

Roll No.

Total No. of Pages : 02

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 :**

1. SECTION-A is **COMPULSORY** consisting of TEN questions carrying ONE mark each.
2. SECTION-B contains FIVE questions carrying 2½ (Two and Half) marks each and students has to attempt any FOUR questions.
3. 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.
5. 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.
9. How can we minimize wastage of Food at the time of Food Preparation?

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**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 :**

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

**SECTION-A**

**I. Write briefly :**

- a. Vegan food
- b. Slow food
- c. Herbs
- d. Spices
- e. Marinades
- f. Condiments
- g. Chutney
- h. Pickle
- i. Gum paste
- j. Pastillage.

**SECTION-B**

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

**SECTION-C**

7. Explain the method of brining, pickling and curing.
8. What are the various setup techniques for the presentation of buffet setup? Explain any three in detail.
9. "Exotic herbs and spices are being used for their medicinal and therapeutic properties in various cuisines". Justify the statement.

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**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 :**

1. SECTION-A is **COMPULSORY** consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. 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
- i) Performance Appraisal
- j) Terminal catering.

**SECTION-B**

2. Draw and explain about flambe' trolley used in Gueridon trolley
3. Write a short note on "Railway catering".
4. Importance of customer relationship
5. Various tools of menu merchandising.
6. 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?
8. Draw a comparative analysis of the marketing & financial performance measurement adopted in hospital catering and fast food catering establishment.
9. What is flambeing? Name the spirits used for flambeing. List any three advantages and disadvantages of Gueridon service.

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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 each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. 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
- i) 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?
5. Define budget and its types.
6. 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?
8. 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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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 each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

**SECTION-A**

**I. Explain the following terms :**

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

**SECTION-B**

2. Discuss the lost and found procedure with appropriate format.
3. What are the features of ideal kenzan?
4. What is horticulture? Explain its importance in hotels.
5. Expand and give the meaning of the following :
  - a) GPS
  - b) WLAN
6. 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?
8. What is the procedure to be followed in case a guest meets with an accident in the hotel?
9. Define flower arrangement. Discuss the type and placement of arrangement in a five-star hotel for the following (lobby, guestroom and restaurant).

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BHMCT (Sem.-7)

**TANDOOR-PRINCIPLE, CONCEPT AND APPLICATION**

Subject Code : BHMCT-703-18

M.Code : 90753

Date of Examination : 01-12-2023

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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

**SECTION-A**

**I. Write briefly :**

- a) Clay tandoor
- b) Marinade
- c) Tenderizers
- d) Tandoors breads
- e) Seasoning of tandoor
- f) Roasting
- g) Colouring agents
- h) Dry heat cooking method
- i) Convection
- j) Rubs.

**SECTION-B**

2. Difference between marinade and rub. Give two examples of each.
3. Describe the various techniques of controlling temperature of tandoor.
4. How do you clean the tandoor and disposal of fuel residue?
5. Illustrate the personal hygiene of tandoor chef.
6. 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.
8. Explain the various types of marinades used in tandoor cookery.
9. *Tandoor had been an integral component of various cuisine.* Justify the statement.

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**BHMCT (Sem.-7)**  
**EVENT MANAGEMENT**  
Subject Code : BHMCT703-18  
M. Code : 90754  
Date of Examination : 04-12-2023

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. 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 check lists?
- i) What is staffing?
- j) Pen down the various computer software required for event management.

**SECTION-B**

2. Discuss the various Cs 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**

7. Define Events. Discuss concept, nature, advantages and disadvantages of events.
8. Discuss the steps in organizing and designing of events as well as key elements of events.
9. 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.

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**BHMCT (Sem.-7)**  
**TOUR AND TRAVEL MANAGEMENT**  
Subject Code : BHMCT703-18  
M.Code : 90755  
Date of Examination : 06-12-2023

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

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

**SECTION-A**

1. 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.

**SECTION-B**

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

**SECTION-C**

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

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BHMCT (Sem.-7)  
**PRINCIPLES OF MARKETING**  
Subject Code : BHMCT705-18  
M.Code : 90761  
Date of Examination : 11-12-2023

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. 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 Sales and Marketing.
- b) Mass Marketing.
- c) Market Segmentation.
- d) Societal marketing.
- e) Define STP.
- f) 7P's of services.
- g) Product Life Cycle.
- h) Skimming pricing.
- i) Integrated marketing communication.
- j) Distribution channel.

**SECTION-B**

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

**SECTION-C**

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

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**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.
2. SECTION-B contains **FIVE** questions carrying **FIVE** marks each and students have to attempt any **FOUR** questions.
3. SECTION-C contains **THREE** questions carrying **TEN** marks each and students have to attempt any **TWO** questions.

**SECTION-A**

**I. 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
4. Importance of Kitchen Stewarding
5. Explain work flow of stores
6. Types of car parking

**SECTION-C**

7. 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.
8. Design layout plan for store and kitchen stewarding department of a five-star hotel.
9. Explain the unique Architectural features, facilities and services provided in five-star hotels.

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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 each.
2. SECTION-B contains FIVE questions carrying TWO AND A HALF marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

**SECTION-A**

**I. 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?
- j) Cash equivalents.

**SECTION-B**

2. How is a cash flow statement prepared? Explain using imaginary figures.
3. Write a detailed note on long term sources of finance.
4. Write a detailed note on factors affecting working capital management.
5. 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:

Liabilities	31.03.2020	31.03.2021	Assets	31.03.2020	31.03.2021
Share Capital	95,000	130,000	Fixed Assets	80,000	120,000
Profit & loss Account	10,000	20,000	Current Assets	35,000	55,000
Current Liabilities	15,000	20,000	Misc. Expenses	10,000	5,000
Proposed dividend	5,000	10,000			
<b>Total</b>	<b>125,000</b>	<b>180,000</b>	<b>Total</b>	<b>125,000</b>	<b>180,000</b>

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BHMCT (UGC) (Sem - 7)

ENTREPRENEURSHIP

Subject Code : BHMCT-707-18

M. Code : 90763

Date of Examination : 20-12-2022

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
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**SECTION-A**

1. Write briefly :

- a) Entrepreneurship
- b) IDBI
- 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

**SECTION-B**

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

**SECTION-C**

1. Discuss the role, relevance, achievement and role of government in organizing EDP's.
2. What is Project Report? Discuss the feasibility analysis with a dummy project report.
3. What are the barriers in the way of Entrepreneurship and initiatives taken by government to remove these barriers?

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