

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BHMCT (UGC) (Sem.-7)
ENTREPRENEURSHIP
Subject Code : BHMCT-707-18
M.Code : 90763
Date of Examination : 17-05-23

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) Innovating Entrepreneurs
- b) Subsidies
- c) Project
- d) ROR
- e) Market feasibility
- f) Collateral-free financing
- g) Skilled labour
- h) Poor location
- i) Gram Udyog Vikas Yojna
- j) Expansion



SECTION-B

2. Explain the importance of Entrepreneurship for developing countries like India.
3. Discuss the role of Government in organizing EDPs.
4. What are the various reasons for the failure of business plan?
5. What are the common myths associated with the entrepreneurship concept?
6. What is the process of project identification and selection?

SECTION-C

7. What are the advantages & disadvantages of MSMEs?
8. Define Entrepreneurial motivation. What are the factors facilitating entrepreneurial ambition.
9. What is the role of government and other institutions in the development of small scale industries.

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BHMCT (Sem.-7)
FOOD & BEVERAGE SERVICE MANAGEMENT
Subject Code : BHMCT701-18
M.Code : 90746
Date of Examination: 19-05-2023

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) Briefing
- b) Mise-en-place
- c) Lounge service
- d) Gueridon
- e) Sweets trolley
- f) Stock Taking
- g) Sales Analysis
- h) Function Catering
- i) Menu Merchandising
- j) Fast food.



SECTION-B

2. Explain the reason to maintain the par stocks of supplies in restaurants.
3. Define Customer Relationship Management. Keeping in view the regular customer of hotels, give its importance.
4. What are the emerging trends in the menu printing?
5. With the help of a chart depict the breakeven point and also give its definition.
6. Write a short note on Railway Catering.

SECTION-C

7. Enlist and explain the various Menu Merchandising techniques used in hospitality Industry.
8. Enumerate on the basic policies related to Food and Beverage Management in Hospital Catering.
9. Discuss the various aspects Gueridon service with special reference to its History, definition, types of trolley used and the various items prepared.

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BHMCT (Sem-7)
TANDOOR-PRINCIPLE, CONCEPT AND APPLICATION

Subject Code : BHMCT703-18

M. Code : 90753

Date of Examination : 29-05-2023

Time : 3 Hrs.

Max. Marks : 60

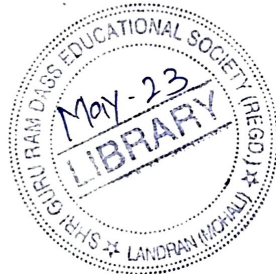
INSTRUCTIONS TO CANDIDATES :

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- SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

I. Write short notes on the following :

- Coiling
- Spicing agent
- Clay Tandoor
- Evolution of Tandoor
- Fuel types
- Gas Tandoor
- Sealing
- Accompaniments
- Dry Heat Method
- Electric Tandoor



SECTION-B

- Describe in detail about the different fuels that used in tandoor and do tell the advantages and disadvantages of every fuel used in tandoor cooking.
- Describe basic commodities that are required to make Marinations.
- Explain the methods to control the temperature of tandoor during operational peak hours.
- Role of Fire extinguishers near tandoor and which type of fire extinguishers is more useful in this particular area.
- Give detail of various techniques of controlling temperature.

SECTION-C

- What are the techniques by which Tandoor is prepared?
- Write down the standard recipe of Tandoori Chicken Tikka along with standard accompaniments.
- Elaborate compatibility of various alcoholic beverages and non-alcoholic beverages with tandoori food items.

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Total No. of Pages : 02

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BHMCT (Sem.-7)
PRINCIPLES OF MARKETING
Subject Code : BHMCT 705-18
M.Code : 90761
Date of Examination : 26-05-2023

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) Market
- b) Product
- c) Needs, Wants, Demand
- d) Sales promotion
- e) Geographic Segmentation
- f) Penetration Pricing
- g) Retailer
- h) Branding
- i) Advertising
- j) Mass marketing.



SECTION-B

2. Discuss in brief the elements of Promotion mix.
3. Explain the factors influencing pricing decisions.
4. Describe the significance of Promotion.
5. Describe the Societal Marketing Concept.
6. Differentiate between Wholesaler and Retailer.

SECTION-C

7. What do you mean by Product? Describe New Product Development Stages in brief.
8. What is segmentation? Explain the bases of Segmentation.
9. Explain the elements of Marketing Mix for Product.

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Total No. of Pages : 02

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BHMCT (Sem.-7)
TOUR AND TRAVEL MANAGEMENT

Subject Code : BHMCT703-18

M.Code : 90755

Date of Examination : 24-05-2023

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

I. Write short notes on :

- a) Tourist
- b) Inbound Tourism
- c) Mass Tourism
- d) Package Tour
- e) Independent Tour
- f) Group Inclusive Travel (GIT)
- g) Travel Agency
- h) UNWTO
- i) TATA
- j) Medical Tourism.



SECTION-B

2. What are the components of a standard Package Tour?
3. Explain the functions of a Tour Manager.
4. Describe the features of Tour Brochure.
5. What is Special Interest Tourism? Explain in brief.
6. Discuss the strategies for marketing Inbound Tours.

SECTION-C

7. What are the roles and functions of Travel Trade Associations in the Tourism Industry?
8. Explain the valuable tips for developing an effective Itinerary.
9. Discuss the unique features of Travel Marketing.

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Roll No.
Total No. of Questions : 08

Total No. of Pages : 08

BHMMCT (Sem - 7)
FACILITY PLANNING
Subject Code : BHMMCT709-1A
M. Code : 90765
Date of Examination : 07-08-2023

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. Write briefly :

- Float
- Carpet area
- Welding
- FAR
- Normal cost
- Dummy activity
- Blue print
- Energy audit
- Heritage hotel
- Plinth area.



SECTION-B

- List facilities provided at 3 star hotels for physically challenged guests
- Explain the basic considerations in the design of a hotel
- Define SLP. Explain the four phases of layout planning
- Explain the various layout configurations of a commercial kitchen with the help of a neat diagram
- Write short note on any **ONE** of the following :
 - Budgeting for kitchen equipment
 - Types of car parking
 - Planning for various support services in kitchen

SECTION-C

- Explain the unique architectural features, facilities and services provided in five star hotels.
- Explain the importance of kitchen stewarding in a hotel. Explain the work flow and the equipments required for smooth functioning a of store department
- Distinguish between CPM and PERT
 - Draw the network diagram for the given project and find out the critical path :

Activity	Predecessor Activity	Time estimate (Days)
A	-----	3
B	A	4
C	A	5
D	B,C	6
E	D	2
F	D	7
G	E,F	3

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Q.No. 10

Total No. of Pages : 04

Total No. of Questions : 28

PROJECT (SEM-1)
ACCOMMODATION MANAGEMENT

Subject Code : BMDCT111-18

M. Code : 21748

Date of Examination : 28-06-2023

Time : 3 Hrs.

Max. Marks : 80

INSTRUCTIONS TO CANDIDATES

1. SECTION-A contains TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any THREE 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) Codes and
 - b) Manual
 - c) Cleaning
 - d) House/Bedroom
 - e) Inspection checklist
 - f) Massed
 - g) Emergency key
 - h) LTR
 - i) RT extinguisher
 - j) Define Horticulture

SECTION-B

1. Detail crucial steps housekeeping department take to prevent a terrorist attack.
2. Give the first aid procedure for Burns & Scalds
3. Describe the ligature way of arranging flowers
4. "Washing of plants depend on specific skills and knowledge". Discuss
5. Discuss in detail the essential components of horticulture.

SECTION-C

1. Discuss measures that can be taken to avoid fire in hotels. What procedures are to be followed in the event of a fire
2. Discuss the lost & found procedure with appropriate formula
3. Discuss the following
 - a. training and motivation in housekeeping
 - b. the use of information technology in housekeeping.



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

Date of Examination : 14-06-2023

Time : 3 Hrs.

Max. Marks : 40

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of ONE questions carrying TWO marks 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

1. Write briefly :

- a) Wealth Maximization
- b) Trading on Equity
- c) Cash flow vs. Net profit
- d) Internal rate of return
- e) 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 calculated? 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. What do you mean by financial statements? Write a detailed note on tools of analysis of financial statement? Critically explain them.
8. Under what conditions do NPV and IRR give contradicting results? Discuss.
9. A company issues Rs. 10,00,000, 12% debentures of Rs. 100 each. The debentures are redeemable after the expiry of fixed period of 7 years. The company is in 35% tax bracket. Required:
 - a) Calculate the cost of debt after tax if debentures are issued at
 - (i) Par
 - (ii) 10% discount
 - (iii) 10% Premium
 - b) If brokerage is paid at @5 what will be the cost of debentures, if issue is at par?

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BHMCT (Sem-7)
FOOD PRODUCTION MANAGEMENT

Subject Code : BHMCT-701-18

M.Code : 90745

Date of Examination : 16-06-2023

Time : 3 Hrs.

Max. Marks : 30

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying ONE marks each.
2. SECTION-B contains FIVE questions carrying TWO and HALF marks each and students have 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 briefly :

- a) Syrup
- b) Marzipan
- c) Jams and jellies
- d) Food Logistics
- e) Modelling
- f) Dehydrated food
- g) Garbage handling
- h) Organic food
- i) Sugar free food
- j) Marinade



SECTION-B

2. Discuss at least 10 types of spices and their therapeutic properties.
3. Explain various natural food preservation techniques.
4. What is sugar based display and its types?
5. Explain heavy duty equipments used in a commercial kitchens.
6. How transportation and logistics plays vital role in food industry?

SECTION-C

7. Discuss advantages and disadvantages of centralized outlets.
8. Explain the entire HACCP process and steps involved in it.
9. How non edible display in the buffet increase look of the entire set up.

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BHMCT (Sem-7)
EVENT MANAGEMENT
Subject Code : BHMCT703-18
M.Code : 90754
Date of Examination : 12-06-2023

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. Event
- b. MICE
- c. Event budget
- d. Staffing
- e. Crowd management
- f. Incident reporting
- g. Religious events
- h. Mega events
- i. Media
- j. Market analysis.



SECTION-B

2. What is marketing mix?
3. Explain the blue print of the functional area.
4. Write short note on team management during events.
5. Discuss the characteristics of an event.
6. What are the different types of events?

SECTION-C

7. Discuss the process of event marketing?
8. "Crowd management & evacuation is integral part of safety & security procedures." Discuss ?
9. Write short note on promotion, image & branding activities prior to an event?

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BHMCT (Sem-7)
FRONT OFFICE MANAGEMENT
Subject Code : BHMCT701-18
M.Code : 90747
Date of Examination : 05-06-2023

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) Internal control
- b) Channels of distribution
- c) Budget
- d) RevMAP
- e) Skipper
- f) CRM
- g) FIFO
- h) Yield statistic
- i) Operating budget
- j) PASSR.



SECTION-B

2. List the measures to control credit in a hotel.
3. What are the services provided by front office department in a hotel?
4. Explain the concept of revenue management.
5. List the steps in budgetary control.
6. How effective communication helps to reduce guest complaints?

SECTION-C

7. Describe the role of revenue management team.
8. Explain the methods of buying with examples.
9. Write an essay on "Room Selling Techniques".

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Total No. of Questions : 09

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BHMCT (Sem.-7)
INTERIOR DECORATION
Subject Code : BHMCT703-18
M.Code : 90756
Date of Examination : 01-06-2023

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) Hue
- b) Parquet
- c) Anaglypta
- d) Harmony
- e) Renovation
- f) PVC
- g) Primary Colours
- h) Acoustics
- i) Wainscoting
- j) Chromo Therapy.



SECTION-B

2. What are the characteristics of a good paint?
3. How would you clean and maintain marble floor (daily and periodic cleaning)?
4. Explain monochromatic and analogous colour schemes.
5. Discuss the making of carpets with an appropriate diagram.
6. Discuss the factors to be considered while designing hotels catering to needs of disabled guests.

SECTION-C

7. What are the factors to be kept in mind while planning a colour scheme of a guestroom? Explain with examples.
8. Discuss the principles to be followed to achieve a good interior design.
9. Discuss floorings under the following heads :
 - a) Hard Floorings
 - b) Soft Floor Coverings

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BHMCT (Sem-7)
FRONT OFFICE MANAGEMENT
Subject Code : BHMCT701-18
M.Code : 90747
Date of Examination : 05-06-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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SECTION-A

I. Write briefly :

- a) Internal control
- b) Channels of distribution
- c) Budget
- d) RevMAP
- e) Skipper
- f) CRM
- g) FIFO
- h) Yield statistic
- i) Operating budget
- j) PASR.



SECTION-B

2. List the measures to control credit in a hotel.
3. What are the services provided by front office department in a hotel?
4. Explain the concept of revenue management.
5. List the steps in budgetary control.
6. How effective communication helps to reduce guest complaints?

SECTION-C

7. Describe the role of revenue management team.
8. Explain the methods of buying with examples.
9. Write an essay on "Room Selling Techniques".

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BHMCT (Sem.-7)
INTERIOR DECORATION
Subject Code : BHMCT-703-18
M.Code : 90756
Date of Examination : 17-01-2023

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

SECTION-A

1. Write briefly :
 - a) Woven carpets
 - b) Terrazzo
 - c) Mosaic
 - d) Sarcophagi
 - e) Acoustics
 - f) Chromotherapy
 - g) Interior design
 - h) Hard floor coverings
 - i) Soft floor coverings
 - j) Munsell colour system.



SECTION-B

2. What are dimensions of colour?
3. What is Rhythm? Discuss its application in interior design.
4. Identify major considerations for deciding a colour scheme for the Lobby.
5. Discuss prang colour system with help of a colour wheel.
6. Discuss the points to be considered in selection of wall coverings.

SECTION-C

7. Discuss in detail the elements and principles of design.
8. What are various considerations while designing guest room for physically challenged person?
9. Write a note on modern trends of floor coverings.

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BHMCT (Sem.-7)
FRONT OFFICE MANAGEMENT

Subject Code : BHMCT-701-18

M.Code : 90747

Date of Examination : 14-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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SECTION-A

1. Write briefly :

- a) RevMAP
- b) Capital budget
- c) Credit control
- d) Yield
- e) Upsetting
- f) Revpar
- g) Suggestive selling
- h) Skippers
- i) Forecasting
- j) Registration.



SECTION-B

2. What are the latest trends followed in front office department of a business hotel?
3. Explain the services provided by front office department.
4. List the various steps in measuring the yield.
5. What are the various frauds happen in front office department?
6. What are the various methods of hotel product selling?

SECTION-C

7. Explain the various types of budget.
8. What do you understand by Cash control? Explain the various physical control measures adopted by hotels.
9. What are the various elements of revenue management?

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BHMCT (Sem.-7)
FACILITY PLANNING
Subject Code : BHMCT-709-18
M. Code : 96765
Date of Examination : 11-01-2023

Time : 3 Hrs.

Max. Marks : 68

INSTRUCTIONS TO CANDIDATES :

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- SECTION-C contains **THREE** questions carrying **TEN** marks each and students have to attempt any **TWO** questions.

SECTION-A

1) Write briefly :

- Carpet Area
- FAR
- Dummy activity
- Float
- Super built up area
- Network crashing
- FSI
- Energy Audit
- Blatt flyover
- CADD



SECTION-B

- List the factors to be kept in mind while designing the hotel.
- What are general features, facilities and services essential for being classified as a 5 star hotel?
- Define SLP? Discuss different phases of layout planning.
- Write down the architectural features, facilities and services of 6 star hotels.
- Draw a neat layout of commercial kitchen store. Explain the flow work of store.

SECTION-C

- Mention the different factors that affect hotel kitchen design.
- Differentiate between PERT and CPM.
- Discuss the basic rules and procedures for network analysis.

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BHMCT (Sem.-7)
FOOD & BEVERAGE SERVICE MANAGEMENT

Subject Code : BHMCT701-18

M.Code : 90746

Date of Examination: 12-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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SECTION-A

1. Write briefly :
 - a) Breakeven point
 - b) De-briefing
 - c) Labour cost
 - d) Terminal catering
 - e) Food safety
 - f) Carving trolley
 - g) Butler service
 - h) Snacks bar
 - i) Floor stands
 - j) Suggestive selling

**SECTION-B**

2. Emerging trends in the menu printing
3. Write short note on "Brand Merchandising"
4. Write short note on "Lounge service"
5. Importance of training the staff in food & beverage operations
6. Write the recipe and preparation method of Steak Diana

SECTION-C

7. What is the menu merchandising tactics engaged in restaurants that help in Promoting sales of dishes?
8. As a Food & Beverage manager, explain the policies you will decide for the growth of Fast food outlets.
9. Prepare the duty roster for staff of 100 covers 24x7 coffee shop. List duties to be performed by a "Duty supervisor".

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BHMCT (Sem.-7)
FINANCIAL MANAGEMENT
Subject Code : BHMCT-706
M.Code : 90762
Date of Examination : 07-01-23

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 :

- Outline the functional areas of Financial Management.
- Briefly list and explain the components of Financial Management in detail.
- Define the term 'capitalization'.
- What is the fundamental point of difference between Cash Flow Analysis and Fund Flow Analysis?
- State the various long and short term sources of finance.
- List the factors affecting working capital management.
- Write a short note on 'trading on equity'.
- Define 'liquidity'.
- Name and briefly explain the techniques of time value of money.
- State the fundamental twin objectives of Financial Management.

SECTION-B

- Calculate the present value of the following cash flows assuming a discount rate of 10%.

YEAR	CASH FLOWS
1	Rs. 5,000
2	Rs. 10,000
3	Rs. 10,000
4	Rs. 3,000
5	Rs. 2,000

- What is Weighted Average Cost of Capital (WACC)? How is it calculated? What is the rationale behind its usage?
- Under what conditions do NPV and IRR give contradicting results? Discuss in detail.
- Explain zero working capital approach in detail.
- How is a Cash Flow Statement prepared? Explain using imaginary figures.

SECTION-C

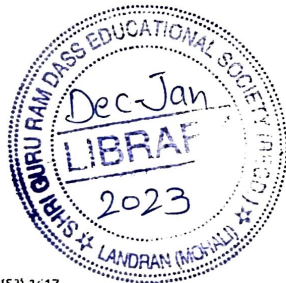
- Explain the computation of the following in detail:
 - Cost of Debt
 - Cost of Equity Share Capital
 - Cost of Preference Share Capital
 - Cost of Retained Earnings.
- Ramco Cements presents the following information and you are required to calculate funds from operations:

PROFIT AND LOSS ACCOUNT

Particulars	Rs.	Particulars	Rs.
To Operation Expenses	1,00,000	By Gross Profit	2,00,000
To Depreciation	40,000	By Gain on Sale of Plant	20,000
To Loss on Sale of Building	10,000		
To Advertisement Suspense Account	5,000		
To Discount Allowed	500		
To Discount on Issue of Shares written off	500		
To Goodwill written off	12,000		
To Net Profit	52,000		
	2,20,000		2,20,000

- Explain the various approaches to working capital management.

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BHMCT (Sem.-7)
ENTREPRENEURSHIP
 Subject Code BHMCT-787-18
 M. Code 98762
 Date of Examination 09-01-2022

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 :**

- What is EDP?
- What are the myths about entrepreneurship?
- What are the qualities of entrepreneurs?
- IDBI
- SIDBI
- Define MSME
- What is Start up process of a project?
- Define entrepreneurship.
- What is project identification?
- What is feasibility analysis?

**SECTION-B**

- Discuss the objectives of MSME
- Pen down the various Government policies for starting entrepreneurship
- Discuss the entrepreneurship development cycle
- Discuss the role of Commercial Banks in entrepreneurial development.
- Pen down the role of entrepreneurship in economic growth.

SECTION-C

- What is Project Report? Discuss the feasibility analysis of various factors with a dummy project report.
- Discuss the various classifications of entrepreneurs with suitable examples.
- Discuss the role, relevance, achievement and role of government in organizing EDPs.

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Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

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

Subject Code : BHMCT701-18

M.Code : 90748

Date of Examination : 10-01-23

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) Define Horticulture.
- b) Manure
- c) Landscaping
- d) Define outsourcing.
- e) What is Training?
- f) Lost and Found register
- g) CPR
- h) Define First Aid.
- i) Define flower arrangement.
- j) Eva floors.



SECTION-B

2. Write a note on eco-friendly amenities and products used in hotels.
3. How are activities in public areas monitored?
4. Discuss the new scientific techniques used in housekeeping.
5. What is Bonsai? How is a Bonsai cared and maintained?
6. Describe the Japanese way of arranging flowers.

SECTION-C

7. Discuss in detail the essential components of horticulture.
8. Write a detailed note on the use of Information technology in housekeeping.
9. Write an essay on the crisis management in the hotels.

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

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BHMCT (Sem.-7)
PRINCIPLES OF MARKETING
Subject Code : BHMCT-705-18
M.Code : 90761
Date of Examination : 05-01-2023

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) What is Mass Marketing?
- c) What is market segmentation?
- d) What is Product lifecycle?
- e) What is micro environment?
- f) What is meant by integrated marketing communications? %
- g) What is branding?
- h) What is positioning?
- i) What is marketing environment?
- j) What is Marketing Mix?



SECTION-B

2. Discuss the different strategies and basis of market segmentation
3. Discuss advantages and disadvantages of promotion mix.
4. Define product Pen down the product life cycle.
5. Differentiate between customer needs, wants and demand.
6. Discuss the following marketing concepts production, selling and societal marketing.

SECTION-C

7. Discuss the 7 P's related to service marketing and factors affecting marketing mix.
8. Discuss the various types of channels of distribution and the factors affecting the decision.
9. Discuss the importance, objectives, designing strategies and pricing techniques.

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 Questions : 09

**BHMCT (Sem.-7)
TOUR AND TRAVEL MANAGEMENT**

Subject Code : BHMCT-703-18

M.Code : 90755

Date of Examination : 04-01-2023

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) Define Tourist.
- b) What is Domestic tourism?
- c) Define Alternative Tourism
- d) What is Inbound Tourism?
- e) How to develop effective tour itinerary?
- f) What is the need of travel trade associations?
- g) Define tour package.
- h) What is TAAI?
- i) Give example of any outbound tour.
- j) What is travel marketing?



SECTION-B

2. Write a note on IATA
3. Explain about the popular types of tour itineraries.
4. What are various considerations while planning any itinerary? Explain in brief.
5. Explain about various components of a tour package.
6. What is the significance of travel agency marketing?

SECTION-C

7. "The World Tourism Organization is the United Nations agency responsible for the promotion of responsible, sustainable and universally accessible tourism." In view of this statement, explain about the role of IATA in tourism promotion.
8. Develop a marketing strategy for 7 days tour of North East India for any Indian market of your choice.
9. "After COVID Special Interest Tour Market has grown a lot." In view of this statement highlight about special interest tours.

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 Questions : 09

BHMCT (Sem.-7)

TANDOOR-PRINCIPLE, CONCEPT AND APPLICATION

Subject Code : BHMCT-703-18

M.Code : 90753

Date of Examination : 03-01-23

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) Use of Marinating Meat
- b) Spicing agent
- c) Tandoor
- d) Evolution of Tandoor
- e) Fuel types
- f) Thermostat
- g) Alcoholic Beverages
- h) Accompaniments
- i) Dry Heat Method
- j) Rubs.



SECTION-B

2. Describe in detail about different fuels that used in tandoor do tell the advantages and disadvantages of every fuel used in tandoori cooking.
3. Describe basic commodities that are required to make Marinations.
4. Explain the procedure of cleaning of Tandoor as well as disposal of fuel residue.
5. Role of Fire extinguishers near tandoor and which type of fire extinguishers is more useful in this particular area.
6. Describe in detail about different rubs that is used extensively in Tandoori cooking also tell in detail about its types and uses.

SECTION-C

7. What are the techniques by which Tandoor is prepared?
8. Write down the standard recipe of Tandoori Chicken Tikka along with standard accompaniments.
9. "Tandoor is the backbone of the Indian 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 Pages : 02

Total No. of Questions : 09

BHMCT (Sem.-7)
EVENT MANAGEMENT
Subject Code : BHMCT-703-18
M.Code : 90754
Date of Examination : 03-01-2023

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) Discuss scope of Events.
- b) What are different Cs of events?
- c) What do you understand by Core Talent?
- d) Define Media.
- e) What do you understand by 'designing of events'?
- f) What do you mean by sponsorship?
- g) What do you understand by Promotion of events.
- h) What do you understand by Public Relations?
- i) What do you understand by 'Safety and Security' in managing events?
- j) What do you understand by 'Evacuation' in managing events?



SECTION-B

2. Discuss different categories of events. Illustrate your answer.
3. Write a note on 'negotiating contracts with event organisers'.
4. Distinguish between Advertising and Publicity. Discuss the role of Advertising and Publicity in promotion of events.
5. Discuss different Leadership Styles.
6. What do you understand by Incident Reporting? Elaborate and Illustrate your answer.

SECTION-C

7. What are key elements of Events? Elaborate and illustrate your answer.
8. What do you understand by Marketing Mix? Elaborate different Ps of Marketing Mix.
9. What are different sources of raising finance for events? Elaborate your answer.

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 Questions : 09

BHMCT (Sem.-7)
FOOD PRODUCTION MANAGEMENT
Subject Code : BHMCT701-18
M.Code : 90745

Date of Examination : 02-01-2023

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. Write briefly :

- Anthropology
- HACCP
- Farm to fork
- Slow food
- Exotic herbs
- Pasteurization
- Condiments
- Caramels
- Marzipan
- Marinades



SECTION-B

- What are the advantages and disadvantages of centralized kitchen?
- What is the importance of food preservation in hospitality industry?
- How anthropology of food helps in food diversification?
- What are the points to be considered while displaying sugar displays?
- How transportation and logistics plays vital role in food industry?

SECTION-C

- What do you understand by cloud kitchen? Draw a neat diagram of cloud kitchen and basic equipment required for the same.
- Define spices. What are their importance and usage in any cuisine? Also describe the medical properties of spices.
- Discuss various consideration and constraints of menu planning with relevant examples.

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 Questions : 09

BHMCT (Sem.-7)
PRINCIPLES OF MARKETING

Subject Code : BHMCT-705-18

M.Code : 90761

Date of Examination : 11-08-22

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) Define Marketing.
- b) What is promotion?
- c) What is meant by market segmentation?
- d) What is branding?
- e) What is societal marketing?
- f) What is product life cycle?
- g) What is mass marketing?
- h) What is STP?
- i) What is marketing environment?
- j) What is segmentation?

SECTION-B

2. Discuss nature and scope of marketing.
3. Differentiate between mass marketing and segmentation.
4. Pen down the process of new product development.
5. Discuss the various techniques of pricing.
6. What is distribution? Pen down the various channels and factors affecting decision of distribution.

SECTION-C

7. What is marketing environment? Discuss micro and macro environments with suitable examples.
8. Pen down the 7P's of service marketing with suitable examples.
9. Discuss the concept, need, basis and strategies of segmentation.

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.

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Total No. of Pages : 02

Total No. of Questions : 09

BHMCT (Sem.-7)
FINANCIAL MANAGEMENT
Subject Code : BHMCT-706-18
M.Code : 90762
Date of Examination : 16-08-22

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

1. Write briefly :

- a) Write a brief note on risk-return tradeoff.
- b) Explain in brief the concept of time value of money.
- c) What do you understand by '*Financial Statement Analysis*'?
- d) What is the difference between the terms '*capitalization*' and '*capital structure*'?
- e) How is the Net Present Value (NPV) calculated for a project?
- f) Distinguish between Cash Flow Statement and Fund Flow Statement.
- g) State the factors affecting working capital management.
- h) List the various types of dividend policies.
- i) List the various long term sources of finance.
- j) Define '*liquidity*'.

SECTION-B

2. Calculate the present value of the following cash flows assuming a discount rate of 10% :

YEAR	CASH FLOWS
1	Rs. 5,000
2	Rs. 10,000
3	Rs. 10,000
4	Rs. 3,000
5	Rs. 2,000

3. Explain the various techniques of Financial Statement Analysis (FSA)
4. Write notes on the following :
- a) Profitability Index
 - b) Time-Adjusted Rate of Return
 - c) Capital Rationing
5. Explain the hedging approach to financing mix.
6. Explain the concept of 'reverse split' in detail.

SECTION-C

7. Ramco Cements presents the following information and you are required to calculate funds from operations :

PROFIT AND LOSS ACCOUNT

	Rs.		Rs.
To Operation Expenses	1,00,000	By Gross Profit	2,00,000
To Depreciation	40,000	By Gain on Sale of Plant	20,000
To Loss on Sale of Building	10,000		
To Advertisement Suspense Account.	5,000		
To Discount Allowed	500		
To Discount on issue of Shares written off	500		
To Goodwill written off	12,000		
To Net Profit	52,000		
	2,20,000		2,20,000

8. What do you understand by 'explicit cost' and 'implicit cost'? How is the cost of 'irredeemable debt' calculated?
9. Under what conditions do NPV and IRR give contradicting results? Discuss in detail.

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 Questions : 09

BHMCT (Sem.-7)
FACILITY PLANNING
Subject Code : BHMCT-709-18
M.Code : 90765
Date of Examination : 18-08-22

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) Plinth area
- b) Blue print
- c) Carpet area
- d) FSI
- e) Brat pan
- f) SWG
- g) Atrium
- h) Critical path
- i) Slab plan
- j) Soldering.

SECTION-B

- 2) Explain the basic considerations in the design of a hotel.
- 3) Give the criteria for classifying a four star hotel as per the latest classification guidelines of the ministry of tourism.
- 4) Mention the utilities of flow process diagram in connection with SLP.
- 5) Write down the architectural feature, facilities and services of 5 star hotel.
- 6) Draw a neat layout of 5-star hotel kitchen and explain different type of kitchen.

SECTION-C

- 7) Explain the importance of kitchen stewarding in a hotel. Explain the work and equipment required for smooth functioning of store department.
- 8) Explain the method of conserving energy in different areas of hotel.
- 9) Discuss various facilities provided by hotel to a guest having mobility problem.

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 Questions : 09

BHMCT (Sem.-7)
INTERIOR DECORATION
Subject Code : BHMCT-703D-18
M.Code : 90756
Date of Examination : 09-08-22

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) Anaglypta
- b) What is 'hue'?
- c) What are primary colours?
- d) Ergonomics
- e) Terrazzo
- f) Define Interior design.
- g) Tint
- h) Define texture?
- i) What do you mean by 'intensity' of colour?
- j) Wood parquet.

SECTION-B

2. Discuss the points to be considered while selecting floor coverings.
3. Write a note on maintenance of wall and wall coverings.
4. Discuss the different types of Interiors.
5. Why is maintenance of floors important?
6. Describe the following types of wall coverings :
 - a) Paints
 - b) Wallpaper.

SECTION-C

7. What are the classic colour schemes? Explain with the help of a colour wheel.
8. What are the principles of design? Explain with reference to a hotel guest room.
9. What are various considerations while designing guest room for physically challenged person?

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 Questions : 09

BHMCT (Sem.-7)
FOOD PRODUCTION MANAGEMENT

Subject Code : BHMCT701-18

M.Code : 90745

Date of Examination : 02-08-22

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. Gluten
- b. HACCP
- c. Vegan
- d. Slow food
- e. Exotic herbs
- f. Dehydration
- g. Condiments
- h. Garnishes
- i. Marzipan
- j. Pastillage

SECTION-B

2. What do you understand by slow food movement? What are the latest trends and concepts of cooking?
3. What are the importance of sustainable food & beverage production?
4. How anthropology of food helps in food and cultural relationship?
5. "*Presentation of food helps in enhancing the food value*". justify this.
6. Describe food preservation. What are the natural and chemical methods of food preservation?

SECTION-C

7. What do you understand by cloud kitchen? Draw a neat diagram of cloud kitchen and basic equipment required for the same.
8. Define condiments. What are their importance and usage in any cuisine? Also describe the medical properties of condiments.
9. Discuss various consideration and constraints of menu planning with relevant examples.

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.

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Total No. of Pages : 02

Total No. of Questions : 09

BHMCT (Sem.-7)
ACCOMMODATION MANAGEMENT
Subject Code : BHMCT-701D-18
M.Code : 90748
Date of Examination : 02-08-22

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) Moribana
- b) Oasis
- c) Bonsai
- d) Landscaping
- e) What is outsourcing?
- f) What is training?
- g) Fire triangle
- h) CPR
- i) Ikebana
- j) Compost.

SECTION-B

2. What are mechanics? Explain with examples.
3. List the various steps to be taken to make flower and foliage last longer.
4. Define Horticulture. Explain its importance in hotels.
5. Discuss the use of Information technology in housekeeping.
6. What are the steps to be taken by an employee in fire emergency?

SECTION-C

7. Write a note on the monitoring of security aspect in accommodation operation area in hotels.
8. Write a note on the changing trends in housekeeping today.
9. Discuss in detail about the care and maintenance of indoor plants.

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.