

PARLE TILAK VIDYALAYA ASSOCIATION'S

M.L. DAHANUKAR COLLEGE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 057 CLASS TEST

Class: M.Com.: Part II - Semester IV

Sub: ADVERTISING AND SALES MANAGEMENT

Date: 3 · 04 - 2018			-2018	Max Marks: 40 Time: 6. 6. 6. 7.				
Supervisor's Sign& Date		Seat No. in Figures		*				
				in words				
Q:1	Q:2	Q:3	Total	Total (in Words)	Signa	ture		
					ON A			
Q:1	1.	Advertisin	g is aimed at pror	ents are True or False (Any 10): motion and selling only tangible	and physical goods.	10		
	 3. 	L.G. T.V. a	dvertising is an ex	ng the customers. xample of industrial product adv				
	4.	A branded	l product advertis	sement assures a standard qualit	y to the consumers.			
	5.	IMC is one	e of the elements	of advertising.				
	6.	Packaging packages.		the process of design, evalua-	ation and production of			
	7.	The first a	dvertising agenc	y was started by Peter Drucker ir	Philadelphia in 1843.			
	8.	Selection	of an agency dep	ends on the products' features.				
20	9.	Pay per re	esponse is just for	r online advertising.				
	10.	Search Er	igine Marketing (SEM) is a form of Internet Marke	eting.			
	11.		the average num Population.	nber of times the advertisement	will be presented to the			
	12.	In Flight advertisi	ing Media Sche ng and then no ac	duling Strategy ad could show dvertising.	w alternating periods of			
,	13.	Digital bi	llboards are expe	ensive medium of advertising.				

	14.	Most newspapers are highly competitive cluttered media vehicles.	
	15.	For snob appeal media like class magazines could be select.	F
		OR	
			0.5
Q:1	A.	Fill in the blanks (Any five):	05
	1.	New product needs proper introduction and	
	2.	identity is one of the biggest functions and effects of advertisement.	
		advertisement.	
	3.	advertising is creating awareness about the social issues.	
	4.	Advertising of tractor in Konkan area is advertisement.	
	5.	A is 24 feet long and 12 feet high and is on a wooden plank.	
	6.	The ads on roads dividers or divided footpath or any marketplace is called	
	7.	Informative ads also called ads during the introduction stage of PLC.	
	8.	"Sunday Ho Ya Monday, Roz Khao Ande" is a slogan an example of Product advertising.	
	В.	Fill in the Blanks (Any five):	0
	1.	is a non-paid form of personal presentation of advertising.	
	2.	The model was first published by E.K. Strong in 1925.	
8	3.	is also called airborne advertising.	
	4.	are a form of online advertising on the WWW intended to attract web traffic or capture email addresses.	
	5.	Audio advertising is a form of digital advertising that targets consumers through	
	6.	advertising media including bicycle seat, bus seat, shop floor, Icy media (ice), etc. advertising.	
	7.	is 125 X 125 size box advertisement can be seen on all website pages.	
	8.	In method there is instability of the method of budget setting.	
		setting.	

Ac	plain the following terms divertising.	rany meet		10
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_ N	Narketing Mix.			2 5000
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65			300	
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. F	Regional Ads.		> ±	
18				
0.				
l.	Blimps ads.			
	1			

5.	New Media Options.				
			•	3	
6.	In-flight advertising.		6		
				77	-
			*		
			*,		
12					
			1		
7.	Advertorial ad.	file.		= 0.0	
				II II 15	
				100	
	9				
8	. The maximum amount.			0	
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					Tr.
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Q:3	Answer any two of the following:
	= 1: the verious alaments of IN

- Explain the various elements of IMC.
- Elucidate the various functional department of advertising agency.
 Explain the percentage of sales method with the help of example.

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PARLE TILAK VIDYALAYA ASSOCIATION'S

M.L. DAHANUKAR COLLEGE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 057 CLASS TEST Class: M.Com.: Part II – Semester IV

Class: M.Com.: Part II – Semester IV
Sub: CORPORATE FINANCIAL ACCOUNTING

	Date	:2.4	,2018	Max Marks: 40	Time: 6.60	+07.30
Supervisor's Sign& Date			Seat No. in Figures			
				in words		
Q:1	Q:2	Q:3	Total	Total (in Words)		Signature
	11			A Steam		
Q:1	State w 1. 2.	Valuation o	of stock is an exan	nts are True or False (Any 10): nple of accounting policy. n example of accounting policies.	a a	10
	3.	According	to AS-I, disclosur	re should be made of all significar		
t.	4. 5.	need to m	ake the asset rea	g cost is to be ceased when subs ady for use is completed. ng cost capitalised cannot exce		
	6.	Other bor	rowing cost, tho	se which cannot be capitalised sh the period of occurrence.	ould be recognised	as an
	7.	Borrowin economic	g cost can only be benefits.	e capitalised when it is likely that	they will generate f	future
	8.			ency items is an example of acco		
	9.	The publ	ished financial s	statements of most companies	included only chair	man's
	10.	The amo	ount of borrowing	g cost capitalised will always ex od.	ceed the total borr	owing
	11.	Operatin	g segment that	do not meet any of the quanti	tative threshold m	ust be

	12.	If an operating segment is identified as a reportable segment in the current period, segment data for prior period is not required.	
	13.	When ordinary shares are issued but not fully paid, then the ordinary shares are treated in the calculation of basic EPS in the same way as fully paid ordinary shares.	
	14.	Dilution is an increase in EPS when convertible instruments are converted to ordinary shares.	
	15.	Interest on bank overdraft, short term and long term borrowing are the only items included in borrowing cost.	
		OR	
			05
Q:1	A. 1.	Fill in the blanks (Any five): When an entity carries out of its ordinary shares, the outstanding number of ordinary shares or potential ordinary shares will increase without any corresponding increase in resources.	ii
	2.	For the purpose of calculating basic EPS, the number of ordinary shares shall be the average number of ordinary shares outstanding during that	•
	35	period.	
	3.	If the EPS is going to be reduced, as a result of potential shares being converted into ordinary shares, the potential shares are said to be	
	4.	Under IND AS 108, segments must be reported separately, if the reported revenue (internal and external) is more than of the combined revenues of all segments.	
	5.	A scope restriction is least likely to result in a(an) opinion.	
	6.	is calculated before accounting for ordinary dividend.	
20	7.	Additional reportable segments should be identified till the external revenue reported by operating segments is less than of the total revenue.	
	8.	Borrowing cost may include all cost that are considered as expense used in calculation of effective interest method as described in IND AS-39.	
	В.	Fill in the Blanks (Any five):	05
8	1.	The responsibilities of management and auditors with respect to the financial statements are described in the paragraph of the auditor's report.	
	2.	The total amount of revenue that should be covered by the reportable segment is at least	
	_	As a percentage of sales, profit or asset, a segment should be at least	

3	4.	•	tity's total		evenue of reportable	
ř	5.	is adjusted for the p	issue, the numbe roportionate change ed at the start of the	in the number of o	ding before the event, utstanding shares as if ented.	
	6.		_ EPS is required whe	n there are potentia	al shares outstanding.	
	7.	If a new issue of share statements are author	re for cash is made be orised, then no adjust	etween the year end ment is made to	and the date financial	
	8.	A	asset is an asset tha	at necessarily takes	a substantial period of	
		time for its intended		15	, the state of	_ ×
:2 1.	Answe Write	er the following in short (a note on narrative dis	Any 5 out of 8): closure.			10
				•		
2			11/2			
	8					
2.	Expla	in unqualified or clean	report.	5		
				70	131	
					10 113	
					= 18	
		* 1				
3.	Expla	in modified opinion.		ž.		
	(t elesco			19		

•	TOTAL TO THE TOTAL
1	What does IND AS 33 and IND AS 23 stand for?
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•	- マン・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・
	LOTH GATE OF
	What does IND AS 21 and AS 6 stand for?
	What does IND A3 21 and A3 0 stand for:
	Write a note on social reporting.
	List any 4 types of Reserves and Surplus.

	Th.	18 18	
Explain adverse report.			
a.			
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			.00

Q:3 Answer any two of the following:

20

1. GHI limited obtained a loan of Rs.70,00,000/- on 15th April, 2016 from JKL Bank, to be utilized as under

Construction for factory shield	Rs.25,00,000/-
Purchase of Machinery	Rs.20,00,000/-
Working Capital	Rs.15,00,000/-
Advance for purchase of truck	Rs.10,00,000/-

In March 2017, construction of the factory shed was completed and machinery, which was ready for its intended use was installed. Delivery of truck was received in the next financial year. Total interest of Rs.9,10,000/- was charged by the bank for the financial year ending 31-03-2017. Show the treatment of interest under IND AS 23 and also explain nature of assets.

2. The following information relates to M/S Good Company Ltd., a listed company with 5 divisions, for the year ended March 31, 2017.

Particulars	Α	В	С	D	Ε
Revenue from external customers	200	45	45	150	44
Inter segment revenue	20	0	5	20	2
Reported profit	40	9	10	45	10
Total assets	1500	300	400	2000	400

Which of the above business divisions are reportable segments under IND AS 108? Justify your answer with reasoning.

- 3. Calculate basic EPS as per IND AS 33 from the following information:
 - Share Capital as on 1st April, 2016 1,00,000 equity shares of Rs.10/- each.
 - Issue of rights shares for cash on 01-07-2016 in the ratio of 1 share for every 5 shares held. Issue of bonus shares (excluding right issue) in the ratio of 1 share for every 5 shares.
 - Net profit before tax for 2016-17 is Rs.4,00,000/-. Income tax rate is 40%.

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M.L. DAHANUKAR COLLEGE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 057 CLASS TEST

Class: M.Com.: Part II – Semester IV
Sub: FINANCIAL MANAGEMENT

	Dat	e:14c.04	.2018	Max Marks: 40 Tim	ne: 6.00 to 7.	30 p.
Supervisor's Sign& Date			The series	Seat No. in Figures	. *	
				in words		
Q:1	Q:2	Q:3	Total	Total (in Words)	Signatu	re
Instruc	tions:		stions are compu			
		(3) Workin	s to the right indic ng Notes should f Simple Calculato	form part of your answer.		
Q:1	State v	Equity Sha	are Capital repres	ents are True or False (Any 10): sents the owner's equity.		10
	2.			good source of short-term finance.		
9	3.			od required to recover the initial investmer		<u> </u>
	4.	While mo	easuring cash in e added back to p	of a project, Depre profit after tax.	ciation amount	V I
	5.	Preference refund.	ce Shares have p	preference over Equity Shares in respect	of dividend and	
	6.			ess all the voting power in the Company.		<u> </u>
	7.	Bank Ove Current		t term advance allowed by the Bank to Cu	stomers against	
	8.			dgeting are used for allocation of long term		
	9.	The Net	Present Value me	ethod does not consider the time value of r	noney.	<u> </u>
'ej	10.		re holders have r			
is:	11.	The Cost	of Capital is the	return the organisation must earn on its in	vestment.	

	12.	Capital Budgeting involves long term Funds.	
	13.	Replacement decisions occur when one asset is proposed to be replaced with another.	_
	14.	In probability analysis, probability is assigned to each year's cash flow.	
	15.	Retained earnings is surplus cash that has not been needed for operating costs.	
		· · OR	
Q:1	A. 1.	Fill in the blanks (Any five): Tax saving on loss on sale of existing value is considered as	05
	2.	In Capital limited funds are allocated among the financially viable projects.	
	3.	Sweat Equity Shares are allotted to	
	4.	is growth in the value of investment.	I
	5.	The equity shares are also called as shares.	
	6.	Cash Flow for Capital Budgeting has to be net of	
	7.	Internal Rate of Return Method considers the Cash Flows over the entire life of a	
	8.	A Company which has sufficient may issue bonus shares.	
	В.	Fill in the Blanks (Any five):	05
	1.	can be issued only if minimum credit rating is procured	
		by the issuer Company.	
	2.	Savings in respect of a cost is treated in Capital Budgeting as	
	3.	In Payback Period Method, the project which takes payback period is recommended for Investment.	
	4.	The Interest on public deposits is not from taxation.	
ū	5.	for a	
	6.	Debenture interests are payments.	

8 F	oroject.	Method is based on average annual acc	counting yield of a
	any five out of eight ial paper.		10
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State any	two merits of Net P	resent Value Method.	
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	tate any two demerits of Profita	bility index ivid				
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I	nter Corporate Deposits.					
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,				4,		To:
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	Opportunity Cost.					
					-	
					4-	
•	Advance from Customers.					
			7 4			

Q:3 Answer any two of the following:

1. Explain the importance of Capital Budgeting.

2. M/S RMC Ltd. is considering a proposal for the investment of Rs.5,00,000/- on product development which is expected to generate Net Cash Inflows for 6 years as under:

Year	Net Cash Flows (Rs.)
1	NIL
2	1,00,000
3	1,60,000
4	2,40,000
5	3,00,000
6	6,00,000

The following are the Present Value factors @ 15% p.a.:

is tellering	
Year	Factor
1	0.87
2	0.76
3	0.66
4	0.57
5	0.50
6	0.43

Evaluate the proposal under Net Present Value Method.

3. Dinesh Industries Ltd. has an investment proposal of Rs.45,00,000/-. The expected Cash Inflow:

Year	Profit (Rs.)
1	10,00,000
2	12,00,000
3	15,00,000
4	15,00,000
5	14,00,000
6	10,00,000

The Present Value Factors are:

1110 1100011	
Year	@10%
1	0.909
2	0.826
3	0.751
4	0.683
5	0.621
6	0.564

You are required to ascertain Profitability Index @ 10%.

Internal April 2018



PARLE TILAK VIDYALAYA ASSOCIATION'S

M.L. DAHANUKAR COLLEGE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 057 CLASS TEST

Class: M.Com.: Part II – Semester IV
Sub: DIRECT AND INDIRECT TAXATION

	Date: 3 · 4 · 2018		2018	Max Marks: 40	Time: 6.00 to	7.30 Pu
Supervisor's Sign& Date		Seat No. in Figures				
	a			Market -		-
Q:1	Q:2	Q:3	Total	Total (in Words)	Sig	nature
Q:1	State v 1.	vhether the t Under the	following stateme old tax structure	ents are True or False (Any 10): e, VAT was charged on sale of goo	ods.	10
	 A person not liable to be region. Only a person having PAN with 		egistered may get himself registe	red voluntarily.		
			will be granted registration.			
	4.			been subsumed.		
	5.			lace outside India for all tax purp		
	6.			on for all taxes i.e. CGST, SGST, IG	SI, UIGSI.	
	° 7.			s intra state supply.	ea of Rusiness	
	8.		stered person sn	nall display GSTIN at Principal Plac	e of business.	
	9. 10.			must deposit an advance tax of	an amount equivalent	to
	10.	the estim	ated tax liability	for the period of registration.		
	11.	Eggs are e	exempt from GST			
	12.			nion Territory is Intra State Suppl		
	13.	Taxpayer:		red under earlier regime of indir	ect tax laws must regist	er

	14.	Services provided by a charitable trust registered under Income Tax Act for protection of wildlife is exempt.	
ā	15.	Casual taxable persons making taxable supply is liable to register under GST.	
85		OR	()
Q: 1	A.	Fill in the blanks (Any five):	05
	1.	GST has to be paid by date of the following month.	
	2.	The first 2 digits of GSTIN is code.	34 ti
	3.	Services provided to FIFA U-10 World Cup 2017 is	
	4.	Transport of passenger service provided by Indian Railways in second class is	
	5.	Hair transplant services provided to bald persons is	
	6.	Goods imported into India will be considered as supply.	æ
	7.	Amount received by a brand ambassador for Reliance is	
	8.	Mortuary services is	
	В.	Fill in the Blanks (Any five):	05
	1.	A specified agency of UN is required to obtain a	
	2.	GSTIN is digit number.	
	3.	Fees collected from students of play school is	
	4.	On Inter State supply, is payable.	
	5.	Sale of time space for advertisement on Sony TV is	
	6.	Sale of time space for advertisement on Sony TV is	
	7.	Basic mail services by Postal Department is	
	8.	A casual taxable person shall apply for registration atleast days prior to the commencement of business.	

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-	
Wh	at do you mean by export of services?
	යන සමය පළමු පළමු මේ මේ පරිසු වූ මේ මි
	and the second s
Section in	
Mr	Sam is engaged in husiness and his turnover in Financial Year 2017-18 was Rs 30 crores
exp	Sam is engaged in business and his turnover in Financial Year 2017-18 was Rs 30 crores and his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do we to pay tax?
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	panding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do
exp	vanding his operations, he has applied for business visa for USA and paid fees of Rs 20000. Do ve to pay tax? A Ahmedahad charges Rs 24 lakhs fees for its 2 years full time post graduate course in Managem

Who is a non-resident taxable person?
organised by the Government of South Africa. For this purpose, it engages Wizcraft Ltd, an ev management company. Wizcraft charges Rs 2.5 lakhs for managing book stall at South Africa. Common the taxability aspect.
State any 2 advantages of registration under GST.
State any 2 advantages of registration under GST.
State any 2 advantages of registration under GST.
State any 2 advantages of registration under GST.
State any 2 advantages of registration under GST.

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Q:3 Answer any two of the following:

20

- 1. State the advantages and disadvantages of GST
- 2. Write a note on cancellation and revocation of cancellation of registration.
- 3. Mr. X of Maharashtra supplied goods worth Rs 10000 to Mr. A of Maharashtra. Mr. A further supplied the goods to Mr. B of Punjab after value addition of 20%. Mr. B further supplied the goods to Mr. C of Punjab after value addition of 20%. Rate of GST is 18%. Calculate the tax payable

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Class: M.Com.: Part II – Semester IV

2	Date	e: 2·4·	-	Max Marks: 40 Tin	ne: 6-00 to 7	7.30 p
Supervis Sign& D				Seat No. in Figures		
				in words		
Q:1	Q:2	Q:3	Total	Total (in Words)	Signature	9
9						
Q:1		(2) Figures (3) Questive the Supply change goods and Informative 'JIT' system A Company (2) (2) (3) (4) (4) (4) (4) (4) (4) (4) (4) (4) (4	efollowing statem ain management is services to ulting on in Supply chairs means maintain can enjoy comportination between		kages to deliver ownwards. ully two 'C's.	
	6. 7.	Industria	I goods are sold	reating form utility. to ultimate consumer. s a cheap method of shipping heavy,	low-value, non-	
	8. 9.	perishab	le goods.	ion is the use of more than one mode of t		
	10.			between producer and consumer.		
	11.	Benchm	arking is a major	r tool in gaining competitive advantage.	À	L

	12.	Transport transaction is influenced by five parties.	
	13.	Ropeway is a convenient mode of transport in a flat terrain.	
	14.	Inventory control ensures minimum investment in inventory.	
	15.	Reverse logistics help many companies in gaining competitive advantage over competitors.	
		OR	
Q:1	Α.	Fill in the blanks (Any five):	05
	1.	There are principles of supply chain management.	
	2.	Supply chain management helps organisations to accuratelycustomer demand.	
	3.	Supply chain entities should with the local, state and federal laws for smooth operations.	
	4.	Free home delivery is an example of service	
	5.	means fluctuations in orders increase as they move up the supply chain from retailer to suppliers.	s#.
	6.	Direct marketing channel is also known as level channel.	
	7.	middlemen take possession of products but do not actually own them.	
	8.	is an agent who undertakes risk of loss on account of bad debts and guarantees payment to the Company.	
	В.	Fill in the Blanks (Any five):	05
	1.	agent is mostly found in agricultural business.	
	2.	The mode of transport used to transport liquids like chemicals, oil natural gas etc is	
	3.	create time utility.	
	4.	Return of unsold goods is an example oflogistics.	
88	5.	Intermodal transportation is also known as transportation.	
	6.	is a combination of air and road transport.	
	7.	is an intermediary who sells their products directly to the	
	1	end user for profit in small quantities.	
	8.	For success in market place it is necessary to pay attention to 3 C's – the Company, its Customers and its	

Supply chain managemer	nt.	•			-10
		# Total			
				T:	
Logistics.			200	• 8	
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· · · · · · · · · · · · · · · · · · ·					
Benchmarking.					
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			65		5
Wholesaler.					
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5.	Functional middlemen.	
	*	
77		
6.	Packaging.	
7.	Water transport.	
8.	Two functions of warehousing.	

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M. Com - Part -II (sem -IV) Internal Exam (April-2018)





PARLE TILAK VIDYALAYA ASSOCIATION'S

M.L. DAHANUKAR COLLEGE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 057 CLASS TEST

Class: M.Com.: Part II – Semester IV
Sub: TOURISM MANAGEMENT

Date: 4:4.20/8			2018	Max Marks: 40	Time: 6.0	a to 7-30 pm
Supervisor's Sign& Date				Seat No. in Figures in words		•
Q:1	Q:2	Q:3	Total	Total (in Words)		Signature
				Stations -		
Instruc		(2) Figure. (3) Questi		cate full marks. be solved on the Question Paper (and Q:3 on supple	
Q:1	State w 1.	hether the Tourism h	following statements played an imp	ents are True or False (Any 10): ortant role in the economy of dev	eloping countries	s. 10
	2.		is a collection o e to people.	f activities, services, industries	which deliver a	a travel
	3.	Trade and	l Commerce are n	not responsible for growth of tour	ism.	
	4.			social importance.		
	5.			earnings and rate of growth of the	. 2.	
	6.		rtment of tourisr or development o	m's main function is to formulate f tourism.	e and implement	various
	7.		s long term move nally live.	ment of people to destination ou	tside the places v	vhere
	8.	Sports to	urism is fast gaini	ng popularity and prominence.		
	9.		e various forms of			
	10.		Industry is a grou dable holiday pac	p or cluster of small firms who deckages.	eal in providing a	ttractive
1	11.	A travel a	agent provides inf	formation to the people on variou	ıs travel destinati	on.

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	12.	Tour operator are not offering holiday packages.	
	13.	Business tourism is the reason for organising meetings, seminars, conferences.	
	14.	Pricing is an important aspect of the destination's competition with other destinations.	
	15.	Tourism planning at the national level is concerned with national tourism.	
		OR	05
Q:1.	A. 1.	Fill in the blanks (Any five): involves the culture of particular country.	05
	2.	Birth right citizenship is the thing that is sought by people in	
	3.	means people travelling for fun.	
	4.	is one of the main sector in travel and tourism.	- 00
	5.	Travel agent needsskill.	
	6.	Event Manager will help to finalise detail planning of	
	7.	must be expert knowledge of specific areas.	
	8.	refers to planning for specific location.	_
	В.	Fill in the Blanks (Any five):	05
	1.	includes activities as sight seeing and camping.	
	2	requires that a tourist has to take risk and special training and skills.	3
	3	involves a huge theme park, a museum, a gallery etc.	
	4	is in charge of restaurant's kitchen.	
		Visitor attention and initial motivation for the tourist to visit	
	(brings the development of the community.	
		7 provides common vision, direction for tourism.	
	Ķ.	8 is in-charge of all aspects of running a hotel.	

Define Tourism.	uestions:			10
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Explain any two ch	aracteristics of tourism.			
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National Control of the Control of t				
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	ortance of tourism.			
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What is the function	on of tour operator?			
		N.		

D	Describe the function or work of PR Manager.
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	What are the different levels of tourism destination pressure
7.	Why is tourism planning important?
8.	. What are Government initiatives for tourism industry in India?