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S413FM

Q.P. 65346

Solution SET 1

Q1. A. Choose correct alternatives. (Any 8)

8 Marks

1) C	2) C	3) A	4) B
5) D	6) A	7) B	8) A
9) A	10) B		

Q1. B State whether the following statements are True or False (Any 7)

7 Marks

1) F	2) F	3) T	4) F
5) T	6) F	7) F	8) T
9) T	10) T		

Q2. A. Explain the Flow of business process for accounting, purchase, sales and finance? 15 Marks

Accounting Flow,

Purchase Flow,

Sales Flow,

Finance Flow

OR

Q2. B. Define BPM? Explain in brief Principles of Business Process Management? 15 Marks

Define the Term and explain the 10 Principles of BPM

Q3. A. Define E-Commerce? What are the Advantages and Disadvantages of E-Commerce? 15 Marks

Define & explain the concept, Give Advantages & Disadvantages

OR

Q3. B. What are the Strategies for Marketing, Sales & Promotion? 8 Marks

Strategies for Marketing

- Increase sales.
- Bring in new customers.
- Get existing customers to buy more.
- Introduce a new product or service.
- Increase market share.
- Better establish your brand.
- Improve customer loyalty.

Sales & Promotion Strategies

- Push Sales
- Pull Sales
- Combination

Q3. C. Explain in brief Value chains in E Commerce? 7 Marks

Concept of value Chain and five primary activities with diagram.

2
Q4. A. What is MIS? Explain Need for MIS and its Characteristics in brief?
Concept of MIS, Need and Characteristic

15 Marks

OR

Q4. B. Explain the Role of Management Information System?

8 Marks

Here are some of the important roles of the MIS:

- i. The MIS satisfies the diverse needs through variety of systems
- ii. The MIS helps in strategic planning, management control, operational control and transaction processing.
- iii. The MIS helps the junior management personnel by providing the operational
- iv. The MIS helps the middle management in short term planning
- v. The MIS helps the top level management in goal setting.
- vi. The MIS plays the role of information generation, communication, problem identification

Q4. C. What Knowledge is required for studying MIS?

7 Marks

1. Reasoning
2. Problem solving skill
3. Algorithmic knowledge (You need not be a super coder but you should know how to break problem into logical pieces and know how and where to start)
4. Understanding and hands on knowledge of at least one programming knowledge along with database.

Q5. A. What is the different function keys used in Tally software?

15 Marks

Function Keys

F1, F1, F2, F3, F3, F4, F5, F6, F7, F8, F9, F9, F10, F11, F12.

OR

Q5. Write Short Notes (Any 3)

15 Marks

1. MIS and Computer (Concept & How they are related with each other)
2. Problem in MIS (Problem in using MIS)
3. Types of Audit (Concept and Types)
4. Function of MIS (5 functions)
5. Electronic Markets