No. of Printed Pages: 2
No. of Pages:02

Sardar Patel University

B.A. (ADVANCED): SEM -VI (CBCS)

UA06CEEN04: The Study of Discourse

28/03/2017, Tuesday Time: 02:00 P.M to 04:00 P.M

Total Marks: 60

Q 1. Attempt the Following	g Multiple Choice Que	estions.	15 marks
1 are narrativ	ve species of folk songs	•	
a. Ode	b. Ballad	c. Myth	
2. The purposeful re-use of	words and phrases for a	n effect means	•
a. Alliteration	b. Consonance	c. Assonance	d. Repetition
3. Taking over of words from			
a. Etymology	b. Compounding	c. Borrowing	d. Blending
4. Use of word "cab" instead	d of "cabriolet" is an ex	ample of	<u>.</u>
a. Compounding	b. Clipping	c. Blending	d. Conversion
5. Acronyms means new wo	ords formed from	<u></u>	
a. Initial letters of a set of o	ther words	b. Few letters of a set	t of other words
c. Important letters of a set	of other words	d. Consonants of a se	et of other words
6. The word "fast-food" is a	n example of	•	
a. Blending		c. Compounding	d. All of these
7. Which of the following is	s not an example of bler	nding?	
a. Textbook	b. Bit	c. Motel	
8. When a longer word is re	educed to a single syllab	ole and ie or y has been	added at the end of
that syllable is known as a. Compounding	•		
a. Compounding	b. hypocorisms	c. Blending	d. None of these
9. When one form of word	(Written or spoken) has	two or more unrelated	l meanings they can be
called			
a. Paradox	b. Prototype	c. Word Play	d. Homonym
10. The word "table" tends		st of the people is an e	xample of
a. Metonymy	b. Collocation	c. Match Words	d. Division
11. Variations in use of lan	guage due to different s	ituations and functions	s can be called
in terms of linguistic.			4.5
a. Received Pronunciation	b. Regional Dialect	c. Register	d. Prototype
12. In sevente	en syllables ordered int	o three lines of five, se	even and five syllable.
a. Ode	b. Haiku	c. Hubris	d. All of these
13. Ballad stanza means	•		A1 11 1
a. the last stanza of ballad		b. The first stanza of	
c. The most common stanz	a of ballad	d. The important st	anza of ballad
		tion. This can encompa	ass both verbal language
and non-verbal language s	uch as body language.		1.0.11.1
a. Conversation Analysis	 b. Structure Analysi 	s c. Both a and b	d. Stylistics

15. 'Critical Discourse Analysis' is		<u> </u>	1 0 11 1
a. Structuralism b. In	teraction Analysis	c. Discourse Analysis	d. Stylistics
Q.2. What is Discourse Analysis?	Discuss in detail th	e types of Discourse Ar	nalysis.
	OR		15 marks
Q.2. Elaborate the word formation and Acronyms.	processes like Coi	nage, Borrowing, Comp	oounding, Blending
Q.3. Comment on the following w	ith appropriate exa	mples.	
a) Hyponymy b) Prototy		*	e) Collocation
	OR	4	15 marks
Q.3. How Language Discourse aff	ect Media? Elabora	ate every aspect you hav	e studied.
Q.4. Attempt ANY TWO short n	notes.		15 Marks
1) Homophones and Homony	me		
2) Register and Style	1113	1	
3) Metaphor and Simile			
4) Ode and Sonnet			

SARDAR PATEL UNIVERSITY

BA (ADVANCED) (SIXTH SEMESTER) MARCH/APRIL: 2017 DAY, DATE: FRIDAY, MARCH 31, 2017

UA06CEJM05: Understanding Cinema

TIME: 02.00PM TO 04.00PM

TOTAL MARKS: 60

Q: 1 Multiple Choice Questions (MCQs)

- 1. Who has made first news reel in 1901 in India?
 - a. Dada Falke b. Harish Bhatavdekar c. Mrinal Sen d. Lumiere Brothers
- 2. Name the first Indian film which was made in collaboration with Italy
 - a. Nal Damyanti b. Raja Harishchandra c. Alam Ara d. Jhansi Ki Rani
- 3. Name the first Tamil talkies directed by HM Reddy in 1931
 - a. Tukaram b. Eknath c. Kalidas d. Acchut Kanya
- 4. Name the Hollywood film first shot in Cinema Scope
 - a. The Apartment b. The Robe c. Vertigo d. Notorious
- 5. What did Claude Chabrol, Jacques Rivette, and François Truffaut have in common?
 - a. First three makers after Lumiere bros.
 - b. Italian Neo Realism directors
 - c. French New Wave directors' d. Makers of Noir cinema
- 6. What is the name of the kind-hearted Chinese man in the film Broken Blossoms?
 - a. ChhenHuin b. Cheng Huan c. Chen Huan d. ChenkHuon
- 7. Breathless, Miracle in Milan, The Bicycle Thieves, Obsession-find the odd one out
 - a. Breathless b. Miracle in Milan c. The Bicycle Thieves d. Obsession
- 8. POV, OTS, ECU, Dutch- Find the odd one out
 - a. POV b. OTS c. ECU d. Dutch
- 9. Screenplay for 'Memento' has been penned by its director
 - a. True b. False

	al al	ctor Award in 89 th Academy Awards? Affleck c.Mahershala Ali d.Barry Je	nkins
	ho has directed the film "Do I . Satyajit Ray b. Mrinal Sen	Bigha Zameen"? c. Bimal Roy d. Dhirendra Gaungu	ly
	the end of Civil war in Ameri a. The Birth of a Nation	c. Intolerance	sary
	b. The Big Parade hich studio introduced Vita pre-recorded musical sound tra a. Warner Brother's	phone process with ack?	
	b. Universal	d. 20th Century Fox	
	•	ere one take fades into another, escene and the beginning of the next.	
15. N	Montage could be created throa. True b. F	ugh the cut rather than the mise-en- alse	scene.
Q: 2	What do you mean by Neo-na Neo-noir films in Indian Pan	oir films? Discuss some recent orama OR	15
Q: 2	Describe the differences between necessary examples	veen script and screenplay citing	15
Q: 3	"The Goddess and the nation	n" : Map the 'Mother India' OR	15
Q: 3	Explain studio system in Inc	lian Cinema	15
Q: 4	Write Short notes (Attem)	pt Any Two)	15
	1 180 degree camera axis 2.	Mise-en-scene 3. Storyboarding —	
		2	

SARDAR PATEL UNIVERSITY T.Y.B.A. (ADVANCED) (SIXTH SEMESTER) (CBCS) EXAMINATION 2017 Thursday, 30th March, 2017

Time: 2.00 to 4.00 p.m.

UA06CEPS03: Health Psychology -II

Total Marks: 60

Note: All questic	ns are	compu	lsory.
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a) Acute Stress

note: /// questions are comp	Juli 91		
Q.1. Multiple Choice Question	ons (Each carry one	mark)	15 Marks
 In which stage of the gene a) The resistance stage c) The alarm stage Studies have found that onset of AIDS in individuals 	e b) 7. d) 7. 	Γhe exhaustion stage Γhe defensive stage	ess lowered? he future are associated with the
a) Positive	b) Negative	c) Neutral	d) None
	of the parasympathe f the sympathetic n	ctic nervous system and ervous system and the eces.	
4. The body's natural tender a) Arousal		ate of internal balance of tess c) Homeostasis	r equilibrium is called: d) Instinct
5. AIDS impairs the body's a a) T-4 helper cells	immune system by b) B-cells	destroying or disabling c) DNA	the immune cells called d) A & B both
6. Which of these is a stage a) Contemplation		ange Model? c) Deliberation	d) Meditation
b) Health psycholog c) Stress is less of a	f the body is linked ists seek to promote factor in health psy	to psychological factor	
8. Cancer patients showed in a)They were question b) Stress management c) The general adapt d) They were taught	ned about life even nt treatment ation syndrome beg	ts gan	er
.9 Unsuccessful married life a) Acute Stress	is an example of b) Chronic Stres	s c) Neither A nor E	

	*****	.*.
 Coping with stress How does diet affect healt HIV/Aids Addiction 	th?	
Q.4 Write Short Notes (any two)		15 Marks
Q.3. What is acute and chronic stress	s? Explain effects of stress.	•
Q.3.Illustrate role of psychology in I Or		15 Marks
Q.2.Discuss stages of substance abu		
Q.2 Describe developmental model of		15 Marks
.15. Psychological aspects of chronical a) Damage to self-esteem	c illness include b) Shame c) Depression	d) All of the above
 14. Interventions for alcohol abuse a) Concentrate on biology at b) Focus on individual or ps c) Focus on family and related d) Take a multivariate approximate 	sychological aspects of the problem tional aspects	
13. The term neoplasm specificallya) Abnormal cell growthc) Benign cell growth	refers to b) Cancerous cell growth d) Malignant cell growth	
12. When we say we want to "lose vant to b) Fat		we want to lose d) Water
11. Human beings need to consume fear and avoidance of novel foodstu a)Food intake b)Neo		a balanced diet and yet show d)Food scares
a) Removing stress c) Defense mechanisms	b) Cognitive coping d) Managing stress reactio	
10. Each of the following is an effect	cuve method of coping with stress e	XUUDI .

SARDAR PATEL UNIVERSITY

B.A.(ADVANCED) SEMESTER - VI (CBCS)

(UA06EEEN01) READING AND UNDERSTANDING POSTMODERN LITERATURE SATURDAY, APRIL 1, 2017

TIME: 02:00 PM TO 04:00 PM

TOTAL MARKS: 60

Q:1 Choose the correct	option from the multiple choice questions.	(Each Question	Carries One Mark)	[15]
		, <u> </u>	On the state of th	

- 01. Who is the writer of A History of the World in $10^{1/2}$ Chapters?
 - (A) Gabriel Garcia Marquez (B) Julian Barnes (C) Patricia Waugh (D) Harold Pinter
- 02. Who has coined the literary term 'intertextuality' in the year 1966?
 - (A) Julia Kristeva (B) William Irwin (C)Robert Coover (D) Richard Nixon
- 03. Which literary term was coined by Canadian literary theorist, Linda Hutcheon?
 - (A) Pastiche (B) Metafiction (C) HistoriograpicMetafiction (D) Temporal Distortion
- 04. Which literary work of Julian Barnes was awarded with Man Booker Prize for Fiction in 2011?
 - (A) Flaubert's Parrot (B) Through the Window (C) Metroland (D) The Sense of an Ending
- 05. Who is Denson in the second act of No Man's Land by Harold Pinter?
 - (A) Briggs (B) Spooner (C)Foster (D) Hirst
- 06. Which award Julian Barnes was received for European Literature in 2004?
 - (A) Booker Prize (B) Australian State Prize (C) Noble Prize (D) David Cohen Prize
- 07. How much time remain for the death of Onesimo Sanchez in Death Constant Beyond Love by Marquez?
 - (A) Six months and Seven days (B) Eleven days (C) Six months (D) Six months and Eleven days
- 08. According to Spooner who is a man of honour in the No Man's Land??
 - (A) Charles (B) Lord Lancer (C) Jack (D) Densor
- 09. Who is the author of Feminine Fiction: Revisiting Postmodern?
 - (A) Julia Barnes (B) Harold Pinter (C) Patricia Waugh (D) Gabriel Garcia Marquez

(P.T.O.)

10.	Which literary work is not an example for 'Metafiction'?	
	(A) Wide Sea (B) Don Quixote (C) More Bears (D) Oracle Night	
11.	Who is the character in his thirties in No Man's Land by Harold Pinter?	
	(A)Foster (B) Briggs (C) Spooner (D) Hirst	
12.	Which award Julian Barnes was received for Literature in 2011?	
	(A) Nobel Prize (B) Australian State Prize (C) Man Booker Prize (D) David Cohen Prize	
13.	Which literary characteristic of postmodernism allow the author to jump forward or backward in tir	no?
	(A) Magical Realism (B) Paranoia (C) Temporal distortion (D) Paranoia	пе?
	In which year Harold Pinter was awarded the Noble Prize in literature?	
	(A)2004 (B) 2005 (C) 2006 (D) 2007	
	Which literary work is not written by Gabriel Garcia Marquez?	
	(A) Metroland (B) Leaf Storm (C) One Hundred Years of Solitude (D) Love in the Time of Chol	lera
Q:2 (A)	Discuss the various characteristics of postmodernism.	[15]
	OR	
Q:2 (B)	Critically examine the story of Death Constant Beyond Loveby Gabriel Garcia Marquez.	[15]
Q:3 (A)	Critically evaluate A History of the World in 10 ^{1/2} Chapters by Julian Barnes.	[15]
	OR	
Q:3 (B)	Discuss No Man's Land is abut the territorial displacement, duality of human psyche,	[15]
	friendship threatened by sexuality, emptiness and desolation, confrontation with outside world	
Q:4	and betrayal with others as well as one self. Write any two Short notes.	[15]
		[LJ]
	2. Hirst	
	3. Opening of the novel A History of the World in 10 ^{1/2} Chapters	
	4. Opening scene of No Man's Land.	

ȘEAT No.____

No. of Pages: 02

[80]

Sardar Patel University

B.A. (ADVANCED): SEM -VI (CBCS)

UA06EEEN02: Literary Theories and Criticism 03/04/2017, Monday Time: 02:00 P.M to 04:00 P.M

Total Marks: 60

Q.1. Attempt the Following Multiple Choice Questions.			15 marks	
1.Mar	x's dialectic is			
a) I	Based on ideas	b) Idealistic	c) Materialistic	d) Humanistic
2	Feminist t	heories examine how gend	ler is socially constructe	d, rather than natural,
inn	ate or essential.			
a) F	Postcolonial	b) Poststructuralist	c) Materialistic	d) Victorian
3	pointed out th	at the entry into the Symbo	olic Order, the structure	of language, is
dif	ferent for boys and girl	s.		•
,		b) Saussure		
4. Lik	te all signifier-signified	d connections, relationship	of 'gender' is	•
		b) Ideal		
5. In	philosop	hical concept, Marx descri	bes how the worker und	ler a capitalist mode
of	production becomes es	tranged from himself, fron	n his work, and from oth	ner workers.
		b) Theory of Value		d) Fetishism
6. The	e word (written or spol	cen) "Table" is	•	
a) S	Signifier	b) Image	c) Concept	d) Signified
7. The	e sound image is	and the concept is		
a) S	Signified, Signifier	b) Signifier, Signified	c) Signified, Sign	d) Sign, Signifier
8. The	eof any sig	n is found in the association	on created between the s	sound image and the
cor	icept.			
a) S	Structure	b) Unit	c) Meaning	d) Signified
		and time can be measured		•
a) I	mage	b) Concept	c) Units	d) Signifier
10. A	ccording to	_ one signifier in a system	has value because it is	not any of the other
sig	gnifiers in the system.	•		
a) I	Levi-Strauss	b) Saussure	c) Gilbert	d) Lacan
11. Th	ie Elementary Structur	e of Kinship is written by _	·	
a) I	Leaon Trotsky	b) Hegel	c) Levi-Strauss	d) Engels
12. M	arx and Engels, in thei	r <i>The German Ideology</i> ha	ve critiqued	
	Lacan	b) Foucault	c) Hegel	d) Bakhtin
13. M	arx defines a	as an external object	that satisfies wants or n	eeds and distinguishes
be	tween two different ki	nds of value that can be att		
a) (Commodity	b) Value	c) labour	d) Production

		b) France, Netherland		
	a) Wage-earning	one who own the means p b) Proletariat	oroduction and distribution c) Bourgeoisie	n. d) None of these
Q.2	Expound the statement	t "Gender is a cultural univ	ersal" in the light of Fem	inism.
Ω2	What is Marrie a D	OR		15 Marks
Q.2	what is ivarxism? De	fine in detail the Marxist C	riticism.	
Q.3.	Elaborate Structuralism Language.	n as discussed by Ferdinand	d De Saussure especially i	in context with
0.0	**	OR		15 Marks
Q.3.	How Levi-Strauss resp cultures so much alike?	onded to the question "Wh "	y are so many myths from	n so many different
Q.4. .	Attempt ANY TWO S	hort notes.		15 Marks
1. I	Four Kinds of "Alienation	on" by Marx		13 WATES
2. <i>A</i>	Arbitrary Relationship b	etween Signifier and Signi	fied	
	Central Issues of Posto			
1. G	iender- an Arbitrary Th	ought		
		~×~		

SEAT NO.	SEAT	No.
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[818A38]

SARDAR PATEL UNIVERSITY

B.A. (ADVANCED), SEMESTER -VI (CBCS) (REG.), March 2017

<u>UA06EEJM02: Media Planning and Buying</u>

•	Day: Monday
	Total Marks: 60

Q: 1 Multiple Choice Questions (Attempt all)

15 Marks

•	ice duconono (rino			
		ty of vegetarian items on	its menu. This will be called	
Paradigmatic and Pi	ocess Innovation.			
A] True		B] False		
2) Match the follow	ing terms with their d	efinition.		
i) Media mix		g communication activity to		
ii) Coverage		certain message seen/ hear		
iii) Scheduling		annels to meet market objec	tives	
iv) Reach	S) Level of exposure	of media to target market		
A] i) R)	B] i) R)	C] i) R)	D] i) R)	
. ii) S)	ii) P)	ii) Q)	ii) P)	
iii) P)	iii) S)	iii) S)	iii) Q)	
iv) Q)	iv) Q)	iv) P)	iv) S)	
3) Media mix is em	ployed at the stage of			
A] True	4,44	B] False		
4) Ideally, media m	ix doesn't include BTL	and relies heavily on ATL.		
A] True		B] False		
	ing categories to inno			
	r coming up with GST\			
ii) McDonalds including couples, siblings, etc. in ads Q) Product innovation				
iii) Maggi bouncing back after the ban R) Paradigmatic innovation				
iv) More focus on n	ewspaper's services o	nline S) Position	innovation	
A] i) R)	B] i) R)	C] i) Q)	D] i) Q)	
ii) S)	ii) S)	ii) P)	ii) P)	
iii) Q)	iii) P)	iii) R)	iii) S)	
iv) P)	iv) Q)	iv) S)	iv) R)	
6) AAP promoting	its party campaign t	hrough moving vehicles car	not be considered 'using mass	
media' for promoti	ion.		·	
A] True	-	B] False		
	lowing and answer:			
	Sony TV, SMS, Blogs			
ii) Call in show in 9	8.3FM, Flyer, YouTube	e Channel	·	
ii) Stall in DMart, F	lyer at AV Road, Prom	otional Merchandise	·	
Out of the above t	hree combinations, or			
A] True		B] False		
8) Reach=Access				
A] True		B] False	16	
9) USP, TRP, Reade	ership-only two of the	se three factors are consider	ed for media research.	
A] True		B] False		

10) The audience of a particular program or station at a specific period of time expressor	ed as a		
percent of the audience population is called Rating. Al True Bl False			
A] True B] False 11) Effect of increased sales on other marketing costs is not considered during budget setting.			
A] True B] False			
12) The more focused and segmented the target group, the less budget it would require.			
A] True B] False			
13) A new Noodles brand will have to spend relatively more on marketing compared to that or	f hig		
players like Maggi, Yippee, Chings, etc.	ı nıg		
A] True B] False			
14) SMS, Posters, Merchandise, Pamphlets- None is odd one out.			
A] True B] False			
15) ABC monitors the count of how many copies of a particular publication are distributed.	***************************************		
A] True B] False			
Q2: (I) Explain media budgeting and different stages involved while budgeting for media.	15		
OR	1		
Q2: (II) Consider the following scheme:	15		
Indian Government will provide a sanitary kit along with an incinerator (to dispose			
sanitary pads off) to anyone in the country who applies for it before 30 th April 2017			
Applications need to be made through the civil governing body			
Only one application can be made by one family by means of Aadhar Card of any			
one member of the family			
Against every application, the government will also deposit an amount of 5000Rs.			
In the applicant's account directly			
Design a media plan for the above hypothetical campaign, considering all the other details			
necessary to boost such a drive.			
The cost of the co			
Q3: (I) Design a media mix for the launch of a new game show on Colors channel with	15		
Deepika Padukone as the host. The final prize money for the show is 20crore Rs. The overall			
budget for marketing by the channel is 50crore Rs.			
P.S. It's the first time ever on Indian TV that an actress, that too of such stature, is hosting a			
game show			
OR			
Q3: (II) Design a media plan for Vodafone-Idea merger. You work as the Creative Head in	15		
one of the biggest media planning agencies in India. The budget given to you is Rs. 15crore			
for a period of 1month, during which the company wishes to fully establish the two			
	ļ.		
companies as one	1		
Q4: Write short notes on any two of the following	15		
1) Media Planning followed by Advertising			
2) Reach, Access, and Frequency			
3) Media Strategies			
-/			

[5-A]

No of printed page/s: 02

SARDAR PATEL UNIVERSITY

BA (ADVANCED) (SIXTH SEMESTER) APRIL: 2017 DAY, DATE: WEDNESDAY, APRIL 17, 2017

UA06EEJM03: Media Laws and Ethics

TIME: 02.00PM TO 04.00PM

TOTAL MARKS: 60

Q: 1 Multiple Choice Questions (MCQs)

- 1. When "Prasar Bharti Act" was introduced?
 - a. July 1989 b. November 1989 c. December 1989 d. January 1990
- 2. When the IT Act, 2000 came into implementation?
 - a. 15th August 2000 b. 26th January 2000
 - c. 17th October, 2000 d. 2nd October, 2000
- 3. Name the term which refers to e-mail that appears to have originated from one source, but which was actually sent from another
 - a. E-mail bombing b. E-mail hijacking
 - c. E-mail spoofing d. None of these
- 4. CRAT stands for Cyber Regulations Appellate Tribunal
 - a. True b. False
- 5. 'The MacBride Report states that all journalists have responsibilities to their own convictions, but equally important are their responsibilities to the public'- This statement is,
 - a. True b. False
- 6. Which act was set up to establish a Press Council for the purpose of preserving the freedom of the press and of maintaining and improving the standards of newspaper and news agencies in India.
 - a. The Press Council Act
 - b. The Vernacular Press Act
 - c. The Press and Registration of Books Act
 - d. The Newspapers Act
- 7. The first ombudsman was appointed in _____ in Sweden to handle citizens' complaints about the government.
 - a. 1908 b. 1809 c. 1900 d. 1800
- 8. Ombudsmen is a
 - a. Greek word in origin
 - b. Latin word in origin
 - c. Scandinavian word in origin
 - d. None of these
- 9. When was the World Intellectual Property Organization (WIPO) established?
 - a. 1923 b. 1967 c. 1976 d.1965

	10	. The term of patent isyears from the date of filling for all	
		types of inventions	
		a. 60 b. 30 c. 50 d. 20	
	11	. Who was bundled out of Calcutta and sent to Europe for threaten	ing
		to publish a manuscript which has the potential damage to the	
		reputation of the then British rulers in 1776?	
		a. John Adams b. James Hicky c. Lord Wellesley d. William Bo	olts
	12	. Who introduced licensing of press in 1823?	14 .
	10	a. John Adams b. James Hicky c. Lord Wellesley d. William Bo	lts
	13	. Who is considered as a Champion of "Free Press" in India?	
		a. Lord William Bentinck b. Lord Metcalfe	
	14	c. Lord Wellesley d. Sir James Silk Buckingham . Which Press law promulgated by the British regime was also	
	14	known as Black law?	
		a. Newspapers Act b. Official Secrets Act	
		c. Vernacular Press Act d. None of these	
	15	. While Article 19 (1) of the Constitution of India ensures freedom of	•
		eech, Article 19 (2) puts restrictions on freedom of speech and expre	
	_	those cases where there is danger to public security involved.	
		a. True b. False	
Q:	2	What is Defamation? Discuss Arun Jaitley's Criminal Defamation of	ase
_		against Arvind Kejriwal	15
		OR	
Q:	2	Define Contempt of Court and discuss the curious case of	
Æ.	_	Justice Karnan	15
O:	3	Explain Intellectual Property Rights Act by discussing "Apple Inc. V	I/s
۷.	•	Samsung Group" case study	15
		OR	
Q:	2	What is Official Secrets Act? Discuss "Oil Ministry Espionage" Case	_
Q.	0	wherein documents recovered from the five corporate executives,	,
		arrested in connection with Petroleum Ministry leak case, are relat	ed
		to "national security aspect" in 2015	15
^	А	Claret Water (Addressed asset to a formal)	15
Q:	4	Short Notes (Attempt any two) o History of Media Law in India	15
		o Prasar Bharti Act, 1990	

Sardar Patel University

BA (Adv), Semester -6, CBCS External Examination March /April 2017 Paper:Event Management, UA06EEJM05

Date: 01/04/2017 Total marks: 60 Day: Saturda

Time: 02:00pm to 04:00p

Q1. Please answer the multiple choice questions below: (Each carry one marks)

A. True or False

- 1. There are many laws regarding the conduct of events.
- 2. They should not be back-up equipment for avoiding chaos.
- 3. Event management offer Integrated Marketing Solutions like creating memorable moments.
- 4. In event management time management is not so important.
- 5. Event manager should prepare a check-list for Tick-Marking.

B. Match the Columns

	Section 'A'		Section 'B'
1.	Leisure events	(a)	Ganesh-utsav, Gandhi or Shiv-jayanti
2.	Cultural events	(b)	Leisure sport, music, recreation
3.	Personal events	(c)	Commercial, political, charitable, sales
4.	Organizational events	(d)	Weddings, birthdays, anniversaries
5.	Social events	(e)	Ceremonial, religious, art, heritage, etc.

1. Event staff who works for no pay is called:

- (a) Casual staff
- (b) Volunteer staff
- (c) Part-time staff
- (d) Event staff
- 2. Ensuring that local community stakeholders are supportive of the event is important because:
- (a) It helps the smooth running of the event
- (b) It is a legal requirement
- (c) It helps to attract local participants
- (d) It discourages participants from outside of the community
- 3. It is advisable that the Event Director:
- (a) Is solely responsible for making important decisions about the event
- (b) Consults with stakeholders before making important decisions about the event
- (c) Leaves import decisions about the event to stakeholders
- (d) Forms a committee to make decisions about the event
- 4. Which of the following is not a function of the event organizing committee?
- (a) Provide advice to the event director
- (b) Take a share of the tasks involved in organizing of the event
- (c) Develop the event management plan
- (d) Share in the process for making important decisions about the event
- 5. Which of the following should be developed first:
- (a) The events marketing strategy (b) Sponsorship proposals for the event
- (c) Event plan (d) A work breakdown structure

Q2		15
QZ.	Make a complete plan for any one of the following Event which you like	marks
	1. Exhibition of electronic products	
	2. Meeting of an AGM organization	
	Or	
Q2 -	What types of back-up are required while organizing Events?	15 marks

Q3	What are the legal and statutory aspects required in event management? Write in brief	15 marks
	Or	
Q3	Discussed in details the following:	15
	 What are the duties and responsibilities of event supervisor? 	marks
*	 How to supervise the events with supporting staff? 	
Q4	WRTIE SHORTS NOTES ANY 2	15
G ()		marks
	1) Write 2 hours MOM between client and agency	ļ
-	2) write about negotiation skills with venders, celebrity, etc	1
	3) how to use media for social event	





[4-A]

SEAT No.____

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65: 2

Sardar Patel University

TYBA (Advanced): SEM-VI (CBCS) (REG. & NC)

UA06EEN03 – Introduction to English Language Teaching-II Wednesday, April 17, 2017, Time: 02:00 pm to 004:00 pm

Marks: 60

O.1. Attornet the	o Eo Horris - Mark' 1		
Q 1. Attempt the	15 Marks		
1. The Grammar-	Franslation method b	pegan in	
a. Germany		c. England	d. France
2. The earliest Gra	ammar-Translation c	ourse was written in	by Johann Christian Fick.
a. 1793	b. 1794	c. 1795	d. 1796
3 meth			new language is not a rational
but an intuitive	process for which hi	uman beings have a natur	ral capacity provided that the
proper conditio	ns exist.	C	provide the control of the control o
a. Grammar-Trans	slation b. Audiolig	ual c. Direct	d. Reading
		cate of the Natural Metho	
			ns d. Maximilian Berlitz
5. There were	editions of	Introductory Grammar.	
a. Eight	b. Nine	c. Ten	d. Eleven
6. In the	person point of	view, one of the story's	characters serves as a narrator.
a. First Person	b. Second Person	c. Third Person	d. Omniscient Third Person
7. In the	person narrative, t	he narrator knows or reve	eals nothing about the character's
internal thoughts,	feelings and motivati	ions.	2
a. Objective First l	Person	b. Objective Th	ird Person
c. Objective Secor	nd Person	b. Objective The d. Omniscient T	hird Person
			s, without a whip and without
tears, I had learne	d a Latin as proper d	as that of my schoolmaste	r". Who among the following
said the above stat	ement?	• •	
a. Chomsky	b. Montaigne	c. D.A. Wilkins	d. Johann Fick
9. Until the middle	e of the 19th century,	was a greate	er international language.
a. English	b. French	c. Greek	d. Spanish
10. "A world- lang	guage would be no la	inguage at all – at least to	o poets it would be no language
at all". Who amon	g the following said	the above statement?	1
a. Sethna	b. Raine	c. Gupta	d. Prator
			t least partially reveals the
	ts, feelings and motiv		,
a. First Person	b. Second Person	c. Third Person	d. Omniscient Third Person
12 is a	a term frequently hea	rd and discussed among	educational technologists today.
a. Direct Method	b. Multimedia		·

13. Grammar-Ti	ranslation method was tl	ne offspring of	_scholarship.
a. Spanish	b. German	c. French	d. Dutch
14. British lingt	uist,, propos	ed a functional or commun	icative definition of language
that could serve	as a basis for developin	g communicative syllabus	for language teaching.
a. Chomsky	b. Montaigne	c. D.A.Wilkins	d. Johann Fick
competence".	the goal o	of language teaching is to d	evelop "communicative
a. Chomsky	b. Montaigne	c. Hymes	d. Applebee
Q.2. What is Poi	int of View? Discuss var	rious types of Point of View	w.
	OR		15 marks
Q.2. Discuss in o	detail the advantages and	d practical disadvantages o	f Multimedia.
Q. 3.Define Mu	ltimedia. Explain the ne	ed for developing Multime	dia courseware.
	OR		15 marks
Q.3. Discuss in c	letail English as a Globa	ıl language.	
Q.4. Attempt Al	NY TWO short notes.		15 marks
 Use of Multin 	nedia in Educational set	ting.	
Teaching Nar			
Direct Method	đ.		

SARDAR PATEL UNIVERSITY

B.A. Advance (Semester – VI) (CBCS) Examination Saturday, $1^{\rm st}$ April, 2017

Time: 02:00 p.m. to 04:00 p.m.

Subject : Political Science

Sub Code: UA06EEPL01

Subject Title: Modern Western Political Thought - II

Total Marks-60

Q.1 Multiple Choice question	ons :			15 Marks
1 is what Hegel ca	lls the repeating patt	ern of developme	ent that his	story embodies.
(a) Panthetism (b) Panentheism	(c) Dialectic	(d) Epis	temology
2. According to Marx, three	features of worker's	lives in capitalis	st societies	s are
(a) Alienation, obscurit (c) Obscurity, oppression			-	ion and exploitation on and exploitation
3. According to Marx, capit (a) Establishes a middle (c) Exploits the lower c	class	(b) Elevates th		
4. According to whom Fam (a) George Wilhelm Fri	•	· ·		d state is the synthesis. x (d) None of the above
5. Who said this "If all man opinion, mankind would be power, would be justified in (a)Immanuel Kant	no more justified in silencing mankind.	silencing that on	e person,	_
6. Kant believed that a polit (a) Morality	***	d be just, only if (c) Rights	-	mage to (d) Liberty
7 is an account gi political events, and politica				g to political institutions,
(a) Political Philosophy	(b) Political Theor	y (c) Political T	hought (d) Political Science
8. Whose political theory e	mphasised the necess	sity of treating ev	ery single	person as an end in itself?
(a) Immanuel Kant	(b) Karl Marx	(c) Charles Fo	urier	(d) None of the above
9. Who among the followin	g wrote "The Subjec	tion of Women"	?	
(a) Immanuel Kant	(b) Karl Marx	(c) J.S.Mill	(c	I) None of the above
10.In which year the Comm	unist Manifesto was	published?		
(a) 1849	(b) 1858	(c) 1848	(d)	None of the above
	(a			(P.T.O.)

11.From whom did Karl Marx borrowed the conception of "historical r	naterialism"?
(a) G.W.F.Hegel (b) J.S.Mill (c) Immanuel Kant	(d) None of the above
12. Who wrote Contributions to a Critique of Political Economy?	
(a) Karl Marx (b) Immanuel Kant (c) G.W.F.Hegel	(d) None of the above
13. Who wrote "Philosophy of Mind"?	
(a) Karl Marx (b) G.W.F.Hegel (c) Immanuel Kant	(d) None of the above
14. According to, the ultimate reality is 'Reason' or 'Spirit', b	ut not 'matter.
(a) Immanuel Kant (b) Karl Marx (c) G.W.F.Hegel	(d) None of the above
15.According to whom the freedom which individual gets is a gift of s	tate?
(a) G.W.F.Hegel (b) Immanuel Kant (c) Charles Fourier	(d)None of the above
·	
Q.2 Critically evaluate Kant's conception of politics.	
Or	15 Marks
Q.2 Write a note on J.S.Mill's views on liberty	
Q.3 Elucidate Hegel's conception of morality and ethical life.	
Or	15 Marks
Q.3 Write a detailed note on Marx's doctrine of class struggle.	
Q.4 Short Notes (Attempt any two)	15 Marks
Master-Slave Dialectic	
2. Kant on Peace	
3. J.S.Mill's conception of feminism	
Marx's Dialectical Materialism	
• • • • • • • • • • • • • • • • • • • •	
~ ×	
(2)	

[82]

Sardar Patel University

SEAT No._

Vallabh Vidyanagar - 388120

SEMESTER END EXAMINATION-MARCH 2017

T.Y. BA (Adv) Semester 6

UA06EEPL02 - Post Cold War International Relations

Date: 03/04/2017

Time 14.00 to 16.00

Total Marks: 60

Q1 -	- Attempt the following		. (15)
1 –	country is associated with Me	onro	e doctrine.
A) [–]	USA	B)	Portugal
C)	China	D)	/France
2– V	What is the meaning of the word 'détente'		
A)	Stand off	B)	War mongering
C)	Cooling of relations	D)	All of these
3 -	country was involved in Vie	et Na	m War.
A) ~	USA	B)	Japan
C)	Russia	D)	France
4 – \	When Japanese attacked Pearl Harbor		was the president of USA.
A)	Joseph Stalin	B)	Franklin Roosevelt
C)	J F Kennedy	D)	George Washington
5 – 1	Identify the correct group		
A)	China, Japan, Russian Federation, the	B)	China, Germany, Russian Federation,
	United Kingdom, and the United States	,	the United Kingdom, and the United States
C)	China, India, Russian Federation, the	D)	China, France, Russian Federation, th
,	United Kingdom, and the United States	Ý	United Kingdom, and the United States
6 - 3	What is the difference between a terrorist	and	a Naxalite?
A)	Terrorists are more violent	B)	One is more violent than the other
C)	Both are based on religion	D)	None of these
7 – 1	NATO stands for		

2 XX	hom do you attribute 'Perestroika'.		•	
	Joseph Stalin	B)	Mikhail Gorbachev	
	Borris Yelstin	,	Brashnave	
/				
9 – F	all of the Berlin wall signifies			
	End of cold war	B)	Beginning of new world order	
	Break up of communist government	D)	All of these	
-,		ŕ		
	_			
	How many non permanent members are	there	em UN?	
,	12	B)		
C) ·	15	D)	05	
	Presidents Mikhail Gorbachev and Geor		W. Bush used the	a nost
term		***	to try to define the nature of the	e host
Cold	War era.			
12	'Perestrioka' means			
	Opening up	B)	Restructuring	
	Economic reforms	D)	None of these	
C)	Economic referres	- /		
13 –	New world order can be traced from			
A)	1990	B)	1980	
C)	1991	D)	2000	
			for U	TCLA
14	WARSAW for Russia,		101 C) O.A.
15_	is an internationa	l terro	orist organization.	
	Al Qaida	B)		
C)	PLO		All of these	
· .	150	<i>.</i>		
			Contain Man	(15)
Q2	Examine in detail Russian Foreign Policy	since	inst world war.	(15)
	0	\mathbf{R}		
02	Explain the salient features of American	Foreig	m Policy since first World War.	(15)
Q2	Explain the salient leatures of American	LOICIE	in I oney onice that warrant	()
			_	
Q3	Discuss single polar world order since the	e brea	king down of Russia.	(15)
		R	•	
				(15)
Q3	Discuss New World order from 1990 to 2	2010.		(15)
	D'	0 1301	nhenomenon	(15)
Q4	Discuss rise of international terrorism as	a new	phenomenon.	(15)
	0	R		
Q4	Explain the need for restructuring of Uni	ted N	ation in the light of emerging	(15)
٧٠	-			` '
	geopolitical powers in the world.			
		-		

—X —

[6-1]

Monday - 17 April, 2017

Time: 02:00 p.m. to 04:00 p.m.

Subject: Political Science

Sub Code: UA06EEPL03

Subject Title: Politics in South Asia

Total Marks-60

Q.1. Choose the correct answer. 15 Marks 1. Which among the following is a member state of south Asia as a region? a. Maldives b. Mauritius c. Myanmar d. Macau 2. What is the basic means of production to determine the growth and development of South Asian region? a. Energy b. Oil c. Agriculture d. Fishery 3. The only "subsystem" in the South Asian politics that adopted constitutional monarch is a. Bhutan b. Maldives c. Nepal d. Sri Lanka 4. "One party dominance sub-political system" was/is mainly characterized in the national politics of a. Sri Lanka b. India c. Pakistan d. Bangladesh 5. SEWA in South Asian politics stands for a. Self-Earned Women's Association b. Self-Engineered Women's Association c. Self-Employed Women's Association d. Self-Empowered Women's Association is an issue of societal security and, therefore, become a source of conflict in South Asia. b Unemployment c. Ethnic problem d. Climate change a. Employment 7. Who was the prime minister of India when the Bangladesh Liberation movement against Pakistan had occurred? a. I.K Guiral b. Rajiv Gandhi c. Indira Gandhi d. PV Narashima Rao

- 8. Which one according to South Asian politics is a major step towards international community?
- a. Interdependence b. Decolonization c. Peace and Security d. Ethnic problem
- 9. Military Zunta was a Coup d'etat system associated with
- a. Nepal
- b. Sri Lanka
- c. Pakistan
- d. Bangladesh
- 10. Which is not the enhancing feature of south Asian environmental security?
- a. Preventing or mitigating environmental degradation
- b. Managing the global commons.
- c. Preventing and managing global risk.
- d. Global economic interdependence

11. NTS in the South Asian security stands for a. New Trading System b. Non-Traditional Security c. Nuclear Test System d. None of the above
due to foreclosure of livelihood opportunities in the villages also augments trafficking in human beings. a. Increased migration b. Decreased migration c. International migration d. Immigration
 13. South Asian disaster preparedness and management system will promote regional cooperation a. To ensure protection from chemical disaster b. To ensure security in nuclear weapons threat c. To ensure from natural disasters d. To ensure security in diseases threat
 14. India's quest for a permanent membership in the UN Security Council is based on a. Counter Terrorism b. Strengthen South Asian security c. Solution to border disputes d. Super power status
15. Which one is a major feature of inter-states relations among South Asian countries? a. Coexistence b. Economic cooperation c. interdependence d. Trans-nationalization
Q.2 Critically explain why India being the core of South Asian politics? Do you think India's quest for major power in Asia through a permanent position in UN Security Council will have an impact on South Asian politics? Justify.
Or 15 Marks Q.2. Discuss the major features of regional and global environment in South Asian politics.
Q.3 Critically analyse the impact of Globalisation and Liberalisation on South Asia. Identify the major characteristics of growth process in south Asian politics. Or 15 Marks Q.3 Discuss the major techniques and activities taken up by the SAARC members to mitigate non – traditional security challenges in South Asian countries.
 Q.4 Write a short note on any two of the following: a. Nepal as a sub – system b. Sri-Lanka as a sub – system c. Human security in South Asia d. 9/11 and its major relevance in Afghanistan and other south Asian countries.

No. of Printed pages: 02

SARDAR PATEL UNIVERSITY T.Y.B.A. (ADVANCED) (SIXTH SEMESTER) (CBCS) EXAMINATION 2017 Saturday 1st April, 2017 Time: 2.00 to 4.00 p.m.

UA06EEPS01: Psychopathology-II

Total Marks: 60 Note: All questions are compulsory. 15marks Q.1 Multiple choice questions. (Each carry one mark) 1. Token Economy is an influential intervention based upon: b.Implicit learning. a.Classical conditioning. d.Client centred therapy c.Operant conditioning. 2. Psychoanalytic theorists argue that paranoid personality disorder reflects the projection of hostility onto others. a.True b.False 3. The most common age group for depression is: b.Middle-aged females a. Middle-aged men c. Young girls d.Children 4. Which of the following is included in the definition of disorder? a. Something that causes impairment in important life domains b. Something that causes distress to the person c. Something that is associated with the potential for further problems d.All of the above 5. People in the _____ group of personality disorders have the most trouble with emotional control. d. None of the above c.Anxious b.Eccentric a.Erratic 6. Which of the following is not a positive symptom of schizophrenia? b.Disorganized thinking and speech a.Delusions d.Hallucinations c.Alogia 7. Which one of the following would a client centered therapist use? b.Desensitisation c.Racket system d.Ego states a. Empathy 8. People with _____ personality disorder seem to have no need for social relationships. d.Obsessive-compulsive c.Histrionic b.Borderline a.Schizoid 9. Schizophrenia is a mental disorder that affects: d. All of the above c. Judgment a. Thought b. Mood

10. Freud called which of the following the "royal road to the unconscious"? a. Analysis of transference b.Analysis of resistance d.Free association c.Dream analysis 11. People with narcissistic personality disorder have extraordinarily high self-esteem. b.False 12. Which behavior is characteristic of a thought disorder? b. Facial expression a.Poverty of speech d. All of these c.Disorganized speech 13. Dysthymia refers to: a.Crisis situation b.Two years of depressed mood for more days than not c.One episode of moderate depression d.None of the above 14. Depressed individuals exhibit which of the following symptoms? b.Physical symptoms a.Behavioral symptoms. d.All of the above. c.Cognitive symptoms. 15. The diagnosis of major depression refers to: a.Feeling a bit down b.A sign of weakness c.Poor coping skills d.A chemical imbalance that has a profound impact on daily functioning 15 Marks Q.2. Identify and discuss the key criteria for Personality disorders. Q.2.Define Schizophrenia and Describe types of schizophrenia in detail. Q.3.Describe in detail- Cyclothymic and Dysthymic mood disorder. 15 Marks Q.3. What is Psychotherapy? Explain Freud's Psychodynamic Psychotherapy. 15 Marks Q.4. Write Short Notes (Any Two) 1. Objective of Psychotherapy 2. Causes of Schizophrenia 3. Depression

4. Psychosis and Neurosis

SEAT	No.	
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Note: All questions are compulsory.

a.Economic

SARDAR PATEL UNIVERSITY

T.Y.B.A. (ADVANCED) (SIXTH SEMESTER) (CBCS) EXAMINATION 2017

Monday 3rd April, 2017 Time: 2.00 to 4.00 p.m.

UA06EEPS02: Industrial Psychology-II

Total Marks: 60 15marks

Q.1 Multiple choice questions. 1. Which of the following is usually not an objective of industrial relations? a.Connectedness b.Collective wisdom c.Conflict prevention d.None of the above 2. The best workplaces for employees are ones that are flexible and open. a.True b.False 3. Which of these is not a physiological need of crisis responders? a. Healthy food b.Water c.Fresh air d.A feeling of accomplishment 4. The primary purpose of employee safety programme is to preserve the employees____. a.Mental health b.Physical health c.Emotional health d.All of the above 5. Identify the major actor of industrial relations from the following. a. Employers b.Unions c.Both A & B d. None of the above 6. Who has given two ways of measuring industrial morale? a.John M plififner b.R.M.guion c.R.C.Davis d.J.F.Mee 7. Which of the following department has major interest in harmonious industrial relations a.HR b.Production c.Finance d.Marketing 8. The four main dimensions which influence behaviour in work organisations are a.Individual,organisation,group,gender b.Individual, group, organisation, environment c.Group,environment,organisation,gender d.Environment,group,individual,gender 9. Workers participated in management has

objectives c.Both A& B d.None of these

(PTO)

b.Psychological

10. Oganisation and the nature of work are important determinant of workers morale?
a.True b.False

11. Define the Following words

05

I.HRM II.MYOGRAPH

III.FATIGUE

IV.INDUSTRAIL MORALE

V. ACCIDENTIAL PRONNESS

Q.2. Write down any two questions of the following.

15 Marks

- A. Objective s of good industrial relations
- B. Methods of Control of Industrial relations
- C. Types of Fatigue
- Q.3. What is boredom? Explain causative factors of boredom.

15 Marks

Or

- Q.3 A. Describe Measures to reduce Fatigue
 - B. Determinants of workers Morale
- Q.4. Write short notes (Any two)

15 Marks

I. Characteristics of Human relations

II.Causes of Accident proneness

III.Methods of Control of Industrial relations

SEAT No.____

SARDARPATELUNIVERSITY

[647A35]

B. A. EXAMINATION VI Semester THURSDAY, 06/04/17

Session: Evening

Time: 2:00 P.M. TO 5:00 P.M.

Subject Code: UAO6FEIC24 Paper No: 24

Subject Title: Indian Constitution Part-II

TOTAL MARKS:70

પ્ર- ૧ સંઘ જાહેર સેવા આયોગના કાર્યો અને સત્તાઓ સમજાવો . Explain in detail the Powers and functions of Union Public Service Commission.

અથવા / OR

સર્વોચ્ચ અદાલતની રચના અને સત્તાઓ સમજાવો ? Explain about the composition and Powers of the Supreme court.

પ્ર-ર વિભાનસભાની રચના અને કાર્યો સમજાવો? (૧૭) Explain in detail the composition and functions of Legislative Assembly?

અથવા/OR

ચૂંટણીપંચનું સ્થાન અને ભૂમિકા વિગતે સમજાવો.? Explain in detail the position and functions of Election Commission.

પ્ર– ૩ વડાપ્રધાન નું સ્થાન જણાવી સત્તાઓ જણાવો?
Evaluate the position and powers of the Prime Minister.

અથવા/OR

કેન્દ્ર અને રાજય વચ્ચેનાં ધારાકીય સંબધો સમજાવો.? Legislative relations, between the Centre and the State.

પ્ર. ૪ ટૂંકનોંધ લખો (ગમે તે બે)

(92)

(૧) સર્વોચ્ય અદાલતનીસત્તાઓની મર્યાદાઓ Limitations of the Powers of the Supreme Court.

(ર) ભારતમાં ન્યાયતંત્રનું મહત્વ

Importance of Jurisdiction in India

(૩) રાજયસરકારની આવકના સાધનો

Sources of the State Revenue

(૪) બંધારણનો વિકાસ કરનાર પરિબળો

Elements of the development of Constitution

SADAR PATEL UNIVERSITY

T.Y.B.A. (Advanced): SEM-VI (CBCS) (REG. & NC) UA06FEP\$ 01 – Personality Development and Soft Skills-II Monday, March 27, 2017

Total Marks: 60	Time: 02:00pm to 04:00pm
Note: Figures to the right indicate marks.	
Q:1. Identify the correct answers of the following multiple chearly write the correct option.	noice based questions and
 The employers are interested in the section of a resonal and a complex section of a complex section o	
 a. Functional b. Targeted c. Combination d. Mini 3. A resume contains a brief summary of career highler. a. Chronological b. Functional c. Mini d. T 4. indicates that an additional paper has being included. 	argeted ed in the correspondence.
a. Reference Initials b. Delivery Notation c. Enclosure 5 is written as P.S. at the very bottom of a letter. a. Pastscript b. Prescript c. Presentscript d. Postscript	d. Postscript
 6. In stage of interview, company may ask the candidate two or three minutes in order to shortlist. a. Test b. Presentation c. Group Discussion d. Medical 7. 'Yours faithfully', 'yours truly' and 'yours sincerely' etc are _ 	Test
a. Signature block b. Complimentary Close c. Enclosur 8. In letter means your reader's name and address envelope.	s appear just as they do on the
a. Letterhead b. Inside Address c. Salutation 9 gives information of all branch of knowledg a. Entomology b. Evolution c. Encyclopaedia d.	d. Attention address e. Epilogue
10. One who dislikes English and England is a. Anglophile b. Ambiguous c. Ambidextrous 11. A person who is active, lively and enjoys the company of other a. Extrovert b. Introvert c. Ambivert d. None	d. Anglophobe hers is
12 is a sudden complete failure.	Debacle
a. Fallacy b. Farce c. Fluvial 14. is free of cost, without payment.	d. Fumigate
a. Gratis b. Glut c. Garrulous 15 is quite harmless. a. Ingenious b. Invincible c. Indelible d. Innocuous	d. Graminivore

	Q.2. What is Negotiation? Discuss formal and informal Negotiation.	
	OR	
	Q.2. Define Resume. Explain various types of Resume.	
	Q. 3. Explain the term "International Communication." What is the main purpose of International Communication?	15
	OR	
	Q.3. State in detail various types of Interview.	
٠	 Q.4. Attempt ANY TWO short notes. 1) Steps of Negotiation. 2) Planning an Interview. 3) The chronological Resume. 	15
•	************	

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