

Enrollment ID: \_\_\_\_\_

**Navrachana University**  
**School of Business & Law**  
**End-Semester Examination Nov.2017**  
**3<sup>rd</sup> Year BBA 5<sup>th</sup> Semester**  
**Business Planning- MG-308**

Date: 22<sup>nd</sup> Nov.2017

Marks: 40

Time: 1-00 to 3-00 pm

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**Instructions:**

- Write each answer on a **new page**.
  - Use of a calculator is **not** permitted.
  - Attempt **ANY FOUR** of the following. All Questions carry **equal** marks.
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**Q-1** What is MBO? Write its **importance and Benefits** to the organization.

**Q-2** How do you write **Business plan** for a restaurant? Write its **contents** and **explain** any one of them in details.

**Q-3** Explain Human Resource planning **process and policies** in detail.

**Q-4** Write **advantages and disadvantages** of budgetary controls as a management tool.

**Q-5** Define Break Even Point. **Find out** BEP using BEP formula in following example.

- *ABC Corporation has calculated that it has fixed costs that consist of its lease, depreciation of its assets, executive salaries, and property taxes. Those **fixed costs** add up to RS.60, 00,000 their product is the insulated water bottle. Their variable costs associated with producing the insulated water bottle are raw material, factory labor, and sales commissions. **Variable costs** have been calculated to be Rs.80 per unit. The insulated water bottle is **priced** at Rs.200 each.*
- Given this information, calculate the breakeven volume for ABC Corporation's product *insulated water bottle*, by using formula.

**Q-6** what is **operation plan** in Business Planning. Which are the **questions** you should be asking to make operation plan successful? How it **helps** the businessman to make business plan successful?

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