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Total No. of Questions: 09

BHMCT (Sem.-7) FOOD & BEVERAGE PRODUCTION-VI

Subject Code: BH-403 M.Code: 14575

Date of Examination: 20-11-2023

Time: 3 Hrs.

Max. Marks: 30

INSTRUCTIONS TO CANDIDATES:

- SECTION-A is COMPULSORY consisting of TEN questions carrying ONE mark each.
- 2. SECTION-B contains FIVE questions carrying $2^{1}l_2$ (Two and Half) marks each and students has to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying FIVE marks each and students have to attempt any TWO questions.

SECTION-A

- 1. Write short notes on:
 - a) Discount
 - b) Standard Recipe
 - c) Purchase Order
 - d) Invoice
 - e) Pilferage
 - f) Loaf
 - g) Cost Control
 - h) Seasoning
 - i) Garnish
 - j) Pinwheel.

SECTION-B

- 2. List 3 Soups of your choice along with their origin.
- 3. Discuss the points we need to keep in mind while deciding selling prices.
- 4. What do you understand by Yield testing for Meat.
- Classify Vegetables along with their examples.
- 6. What are the different statement of Accounts available?

SECTION-C

- 7. Briefly tell about three types of Chesses with there origin.
- 8. With the help of a neat diagram, explain Standard Purchase Specification.
- How can we minimize wastage of Food at the time of Food Preparation?

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Roll No.

Total No. of Pages: 02

Total No. of Questions : 09

BHMCT (Sem-7) FOOD PRODUCTION MANAGEMENT Subject Code BHMCT701-18

M.Code: 90745 Date of Examination: 20-11-2023

Time: 3 Hrs. Max. Marks: 60

INSTRUCTIONS TO CANDIDATES

- SECTION-A is COMPULSORY consisting of TEN susstains carrying TWO marks each.
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C suntains TMREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

- I. Write brieffs
 - a. Vegas frod
 - b. Slow food
 - : Harrin
 - d. Spicer
 - e Marisades
 - £ Condiments
 - g. Chotney
 - h. Pickle
 - 3. Gum paste
 - j Pastillage

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SEXTION-B

- Difference between garnish and decoration.
- Explain the features of cloud kitchen model.
- Explain the basic principles of HACCP
- Write down the importance of marinades and their types.
- How do we dehydrate vegetables?

SECTION-C

- 7 Explain the method of brining, pickling and curing.
- What are the various setup techniques for the presentation of haffer setup? Explain any three in detail.
- "Exortic herbs and spices are being used for their medicinal and sharapeutic properties in various custimes". Instify the statement.

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Total No. of Questions: 09

BHMCT

(Sem.-7)

FOOD & BEVERAGE SERVICE MANAGEMENT

Subject Code: BHMCT-701-18

M.Code: 90746

Date of Examination: 22-11-2023

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

- SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

- 1. Explain briefly:
 - a) Stock Taking
 - b) Lounge service
 - c) Up-selling
 - d) Signage merchandising
 - e) Food safety
 - f) Sales mix
 - g) Mise-en-scene
 - h) First class restaurant
 - Performance Appraisal
 - j) Terminal catering.

SECTION-B

- 2. Draw and explain about flambe' trolley used in Gueridon trolley.
- Write a short note on "Railway catering".
- 4. Importance of customer relationship.
- 5. Various tools of menu merchandising.
- Marketing policies for function catering.

SECTION-C

- 7. How is briefing carried out in a restaurant by the team leader and how does it help in extending good service?
- Draw a comparative analysis of the marketing & financial performance measurement adopted in hospital catering and fast food catering establishment.
- What is flambeing? Name the spirits used for flambeing. List any three advantages and disadvantages of Gueridon service.

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Total No. of Questions: 09

BHMCT (Sem-7) FRONT OFFICE MANAGEMENT Subject Code: BHMCT701-18

M.Code: 90747

Date of Examination: 24-11-2023

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

1. Answer briefly:

- a) Formula for Yield %
- b) Rate Yield
- c) How do we calculate Rate spread?
- d) Late Charge
- e) Formula for multiple occupancy %
- f) Dynamic value based Pricing
- g) RevMAP
- h) List all modes of cash payments
- Brief about Upselling technique of sales
- j) Budgetary Control.

SECTION-B

- 2. Brief about the importance of effective communication in hotel Industry.
- 3. Which all factors should be kept in mind for effective cash and credit control?
- 4. What are the various low demand strategies in Revenue Management?
- Define budget and its types.
- Discuss various channels of distribution explored by revenue management team to increase occupancy of hotel.

SECTION-C

- 7. Discuss the different tools of Yield management. What are their benefits?
- What are the types of guest complaints? Discuss the role of effective communication in handling them.
- 9. What should be the qualities of a successful Revenue Manager?

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Roll No.		Π	

Total No. of Questions: 09

BHMCT (Sem-7) **ACCOMMODATION MANAGEMENT**

Subject Code: BHMCT701-18 M.Code: 90748

Date of Examination: 29-11-2023

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

- Explain the following terms:
 - a) Miniatures
 - b) Bonsai
 - c) Hogarth
 - d) Outsourcing
 - e) Security
 - Patio
 - g) First aid
 - h) Perennials
 - i) Smoke detectors
 - j) Performance standards.

SECTION-B

- 2. Discuss the lost and found procedure with appropriate format.
- What are the features of ideal kenzan?
- What is horticulture? Explain its importance in hotels.
- Expand and give the meaning of the following:
 - a) GPS
 - b) WLAN
- Write a note on bio-fertilizers.

SECTION-C

- 7. Explain the various types of guest complaints with examples, how should a supervisor handle guest complaint?
- What is the procedure to be followed in case a guest meets with an accident in the hotel?
- Define flower arrangement. Discuss the type and placement of arrangement in a five-star hotel for the following (lobby, guestroom and restaurant).

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

Roll No.		Total No. of Pages: 02
Total No. of Ques	tions: 09	-
TANDOOF		753
Time: 3 Hrs.		Max. Marks: 60
each. 2. SECTION-B conhave to attempt 3. SECTION-C con	COMPULSORY consisting on the constant of the c	f TEN questions carrying TWO marks ying FIVE marks each and students rrying TEN marks each and students
	SECTION-A	
1. Write briefly:		
a) Clay tandoo	•	
b) Marinade		
c) Tenderizers		
d) Tandoors bro	eads	
c) Scasoning of	tandoor	
f) Roasting		
g) Colouring ag	ents	
h) Dry heat cool	king method	
i) Convection		
j) Rubs.		
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- Difference between marinade and rub. Give two examples of each.
- Describe the various techniques of controlling temperature of tandoor.
- How do you clean the tandoor and disposal of fuel residue?
- Illustrate the personal hygiene of tandoor chef.
- What is the different equipment required in tandoor?

SECTION-C

- 7. Explain seasoning of tandoor in detail along with techniques to control the temperature tandoor.
- Explain the various types of marinades used in tandoor cookery.
- Tandoor had been an integral component of various cuisine. Justify the statement.

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

Roll No.	

Total No. of Questions: 09

BHMCT (Sem.-7) EVENT MANAGEMENT Subject Code: BHMCT703-18 M.Code: 90754

M.Code: 90754 Date of Examination: 04-12-2023

Time : 3 Hrs.

Max, Marks: 60

INSTRUCTIONS TO CANDIDATES:

- SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

I. Write briefly:

- a) What are negotiating contracts?
- b) Define Leadership.
- c) Pen down the ways of setting objectives for events.
- d) Discuss the process of event marketing.
- e) What is marketing mix?
- f) Pen down the ways for publicity for the event.
- g) Pen down the ways to evacuate the crowd.
- h) What is meant by checklists?
- i) What is staffing?
- j) Pen down the various computer softwares required for event management.

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SECTION-B

- Discuss the various C's of events and their importance.
- 3. Discuss the ways to negotiate contract with event organizers.
- 4. Pen down the role of publicity and public relations in event management.
- 5. Pen down the various types of human resources needed for an event.
- 6. Discuss the various categories of events.

SECTION-C

- Define Events. Discuss concept, nature, advantages and disadvantages of events.
- Discuss the steps in organizing and designing of events as well as key elements of events.
- Discuss the various ways for the safety and security of the people during the event and the way the incident is reported as well as crowd is managed.

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

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Roll No.	Total No. of Pages: 02
Total No. of Questions : 09	Total No. of Fages . 02
BHMCT TOUR AND TRAVE Subject Code : E M.Code : Date of Examinati	BHMCT703-18 90755
lime: 3 Hrs.	Max. Marks: 60
NSTRUCTIONS TO CANDIDATES: 1. SECTION-A is COMPULSORY consisting each. 2. SECTION-B contains FIVE questions of have to attempt any FOUR questions. 3. SECTION-C contains THREE questions have to attempt any TWO questions.	
SECTIO	N-A
I. Write briefly:	
a) UN WTO	
b) Sustainable tourism	,
c) Grand tour	
d) IT DC	
e) PATA	
f) Inbound tourists	
g) IATA	
h) Tour Brochure	
i) Outbound Tours	
j) Package Tours.	

- 2. Write a short note on the history of travel & tourism.
- Define Tour operator. Explain their types.
- Elucidate in detail on the role played by TAAI Organization in Tourism sector.
- Write a summary classifying the Tour Operator categories.
- Write a brief note on the contribution of major travel agencies of our country in expanding travel agency business.

SECTION-C

- What do you think are the chief motivators of present day tourists? Discuss giving suitable examples.
- Differentiate between Tour operator and Travel agent. Give a detailed account of Incentive travel agency.
- Explain in brief the infrastructure and financial requirements of a travel agency.
 Differentiate between Retail & Wholesale travel agency.

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

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- What are the classic colour schemes?
- 3. How would you clean and maintain marble floor (daily and periodic cleaning)?
- 4. What are the principles of design?
- 5. What is the role of the housekeeping department during refurbishment?
- 6. What are the advantages and disadvantages of carpets?

SECTION-C

- 7. What are the elements of design? How each of these elements contribute to create a design?
- Colour is an important aspect in creating an environment Draw a neat diagram of a colour wheel and explain the colour schemes briefly.
- Discuss floorings under the following heads:
 - a) Hard Floorings
 - b) Soft Floor Coverings

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Roll No.	Total No. of Pages : 02
Total No. of Questions: 09	
BHMCT (Sem7) PRINCIPLES OF MARKETIN Subject Code: BHMCT705-14 M Code: 90761	В
Date of Examination : 11-12-20	123
	Max. Marks: 60
Time: 3 Hrs.	
INSTRUCTIONS TO CANDIDATES: 1. SECTION-A is COMPULSORY consisting of TEN ques	stions carrying TWO marks
each. 2. SECTION-B contains FIVE questions carrying FIVE	marks each and students
2. SECTION-B contains TUDE questions. have to attempt any FOUR questions carrying TEN	
have to attempt any FOUR questions. 3. SECTION-C contains THREE questions carrying TEN	l marks each and students
have to attempt any TWO questions.	
have to attempt any two questions	
SECTION-A	
1. Write briefly:	
 a) Differentiate between Sales and Marketing. 	
,	
b) Mass Marketing.	
c) Market Segmentation.	
•	
d) Societal marketing	
-,	
e) Define STP.	
5, 2	
f) TP's of services.	
1) 11 2 0 2 2 2 2	
g) Product Life Cycle.	
h) Skimming pricing.	
 Integrated marketing communication. 	
i) Distribution channel.	

- Discuss the different strategies and basis of market segmentation.
- 3. Discuss advantages and disadvantages of price mix.
- Define product. Discuss the product of life cycle.
- Discuss the marketing concepts, production, selling and societal marketing.
- What is IMC? Discuss its designing and managing.

SECTION-C

- 7. What is Marketing Mix? Discuss 4P's marketing mix in detail.
- Discuss New Product Development in detail.
- What is Channel Distribution? Discuss the various factors affecting Channel Distribution.

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

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Total No. of Questions: 09

BHMCT (Sem.-7) FACILITY PLANNING Subject Code: BHMCT-709-18

M.Code: 90765
Date of Examination: 18-12-2023

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
- SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

1. Write Briefly:

- a) Differentiate between Plinth area and floor area
- b) Hotel Classification committee
- c) Blue print
- d) Differentiate between CPM and PERT
- e) Bain Marie
- f) Network crashing
- g) FSI
- h) Carpet area
- i) Heritage Hotels
- j) Larder.

SECTION-B

- 2. Explain the Systematic layout pattern.
- 3. Write the specification for work table with sink and overhead shelf
- Importance of Kitchen Stewarding
- Explain work flow of stores
- 6. Types of car parking

SECTION-C

- Energy conservation is one of the most challenging area in hotel operations. Recommend ten most prominent ways to be followed by hotel industry in India.
- Design layout plan for store and kitchen stewarding department of a five-star hotel.
- Explain the unique Architectural features, facilities and services provided in five-star hotels.

NOTE: Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

Roll No.

Total No. of Pages: 03

Total No. of Questions: 09

BHMCT (Sem.-7) FINANCIAL MANAGEMENT Subject Code: BHMCT706-18 M.Code: 90762

Date of Examination: 29-12-2023

Time: 3 Hrs.

Max. Marks: 40

INSTRUCTIONS TO CANDIDATES:

- 1. SECTION-A is COMPULSORY consisting of TEN questions carrying ONE mark
- SECTION-B contains FIVE questions carrying TWO AND A HALF marks each and students have to attempt any FOUR questions.
- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

- Write briefly:
 - a) Wealth Maximization
 - b) Trading on Equity
 - c) Cash flow vs. Net profit
 - d) Internal rate of return
 - e) List the factors affecting working capital management
 - f) Explain the techniques of time value of money
 - g) Discounted pay back method
 - h) Explain the three key activities of financial manager
 - i) How cost of debt is measured?
 - Cash equivalents.

SECTION-B

- 2. How is a cash flow statement prepared? Explain using imaginary figures.
- Write a detailed note on long term sources of finance.
- Write a detailed note on factors affecting working capital management.
- What is Weighted Average Cost of Capital (WACC)? How it is calculate? What is the rationale behind its usage?
- 6. A company is considering two mutually exclusive projects. The estimated cash flow for each project are as follows:

Year	Project 1	Project 2
0	-30000	-40000
1	15000	25000
2	10000	20000
3	10000	10000
4	10000	10000
-		

Which project should be accepted if the discount rate is 10%?

SECTION-C

7. From the following balance sheets of JCT Ltd. As on 31.03.2020 and 31.03.2021 prepare a Cash Flow statement:

		Lagate	31.03.2020	31.03.2021
31.03.2020	31.03.2021	Assets		120,000
95,000	130,000	Fixed	80,000	120,000
75,000		Assets		1 2200
	20.000	Current	35,000	55,000
10,000	20,000		1	
			10,000	5,000
15,000	20,000		10,000	
		Expenses		
7.000	10,000			
5,000	10,000	1	1	
			125 000	180,000
125,000	180,000	Total	125,000	
	31.03.2020 95,000 10,000 15,000 5,000	95,000 130,000 10,000 20,000 15,000 20,000 5,000 10,000	95,000 130,000 Fixed Assets 10,000 20,000 Current Assets 15,000 20,000 Expenses 5,000 10,000 Table	95,000 130,000 Fixed 80,000

Additional Information

- a) During the year Rs. 5000 depreciation was charged on fixed Assets.
- b) A piece of machinery included in fixed assets costing Rs. 1000 on which depreciation charged was 400 sold for Rs. 500.
- 8. What do you mean by Financial planning? Write in detail its scope.
- 9. Write a detailed note on techniques of capital budgeting.

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Roll No. of Questions : 09 BHMCT (UGC) ENTREPRENEL Subject Code : BHN M.Code : 90 Date of Examination	JRSHIP ICT-707-18 763				
Time: 3 Hrs.	Max. Marks: 60				
 INSTRUCTIONS TO CANDIDATES: SECTION-A IS COMPULSORY consisting of TEN questions carrying TWO marks each. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions. 					
SECTION-A					
1. Write briefly:					
a) Entrepreneurship					
b) IDBI					
c) Project identification	c) Project identification				
d) What is Start up Process of a project?					
e) Feasibility analysis					
f) MSME enterprise					
g) Business Incubators					
h) ED cycle					
i) SIDBI					
j) EDP	•				

- 2. Write a detailed note on types of Entrepreneurs.
- Write a detailed note on problems faced by MSME in developing countries.
- 4. Write a detailed note on EDP in India.
- 5. Write a note on role of commercial banks in entrepreneurial development.
- 6. Write a detailed note on role of entrepreneurship in economic development.

SECTION-C

- 7. Discuss the role, relevance, achievement and role of government in organizing EDPs.
- 8. What is Project Report? Discuss the feasibility analysis with a dummy project report.
- What are the barriers in the way of Entrepreneurship and initiatives taken by government to remove these barriers?

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