frauds. Explain two with suggestion to control it.
Q.6. What are the menu merchandising tactics engaged in restaurants that help in promoting sales of dishes?

Section - D

- Q.7. With the help of a neat diagram, explain breakeven analysis.
Q.8. List the objectives of inventory control. Compare and contrast the two commonly used methods of inventory control.

**Exam Code: 113005
(30)**

Paper Code: 5236

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

Course Title: International Cuisines

Course Code: BVHL-5666

Time Allowed: 3 Hours

Max Marks: 40

Instructions:- Attempt 5 questions in all, 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. How has the history and geography of Asia influenced the diverse and rich tapestry of Oriental cuisine?
2. What are the key ingredients and cooking techniques that define the rich and diverse flavors of Thai cuisine?

Section B

3. How have multicultural influences and the rediscovery of traditional recipes reshaped the culinary identity of the United Kingdom?
4. Explore the unique characteristics of Scandinavian cuisine, with a focus on sustainability and Nordic food trends.

Section C

5. What are the key ingredients and cooking techniques that define Mediterranean cuisine.
6. How does the Mediterranean diet contribute to overall well-being, and what scientific evidence supports these claims?

Section D

7. Discuss the significance of street food vendors (taco stands, elote carts, etc.) in Mexico.
8. Elaborate how sustainable farming methods and the use of native ingredients contribute to the uniqueness of Mexican dishes?

Exam Code: 112901

Paper Code: 1317

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

**Course Title: Introduction to Computers and Information
Technology**

Course Code: BVIL-1113

Time Allowed: 3 Hours

Maximum Marks: 35

Note: - Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

Section – I

1. Draw the block diagram of computer and explain the different functional units.
2. Differentiate between batch oriented and real time applications. Give one example for each type.

Section – II

3. What do you mean by system software and how it is different from application software?
4. Explain the role of IT in education and medicine.

Section - III

5. Explain the working of Secondary storage device.
6. Name the different input devices and explain any two.

Section – IV

7. What do you mean by Big Data? Explain five features of Big data and what are the major challenges in future for Big Data
8. What is Cloud Technology and what are the different cloud storage levels?

(For Reappear Candidates Only (2022-23))

Exam Code: 114001

Paper Code: 9134

Bachelor of Vocation (Artificial Intelligence and Data Science)

Semester-I

Introduction to Computers and Information Technology

Course Code: BVIL-1113

Time Allowed: 3 Hours

Maximum 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 carries 8 marks.

Section-A

1. Draw the block diagram of computer and explain the different functional units.
2. Differentiate between batch oriented and real time applications. Give one example for each type.

Section-B

3. What do you mean by system software and how it is different from application software?
4. Explain the role of IT in education and medicine.

Section-C

5. Explain the working of Secondary storage device.
6. Name the different input devices and explain any two.

Section-D

7. What do you mean by Big Data? Explain five features of Big data and what are the major challenges in future for Big Data
8. What is Cloud Technology and what are the different cloud storage levels?

Exam Code: 112901

Paper Code: 1318

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

**Course Title: Introduction to Artificial Intelligence and
Data Science**

Course Code: BVIL-1114 ✓

Time Allowed: 3 Hours

Maximum Marks: 70

**Note: - Attempt five questions in all, selecting at least one question
from each section. Fifth question may be attempted from any
section. Each question carries 14 marks.**

Section – A

1. What is Artificial Intelligence? How does AI works. Explain
Problem Framing in AI. 14
2. Explain opportunities and applications of AI. What are its
applications in Data Science? 14

Section – B

3. Explain Data Science. Also explain its Components. 14
4. What are the application areas of Data Science and challenges in
Data Science? 14

Section – C

5. Explain Data Science Methodologies in detail. 14
6. Explain Modelling, Analysis and Visualization in Data Science. 14

Section – D

7. Explain Measure of Dispersion in detail. 14
8. Explain Mean, Median and Mode. How they are useful in Data
Science? 14

(For Reappear Candidates Only (2022-23))

Exam Code: 114001

Paper Code: 9135

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

Course Title: Introduction to Artificial Intelligence and
Data Science

Course Code: BVIL-1114 ✓

Time Allowed: 3 Hours

Maximum Marks: 60

Note: - Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 12 marks.

Section – A

1. What is Artificial Intelligence? How does AI works. Explain Problem Framing in AI.
2. Explain opportunities and applications of AI. What are its applications in Data Science?

Section – B

3. Explain Data Science. Also explain its Components.
4. What are the application areas of Data Science and challenges in Data Science?

Section – C

5. Explain Data Science Methodologies in detail.
6. Explain Modelling, Analysis and Visualization in Data Science.

Section – D

7. Explain Measure of Dispersion in detail.
8. Explain Mean, Median and Mode. How they are useful in Data Science?

(For Reappear Candidate Only (2022-23))

Exam Code: 112901

Paper Code: 9136 – R

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

Course Title: Office Fundamentals

Course Code: BVIL-1115

Time Allowed: 3 Hours

Maximum 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 carries 8 marks.

Section A

1. What are various ways along with shortcuts (wherever applicable) followed to do the following in MS-Word: -
 - a) Create a New Document
 - b) Open Existing Document
 - c) Replace Text
 - d) Save a Document
 - e) Undo/Redo
 - f) View Multiple documents
 - g) Preview a document
2. How will you print multiple copies of a multipage document in MS Word. Write down steps, giving an example covering different options to be selected to print document.

Section B

3. If you have an existing table in Word, how can you add or delete rows/columns, or change look of a table. Discuss.
4. Write a short note on: -
 - a) Headers
 - b) Footers

Section C

5. How can we add graph to a PowerPoint presentation. Discuss.
6. How can one add rehearsed timing to PowerPoint presentation? List down the steps.

Section D

7. Discuss What-if Analysis with the help of an example
8. Write a short note on the following: -
 - a) Sorting Data
 - b) Filtering Data

Exam Code: 112901

Paper Code: 1319

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

Course Title: Office Fundamentals

Course Code: BVIL-1115 ✓

Time Allowed: 3 Hours

Maximum Marks: 35

Note: Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

Section A

1. What are various ways to create, edit and update a document in MS Word? Discuss in detail.
2. Write a short note on the following: -
 - a) Page Break
 - b) Word Styles

Section B

3. Write down in steps to create and edit a table in MS Word? What are various options available to achieve the same. Discuss.
4. If you are adding a picture in Word, what are various Text wrapping options available. Give example supporting your answer.

Section C

5. Discuss PowerPoint Views in detail.
6. How can we add multimedia and apply animations to slides in PowerPoint. Explain.

Section D

7. List the steps to create a chart considering you are given data in tabular form.
8. Write a short note on: -
 - a) Pivot Table
 - b) Linking different Spreadsheets

Exam Code: 112901

Paper Code: 1320

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

Course Title: Computational Problem Solving-I

Course Code: BVIM-1116

Time Allowed: 3 Hours

Maximum Marks: 35

Note: - Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

Section – A

1. Explain High level language, Machine language and Assembly language. 7
2. Explain various generations of computers in detail. 7

Section – B

3. Explain applications and features of Python Programming Language. 7
4. Explain Tuples and Dictionaries in detail. What are various operations and functions that can be applied on them? 7

Section – C

5. Explain if, if else, if elif else statement in Python with programming examples. 7
6. Explain various looping and jump statements with programming examples. 7

Section – D

7. Explain differences between iteration and recursion with examples. 7
8. Explain Object Oriented Programming in Python. Write a Program in Python to demonstrate the concept of classes, overloading and inheritance. 7

(For Reappear Candidates Only (2022-23))

Exam Code: 114001

Paper Code: 9137

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

Course Title: Computational Problem Solving-I

Course Code: BVIM-1116

Time Allowed: 3 Hours

Maximum Marks: 30

Note: - Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 6 marks.

Section-A

1. Explain High level language, Machine language and Assembly language.
2. Explain various generations of computers in detail.

Section-B

3. Explain applications and features of Python Programming Language.
4. Explain Tuples and Dictionaries in detail. What are various operations and functions that can be applied on them?

Section-C

5. Explain if, if else, if elif else statement in Python with programming examples.
6. Explain various looping and jump statements with programming examples.

Section-D

7. Explain differences between iteration and recursion with examples.
8. Explain Object Oriented Programming in Python. Write a Program in Python to demonstrate the concept of classes, overloading and inheritance.

Exam Code: 112903

Paper Code: 3292

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

SEMESTER: III

Course Title: Statistical Inference - I

Course Code: BVIL-3111 ✓

TIME: 3 HRS.

Max. Marks: 70

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

Section - A

1. How can you elaborate the term Random Variables? Discuss its types with an example. 14
2. Write a note on the following:
 - a. Joint Probability Distribution 5
 - b. Probability mass function 5
 - c. Sample space 4

Section - B

3. What is the moment? How to calculate MGF from pdf. Elaborate with an example. 14
4. Explain Chebyshev's inequality and its applications. 14

Section - C

5. Differentiate between Discrete and Continuous Random Variables. 14
6. a. Explain Binomial theorem.
 - b. A fair coin is tossed 10 times. What is the probability of getting:
 - (i) Exactly 6 heads
 - (ii.) At most 5 heads
 - (iii.) Exactly 5 tails

2 X 7 = 14

Section - D

- | | |
|---|----|
| 7. Explain Sampling Distribution in detail. | 14 |
| 8. Explain the Chi-Square test with an example. | 14 |

(For Reappear Candidates Only (2023-24))

Exam Code: 114003

Paper Code: 9349

Bachelor of Vocation (Artificial Intelligence and Data Science)

SEMESTER: III

Course Title: Statistical Inference - I

Course Code: BVIL-3111

TIME: 3 HRS.

✓ Max. Marks: 60

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 12 marks.

Section-A

1. How can you elaborate the term Random Variables? Discuss its types with an example. 12
2. Write a note on the following:
 - a. Joint Probability Distribution 4
 - b. Probability mass function 4
 - c. Sample space 4

Section-B

3. What is the moment? How to calculate MGF from pdf. Elaborate with an example. 12
4. Explain Chebyshev's inequality and its applications. 12

Section-C

5. Differentiate between Discrete and Continuous Random Variables. 12
6. a. Explain Binomial theorem. 12
- b. A fair coin is tossed 10 times. What is the probability of getting:
 - (i) Exactly 6 heads
 - (ii.) At most 5 heads
 - (iii.) Exactly 5 tails

2 X 6 = 12

Section-D

7. Explain Sampling Distribution in detail. 12
8. Explain the Chi-Square test with an example. 12

Exam Code: 112903
(20)

Paper Code: 3293

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

**Course Title: Data Mining and Data
Warehousing**

Course Code: BVIL-3112 ✓

Time Allowed: 3 Hours

Max Marks: 70

Note:- Attempt five questions in all, selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 14 marks.

Section-A

1. Explain the role of Data mining in Knowledge Discovery process. 14
2. Write a short note on:
 - a) Data Mining techniques 7
 - b) Frequent pattern mining 7

Section-B

3. Discuss the following Clustering methods:
 - a) Partition methods 7
 - b) Density based methods 7

4. Differentiate between classification and clustering in detail.

14

Section-C

5. Explain the following:

a) Evolution of Data warehousing 7

b) Concepts of Data warehousing 7

6. Discuss OLAP operations in detail with suitable examples. 14

Section D

7. Explain Single stage and Multistage Data warehouses.

14

8. Discuss Stationary distributed and Virtual Data warehouses in detail. 14

Exam Code: 112903
(20)

Paper Code: 3294

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

Course Title: Data Processing and
Visualization

Course Code: BVIL-3113

Time Allowed: 3 Hours

Max Marks: 35

Note:- Attempt five questions in all, selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 7 marks.

SECTION-A

1. What are main types and characteristics of data? Also explain data level in detail.
2. Explain various functions of data processing? Also explain problems associated with raw data.

SECTION-B

3. Explain in detail:
(a) Distributed processing
(b) Time Sharing

4. Explain in detail:
 - (a) Electronic data Processing
 - (b) Application of data processing

SECTION-C

5. Explain the importance of Data Visualization. Also explain user psychology of visualization.
6. Explain User Interface design principles based on Human perception.

SECTION-D

7. Discuss the use of Pie Charts, Box Plots, Scatter Plots and Bubble Plot tools in Visualization.
8. What is the use of "Word Cloud" Advanced Visualization tool. Explain in detail.

Exam Code: 112903

Paper Code: 3295

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

SEMESTER: III

Course Title: Workplace Management

Course Code: BVIL-3114

TIME: 3 Hours.

Max. Marks: 35

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 7 marks.

Section - A

1. What should be taken care while dealing with huge audiences as public speaker. Discuss.
2. What can be done to resolve a conflict with a colleague at Workplace.

Section - B

3. List down the factors that can make a presentation engaging to the audiences.
4. What kind of preparation is required to successfully crack an interview?

Section - C

5. Why is relationship management important at workplace? What can be done to ensure a healthy work environment?
6. In what ways Client Satisfaction can be ensured by the companies?

Section - D

7. What kind of behaviour qualifies as assertive behaviour at workplace? Discuss.
8. Write a short note on: -
 - a) Body language Awareness & Precautions – when speaking on Public Platform
 - b) Leadership Qualities

Exam Code: 112903

Paper Code: 3296

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

SEMESTER: III

Course Title: Machine Learning-I

Course Code: BVIL-3115

TIME: 3 Hours.

Max. Marks: 70

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

(Section A)

Q1) Discuss various Machine Learning techniques in detail.

Q2) Explain:-

- a) Inductive Bias
- b) Supervised Learning

(Section B)

Q3) What do you mean by regression? Explain its types in detail.

Q4) Explain with suitable examples:-

- a) Covariance
- b) Correlation

(Section C)

Q5) Explain with example:-

- a) Model Assumptions
- b) Probability Estimation

Q6) What do you mean by clustering? How distance, density and hierarchy can be used for prediction in Machine Learning?

(Section D)

Q7) What is SVM? How it can be used for identifying images with cat from a set of images?

Q8) Explain:-

- a) Random Forest
- b) Component Analysis

(For Reappear Candidates Only (2023-24))

Exam Code: 114003

Paper Code: 9350

Bachelor of Vocation (Artificial Intelligence and Data Science)

Semester: III

Course Title: Machine Learning-I

Course Code: BVIL-3115

TIME: 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 carries 08 marks.

Section-A

Q1) Discuss various Machine Learning techniques in detail.

Q2) Explain:-

- a) Inductive Bias
- b) Supervised Learning

Section-B

Q3) What do you mean by regression? Explain its types in detail.

Q4) Explain with suitable examples:-

- a) Covariance
- b) Correlation

Section-C

Q5) Explain with example:-

- a) Model Assumptions
- b) Probability Estimation

Q6) What do you mean by clustering? How distance, density and hierarchy can be used for prediction in Machine Learning?

Section-D

Q7) What is SVM? How it can be used for identifying images with cat from a set of images?

Q8) Explain:-

- a) Random Forest
- b) Component Analysis

Exam Code: 112905

Paper Code: 5238

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

Course Title: Research Methodology

Course Code: BVIL-5111

Time Allowed: 3 Hours

Max. Marks: 60

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 12 marks.

Section - A

1. a) Define research and explain its purpose. Discuss the significance of ethical conduct in research. (8)
b) Differentiate between Basic Research and Applied Research with examples. (4)
2. a) Describe the purpose and importance of Action Research. (4)
b) Explain the classifications of research based on its purpose, including evaluation research. (8)

Section - B

3. a) Compare and contrast the narrative and phenomenological approaches to research. (6)
b) Describe the case study approach in research and discuss its key features. (6)
4. a) Explain the role of interviews and focus groups as data sources in qualitative research. (6)
b) Describe the process of coding in qualitative data analysis. Why is coding important? (6)

Section - C

5. Outline the typical layout of a research paper. What are the essential components? (12)

6. a) What ethical issues are associated with publishing? Describe plagiarism and self-plagiarism. (8)

b) Discuss the importance of oral presentations in research and provide key points for effective presentation. (4)

Section - D

7. a) Define intellectual property rights (IPR) and explain its importance in research. (8)

b) Describe copyright and royalty. How do they relate to academic and research work? (4)

8. a) Explain the IMRAD format used in research papers. What are its key components? (6)

b) Discuss the role of citations and acknowledgments in scholarly publishing. (6)

Exam Code: 112905

Paper Code: 5239

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

Course Title: Principles of Artificial Intelligence

Course Code: BVIL-5112

Time Allowed: 3 Hours

Max. Marks: 80

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 16 marks.

Section - A

1. Define Artificial Intelligence (AI) and explain its foundations and history. (16)
2. a) What are problem-solving agents? Explain their role in AI with suitable examples. (10)
- b) Describe the structure of an intelligent agent. (6)

Section - B

3. Explain Breadth-First Search (BFS) and Depth-First Search (DFS) strategies with examples. (16)
4. a) Explain the concept of a knowledge-based agent. Describe its working with the Wumpus World as an example. (10)
- b) What is propositional logic? (6)

Section - C

5. a) Describe the syntax and semantics of First Order Logic (FOL). How does it differ from propositional logic? (10)
- b) Explain the difference between propositional and First Order inference. (6)
6. Discuss the concepts of forward chaining and backward chaining in FOL with examples. (16)

Section - D

7. a) What is uncertainty in AI? Discuss how an agent acts under uncertainty. (10)
b) Explain Bayes' Rule and its significance in probabilistic reasoning. (6)
8. a) Describe basic probability notation and inference using full joint distributions. (10)
b) Revisit the Wumpus World and explain how uncertainty is managed within it. (6)

Exam Code: 112905

Paper Code: 5240

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

Course Title: Machine Learning - II

Course Code: BVIL-5113

Time Allowed: 3 Hours

Max. Marks: 80

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 16 marks.

Section - A

1. Explain Thompson Sampling. (16)
2. What do you mean by Reinforcement Learning? Explain Genetic algorithm for Genetic Learning. (16)

Section - B

3. What do you mean by LDA? Explain mathematical explanation of Linear Discriminant Analysis (LDA). (16)
4. A. Explain Generalized Discriminant Analysis (GDA)? (8)
- B. Explain Low Rank Approximations. (8)

Section - C

5. A. Explain Bias and variance. (8)
- B. What is over fitting and under fitting? (8)
6. What do you mean by Feature Mapping? Explain extra tree classifier for feature selection. (16)

Section - D

7. What is tokenization? What is its significance? How is it achieved in NLP? (16)
8. What is Language Modelling and what are its challenges? Name some applications of where language modelling is used. (16)

Exam Code: 112905

Paper Code: 5241

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

Course Title: Soft Computing

Course Code: BVIL-5114

Time Allowed: 3 Hours

Max. Marks: 80

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

(Section A)

Q1) What is soft computing? Why it is required?

Q2) Explain the need of soft computing in the field of research and prediction system.

(Section B)

Q3) What is Fuzzy Logic System? Explain its architecture in detail.

Q4) What do you mean by fuzzy relation? How two fuzzy relations are composed together? Explain with suitable examples.

(Section C)

Q5) What do you mean by ANN? How it is trained and implemented for prediction? Explain with suitable example.

Q6) Explain:-

- a) Hebbian and correlation learning rules
- b) MADALINE network

(Section D)

Q7) Explain history and working principles of Genetic Algorithms.

Q8) Explain in Genetic Algorithms:-

- a) Fitness Function
- b) Multilevel Optimization

Exam Code: 112905

Paper Code: 5242

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

Course Title: Project Management

Course Code: BVIL-5115

Time Allowed: 3 Hours

Max. Marks: 60

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 12 marks.

Section - A

1. (a) What is Project Management? Discuss its importance. (6)
(b) Discuss the activities covered by Software Project management. (6)
2. (a) Write a note on Waterfall model. What are its drawbacks? (6)
(b) Explain Resource Allocation in detail. (6)

Section - B

3. Explain "Management and Management control". (12)
4. What is "Project Management Life Cycle"? Explain. (12)

Section - C

5. What do you mean by "Objectives of Activity Planning"? Also discuss "Time Planner". (12)
6. Discuss various 'Network Planning Models' in detail. What is activity of arrow network? (12)

Section - D

7. (a) What do you mean by "Software Quality in Project Planning"? (6)
(b) Discuss importance of Software quality. (6)
8. (a) What do you mean by Process Capability Model? Explain. (8)
(b) What are quality plans? (4)

Exam Code: 112705

Paper Code: 5213

**Programme: Bachelor of Vocation (Management and Secretarial
Practices) Semester V**

Course Title: Introduction to Graphic Designing

Course Code: BVML-5121 ✓

Time Allowed: 3 Hours

Max. Marks: 40

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 8 marks.

SECTION - A

1. What do you understand by the term Graphic Designing? Explain in detail.
2. Explain the Term Denotative and Connotative image making.

SECTION - B

3. Name and explain any 4 elements of Design.
4. What do you understand by Color Wheel? Explain in detail.

SECTION - C

5. What is Typography? How it is important in Designing?
6. Explain the Anatomy of letter in detail with example.

SECTION - D

7. What are shapes and how they are important part of designing? Explain with example.
8. What do you understand by Ethics and Copyright laws in Designing? Explain in detail.

Exam Code: 112705
(20)

Paper Code: 5217

**Programme: Bachelor of Vocation (Management and
Secretarial Practices)
Semester-V**

Course Title: Designing in Adobe Photoshop

Course Code: BVML-5125

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 will carry 8 marks.

Section A

1. Discuss the role of the Pen Tool in vector graphics and its importance in creating precise selections and paths. Provide an example of a graphic design project where the Pen Tool would be indispensable.
2. Explain the functionality of the Eyedropper tool and how it aids in color selection and matching. Give an example of how the Eyedropper tool can be used in graphic design or image editing workflows.

Section B

3. Provide an overview of the Status Bar and Option Bar in Adobe Photoshop. How do these interface elements

assist users in managing and customizing their editing environment?

4. Differentiate between editing an image in Standard Mode and Quick Mask Mode in Photoshop. What are the primary purposes of each mode, and when should they be used in the editing process?

Section C

5. Elaborate on the "Adjust" command in Photoshop, highlighting its role in modifying various image attributes. Provide examples of adjustments that can be made using this command.
6. Provide an overview of the "Extract" and "Liquefy" image commands. How do these commands contribute to more advanced image editing and retouching techniques, and when should they be used?

Section D

7. Explain the view commands available in Adobe Photoshop, such as "Zoom-in," "Zoom-out," "Fit on Screen," and the use of screen modes, rulers, and guides. How do these commands impact the visual representation and editing experience in Photoshop?
8. Discuss the process of exporting and printing a document in Photoshop. What are the key steps and settings to consider when preparing an image for print or digital distribution?

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Exam Code: 112705

Paper Code: 5218

Programme: Bachelor of Vocation (Management and Secretarial Practices) Semester V

Course Title: Introduction to Python Programming

Course Code: BVMM-5126

Time Allowed: 3 Hours

Max. Marks: 50

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 10 marks.

SECTION - A

1. Explain literals, identifiers and variables with programming examples.
2. Explain list and tuples in Python with examples.

SECTION - B

3. Explain Logical operators, ls, ln and comparison Operators.
4. Explain Python data types with examples.

SECTION - C

5. Explain if, if else, if elif else statement in Python with programming examples.
6. Explain difference between break and continue statement with examples.

SECTION - D

7. Explain functions in Python. Write a program in Python for recursion.
8. Explain string handling functions in Python with examples.

Exam Code: 112705

Paper Code: 5214

Programme: Bachelor of Vocation (Management and Secretarial
Practices) Semester V

Course Title: Fundamentals of Banking

Course Code: BVML-5322

Time Allowed: 3 Hours

Max. Marks: 80

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 16 marks.

SECTION - A

1. What are regional rural banks? Explain the role of RRB's in providing rural finance.
2. What are public sector banks? How are they different from private sector banks?

SECTION - B

3. What are Negotiable instruments? Discuss its features and various types.
4. What do you mean by credit creation? Describe the mechanism and limitations of credit creation.

SECTION - C

5. What is electronic fund transfer? Differentiate between NEFT and RTGS.
6. Write a short note on
 - a. Offshore banking
 - b. Mobile banking

SECTION - D

7. What is branch banking? How it is different from unit banking? Discuss the merits and demerits of branch banking.
8. Write a detailed note on prudential norms for Asset classification.

**Exam Code: 112705
(20)**

Paper Code: 5215

**Programme: Bachelor of Vocation (Management and
Secretarial Practices)
Semester-V**

**Course Title: Fundamentals of Goods and
Services Tax (GST)**

Course Code: BVML-5323 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note :- Attempt five questions in all, selecting at least One question from each section and fifth question may be attempted from any section. Each question will carry 16 marks.

SECTION A

1. Discuss the shortcomings of the previous tax structure in India prior to GST and explain the reasons for introduction of GST. 16
2. Explain GST (Goods and Services Tax) along with pros and cons of GST. 16

SECTION B

3. When registration is required under GST? What is the procedure to get registration? 16
4. Explain the provisions regarding Levy and Collection of GST. 16

SECTION C

5. What is Input Tax Credit? Explain various provisions to claim Credit under GST and its Utilization. 16
6. Explain the norms of Supplies in the Course of Interstate and Intra state trade. 16

SECTION D

7. Explain the provisions regarding payment of taxes under GST. 16
8. Discuss the provisions relating to filling of Returns under GST. 16

Exam Code: 112705

Paper Code: 5216

Programme: Bachelor of Vocation (Management and Secretarial
Practices) Semester V

Course Title: Organizational Behaviour

Course Code: BVML-5324 ✓

Time Allowed: 3 Hours

Max. Marks: 80

Note: Candidates are required to attempt 5 questions selecting at least one question from each section. Fifth question can be attempted from any section. Each question carries 16 marks.

SECTION - A

1. What do you mean by Organizational Behaviour? Explain the role and nature of Organizational Behaviour.
2. Explain the term Emotional Intelligence with its importance.

SECTION - B

3. Give a brief note on Maslow's and Herzberg's theory of motivation.
4. Define the term Leadership with its nature and importance.

SECTION - C

5. What do you mean by Organization Culture and what are the various ways to improve Organization Culture?
6. Explain the term Group and types of groups in an organization? What are the reasons of creation of groups in an organization?

SECTION - D

7. What is Organizational Politics? Explain the functions and dysfunctions of Organizational Politics.
8. What are the various types of Organizational Conflicts? Explain the factors influencing Organizational Conflicts.

Exam Code: 510011

Paper Code: 1311 – R

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester – I

Course Title: Nutrition and Immunity

Course Code: BVNL-1283

Time: 3 Hours

Max. Marks: 70

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 14 marks.

Section -I

1. Define nutrition and explain its essential elements. How do these elements contribute to maintaining overall health?
2. Discuss the role of antioxidants in human health and how positive health behaviors can enhance their effectiveness.

Section -II

3. Explain the defense mechanisms of the body and discuss the role of nutrients in supporting immune functions.
4. Describe how undernutrition affects susceptibility to infections and how infections, in turn, influence nutritional status.

Section -III

5. Explain how nutrients contribute to the prevention of infections and support the immune system, particularly in different age groups.
6. Discuss the role of nutraceuticals and functional foods in enhancing immunity and combating age-related immune depression.

Section -IV

7. Explain the role of nutrition in the management of HIV/AIDS and tuberculosis, and how it affects immune function and disease progression.
8. Discuss the impact of probiotics and prebiotics on immunity, and describe common food allergies and their management in relation to current health concerns.

Exam Code: 510011
(40)

Paper Code: 1311

Programme: Bachelor of Vocation (Nutrition and Dietetics)
Semester-I

Course Title: Nutrition and Immunity

Course Code: BVNL-1283 ✓

Time Allowed: 3 Hours

Max Marks: 70

Instructions:- Students are required to 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 14 marks.

Section -I

1. Explain the meaning of nutrition and list its essential elements.
2. Describe the role of antioxidants in nutrition and their significance in promoting health.

Section -II

3. Describe the immune system's defense mechanisms and its importance for human health.

4. Discuss the role of specific nutrients in immune functions and the consequences of undernutrition on immunity.

Section -III

5. Discuss the role of various nutrients in preventing the risk of infections.
6. Define nutraceuticals and functional foods, and discuss their role in enhancing immune health.

Section -IV

7. Discuss the nutritional challenges faced by individuals with HIV/AIDS and tuberculosis and the strategies to address these challenges.
8. Define food allergies and discuss their implications for nutrition and immune response.

Exam Code: 510011

Paper Code: 1312 – R

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester – I

Course Title: Basic Food and Nutrition

Course Code: BVNL-1284

Time Allowed: 3 Hours

Max Marks: 70

Note: Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

Section A

1. Explain functions of food in detail.
2. What is malnutrition? Explain the causes of malnutrition.

Section B

3. Explain any one method of cooking in detail.
4. What is the effect of cooking on nutritive value of food?

Section C

5. Write about the classification and functions of carbohydrates.
6. Write about the functions and deficiency of proteins.

Section D

7. What are the factors affecting energy requirements.
8. Explain Specific Dynamic Action and Basal Metabolic Rate.

Exam Code: 510011
(40)

Paper Code: 1312

Programme: Bachelor of Vocation (Nutrition and Dietetics)
Semester-I

Course Title: Basic Food and Nutrition

Course Code: BVNL-1284

Time Allowed: 3 Hours

Max Marks: 70

Instructions:- Students are required to 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 14 marks.

Section -I

1. What is the Importance of water in Nutrition?
2. Write a note on Fortification.

Section -II

3. What is the classification of Carbohydrates?
4. What are functions of Carbohydrates?

Section -III

5. What are functions of Proteins?

6. Write the classification of Fats and Oils.

Section -IV

7. What are the factors affecting energy requirements?
8. What are the functions and Deficiency of Vitamin D?

Exam Code: 510011

Paper Code: 1103 - R

PROGRAMME: BACHELOR OF VOCATION (NUTRITION AND
DIETETICS) SEMESTER - I

COURSE TITLE - PUNJABI (COMPULSORY)

COURSE CODE: BVNL-1421

Time Allowed: 3 Hrs

Max. Marks: 70

ਨੋਟ- ਪ੍ਰਸ਼ਨ ਪੱਤਰ ਦੇ ਚਾਰ ਸੈਕਸ਼ਨ ਹਨ। ਹਰ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਇੱਕ ਪ੍ਰਸ਼ਨ ਕਰਨਾ ਲਾਜ਼ਮੀ ਹੈ। ਪੰਜਵਾਂ ਪ੍ਰਸ਼ਨ ਕਿਸੇ ਵੀ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਕੀਤਾ ਜਾ ਸਕਦਾ ਹੈ। ਹਰੇਕ ਪ੍ਰਸ਼ਨ ਦੇ 14 ਅੰਕ ਹਨ।

ਸੈਕਸ਼ਨ - I

1. ਹੇਠ ਲਿਖੇ ਕਾਵਿ ਸਤਰਾਂ ਦੀ ਪ੍ਰਸੰਗ ਦੱਸ ਕੇ ਵਿਆਖਿਆ ਕਰੋ:

ੳ. ਬਾਂਕੇ ਛਬੀਲੇ ਪੰਜਾਬ- ਪਿਆਰ ਦੇ ਰਹਿਣ ਵਾਲੇ,
ਪੰਜਾਬੀ ਮਾਵਾਂ ਦੇ ਪੁੱਤਰ,
ਰਖਣ ਨਾ ਜਾਣ ਸੰਭਾਲ ਇਹ ,
ਜਾਨ ਨੂੰ ਵਾਰਨ ਇਹ ਜਾਣਦੇ ,
ਲਹੂ ਵਿਟਣ ਥੀਂ ਨਾ ਡਰਨ ਇਹ,
ਤੇ ਜੰਗ ਮੈਦਾਨ ਵਿੱਚ ਨਸਣਾ ਨਾ ਪਛਾਣਦੇ।

2. "ਦੁਆਈਆ" ਕਵਿਤਾ ਦਾ ਸਾਰ ਲਿਖੋ।

ਸੈਕਸ਼ਨ - II

3. "ਮਨ ਦੀਆਂ ਮਨ ਵਿੱਚ" ਇਕਾਂਗੀ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।

4. "ਕੁੱਤਾ ਤੇ ਮਨੁੱਖ" ਇਕਾਂਗੀ ਦਾ ਸਾਰ ਆਪਣੇ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

ਸੈਕਸ਼ਨ - III

5. ਹੇਠ ਲਿਖੇ ਵਿਸ਼ਿਆਂ ਵਿੱਚੋਂ ਕਿਸੇ ਇੱਕ ਵਿਸ਼ੇ ਉੱਤੇ ਪੈਰਾ ਰਚਨਾ ਲਿਖੋ:

1. ਕੁਦਰਤੀ ਆਫਤ - ਪੰਜਾਬ ਵਿੱਚ ਹੜ੍ਹ
2. ਦਿਵਾਲੀ ਦਾ ਤਿਉਹਾਰ
3. ਕਾਲਜ ਦੀ ਲਾਇਬਰੇਰੀ

6. ਹੇਠ ਲਿਖੇ ਪੈਰੇ ਨੂੰ ਪੜ੍ਹ ਕੇ ਪ੍ਰਸ਼ਨਾਂ ਦੇ ਉੱਤਰ ਦਿਓ:

ਜਟਿਲ ਪਰਿਵਾਰ ਜਾਂ ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਦਾ ਦਾਇਰਾ ਵਧੇਰੇ ਵਿਸ਼ਾਲ ਹੁੰਦਾ ਹੈ। ਇਸ ਵਿੱਚ ਬਹੁ ਪਤਨੀ ਪਰਿਵਾਰ ਭਾਵ ਇੱਕ ਪਤੀ ਅਤੇ ਦੋ ਜਾਂ ਇਸ ਤੋਂ ਵੱਧ ਪਤਨੀਆਂ ਅਤੇ ਹਰ ਪਤਨੀ ਦੇ ਵਿਆਹੇ , ਅਣਵਿਆਏ ਬੱਚੇ ਸ਼ਾਮਿਲ ਹੁੰਦੇ ਹਨ। ਪਰਿਵਾਰ ਦੀ ਇਹ ਕਿਸਮ ਉਸ ਸਮੇਂ ਹੋਰ ਜਟਿਲ ਹੋ ਜਾਂਦੀ ਹੈ, ਜਦੋਂ ਪਤੀ ਜਾਂ ਪਤਨੀ ਦੂਜਾ ਵਿਆਹ ਕਰਾ ਲੈਂਦੇ ਹਨ , ਜਿਸ ਤੋਂ ਮਤਰ ਸਬੰਧ ਬਣਦੇ ਹਨ ।

ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਵਿੱਚ ਦੋ ਜਾਂ ਦੋ ਤੋਂ ਵੱਧ ਮੂਲ ਪਰਿਵਾਰ ਹੁੰਦੇ ਹਨ। ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਵਿੱਚ ਬੱਚੇ ਦੇ ਮਾਂ ਤੇ ਪਿਉ , ਉਸਦੇ ਵਿਆਹੇ , ਅਣਵਿਆਹੇ ਭੈਣ-ਭਰਾ , ਚਾਚੇ , ਤਾਏ ਅਤੇ ਉਨ੍ਹਾਂ ਦੇ ਵਿਆਹੇ, ਅਣਵਿਆਹੇ ਬੱਚੇ ਅਤੇ ਦਾਦਾ - ਦਾਦੀ ਇੱਕੋ ਛੱਤ ਥੱਲੇ ਰਹਿੰਦੇ ਹਨ। ਆਮਦਨ, ਖਰਚ ਤੇ ਭੋਜਨ ਪਾਣੀ ਸਾਂਝਾ ਹੁੰਦਾ ਹੈ। ਪੁਰਾਤਨ ਪੰਜਾਬ ਵਿੱਚ ਪਰਿਵਾਰ ਦੀ ਇਹ ਪ੍ਰਥਾ ਪ੍ਰਧਾਨ ਰਹੀ ਹੈ।

(ੳ) ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਦਾ ਖੇਤਰ ਕਿਹੋ ਜਿਹਾ ਹੁੰਦਾ ਹੈ?

(ਅ) ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਵਿੱਚ ਜਟਿਲਤਾ ਕਿਵੇਂ ਪੈਦਾ ਹੁੰਦੀ ਹੈ?

(ੲ) ਸੰਯੁਕਤ ਪਰਿਵਾਰ ਕਿਵੇਂ ਬਣਦਾ ਹੈ?

(ਸ) ਪੁਰਾਤਨ ਪੰਜਾਬ ਵਿੱਚ ਪਰਿਵਾਰ ਦੀ ਕਿਹੜੀ ਵੰਨਗੀ ਪ੍ਰਧਾਨ ਰਹੀ ਹੈ?

(ਹ) ਪੈਰੇ ਦਾ ਢੁੱਕਵਾਂ ਸਿਰਲੇਖ ਦੱਸੋ ।

ਸੈਕਸ਼ਨ - IV

7. ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਵੰਨਗੀਆਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ।

8. ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਨਿਕਾਸ ਤੇ ਵਿਕਾਸ ਉੱਤੇ ਨੋਟ ਲਿਖੋ।

Exam Code: 510011

Paper Code: 1113 – R

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester – I

Course Title: Communication Skills in English - I

Course Code: BVNM-1102

Time Allowed: 3 Hours

Maximum Marks: 50

Note: Attempt five questions in all, selecting atleast one question from each section. Fifth question may be attempted from any section. Each question carries 10 marks.

Section – A

1. Write a detailed note on the tactics and strategies of reading.
2. What are the purposes of reading?

Section – B

3. Read the following passage and answer the questions in multiple choice form. Mark (✓) in front of the right answer:

At night Buddha repaired to the threshold of his wife's chamber and there by the flickering lamp, he gazed on a scene of perfect bliss. The young wife lay surrounded by flowers with one hand on her infant's head. A yearning arose in his heart to take the baby in his arms for the last time before leaving all earthly bliss. But that he might not do. The mother might be awakened and the entreaties of the fond and loving soul might unnerve his heart and shake his resolution. Silently then he tore himself away from that blissful sight – the nest of all his joy and love and affection. In that one eventful moment in the silent darkness of the night, he renounced for ever his wealth and position and power, his proud rank and his princely fame and more than all this, the affection of a happy home, the love of a young wife and a tender infant now lying unconscious in sleep. He renounced all this and rode away that night to become a poor student and a homeless wanderer.

- i. **Buddha saw a scene of bliss which was:**
 - a) His young wife lying amid flowers with one hand on the infant's head.
 - b) The rays of the moon falling on the mother and the baby.
 - c) The atmosphere of serenity in the room.
 - d) The wife had a smile on her face while sleeping.
- ii. **Buddha decided against taking the baby in his arms because:**
 - a) It might frighten his wife.
 - b) It might make the baby cry
 - c) His wife's entreaties might shake his firm resolve to leave home.
 - d) His wife might inform the king, Buddha's father.
- iii. **What might have shaken Buddha's resolution to renounce the worldly self and power?**
 - a) His love for his son.

- b) His love for his wife.
- c) His reawakened love for the throne.
- d) His wife's entreaties.
- iv. **What did Buddha become after his renunciation?**
 - a) An ascetic.
 - b) A beggar.
 - c) A preacher.
 - d) A poor student and homeless wanderer.
- v. **Which word substitutes "bliss"?**
 - a) Skill.
 - b) Contentment.
 - c) Purity.
 - d) Extreme happiness.

4. Read the following passage carefully and answer the questions that follow:

Gandhiji is known for his successful efforts to liberate India. Actually, for him, the development of an Indian into a free man was more important than the freeing of India. Most of Gandhi's followers in India were not Gandhians and did not share his ideals; they merely accepted his leadership because it smoothed the way to their objective which was an Indian nation without the British, but with all the usual attributes of nationhood. For them, national independence was an end, good in itself, for him it was means to a better man and a better life, and because his heart was heavy with doubts whether these purposes would be furthered by the manner in which independence was achieved- two bleeding children torn violently from the body of mother India- he did not celebrate on August 15, 1947, the day Indian nation came into its own. He was sad and refused congratulations.

Questions:

- i. **What is Gandhi known for?**
- ii. **What is more important to Gandhiji than the freedom of India?**
- iii. **Why did his followers accept Gandhi's leadership?**
- iv. **What did national independence mean to Gandhiji's followers?**
- v. **Why was Gandhiji sad when India became free on August 15, 1947?**

Section – C

- 5. What are the guidelines for effective writing?
- 6. Write a letter to your friend congratulating her on her success in examination.

Section – D

- 7. What are the characteristics of effective memo? Write a memo warning an employee for his being habitually late.
- 8. Write an application along with the resume for the post of a lady receptionist in a reputed institution.

Exam Code: 510011

Paper Code: 1313 – R

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester – I

Course Title: Human Physiology

Course Code: BVNM-1285

Time: 3 Hours

Max. Marks: 50

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 10 marks.

Section – I

1. Describe Cell Structure and Functions of inclusion bodies.
2. Explain Blood Pressure & factors affecting it and Hypertension.

Section – II

3. Write in detail the secretory and digestive functions of the following:
i. Salivary gland ii. Pancreas
4. Explain with the help of diagram the structure and function of spinal cord.

Section – III

5. Explain well the structure and function of Respiratory Organs.
6. Explain well the mechanism of Urine Formation.

Section – IV

7. Explain well the functions of the following:
i. Thyroid ii. Para Thyroid
8. Explain with the help of diagram the structure and functions of Male Reproductive System.

**Exam Code: 510011
(40)**

Paper Code: 1313

**Programme: Bachelor of Vocation (Nutrition and Dietetics)
Semester-I**

Course Title: Human Physiology

Course Code: BVNM-1285

Time Allowed: 3 Hours

Max Marks: 50

Note:

- Each question carries equal marks(10)
- Student is required to attempt 5 questions out of 8, selecting at least one question from each section (section A-D)
- The fifth question may be attempted from any section

Section A

1. What is blood pressure and the factors effecting it.
2. Explain the functions of inclusion bodies.

Section B

3. Explain the secretory and digestive function of liver.
4. Explain the mechanism of absorption of carbohydrates and fats.

Section C

5. Discuss the function of respiratory organs.
6. What is the mechanism of urine formation.

Section D

7. Explain the functions of adrenal cortex.
8. Explain the structure and functions of male reproductive organs.

Exam Code: 510013

Paper Code: 3287

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester: III

Course Title: Soft Skills and Communication

Course Code: BVNL-3101 ✓

TIME: 3 Hours.

Max. Marks: 70

NOTE: Attempt five questions in all, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 14 marks.

Section - A

1. Explain Intensive Reading Skills. (14)
2. Read the following passage carefully and answer the questions that follow:

Most of the people who appear in history books are great conquerors and generals. Strangely enough, the people who really helped civilization forward are often not mentioned at all. We do not know who first made the first boat or calculated the length of the year, but we know all about our killers and destroyers. We raise statues to them, simply because they fought bravely. But even animals fight. So do savages. To fight is not to be civilized.

Moreover, there are other ways of settling quarrels among men and nations. So, really civilized people are those who have brought peace and happiness to mankind. They have been prophets, saints, doctors, inventors and discoverers. They have been truly great since. Instead of inflicting pain and hardships upon humanity, they have healed their wounds. Instead of killing, they have saved human life. They are really civilized and deserve our admiration and respect.

Questions:-

- a) What kind of people generally appear in history books? (3)
- b) Who are not mentioned in the history book at all? (2)
- c) In what ways are killers and destroyer similar to animals and savages? (3)
- d) How have civilized people helped mankind? (3)
- e) Who are worthy of our respect and admiration? (3)

Section - B

- 3. What is a sentence and how is it formed? Illustrate with suitable examples. (14)
- 4. Fill in the blanks with proper form of words given in the bracket:
 - a) Some student become _____ at the time of examination. (fever)
 - b) I was _____ pleased with his good manners. (immense)
 - c) He showed great _____. (patient)
 - d) My friend wanted me to _____ him to witness the cricket match. (company)
 - e) _____ can overcome mountains. (persevere)
 - f) '_____ before self' should be the motto in life. (serve)
 - g) There is no _____ among rotten apples. (choose)
 - h) Smoking is _____ to health. (injury)
 - i) This book is useful _____ to our library. (add)
 - j) I _____ you there is no danger. (sure)
 - k) We must show _____ towards animals. (kind)
 - l) There is keen _____ in every trade. (compete)
 - m) There is no _____ between them. (compare)
 - n) He received a _____ ticket. (compliment) (1 X 14 = 14)

Section - C

- 5. a) Write some guidelines for effective writing. (7)
- b) Write a paragraph on "No pains, No gains". (7)

6. a) Write a letter to the Police Office reporting a fight in the street.

(7)

b) What is memo? What are the purposes of writing a memo? (7)

Section - D

7. a) Give an introduction to goal setting. Illustrate your answer with suitable examples. (7)

b) What are the objectives of Team Building? (7)

8. a) Why is communication important? What is the role of thinking in communication? (7)

b) What are time management skills? Elaborate. (7)

Exam Code: 510013

Paper Code: 3288

Programme: Bachelor of Vocation

(Nutrition and Dietetics) Semester: III

Course Title: Meal Management

Course Code: BVNM-3282 ✓

Time Allowed: 3 Hours

Max Marks: 50

Note: Attempt five questions in all, selecting atleast one question from each section. Fifth question may be attempted from any section. Each question carries 10 marks.

Section – I

1. What is Balanced Diet? What are the factors affecting balanced diet?
2. Define RDA. Write its Objectives.

Section – II

3. What is Meal Planning? What are the factors affecting meal planning?
4. What are the nutritional requirements for an adult male who is a heavy worker?

Section – III

5. What are the Physiological changes that take place during Pregnancy?
6. Plan a day diet for an old man and also write its nutritional requirements.

Section – IV

7. What are the nutritional requirements of a school going boy?
8. Write the advantages and disadvantages of Breast Feeding.

Exam Code: 510013

Paper Code: 3289

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester: III

Course Title: Food Microbiology

Course Code: BVNM-3283

TIME: 3 Hours.

Max. Marks: 50

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 10 marks.

Section - A

1. Compare the general characteristics of bacteria, fungi, viruses, protozoa, and algae, highlighting one unique feature for each.
2. How do environmental factors such as pH, temperature, water activity, and oxygen availability affect microbial growth? Provide examples of microorganisms adapted to extreme conditions.

Section - B

3. Explain the common sources of microbial contamination in food. How do microorganisms enter cereals, vegetables, fruits, and meat?
4. Discuss the effects of microbial contamination on perishable foods such as milk, milk products, eggs, and poultry. How does spoilage affect safety and quality?

Section - C

5. Discuss the preventive measures and control strategies to reduce waterborne, airborne, soil-borne, and sewage-related diseases. Provide examples of key microorganisms involved.
6. Discuss how microbiological standards are applied to different food products and the role they play in monitoring contamination and spoilage.

Section - D

7. Explain the role of microorganisms in the production of fermented foods such as bread and malt beverages.
8. Describe the common sources of microbial contamination in foods and the types of toxins produced by microorganisms.

Exam Code: 510013

Paper Code: 3290 – R

**Programme: Bachelor of Vocational (Nutrition and
Dietetics) Semester- III**

Course Title: Diabetes Education – I

Course Code: BVNM-3284 ✓

Time Allowed: 3 Hours

Max. Marks: 50

Note: Attempt five questions in all, selecting one question from each section. Fifth question may be attempted from any section. Each question carries 10 marks.

SECTION – A

1. Define the term Diabetes Mellitus? Explain in detail various types of Diabetes?
2. List four Secondary Risk Factors (modifiable lifestyle factors) that significantly increase the risk of Type 2 Diabetes

SECTION – B

3. Describe Diabetic Neuropathy. Give two common examples of how nerve damage affects a patient's body, especially the feet.
4. Briefly explain the link between high blood glucose levels and poor wound healing in diabetic patients

SECTION – C

5. List and briefly explain four essential Safety Measures a patient must follow when using an insulin injection
6. Define Hypoglycemia. List four immediate signs that indicate a person is experiencing this condition

SECTION – D

7. Explain why Eye Care is critical for diabetic patients. What type of medical specialist should they visit regularly?
8. List and briefly describe four important daily practices a diabetic patient should follow for proper Foot Care.

Exam Code: 510013

Paper Code: 3290

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester: III

Course Title: Diabetes Education - I

Course Code: BVNM-3284

TIME: 3 Hours.

Max. Marks: 50

NOTE: Attempt five questions, selecting at least one question from each section. Fifth question may be attempted from any section. Each question carries 10 marks.

SECTION – A

1. Define Diabetes Mellitus. Describe the main problem in the body that causes blood sugar levels to become high.
2. Define Prediabetes and describe how the following two conditions are classified under it:
Impaired Glucose Tolerance (IGT) and Impaired Fasting Glucose (IFG).

SECTION – B

3. What is Diabetic Nephropathy? Explain how uncontrolled high blood sugar damages the kidneys over time
4. Explain Diabetic Retinopathy. What major problem can this complication eventually cause if left untreated?

SECTION – C

5. Explain the difference between Fasting Blood Glucose (FBG) and Random Blood Glucose (RBG) tests. Which test is more useful for immediate screening?
6. List the three main types of Insulin based on their speed of action and give one key function for each type.

SECTION - D

7. What is the role of Weight Management in the treatment of Type 2 Diabetes? Briefly explain the benefit of even a small amount of weight loss.
8. List four key areas/tests that must be included in the Biochemical Assessment during the initial evaluation and follow-up of a diabetic patient.

Exam Code: 510013

Paper Code: 3291

Programme: Bachelor of Vocation (Nutrition and Dietetics)

Semester: III

Course Title: Technology in Nutrition and Dietetics

Course Code: BVNM-3285

TIME: 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 carries 8 marks.

Section A

1. What are various ways to create, save and open a document in MS Word? Discuss in detail.
2. Write a short note on the following: -
 - a) Technology used in Nutrition and Dietetics
 - b) Windows Accessories

Section B

3. Discuss Power Point Views in detail.
4. How can we add multimedia and apply animations to slides in Power Point. Explain.

Section C

5. Discuss Data Analysis using different statistical parameters in detail.
6. Write steps of Creating and Saving sheets in MS Excel.

Section D

7. Write a detailed note on Search Engines.
8. What is Internet? How it works?

Exam Code: 112505

Paper Code: 5221

Programme: Bachelor of Vocation (Nutrition, Exercise and Health)

Semester: V

Course Title: Fundamentals of Dietetics

Course Code: BVNL-5282

Time Allowed: 3 Hours

Max. Marks: 40

Note: There are 8 questions in four sections, students are required to 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 Indian Dietetic Association.
2. Write short note on
 - a) History of dietetics origin of Indian dietetic association
 - b) Membership of Indian dietetic association

Section – B

3. Explain classification of foods and preparation of normal diet.
4. Explain the definition qualification and code ethics of Dietician.

Section - C

5. Explain regular hospital diet and its types in detail.
6. Explain modification of normal diets in consistence and nutrients.

Section - D

7. Explain the dietary prescription.
8. Explain the role of hospital dietary department in patient care.

ਨੋਟ: ਚਾਰ ਭਾਗਾਂ ਵਿੱਚ 8 ਪ੍ਰਸ਼ਨ ਹਨ, ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਹਰੇਕ ਭਾਗ ਵਿੱਚੋਂ ਘੱਟੋ-ਘੱਟ ਇੱਕ ਪ੍ਰਸ਼ਨ ਚੁਣਦੇ ਹੋਏ, ਕੁੱਲ ਪੰਜ ਪ੍ਰਸ਼ਨਾਂ ਦੀ ਕੋਸ਼ਿਸ਼ ਕਰਨ ਦੀ ਲੋੜ ਹੈ। ਪੰਜਵਾਂ ਸਵਾਲ ਕਿਸੇ ਵੀ ਭਾਗ ਤੋਂ ਕਰਨ ਦੀ ਕੋਸ਼ਿਸ਼ ਕੀਤੀ ਜਾ ਸਕਦੀ ਹੈ। ਹਰੇਕ ਸਵਾਲ ਵਿੱਚ 8 ਅੰਕ ਹੁੰਦੇ ਹਨ।

ਸੈਕਸ਼ਨ - ਏ

1. ਇੰਡੀਅਨ ਡਾਇਟੈਟਿਕ ਐਸੋਸੀਏਸ਼ਨ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।
2. ਹੇਠਾਂ ਲਿਖਿਆ ਤੇ ਛੋਟਾ ਨੋਟ ਲਿਖੋ:-
 - a) ਭਾਰਤੀ ਡਾਇਟੈਟਿਕ ਐਸੋਸੀਏਸ਼ਨ ਦੇ ਡਾਇਟਿਕਸ ਮੂਲ ਦਾ ਇਤਿਹਾਸ
 - b) ਭਾਰਤੀ ਖੁਰਾਕ ਸੰਬੰਧੀ ਐਸੋਸੀਏਸ਼ਨ ਦੀ ਮੈਂਬਰਸ਼ਿਪ

ਸੈਕਸ਼ਨ - ਬੀ

3. ਭੋਜਨ ਦੇ ਵਰਗੀਕਰਨ ਅਤੇ ਆਮ ਖੁਰਾਕ ਦੀ ਤਿਆਰੀ ਬਾਰੇ ਦੱਸੋ।
4. ਡਾਇਟੀਸ਼ੀਅਨ ਦੀ ਪਰਿਭਾਸ਼ਾ ਯੋਗਤਾ ਅਤੇ ਕੋਡ ਨੈਤਿਕਤਾ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।

ਸੈਕਸ਼ਨ - ਸੀ

5. ਹਸਪਤਾਲ ਦੀ ਨਿਯਮਤ ਖੁਰਾਕ ਅਤੇ ਇਸਦੀਆਂ ਕਿਸਮਾਂ ਨੂੰ ਵਿਸਥਾਰ ਵਿੱਚ ਦੱਸੋ।
6. ਇਕਸਾਰਤਾ ਅਤੇ ਪੌਸ਼ਟਿਕ ਤੱਤਾਂ ਵਿੱਚ ਆਮ ਖੁਰਾਕ ਵਿੱਚ ਸੋਧ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।

ਸੈਕਸ਼ਨ - ਡੀ

7. ਖੁਰਾਕ ਸੰਬੰਧੀ ਨੁਸ਼ਖੇ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।
8. ਮਰੀਜ਼ਾਂ ਦੀ ਦੇਖਭਾਲ ਵਿੱਚ ਹਸਪਤਾਲ ਦੇ ਖੁਰਾਕ ਵਿਭਾਗ ਦੀ ਭੂਮਿਕਾ ਬਾਰੇ ਦੱਸੋ।

नोट: चार खंडों में 8 प्रश्न हैं, छात्रों को प्रत्येक खंड से कम से कम एक प्रश्न का चयन करते हुए, कुल मिलाकर पांच प्रश्नों का प्रयास करना होगा। पांचवें प्रश्न को किसी भी अनुभाग से हल किया जा सकता है। प्रत्येक प्रश्न 8 अंक का है।

भाग -ए

1. इंडियन डायटेटिक एसोसिएशन की व्याख्या करें।
2. संक्षिप्त नोट लिखें:-
क) भारतीय आहार विज्ञान संघ की आहार विज्ञान उत्पत्ति का इतिहास
ख) इंडियन डायटेटिक एसोसिएशन की सदस्यता

भाग-बी

3. खाद्य पदार्थों के वर्गीकरण और सामान्य आहार की तैयारी की व्याख्या करें।
4. आहार विशेषज्ञ की परिभाषा, योग्यता और आचार संहिता की व्याख्या करें।

भाग-सी

5. नियमित अस्पताल आहार और उसके प्रकारों को विस्तार से समझाइये।
6. सामान्य आहार में स्थिरता और पोषक तत्वों के संशोधन की व्याख्या करें।

भाग-डी

7. आहार संबंधी नुस्खे समझाइये।
8. रोगी देखभाल में अस्पताल के आहार विभाग की भूमिका स्पष्ट करें।

Exam Code: 112505

Paper Code: 5222

Programme: Bachelor of Vocation (Nutrition, Exercise and
Health) Semester V

Course Title: Duty Manager

Course Code: BVNL-5283

Time Allowed: 3 Hours

Max. Marks: 60

Note: Attempt five questions, selecting one question from each section. The fifth question may be attempted from any section. Each question carries 12 marks.

SECTION – A

Q1) Critically analyse the key features, objectives and strategies of NHP of India. Discuss the policy's strength and weaknesses and evaluates its potential impact on improving health outcomes and reducing health inequalities in India. (12)

Q2) a) Define PRIMARY HEALTH CARE. Explain principles of primary health care with examples.

b) Describe the REFERRAL SYSTEM in India. Write its benefits and challenges and explain how it contributes to the country's health system. (2 X 6 = 12)

SECTION - B

Q3) Explain the PSYCHOLOGICAL PRINCIPLES underlying patient behaviour, including infections monitors and controlled. (12)

Q4) Describe about NABH Healthcare Organisation of India. Describe about standards and guidelines followed. How are healthcare associated Cognitive, emotional and social processes Discuss how these principles apply to a) health perception and illness representation b) coping mechanism and stress management. (5, 3, 2, 2)

SECTION - C

Q5) a) Enlighten the techniques of HAND HYGIENE in correct order.

b) What are key actions in INFECTION prevention and control?

c) What are the sequences of activities you perform to maintain PERSONAL GROOMING HYGIENE AND SANITATION. what are the types of grooming. (3 X 4 = 12)

Q6) Analyse how the principles underlie financial reporting and decision making in business organisation. Provide examples to illustrate the application of principle of accounting in financial statement preparation and analysis. (12)

SECTION - D

Q7) a) What are the types of waste in biomedical wastes. How biomedical waste management is done. What happens when poor disposal of biomedical waste management is done.

b) Elaborate about fire safety and security. How to use fire extinguisher? (2 X 6 = 12)

Q8) a) Difference between external and internal audit. What do you mean by TAT.

b) Explain about hospital management system what is primary objective of implementing a hospital management system. (5, 7)

Exam Code: 112505

Paper Code: 5223

Programme: Bachelor of Vocation (Nutrition, Exercise and
Health) Semester V

Course Title: Introduction to Sports Nutrition

Course Code: BVNL - 5284

Time allowed: 3 Hrs.

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. What amount of fat should be taken before, during and after exercise? Also write about the types of fat and its sources.
2. Write about the specific role of amino acids for performance. Also explain the pre, during and post event intake of protein.

Section - B

3. What do you mean by energy balance concepts for athletic performance? Also give the consequences of energy imbalance in performance.
4. Write the role of macro nutrients in energy balance.

Section - C

5. Write the benefits, mechanism and application of vitamin and mineral supplements.
6. Why there is need of macro-nutrient supplements. Explain by giving suitable examples.

Section - D

7. Why there is need to be hydrated during sports activities. Give some hydration strategies in detail.
8. Write the importance of timing of carbohydrates intake. Also give detail about types of carbohydrates and protein beneficial for maximum refueling post exercise session.

नोट: प्रत्येक अनुभाग से कम से कम एक प्रश्न का चयन करते हुए, कुल मिलाकर पाँच प्रश्नों का प्रयास करें। पाँचवें प्रश्न को किसी भी अनुभाग से हल किया जा सकता है। प्रत्येक प्रश्न 16 अंक का है।

खंड क

1. व्यायाम से पहले, व्यायाम के दौरान और बाद में कितनी मात्रा में वसा लेनी चाहिए? वसा के प्रकार और उसके स्रोतों के बारे में भी लिखें।
2. प्रदर्शन के लिए अमीनो एसिड की विशिष्ट भूमिका के बारे में लिखें। घटना से पहले, दौरान और बाद में प्रोटीन के सेवन के बारे में भी बताएं।

खंड ख

3. एथलेटिक प्रदर्शन के लिए ऊर्जा संतुलन अवधारणाओं से आपका क्या तात्पर्य है? प्रदर्शन में ऊर्जा असंतुलन के परिणाम भी बताइए।
4. ऊर्जा संतुलन में स्थूल पोषक तत्वों की भूमिका लिखिए।

खंड ग

5. विटामिन और खनिज अनुपूरकों के लाभ, तंत्र और अनुप्रयोग लिखें।
6. मैक्रो-पोषक तत्वों की खुराक की आवश्यकता क्यों है? उपयुक्त उदाहरण देकर समझाइये।

खंड घ

7. खेल गतिविधियों के दौरान हाइड्रेटेड रहने की आवश्यकता क्यों है? कुछ जलयोजन रणनीतियों को विस्तार से बताएं।
8. कार्बोहाइड्रेट सेवन के समय का महत्व लिखिए। व्यायाम सत्र के बाद अधिकतम ईंधन भरने के लिए फायदेमंद कार्बोहाइड्रेट और प्रोटीन के प्रकारों के बारे में भी विस्तार से बताएं।

ਨੋਟ: ਹਰੇਕ ਭਾਗ ਵਿੱਚੋਂ ਘੱਟੋ-ਘੱਟ ਇੱਕ ਪ੍ਰਸ਼ਨ ਚੁਣ ਕੇ, ਕੁੱਲ ਪੰਜ ਸਵਾਲਾਂ ਦੀ ਕੋਸ਼ਿਸ਼ ਕਰੋ। ਪੰਜਵਾਂ ਸਵਾਲ ਕਿਸੇ ਵੀ ਭਾਗ ਤੋਂ ਕਰਨ ਦੀ ਕੋਸ਼ਿਸ਼ ਕੀਤੀ ਜਾ ਸਕਦੀ ਹੈ। ਹਰੇਕ ਸਵਾਲ ਵਿੱਚ 16 ਅੰਕ ਹੁੰਦੇ ਹਨ।

ਸੈਕਸ਼ਨ ਏ

1. ਕਸਰਤ ਤੋਂ ਪਹਿਲਾਂ, ਦੌਰਾਨ ਅਤੇ ਬਾਅਦ ਵਿੱਚ ਕਿੰਨੀ ਮਾਤਰਾ ਵਿੱਚ ਚਰਬੀ ਲੈਣੀ ਚਾਹੀਦੀ ਹੈ? ਚਰਬੀ ਦੀਆਂ ਕਿਸਮਾਂ ਅਤੇ ਇਸਦੇ ਸਰੋਤਾਂ ਬਾਰੇ ਵੀ ਲਿਖੋ।
2. ਕਾਰਗੁਜ਼ਾਰੀ ਲਈ ਅਮੀਨੇ ਐਸਿਡ ਦੀ ਵਿਸ਼ੇਸ਼ ਭੂਮਿਕਾ ਬਾਰੇ ਲਿਖੋ। ਪ੍ਰੋਟੀਨ ਦੇ ਦਾਖਲੇ ਤੋਂ ਪਹਿਲਾਂ, ਦੌਰਾਨ ਅਤੇ ਘਟਨਾ ਤੋਂ ਬਾਅਦ ਦੀ ਵਿਆਖਿਆ ਵੀ ਕਰੋ।

ਸੈਕਸ਼ਨ ਬੀ

3. ਐਥਲੈਟਿਕ ਪ੍ਰਦਰਸ਼ਨ ਲਈ ਊਰਜਾ ਸੰਤੁਲਨ ਧਾਰਨਾਵਾਂ ਤੋਂ ਤੁਹਾਡਾ ਕੀ ਮਤਲਬ ਹੈ? ਪ੍ਰਦਰਸ਼ਨ ਵਿੱਚ ਊਰਜਾ ਅਸੰਤੁਲਨ ਦੇ ਨਤੀਜੇ ਵੀ ਦਿਓ।
4. ਊਰਜਾ ਸੰਤੁਲਨ ਵਿੱਚ ਮੈਕਰੋ ਪੌਸ਼ਟਿਕ ਤੱਤਾਂ ਦੀ ਭੂਮਿਕਾ ਲਿਖੋ।

ਸੈਕਸ਼ਨ ਸੀ

5. ਵਿਟਾਮਿਨ ਅਤੇ ਖਣਿਜ ਪੂਰਕਾਂ ਦੇ ਲਾਭ, ਵਿਧੀ ਅਤੇ ਉਪਯੋਗ ਲਿਖੋ।
6. ਮੈਕਰੋ-ਪੋਸ਼ਟਿਕ ਪੂਰਕਾਂ ਦੀ ਲੋੜ ਕਿਉਂ ਹੈ। ਦੁਕਵੀਆਂ ਉਦਾਹਰਣਾਂ ਦੇ ਕੇ ਸਮਝਾਓ।

ਸੈਕਸ਼ਨ ਡੀ

7. ਖੇਡ ਗਤੀਵਿਧੀਆਂ ਦੌਰਾਨ ਹਾਈਡਰੇਟਿਡ ਹੋਣ ਦੀ ਲੋੜ ਕਿਉਂ ਹੈ? ਕੁਝ ਹਾਈਡਰੇਸ਼ਨ ਰਣਨੀਤੀਆਂ ਨੂੰ ਵਿਸਥਾਰ ਵਿੱਚ ਦਿਓ।
8. ਕਾਰਬੋਹਾਈਡਰੇਟ ਦੇ ਸੇਵਨ ਦੇ ਸਮੇਂ ਦੀ ਮਹੱਤਤਾ ਲਿਖੋ। ਕਸਰਤ ਤੋਂ ਬਾਅਦ ਵੱਧ ਤੋਂ ਵੱਧ ਰਿਫਿਊਲਿੰਗ ਲਈ ਲਾਭਦਾਇਕ ਕਾਰਬੋਹਾਈਡਰੇਟ ਅਤੇ ਪ੍ਰੋਟੀਨ ਦੀਆਂ ਕਿਸਮਾਂ ਬਾਰੇ ਵੀ ਵੇਰਵਾ ਦਿਓ।

Paper Code: 5237

Programme	Exam Code	Course Code
Bachelor of Vocation (Nutrition, Exercise and Health)	112505	BVNM-5101
Bachelor of Vocation (Hospitality and Tourism)	113005	BVHM-5107

Semester- V**Course Title: Soft Skills and Communication
(40)****Time Allowed: 3 Hours****Max Marks: 50**

Note: Attempt five questions, selecting one from each section and fifth question from any of the four sections. Each question carries 10 marks.

SECTION-A

1. What guidelines should be followed while making a phone call? Explain in detail.
2. What do you understand by email etiquettes? Give some tips to write effective e-mails.

SECTION-B

3. What do you understand by barriers in communication? Why is it important to remove barriers for effective communication? How can it be done?

4. A diabetic patient has approached you. As a dietician, what diet and precautions do you recommend? Write a situational dialogue.

SECTION-C

5. Discuss body language as a non verbal form of communication. How are facial expressions, personal appearance and eye contact main aspects of personality?
6. Write a detailed note on the relationship between Leadership and Communication.

SECTION-D

7. What do you understand by social media? How social media handling is important in the food and nutrition industry?
8. How can productivity be increased at workplace by communicating effectively?

Exam Code: 112505

Paper Code: 5224

Programme: Bachelor of Vocation (Nutrition, Exercise and
Health) Semester V

Course Title: Internet Applications

Course Code: BVNM-5125

Time Allowed: 3 Hours

Max. Marks: 25

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

(Section A)

Q1) What is the need of internet in Business? What are various advantages and disadvantages of Internet?

Q2) What are various types of services provided by internet? Explain in detail.

(Section B)

Q3) Explain structure and working of email in detail.

Q4) Explain:-

- a) Reply b) cc c) Bcc d) Spam e) Trash

(Section C)

Q5) What is DNS? Explain its working in detail.

Q6) What do you mean by World Wide Web? Explain IPv4 addresses along with all its notation.

(Section D)

Q7) What do you mean by search engine? Explain its working along with all its components in detail.

Q8) List various search engines? Explain how web browsing is made effective by Google search engine?

Exam Code: 112505
(30)

Paper Code: 5225

Programme: Bachelor of Vocation (Nutrition, Exercise and Health)
Semester-V

Course Title: Extension Education and AV Aids

Course Code: BVNM-5286 ✓

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. All question will carry equal (8 each)marks.

Section- I

1. Discuss the concept and importance of communication in relevance with Extension Education?
2. What are the five elements in communication model?

Section - II

3. Define channel with reference to communication. How we can classify channel in two parts?
4. Write short notes on:
 - i) Role of feedback in extension education.
 - ii) Teaching tools with reference to extension education.

Section - III

5. Describe any three audio visual aids which can be used for teaching group of rural women to impart education?
6. Write short notes on any two:
 - (i) Arranging an exhibition
 - (ii) Power-point presentation
 - (iii) Puppet with reference to the present scenario

Section - IV

7. Define programme planning. Explain fundamental principles of programme planning as applied to extension education.
8. List down the considerations which are needed in developing a plan or work?

Exam Code: 112505

Paper Code: 5226

**Programme: Bachelor of Vocation (Nutrition, Exercise and
Health) Semester V**

Course Title: Food Service Management

Course Code: BVNM-5287

Time Allowed: 3 Hours

Max. Marks: 60

Note: There are 8 questions in four sections, students are required to 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 the functions and principals of Institutional Food Management.
2. Describe the types of Food Service Units- Canteens, Hostels and Hospitals.

Section - B

3. What do you mean by organization and discuss its types and Characteristics.
4. Explain the terms:
 - Job Descriptions
 - Job Specifications
 - Job Evaluation

Section - C

5. Explain the terms:
 - Legal Laws
 - Welfare Policies
 - Schemes for employees
6. Discuss the terms:
 - Financial Management

- ਨੈਕਰੀ ਦੀਆਂ ਵਿਸ਼ੇਸ਼ਤਾਵਾਂ
- ਨੈਕਰੀ ਦਾ ਮੁਲਾਂਕਣ

ਸੈਕਸ਼ਨ - ਸੀ

5. ਵਿਆਖਿਆ ਕਰੋ:

- ਕਾਨੂੰਨੀ ਕਾਨੂੰਨ
- ਭਲਾਈ ਨੀਤੀਆਂ
- ਕਰਮਚਾਰੀਆਂ ਲਈ ਸਕੀਮਾਂ

6. ਚਰਚਾ ਕਰੋ:

- ਵਿੱਤੀ ਪ੍ਰਬੰਧਨ
- ਬਜਟ ਸਿਸਟਮ
- ਲਾਗਤ ਨਿਯੰਤਰਣ ਅਤੇ ਲਾਗਤ ਮੁੱਲ

ਸੈਕਸ਼ਨ - ਡੀ

7. ਭੋਜਨ ਉਦਯੋਗ ਵਿੱਚ ਉਪਕਰਨਾਂ ਦੀਆਂ ਕਿਸਮਾਂ ਅਤੇ ਸਾਜ਼-ਸਾਮਾਨ ਦੀ ਸਾਂਭ-ਸੰਭਾਲ ਦਾ ਵਰਣਨ ਕਰੋ।

8. ਖਰੀਦ ਸਿਸਟਮ ਅਤੇ ਸਟੋਰ ਰੂਮ ਪ੍ਰਬੰਧਨ 'ਤੇ ਇੱਕ ਛੋਟਾ ਨੋਟ ਲਿਖੋ।

6. ਚਰਚਾ ਕਰੋ:

- ਵਿਜੀਤੀ ਪ੍ਰਬੰਧਨ
- ਬਜਟ ਪ੍ਰਣਾਲੀ
- ਲਾਗਤ ਨਿਯੰਤਰਣ ਅਤੇ ਲਾਗਤ ਮੂਲਕ ਨਿਰਧਾਰਣ

ਖੰਡ ਬ

7. ਖਾਢ ਉਦਯੋਗ ਵਿੱਚ ਉਪਕਰਣਾਂ ਦੇ ਪ੍ਰਕਾਰ ਅਤੇ ਉਪਕਰਣਾਂ ਦੇ ਰੱਖਰੱਖਾਵੇ ਦਾ ਵਰਣਨ ਕਰੋ।

8. ਖਰੀਦ ਪ੍ਰਣਾਲੀ ਅਤੇ ਭੰਡਾਰ ਕਾਬਜ ਪ੍ਰਬੰਧਨ ਵਿੱਚ ਇੱਕ ਸੰਖੇਪ ਟਿੱਪਣੀ ਲਿਖੋ।

ਹਿਦਾਇਤਾਂ: ਚਾਰ ਭਾਗਾਂ ਵਿੱਚ 8 ਪ੍ਰਸ਼ਨ ਹਨ, ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਹਰੇਕ ਭਾਗ ਵਿੱਚੋਂ ਘੱਟੋ-ਘੱਟ ਇੱਕ ਪ੍ਰਸ਼ਨ ਚੁਣ ਕੇ, ਕੁੱਲ ਪੰਜ ਪ੍ਰਸ਼ਨਾਂ ਦੀ ਕੋਸ਼ਿਸ਼ ਕਰਨ ਦੀ ਲੋੜ ਹੁੰਦੀ ਹੈ। ਪੰਜਵਾਂ ਸਵਾਲ ਕਿਸੇ ਵੀ ਭਾਗ ਤੋਂ ਕਰਨ ਦੀ ਕੋਸ਼ਿਸ਼ ਕੀਤੀ ਜਾ ਸਕਦੀ ਹੈ। ਹਰੇਕ ਸਵਾਲ ਵਿੱਚ 12 ਅੰਕ ਹੁੰਦੇ ਹਨ।

ਸੈਕਸ਼ਨ - ਏ

1. ਸੰਸਥਾਗਤ ਭੇਜਣ ਪ੍ਰਬੰਧਨ ਦੇ ਕਾਰਜਾਂ ਅਤੇ ਪ੍ਰਿੰਸੀਪਲਾਂ ਦੀ ਵਿਆਖਿਆ ਕਰੋ।

2. ਫੂਡ ਸਰਵਿਸ ਯੂਨਿਟਾਂ ਦੀਆਂ ਕਿਸਮਾਂ ਦਾ ਵਰਣਨ ਕਰੋ- ਕੰਟੀਨ, ਹੋਸਟਲ ਅਤੇ ਹਸਪਤਾਲ।

ਸੈਕਸ਼ਨ - ਬੀ

3. ਸੰਗਠਨ ਤੋਂ ਤੁਹਾਡਾ ਕੀ ਮਤਲਬ ਹੈ ਅਤੇ ਇਸ ਦੀਆਂ ਕਿਸਮਾਂ ਅਤੇ ਵਿਸ਼ੇਸ਼ਤਾਵਾਂ ਬਾਰੇ ਚਰਚਾ ਕਰੋ।

4. ਵਿਆਖਿਆ ਕਰੋ:

- ਨੈਕਰੀ ਦੇ ਵੇਰਵੇ

- Budget System
- Cost Control and Cost Pricing

Section – D

7. Describe the types of equipment and maintenance of equipment in food Industry.
8. Write a short note on Purchase system and store room Management.

निर्देश: चार खंडों में 8 प्रश्न हैं, छात्रों को प्रत्येक खंड से कम से कम एक प्रश्न का चयन करते हुए, कुल मिलाकर पांच प्रश्नों का प्रयास करना होगा। पांचवें प्रश्न को किसी भी अनुभाग से हल किया जा सकता है। प्रत्येक प्रश्न 12 अंक का है।

खंड क

1. संस्थागत खाद्य प्रबंधन के कार्यों और सिद्धांतों की व्याख्या करें।
2. खाद्य सेवा इकाइयों के प्रकारों का वर्णन करें- कैटीन, छात्रावास और अस्पताल।

खंड ख

3. संगठन से आप क्या समझते हैं तथा इसके प्रकार एवं विशेषताओं पर चर्चा करें।
4. व्याख्या करें:
 - नौकरी विवरण
 - नौकरी विशिष्टताएँ
 - नौकरी का मूल्यांकन

खंड ग

5. व्याख्या करें:
 - कानूनी कानून
 - कल्याणकारी नीतियां
 - कर्मचारियों के लिए योजनाएं

**Exam Code: 112505
(30)**

Paper Code: 5227

**Programme: Bachelor of Vocation (Nutrition, Exercise and Health)
Semester-V**

Course Title: Diet Therapy and Applied Nutrition

Course Code: BVNM-5288

Time Allowed: 3 Hours

Max Marks: 60

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

SECTION - A

- I. (a) Why is typhoid called an enteric fever? Discuss the adverse effects of typhoid fever on the body.
(b) Discuss the dietary management of tuberculosis
(6+6=12)
- II. Discuss the drug nutrient interaction and its effects on the utilization of nutrients (12)

SECTION - B

- III. Write notes on the following
(a) Oral Rehydration Therapy.
(b) Lactose intolerance

- (c) Diet therapy for the treatment of peptic ulcer
- (d) Spastic Constipation (4x3=12)
- IV. Write in detail the symptoms and dietary management of patient suffering from liver cirrhosis (12)

SECTION - C

- V. Write notes on the following
 - (a) Gout
 - (b) Food Allergies (6+6=12)
- VI. (a) What are the two types of hypertension. Enumerate the factors hypertension
- (b) What specific dietary measures would you recommend to a patient suffering from atherosclerotic plaques? (6+6=12)

SECTION - D

- VII. How can one manage obesity? Briefly discuss the dietary guidelines for an obese individuals (12)
- VIII. What changes are observed in protein metabolism in cancer patients. (12)

Paper Code: 1107

Programme	Exam Code	Course Code
Bachelor of Vocation (Retail Management)	122001	BVRL-1031 ✓
Bachelor of Vocation (Animation)	112801	BVAL-1031 ✓
Bachelor of Vocation (Nutrition and Dietetics)	510011	BVNL-1031 ✓
Bachelor of Vocation (Beauty and Wellness)	112601	BVBL-1031 ✓
Bachelor of Vocation (Artificial Intelligence and Data Science)	112901	BVIL-1031 ✓
Bachelor of Vocation (Hospitality and Tourism)	113001	BVHL-1031 ✓

Semester-I
Course Title: Basic Punjabi
(20)

Time Allowed: 3 Hours**Max Marks: 70**

ਨੋਟ: ਪ੍ਰਸ਼ਨ ਪੱਤਰ ਦੇ ਚਾਰ ਸੈਕਸ਼ਨ ਹਨ। ਹਰ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਦੋ ਪ੍ਰਸ਼ਨ ਪੁੱਛੇ ਜਾਣਗੇ। ਵਿਦਿਆਰਥੀ ਨੇ ਕੁੱਲ ਪੰਜ ਪ੍ਰਸ਼ਨ ਕਰਨੇ ਹਨ, ਹਰ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਇੱਕ ਪ੍ਰਸ਼ਨ ਕਰਨਾ ਲਾਜ਼ਮੀ ਹੈ। ਪੰਜਵਾਂ ਪ੍ਰਸ਼ਨ ਕਿਸੇ ਵੀ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਕੀਤਾ ਜਾ ਸਕਦਾ ਹੈ। ਹਰ ਪ੍ਰਸ਼ਨ ਦੇ 14 ਅੰਕ ਹਨ।

ਸੈਕਸ਼ਨ-1

1. ਗੁਰਮੁਖੀ ਲਿਪੀ ਵਿੱਚ ਵਰਨਮਾਲਾ ਦੀ ਤਰਤੀਬ ਲਿਖੋ।

2. ਲਗਾਖਰ ਕੀ ਹੁੰਦੇ ਹਨ? ਉਦਾਹਰਨ ਸਹਿਤ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-2

3. ਸਧਾਰਨ ਸ਼ਬਦ ਕੀ ਹੁੰਦੇ ਹਨ? ਉਦਾਹਰਨ ਸਹਿਤ ਲਿਖੋ।
4. ਹੇਠ ਲਿਖੇ ਅਗੇਤਰ ਲਗਾ ਕੇ ਮਿਸ਼ਰਤ ਸ਼ਬਦ ਬਣਾਓ।
ਉਪ, ਖੁਸ਼, ਸੈਰ, ਅਪ, ਕਮ, ਬੇ, ਮਹਾ

ਸੈਕਸ਼ਨ-3

5. ਕੋਈ ਦੱਸ ਰਿਸ਼ਤੇ-ਨਾਤੇ ਦੱਸੋ ।
6. ਕਿੱਤਾਕਾਰੀ ਨਾਲ ਸੰਬੰਧਿਤ ਦੱਸ ਸ਼ਬਦ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-4

7. ਰੁੱਤਾਂ ਦੇ ਨਾਮ ਲਿਖੋ।
8. 1 ਤੋਂ 20 ਤੱਕ ਗਿਣਤੀ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

**Exam Code: 122001
(50)**

Paper Code: 1310

**Programme: Bachelor of Vocation (Retail Management)
Semester-I**

Course Title: Computer Applications in Retail

Course Code: BVRL-1125 ✓

Time Allowed: 3 Hours

Max Marks: 70

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 14 marks.

Section-A

1. What do you mean by information technology? Give a detail note on the history and evolution of information technology in detail. (14)
2. Briefly explain the various features and core areas of point of sales software. (14)

Section-B

3. Give a detail note on the important issues involved and challenges in IT management. (14)

4. What are the important components of network architecture? Also explain the various types of networks in detail. (14)

Section-C

5. Explain in detail the various IT tools required in the process of supply chain management. (14)
6. Why knowledge management is significant? Also describe its nature and scope in detail. (14)

Section-D

7. Describe the framework and the major applications of m-commerce in detail. (14)
8. Explain the various types of e-business models. Also mention its various strategies used to improve the customer satisfaction. (14)

**Exam Code: 122001
(50)**

Paper Code: 1308

**Programme: Bachelor of Vocation (Retail Management)
Semester-I**

Course Title: Fundamentals of Management

Course Code: BVRL-1323 ✓

Time Allowed: 3 Hours

Max Marks: 70

Instructions: 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 14 marks.

Section-I

1. Define management? Discuss the nature, scope and importance of management. 14
2. Explain the various modern approaches of management. 14

Section-II

3. What is planning? Explain the various features and process of planning. 14

4. Define organising. Explain various forms of organisation and differentiate between formal and informal organisation. 14

Section-III

5. What is performance appraisal? Explain various modern techniques of measuring the performance appraisal. 14
6. Define leadership. Describe in detail different styles of leadership. 14

Section-IV

7. What is coordination? Explain the principles and techniques of coordination. 14
8. Define controlling. Discuss the importance and limitations of controlling. 14

**Exam Code: 122001
(50)**

Paper Code: 1309

**Programme: Bachelor of Vocation (Retail Management)
Semester-I**

Course Title: Basics of Retail Management

Course Code: BVRL-1324 ✓

Time Allowed: 3 Hours

Max Marks: 70

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 14 marks.

SECTION-A

1. What do you mean by retailing? Explain various benefits of retailing to wholesalers, Manufacturers and Customers and retail structure in India. 14
2. Explain the Wheel of Retailing Theory and its strategies on the basis of Innovation, Trading- up and Vulnerability stage? 14

SECTION-B

3. What do you mean by Strategic Planning in Retail? Explain Strategic Retail Planning Process also? 14

4. What do you understand by an ideal store location?
What factors affecting site location and common errors
while selecting store location? 14

SECTION-C

5. Explain the term Human Resource Management and
objectives of HRM in retailing? 14
6. What is Retail Communication Mix? Describe the role of
communication in retailing and various modes of
communication? 14

SECTION-D

7. Explain various retail selling skills for efficient selling.
14
8. Explain various legal and ethical issues involved in
retailing. 14

Paper Code: 1103

Programme	Exam Code	Course Code
Bachelor of Vocation (Retail Management)	122001	BVRL-1421 ✓
Bachelor of Vocation (Animation)	112801	BVAL-1421 ✓
Bachelor of Vocation (Nutrition and Dietetics)	510011	BVNL-1421 ✓
Bachelor of Vocation (Beauty and Wellness)	112601	BVBL-1421 ✓
Bachelor of Vocation (Hospitality and Tourism)	113001	BVHL-1421 ✓
Bachelor of Vocation (Artificial Intelligence and Data Science)	112901	BVIL-1421 ✓

Semester-I

Course Title: Punjabi (Compulsory)
(150)

Time Allowed: 3 Hours**Max Marks: 70**

ਨੋਟ- ਪ੍ਰਸ਼ਨ ਪੱਤਰ ਦੇ ਚਾਰ ਸੈਕਸ਼ਨ ਹਨ। ਹਰ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਇੱਕ ਪ੍ਰਸ਼ਨ ਕਰਨਾ ਲਾਜ਼ਮੀ ਹੈ। ਪੰਜਵਾਂ ਪ੍ਰਸ਼ਨ ਕਿਸੇ ਵੀ ਸੈਕਸ਼ਨ ਵਿੱਚੋਂ ਕੀਤਾ ਜਾ ਸਕਦਾ ਹੈ। ਹਰ ਪ੍ਰਸ਼ਨ ਦੇ 14 ਅੰਕ ਹਨ।

ਸੈਕਸ਼ਨ-1

- ਹੇਠ ਲਿਖਿਆਂ ਕਾਵਿ ਟੁਕੜਿਆਂ ਦੀ ਪ੍ਰਸੰਗ ਦੱਸ ਕੇ ਵਿਆਖਿਆ ਕਰੋ:
ਖਾਨਗਾਹੀਂ ਦੀਵਾ ਬਾਲਦੀਏ,

ਕੀ ਲੋਚਦੀਏ? ਕੀ ਭਾਲਦੀਏ।
 ਕੀ ਰੁੱਸ ਗਿਆ ਤੇਰਾ ਢੋਲ ਕੁੜੇ?
 ਯਾ ਸਖਣੀ ਤੇਰੀ ਝੋਲ ਕੁੜੇ?
 ਯਾ ਸਰਘੀ ਵੇਲੇ ਤੱਕਿਆ ਈ
 ਕੋਈ ਡਾਢਾ ਭੈੜਾ ਸੁਫਨਾ ਨੀ?
 ਜੋ ਕਰਦੀ ਮਾਰੋ ਮਾਰ ਕੁੜੇ,
 ਤੂੰ ਪਹੁੰਚੀ ਵਿੱਚ ਉਜਾੜ ਕੁੜੇ।

2. “ਅੱਜ ਆਖਾਂ ਵਰਿਸ਼ ਸ਼ਾਹ ਨੂੰ ” ਕਵਿਤਾ ਦਾ ਸਾਰ ਆਪਣੇ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-II

3. “ਦੂਜਾ ਵਿਆਹ” ਇਕਾਂਗੀ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।
 4. “ਬ੍ਰਹਮ ਭੋਜ” ਇਕਾਂਗੀ ਦਾ ਸਾਰ ਆਪਣੇ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-III

5. ਹੇਠਾਂ ਲਿਖੇ ਵਿਸ਼ਿਆਂ ਵਿੱਚੋਂ ਕਿਸੇ ਇੱਕ ਵਿਸ਼ੇ ਉੱਤੇ ਪੈਰਾ ਰਚਨਾ ਲਿਖੋ:
1. ਕਾਲਜ ਦੀ ਕੰਟੀਨ
 2. ਦਿਵਾਲੀ ਦਾ ਤਿਉਹਾਰ
 3. ਘਰੇਲੂ ਬਗੀਚਾ

6. ਹੇਠ ਲਿਖੇ ਪੈਰੇ ਨੂੰ ਪੜ੍ਹ ਕੇ ਪ੍ਰਸ਼ਨਾਂ ਦੇ ਉੱਤਰ ਦਿਓ:

ਸਾਡੇ ਜੀਵਨ ਦਾ ਇੱਕ ਪ੍ਰਤੱਖ ਅਤੇ ਬੜਾ ਮਹਾਨ ਅੰਗ ਉਪਜੀਵਿਕਾ ਕਮਾਉਣਾ ਹੈ। ਇਸ ਦ੍ਰਿਸ਼ਟੀਕੋਣ ਤੋਂ ਵੇਖਿਆ ਪਤਾ ਲੱਗਦਾ ਹੈ ਕਿ ਜਿਸ ਮਨੁੱਖ ਜਾਂ ਇਸਤਰੀ ਨੇ ਆਪਣੀ ਪਹਿਲੀ ਅਵਸਥਾ ਵਿੱਚ ਆਪਣੇ ਆਪ ਨੂੰ ਉਪਜੀਵਿਕਾ ਕਮਾਉਣ ਦੇ ਯੋਗ ਬਣਾਉਣ ਲਈ ਘਾਲ ਨਹੀਂ ਘਾਲੀ, ਉਹ ਇਸ ਖੇਤਰ ਵਿੱਚ ਪਿੱਛੇ ਰਹਿ ਜਾਂਦਾ ਹੈ। ਜੇ ਕਿਸੇ ਵਿਹਾਰ ਜਾਂ ਕਾਰਜ ਉੱਤੇ ਦਿਲ ਲਗਾ ਕੇ ਮਿਹਨਤ ਕਰਨ ਵੱਲੋਂ ਅਵੇਸਲੇ ਹੋ ਜਾਣ, ਉਹਨਾਂ ਦਾ ਇਸ ਸੰਸਾਰ ਵਿੱਚ ਝੱਟ ਨਹੀਂ ਟੱਪਦਾ। ਨਿਰੀ ਉਪਜੀਵਿਕਾ ਕਮਾਉਣ ਵਾਸਤੇ ਹੀ ਜਿਉਣਾ ਬਹੁਤ ਉੱਚ ਆਦਰਸ਼ ਨਹੀਂ। ਮਿਹਨਤ ਦਾ ਮਨੁੱਖੀ ਸੁਭਾਅ ਉੱਤੇ ਅਦੁੱਤੀ ਪ੍ਰਭਾਵ ਪੈਂਦਾ ਹੈ। ਉਪਰੋਕਤ ਪੈਰੇ ਨੂੰ ਧਿਆਨ ਨਾਲ ਪੜ੍ਹੋ ਤੇ ਹੇਠਾਂ ਲਿਖੇ ਪ੍ਰਸ਼ਨਾਂ ਦੇ ਉੱਤਰ ਦਿਓ-

ੳ) ਜਿਹੜੇ ਜ਼ਿੰਦਗੀ ਦੇ ਮੁੱਢ ਵਿੱਚ ਮਿਹਨਤ ਨਹੀਂ ਕਰਦੇ ਉਹ ਪਿੱਛੋਂ ਰੋਜ਼ੀ ਕਮਾਉਣ ਵਿੱਚ ਕਿੰਨੇ ਕੁ ਸਫਲ ਹੁੰਦੇ ਹਨ?

ਅ) ਨੌਕਰੀ ਜਾਂ ਕੰਮ ਕਰਨ ਵਿੱਚ ਲਾਪਰਵਾਹੀ ਕਰਨ ਦਾ ਸਿੱਟਾ ਕੀ ਹੁੰਦਾ ਹੈ?

ੲ) ਕੀ ਕੇਵਲ ਰੋਜ਼ੀ ਕਮਾਉਣ ਲਈ ਜੀਵਨ ਬਤੀਤ ਕਰਨਾ ਬੜੀ ਚੰਗੀ ਗੱਲ ਹੈ?

ਸ) ਲਕੀਰੇ ਸ਼ਬਦਾਂ ਦੇ ਅਰਥ ਲਿਖੋ।

ਹ) ਇਸ ਪੈਰੇ ਦਾ ਸਿਰਲੇਖ ਲਿਖੋ।

ਸੈਕਸ਼ਨ-IV

7. ਭਾਸ਼ਾ ਤੇ ਉਪਭਾਸ਼ਾ ਦਾ ਅੰਤਰ ਸਪਸ਼ਟ ਕਰਦੇ ਹੋਏ ਪੰਜਾਬੀ ਦੀਆਂ ਉਪਭਾਸ਼ਾਵਾਂ ਬਾਰੇ ਚਰਚਾ ਕਰੋ।
8. ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਦੇ ਨਿਕਾਸ ਅਤੇ ਵਿਕਾਸ ਤੇ ਨੋਟ ਲਿਖੋ।

Paper Code: 1111

Programme	Exam Code	Course Code
Bachelor of Vocation (Retail Management)	122001	BVRL-1431
Bachelor of Vocation (Animation)	112801	BVAL-1431
Bachelor of Vocation (Nutrition and Dietetics)	510011	BVNL-1431
Bachelor of Vocation (Beauty and Wellness)	112601	BVBL-1431
Bachelor of Vocation (Hospitality and Tourism)	113001	BVHL-1431
Bachelor of Vocation (Artificial Intelligence and Data Science)	112901	BVIL-1431

Semester-I**Course Title: Punjab History and Culture****(20)****Time Allowed: 3 Hours****Max Marks: 70**

Candidates shall attempt 5 questions in 800 words, by atleast selecting One question from each section and the 5th question may be attempted from any of the four section. Each question will carry 14 marks.

Section-I

1. How has the geography of the Punjab affected its history.

2. Describe the sources of the ancient history of Punjab.

Section-II

3. Describe the Social and religious life of people of Indus Valley People.
4. Describe the original home and settlement of Indo Aryans in Punjab.

Section-III

5. Describe the Social and economic life of people of Rig Vedic Age?
6. Describe the religious and economic life of people of Later Vedic Age?

Section-IV

7. Describe the life and teachings of Mahatma Buddha.
8. Describe the life and teachings of Mahavira.

Hindi Version

सैक्शन-1

1. पंजाब के भूगोल ने इसके इतिहास को किस प्रकार प्रभावित किया है ?
2. पंजाब के प्राचीन इतिहास के स्रोतों का वर्णन करें।

सैक्शन-2

3. सिंधु घाटी के लोगों के सामाजिक और धार्मिक जीवन का वर्णन करें।
4. पंजाब में इंडो आर्यों के मूल घर और बस्ती का वर्णन करें।

सैक्शन-3

5. ऋग्वैदिक युग के लोगों के सामाजिक और आर्थिक जीवन का वर्णन करें ?
6. उत्तर वैदिक युग के लोगों के धार्मिक और आर्थिक जीवन का वर्णन करें ?

सैक्शन-4

7. महात्मा बुद्ध के जीवन और शिक्षाओं का वर्णन करें।
8. महावीर के जीवन और शिक्षाओं का वर्णन करें।

**Exam Code: 122003
(50)**

Paper Code: 3281

**Programme: Bachelor of Vocation (Retail Management)
Semester-III**

Course Title: Principles of Accounting

Course Code: BVRL-3321 ✓

Time Allowed: 3 Hours

Max Marks: 70

NOTE: Attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question will carry 14 marks.

Section A

1. Differentiate between accounting and book-keeping. Explain the functions and importance of financial accounting.
2. Discuss the different basis of accounting with suitable examples. Explain the limitations of accounting.

Section B

3. Discuss the fundamental accounting assumptions of full disclosure, materiality, and prudence. How do these

Assumptions ensure transparency and fairness in financial reporting?

4. Discuss the concept and objectives of accounting standards and International Financial Reporting Standards (IFRS). How do they promote uniformity and comparability in global financial reporting?

Section C

5. Describe the format and purpose of a journal in accounting. Explain the process of recording transactions in a journal with suitable examples. Why is the journal referred to as the "book of original entry"?
6. What is Bank Reconciliation Statement? Explain the procedure of preparing Bank Reconciliation Statement.

Section D

7. What is depreciation? Explain different methods of charging depreciation.
8. Suresh started business on April 01, 2020 with a capital of Rs. 30,000. The following Trial Balance was drawn up from his books at the end of the year:

Dr. Balances	Amount (₹)	Cr. Balances	Amount (₹)
Drawings	4,500	Capital	40,000
Plant and Fixtures	8,000	Sales	1,60,000
Purchases	1,16,000	Creditores	12,000
Carriage Inward	2,000	Bills Payable	9,000
Wages	8,000		
Return Inward	4,000		
Salaries	10,000		
Printing	800		
Advertisement	1,200		
Trade Charges	600		
Rent	1,400		
Debtors	25,000		
Bills Receivable	5,000		
Investments	15,000		
Discount	500		
Cash at Bank	16,000		
Cash in hand	3,000		
Total	2,21,000		2,21,000

The value of stock as at 31st March 2021 was Rs.26,000. Prepare a Trading and Profit and Loss Account for the year ended 31st March 2021 and a Balance sheet as at that date taking the following facts into account:

1. Interest on capital is to be provided at 6% p.a.
2. An additional Capital of Rs. 10,000 was introduced by Suresh on October 1, 2020.

3. Plant and Fixtures are to be depreciated by 10% p.a.
4. Salaries outstanding on March 31, 2021 amounted to Rs. 500.
5. Accrued interest on investment amounted to Rs.750
6. Rs. 500 are bad debts and a provision for doubtful debts is to be created at 5% on the balance of debtors.

Exam Code: 122003

Paper Code: 9335

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

Course Title: Principles of Accounting

Course Code: BVRL-3321

Time Allowed: 3 Hours

Max Marks: 80

NOTE: Attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question will carry **16** marks. (16)

Section A

1. Differentiate between accounting and book-keeping. Explain the functions and importance of financial accounting.
2. Discuss the different basis of accounting with suitable examples. Explain the limitations of accounting.

Section B

3. Discuss the fundamental accounting assumptions of full disclosure, materiality, and prudence. How do these

Assumptions ensure transparency and fairness in financial reporting?

4. Discuss the concept and objectives of accounting standards and International Financial Reporting Standards (IFRS). How do they promote uniformity and comparability in global financial reporting?

Section C

5. Describe the format and purpose of a journal in accounting. Explain the process of recording transactions in a journal with suitable examples. Why is the journal referred to as the "book of original entry"?
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Wages	8,000		
Return Inward	4,000		
Salaries	10,000		
Printing	800		
Advertisement	1,200		
Trade Charges	600		
Rent	1,400		
Debtors	25,000		
Bills Receivable	5,000		
Investments	15,000		
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Cash at Bank	16,000		
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Exam Code: 122003
(50)

Paper Code: 3282

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

Course Title: E-Commerce

Course Code: BVRL-3322

Time Allowed: 3 Hours

Max Marks: 70

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 14 marks.

SECTION -A

1. What do you understand by E-Commerce? State its merits and demerits also? 14
2. Elaborate the concept of Value Chain Analysis in E-Business? 14

SECTION-B

3. Define the concept of EDI. Also explain its application and limitations. 14

4. Give short note on following:

(i) E- Entertainment

(ii) Web enabled Services

7+7=14

SECTION-C

5. Define E-Marketing. Explain its significations and Status of E-Marketing in India. 14

6. Write a detailed note on following:

(i) Debit Card and Credit Card

(ii) Instant Paid Payment System

7+7=14

SECTION-D

7. Explain the various Business models of E-Commerce? 14

8. Explain the various security threats and precautions for securing E-Commerce. 14

Exam Code: 122003
(50)

Paper Code: 3283

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

Course Title: Store Layout and Design

Course Code: BVRL-3323 ✓

Time Allowed: 3 Hours

Max Marks: 70

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 14 marks.

SECTION-A

1. What do you mean by store layout and design? Explain the major duties and responsibilities performed by store manager. 14
2. Define Store operations. Also explain the need and significance of store operations in detail. 14

SECTION —B

3. Write down the importance and various principles of effective store organization. 14

4. Explain how formal organizations distinguished from informal organizations? Also give the objectives, policies and procedures for successful informal organizations. 14

SECTION-C

5. What are the various types of Store location and also explain the points should be kept in mind while deciding the suitable location. 14
6. Explain the following:
- (a) Site Evaluation
 - (b) Catchment Area Analysis 7+7=14

SECTION-D

7. What are the 7 Ways of successful store location and layout ideas? How has the store design led to the store's success? 14
8. Explain the essential steps required in the process of store design and facilities planning. 14

**Exam Code: 122003
(50)**

Paper Code: 3284

**Programme: Bachelor of Vocation (Retail Management)
Semester-III**

Course Title: Retail Logistics Management

Course Code: BVRL-3324 ✓

Time Allowed: 3 Hours

Max Marks: 70

Instructions to candidates: Attempt FIVE questions in all selecting at least ONE question from EACH Section. Fifth question may be selected from any Section. All questions carry equal marks (14 Marks each)

SECTION A

1. What do you understand by the term logistics? Explain its history and evolution also.
2. What are the objectives of logistics? Elaborate the trends and emerging concepts in logistics.

SECTION B

3. What do you mean by Logistics Management? What role does logistics management play in an organization?
4. What is the difference between logistics and supply chain management? Explain using examples.

SECTION C

5. Explain fourth party logistics. What are the stages of fourth party logistics?
6. Elaborate the model and process of Integrated Logistics Management in detail.

SECTION D

7. Explain the concept of transportation. What are its types and what are the benefits of an efficient transportation system?
8. Write short notes on the following terms:
 - a) Design for global operations
 - b) Information management for global logistics

Exam Code: 122003
(50)

Paper Code: 3285

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

Course Title: Health and Safety
Management Issues in Retail

Course Code: BVRL-3325 ✓

Time Allowed: 3 Hours

Max Marks: 35

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 carries marks. (7)

SECTION-A

1. What is the Health and Safety Management system?
Explain sale work procedure. 7
2. Explain the various types of health issues that occur in retail sectors. 7

SECTION-B

3. Write a detailed note on Health Programmes in Retail Stores. 7

4. Write down about types of hazards and risks in various Retail Sectors in detail. 7

SECTION-C

5. Elaborate the concept of Safety Inspection. Explain the Process of Safety Inspection. 7
6. Explain the legal requirements and methods to deal with emergencies and accidents. 7

SECTION-D

7. Write down about various guidelines for framing a Health and Safety Committee. 7
8. Write a detailed note on procedure for evacuation including alarm raise, exist and assembly point. 7

**Exam Code: 122003
(50)**

Paper Code: 3286

**Programme: Bachelor of Vocation (Retail Management)
Semester-III**

**Course Title: Computer Applications-Tally
and Internet**

Course Code: BVRM-3126

Time Allowed: 3 Hours

Max Marks: 50

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

Section A

1. (a) What are different steps that a user must follow for the creation of a company in Tally ERP 9. Explain the procedure for the same using suitable figures, also demonstrate the steps to create a tally vault password. (5)
(b) Explain meaning and nature of Accounting System? Also explain the importance of computerized accounting system and advantages of Tally ERP 9 software. (5)
2. (a) What is a Voucher in Tally. Explain and differentiate credit note and contra voucher in Tally ERP 9. (5)

- (b) Compare the process of ledger creation in manual as well as in computerized accounting system. What prior steps we must perform before the creation of ledgers in Tally ERP 9? (5)

Section B

3. (a) What are different types of Tax which are supported in computerized accounting system? Also explain the steps for activation of GST in Tally ERP 9. (5)
(b) What are steps to create a stock group in Tally ERP 9? Explain the procedure by taking you own example. (5)
4. (a) How will you create multiple stock items in Tally ERP 9? Also define the feature of stock summary. (5)
(b) Explain various steps to Create, Alter and Display Stock Categories in Tally ERP 9. (5)

Section C

5. (a) How the new technologies are vulnerable to threats? What steps can be used to prevent the system from such vulnerabilities? (5)
(b) Explain the difference between Hacking and Cracking. How these two affect the functionality of a system? (5)
6. (a) What do you mean by virtual robberies? Also distinguish between the terms cyber scam and cyber theft. (5)

(b) What do you mean by the term Offensive Communication? How this type of communication is prevented in cybercrime scenario? Justify your answer.

(5)

Section D

7. (a) How will you differentiate between Virus, Worm in, and Threat? Explain which one is most dangerous for system and why? Justify your answer. (5)

(b) What is firewall? Explain different types of firewalls. Also explain how they work to protect a system. (5)

8. (a) Explain different utilities which are used for the prevention and cure of a system from threats. (5)

(b) Explain Norton Utilities as a security management tool. How it is used to protect your system from malwares? Explain. (5)

Exam Code: 122005

Paper Code: 5208 – R

Programme: Bachelor of Vocation (Retail Management)

Semester-V

Course Title: Personality and Soft Skills Development

Course Code: BVRL-5321 ✓

Time Allowed: 3 Hours

Max. Marks: 80

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

SECTION-A

1. Describe Carl Jung's model of personality and explain its key components. How does this model contribute to the understanding of personality development? (16)
2. Briefly explain the Big Five model of Personality Development in detail. (16)

SECTION-B

3. Discuss how personality can change over time and explain strategies to manage emotions effectively in the workplace. (16)
4. Write down about personality disorder at workplace in detail. (16)

SECTION-C

5. Briefly explain the concept of soft skills and discuss their significance in personal and professional life. (16)
6. Explain the following:
 - (a) Time Management and Motivational Skill (8)
 - (b) Supervisory and Team Building Skill (8)

SECTION-D

7. What is Customer Service? How would you describe good customer service and also mention the ways to improve Customer Services? (16)
8. Describe a time you received excellent customer service. What made the experience memorable and what can you learn from it to become a successful service person? (16)

Exam Code: 122005
(30)

Paper Code: 5208

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

Course Title: Personality and Soft Skills
Development

Course Code: BVRL-5321

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions selecting 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 Personality Development? Also explain the various factors affecting the personality.
2. Briefly explain the Big Five model of Personality Development in detail.

Section-B

3. What are the various types of Personality? Discuss in detail.
4. Write down about personality disorder at workplace in detail.

Section-C

5. Explain the need and process of effective communication in detail.
6. Explain the following:
 - (a) Time Management and Motivational Skill
 - (b) Supervisory and Team Building Skill

Section-D

7. What is Customer Service? How would you describe good customer service and also mention the ways to improve Customer Services?
8. What are Customer service tools that you know? Explain the Concept of Tele-marketing in detail.

Exam Code: 122005

Paper Code: 5209 – R

Programme: Bachelor of Vocation (Retail Management)

Semester-V

Course Title: Project Management

Course Code: BVRL-5322 ✓

Time Allowed: 3 Hours

Max. Marks: 80

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

Section–A

1. What is meant by Project Planning? Discuss the importance of project planning in achieving successful project outcomes.
2. Explain the Project Identification Process and the significance of Pre-Feasibility Study in project formulation.

Section–B

3. Discuss the steps involved in Project Execution. How do technical feasibility and commercial viability influence project success?
4. What are the Tax considerations and legal aspects that affect project preparation? Illustrate with suitable examples.

Section–C

5. Explain the concept of Project Performance Evaluation. How do productivity and performance indicators help in measuring success?
6. Discuss the social cost–benefit analysis approach. How does it differ in the context of public and private sector projects?

Section–D

7. What is the purpose of Project Control? Describe various tools and techniques used for monitoring and controlling project performance.
8. Elaborate on the Cost and Time Management issues in project planning. Suggest practical methods for minimizing delays and cost overruns.

Exam Code: 122005
(30)

Paper Code: 5209

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

Course Title: Project Management

Course Code: BVRL-5322 ✓

Time Allowed: 3 Hours

Max Marks: 80

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 16 marks.

SECTION-A

1. What do you mean by Project Identification? State the concept of pre-feasibility study in project management?
2. Explain the objectives and significance of project planning in detail.

SECTION-B

3. 'Demand can be forecasted and costs can be estimated in project management' Comment.
4. Explain the various sources of funds and loan syndication process for the projects in detail.

SECTION-C

5. Explain the term 'Performance Measurement'. Explain the benefits and challenges of performance measurement?
6. 'Social cost benefit analysis has impact on both public as well as private sector' Comment.

SECTION-D

7. What do you mean by project execution? Explain the cost and time issues in project management.
8. Elaborate the process of project control along with its purpose and importance.

Exam Code: 122005

Paper Code: 5210 – R

Programme: Bachelor of Vocation (Retail Management)

Semester-V

Course Title: Advertising and Sales Management

Course Code: BVRL-5323 ✓

Time Allowed: 3 Hours

Max. Marks: 40

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

SECTION-A

1. Describe the importance of advertising with reference to manufacturers, middlemen, consumers and society. (8)
2. What is the DAGMAR approach? Discuss its process, advantages, and stages with suitable examples. (8)

SECTION-B

3. Discuss the factors affecting media planning with suitable examples. (8)
4. Explain the different types of distribution channels and their characteristics. (8)

SECTION-C

5. Explain the qualities of an effective salesperson. How do knowledge and personality contribute to successful selling? (8)
6. Describe how sales territories are planned and controlled for effective sales performance. (8)

SECTION-D

7. Explain various individual and group methods of sales training with examples. (8)
8. What is sales forecasting? Discuss and assess five different methods used for sales forecasting, highlighting their advantages and disadvantages. (8)

Exam Code: 122005
(30)

Paper Code: 5210

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

Course Title: Advertising and Sales Management

Course Code: BVRL-5323 ✓

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. Define the term "Advertising". Elaborate its role and importance in detail. (8)
2. Explain the organizational structure of advertising agency. Also describe its functions in detail. (8)

Section-B

3. What do you understand by distribution decision? Also explain its various promotional tools in detail. (8)
4. Critically evaluate the various components of Internet advertising in detail. (8)

Section-C

5. Explain the various steps involved in the process of selling. Also explain the various qualities of a good salesman. (8)
6. Define sales organization. Explain the various functions and responsibilities of sales manager in detail. (8)

Section-D

7. What do you mean by incentive planning? Also mention the various steps required in the process of Incentive planning. (8)
8. What is a sales plan? Briefly explain the various steps involved to conduct sales planning. (8)

Exam Code: 122005

Paper Code: 5211 – R

Programme: Bachelor of Vocation (Retail Management)

Semester-V

Course Title: Customer Relationship Management

Course Code: BVRL-5324

Time Allowed: 3 Hours

Max. Marks: 80

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

SECTION – A

- Q1. Explain the historical development of CRM. How has the concept evolved from traditional marketing to relationship marketing?
- Q2. Identify and discuss the different types of CRM. How can organizations integrate CRM successfully to enhance customer loyalty?

SECTION – B

- Q3. Discuss the methods of measuring customer satisfaction. How can feedback systems improve organizational performance?
- Q4. What are the key dimensions of service quality? Explain how customer expectations and perceptions influence service experience.

SECTION – C

- Q5. Explain the role of technology in transforming CRM. How are tools like voice portals, chatbots, and virtual assistants reshaping customer relationships?
- Q6. What is a Call Center and Multimedia Contact Center? Discuss their importance in CRM and the features that enhance customer communication.

SECTION – D

- Q7. Describe the essentials of building effective employee relationships. How does employee orientation influence customer satisfaction?
- Q8. Discuss the application of CRM in the banking and telecom industries. How do these sectors utilize CRM to manage customer profitability and experience?

Exam Code: 122005

Paper Code: 5211

Programme: Bachelor of Vacation (Retail Management)

Semester- V

Course Title: Customer Relationship Management

Course Code: BVRL-5324

Time: 3 Hours

Theory Marks: 80

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

SECTION – A

- Q1. Define Customer Relationship Management (CRM). Explain the evolution of relationship marketing and the key stages of relationship development.
- Q2. Discuss the purpose and significance of CRM in modern retail businesses. Explain the success factors in CRM implementation.

SECTION – B

- Q3. What is Customer Satisfaction? Discuss its components and significance for business performance.
- Q4. Explain the concept of Service Quality. Describe Parasuraman's SERVQUAL model and the gaps in service quality.

SECTION – C

- Q5. What is e-CRM? Discuss its features, advantages, and technologies used in e-CRM systems.
- Q6. Explain the role of Database Management and Data Warehousing in effective CRM. Illustrate with examples of CRM software tools.

SECTION – D

- Q7. Discuss the employee–customer linkage and the factors affecting employee's customer-oriented behavior.
- Q8. Explain CRM practices in the retail and hospitality industries. How do these sectors ensure customer experience management?

Exam Code: 122005

Paper Code: 5212 – R

Programme: Bachelor of Vocation (Retail Management)

Semester-V

Course Title: Financial Management

Course Code: BVRL-5325 ✓

Time Allowed: 3 Hours

Max. Marks: 80

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

Section A

1. What do you mean by Financial Management? Briefly describe the three basic reasons why profit maximisation objective fails to be consistent with wealth maximization.
2. What are Equity Shares? Explain the difference between Equity and Preference Shares.

Section B

3. How will you calculate the Cost of Equity Capital? Explain.
4. What is meant by the term 'leverage'? What are its types? How will you calculate operating and financial leverage?

Section C

5. What do you mean by Capital Structure? Explain the factors determining Capital Structure?
6. What do you mean by Capital Budgeting? Explain with example Payback Method of Capital Budgeting. Also explain its advantages and disadvantages.

Section D

7. What are the factors that determine the Dividend Policy of a company?
8. What is the need for Cash Management? Explain the Baumol's Cash Management Model.

Exam Code: 122005
(30)

Paper Code: 5212

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

Course Title: Financial Management

Course Code: BVRL-5325

Time Allowed: 3 Hours

Max Marks: 80

Note:- Attempt five Questions in all, selecting at least One question from each section. Fifth question may be attempted from any section. Each question will carry 16 marks.

Section A

1. Briefly Explain and illustrate the concept of 'Time Value of Money'.
2. Explain the characteristics of any four long term sources of finance.

Section B

3. A company has 10 per cent perpetual debt of Rs 1,00,000. The tax rate is 35 per cent. Determine the cost of capital (before tax as well as after tax) assuming the debt is issued at
 - i) Par
 - ii) 15 per cent discount
 - iii) at 15% premium

4. What is meant by the term 'leverage? Explain Financial Leverage in detail.

Section C

5. Explain the term Capital Structure. Explain the importance of capital structure in financial decision making.
6. Explain with example NPV method of capital budgeting. Also explain its advantages and disadvantages.

Section D

7. What do you think are the determinants of the dividend policy of corporate enterprises?
8. What is EOQ? Explain with an example how can it be computed.

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Exam Code: 113105

Paper Code: 5220 -B

Programme: Bachelor of Vocation (Textile Design and Apparel
Technology) Semester V

Course Title: Basics of Sustainable Fashion

Course Code: BVTM-5232

Time Allowed: 3 Hrs

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 the primary distinction between Sustainable Fashion and Fast Fashion, and how do these approaches impact the environment throughout a garment's life cycle?
- Q2. How can Life Cycle Assessment inform sustainable material selection and production methods?

Section - B

- Q3. Analyze Katharine Hamnett's and Vivienne Westwood's contributions to sustainable fashion. How did their designs and business practices influence the industry's approach to environmental responsibility?
- Q4. What role do collaborations (e.g., Nike-Alabama Chanin) play in driving sustainable fashion innovation?

Section - C

- Q5. Analyze the role of technology (e.g., digital printing, 3D design) in minimizing textile waste.
- Q6. Analyze the collapse of Rana Plaza (2013) as a turning point for fair trade practices in the fashion industry. What regulatory and industry changes ensued, and how have they impacted sourcing and labor standards?

Section - D

Q7. Compare and contrast Recycling and Upcycling in fashion. Provide examples of each practice, discussing their environmental and social implications.

Q8. Discuss the role of natural dyes in sustainable fashion, highlighting environmental benefits and challenges. How can designers incorporate natural dyes into their design process?

Paper Code: 1321

Programme	Exam Code	Course Code
Bachelor of Business Administration (Airlines and Airport Management)	509501	BBML-1663 ✓
Bachelor of Vocation (Hospitality and Tourism)	113001	BVHL-1663 ✓

Semester-I

Course Title: Introduction to Tourism, Hospitality and Aviation Industry
(50)

Time Allowed: 3 Hours**Max Marks: 35**

Note: Attempt five questions from all, selecting at least one question from each section. The fifth question can be attempted from any section. Each question carries 7 marks.

Section - A

1. Trace and Define Tourism and explain its meaning and scope.
2. Explain the concept of "Paid Holiday" and its impact on modern tourism.

Section - B

3. What are the different types and forms of accommodation available in the hospitality industry?

4. Highlight the contributions of any two major hotel chains in India to the growth of the hospitality industry.

Section - C

5. Explain the role and functions of ICAO and IATA in the aviation industry.
6. What are the facilities provided to passengers at airports?

Section - D

7. Explain the interdependence between the Hospitality, Travel and Tourism industries.
8. What are the critical aspects of creating a "Home Away from Home" experience for guests?

Paper Code: 1113

Programme	Exam Code	Course Code
Bachelor of Arts (Journalism and Mass Communication)	116401	BJMM-1102
Bachelor of Science (Fashion Designing)	119601	BFDM-1102
Bachelor of Science (Home Science)	119701	BHSM-1102
Bachelor of Computer Applications	117901	BCAM-1102
Bachelor of Science (Information Technology)	118001	BITM-1102
Bachelor of Science (Bio-Technology)	120601	BBTM-1102
Bachelor of Science (Medical Laboratory Technology)	509701	BMLM-1102
Bachelor of Business Administration (Airlines and Airport Management)	509501	BBMM-1102
Bachelor of Vocation (Retail Management)	122001	BVRM-1102
Bachelor of Vocation (Animation)	112801	BVAM-1102
Bachelor of Vocation (Nutrition and Dietetics)	510011	BVNM-1102
Bachelor of Vocation (Beauty and Wellness)	112601	BVBM-1102
Bachelor of Vocation (Artificial Intelligence and Data Science)	112901	BVIM-1102
Bachelor of Vocation (Hospitality and Tourism)	113001	BVHM-1102

Semester-I

Course Title: Communication Skills in English – I
(300)

Time Allowed: 3 Hours**Max Marks: 50**

Note: The candidates will have to attempt five questions in all selecting one from each section and the fifth question from any of the four sections. Each question will carry 10 marks.

Section – A

1. Describe the various kinds of reading.
2. What is PSQ5R model of reading?

Section – B

3. Read the following passage and answer the questions in multiple choice form. Mark (✓) in front of the right answer:

Trees give shade for the benefits of others, and while they themselves stand in the sun and endure the scorching heat, they produce the fruit by which others profit. The character of good men is like that of trees. What is the use of this perishable body if no use is made of it for the benefit of mankind? Sandalwood, the more it is rubbed, the more scent does it yield. Sugarcane, the more it is peeled and cut up into pieces, the more juice does it produce. The men who are noble at heart do not lose their qualities even in losing their life. What matters it whether men praise them or not. What difference does it make whether they die at this moment or whether their lives are prolonged? Happen

what may, those who tread in the right path will not set foot in any other. Life itself is unprofitable to a man who does not live for others. To live for the mere sake of living one's life is to live the life of dogs and crows. Those who lay down their lives for the sake of others will assuredly dwell forever in a world of bliss.

- I. **There is great similarity between trees and good men, which is:**
 - a) both do good to others
 - b) both live long
 - c) both face hardships
 - d) both do not complain of suffering
- II. **Life itself is ⁴⁷unprofitable if man does not live for others. This statement means:**
 - a) Man should serve others
 - b) he should improve his well-being
 - c) he should give away to others whatever he has
 - d) he should do good to others when they need help.
- III. **Sandalwood, when rubbed more, gives**

 - a) solace
 - b) more scent
 - c) relief
 - d) satisfaction

IV. A noble person does not set his foot in :

- a) other's shoes
- b) wet land
- c) slush
- d) the wrong path

V. 'Endure' can be replaced with _____

- a) beat
- b) assure
- c) last long
- d) care

4. Read the following passage carefully and answer the question the follow:

That science has become one of the most powerful factors in modern life is a generally accepted and indeed obvious fact. The proper role of the scientist himself is, however, a point on which there is no general agreement. On the one hand are those diehards who, ignoring the changed circumstances of the outside world, contend that outside the laboratory, the personal influence of the scientist should be no more than that of any other citizen. On the other hand are extremists who advocate a state verging on a technocracy in which scientists would have special privileges and a large measure of control. Those who tend towards the latter view are much more vociferous than their conservative and much more numerous

colleagues, with unfortunate result that there is a widespread impression that scientists generally share these views and wish to claim a far larger share in the control of the world affairs than they possess at present. It is therefore, time to attempt an assessment of the proper status of the scientist in modern society.

Questions:

- a) What is the present position of science and that of a scientist in society?
- b) Is there any common view about the role of a scientist in modern society?
- c) What is the argument advanced by the conservatives?
- d) How do the extremists contradict the conservatives?
- e) What is the need of the hour?

Section – C

5. What are the different guidelines for effective writing?
6. Write a letter to your father requesting him to allow you to attend the marriage of your friend.

Section – D

7. As Coordinator of a Youth Club you conducted a meeting of all the members regarding a Tree Plantation Drive to be organized in the coming week. Draft a notice, agenda and minutes of the meeting.

8. Write in detail the meaning and tips for effective blog writing.

Paper Code: 5219

Programme	Exam Code	Course Code
Bachelor of Science (Fashion Designing)	119605	BFDL-5231 ✓
Bachelor of Vocation (Textile Design and Apparel Technology)	113105	BVTL-5231 ✓

Semester- V
Course Title: Leather Technology
(30)

Time Allowed: 3 Hours**Max Marks: 80**

NOTE:— Attempt five questions, All questions carry equal marks (16 marks), Selecting at least one question from each Section. The fifth question may be attempted from any Section.

Section-A

1. Discuss the story of leather from early man till 19th century? 16
2. Write a brief note on vegan leather and how this is different from animal leather? 16

Section-B

3. Explain care and maintenance of leather products in detail? 16

4. Write a note on nature and scope of Indian leather industry in detail? 16

Section-C

5. Write in detail about Preparatory, Tanning and Crusting stages of leather? 16
6. Discuss in detail about Environmental and Health hazards from the manufacturing of leather? 16

Section-D

7. Illustrate and explain Top grain leather, Corrected grain leather & Bonded leather? 16
8. Discuss the following Finishing process of leather:-
- i) Buffing
 - ii) Boarding
 - iii) Embossing
 - iv) Glazing
- (4x4)