B

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EXAMINATION : APRIL – MAY 2015
FOURTH SEMESTER
Sub : Business Applications (BCA-422)

Date : 13/05/2015   Total Marks : 80   Time: 2.00 pm to 5.00 pm

Instructions:
1. *All questions are compulsory unless and otherwise stated.*
2. *Bold figures to the right of every question are the maximum marks for that question.*
3. *Candidates are advised to attempt questions in order.*
4. *Answers written illegibly are likely to be marked zero.*
5. *Use of scientific calculators, Log tables, Mollier Charts is allowed.*
6. *Draw neat and labelled diagrams wherever necessary.*

Q.1. A)   Fill in the blanks. (Solve any 5)   **(5)**
   1. _____ is a business document issued any time a sale takes place.
   2. _____ is Determination of the extent to which a sales force has met its sales objectives within the specified timeframe.
   3. _____is used when material is received in the stores.
   4. _____is the process of transporting goods.
   5. EOQ Stands for _____.
   6. _____ system is example of computer application that helps in planning and control functions of management.
   7. Inventory is_____ Consisting of goods to be used in the manufacture of products

B)   State True/False. (Solve any 5)   **(5)**
   1. A Sales Analyst is always good to know which product is selling at a particular time and where.
   2. The time-to-market process is required to integrate new technology into a firm's products and services.
   3. Dispatch function is not involves the actual granting of permission to proceed according to plans already laid down
   4. Order Processing is often a system of steps repeated to fill customer orders.
   5. Goods completed and awaiting sale are termed finished goods inventory.
   6. Inventory management system is example of Accounting application that helps in planning and control functions of management.
   7. In ABC Analysis "B class" inventory will typically contain items that account for 80% of total value, or 20% of total items.

C)   Answer the following. (Solve any 5)   **(10)**
   1. Define Sales Order Processing.
   2. What is Sales Anaylsis?
   3. What is request for quotation?
   4. List of entites used in Purchase Order Processing System
   5. What is Hotelier?
   6. What is Delivery Schedule?
   7. Which processes used in Order Acceptance procedure?

Q. 2.   Answer the following in detail. (Solve any 6)   **(30)**
   1. Draw ERD for Sales order Processing system
   2. Explain GRN in detail
   3. Design any 2 report Layout for Purchase order Processing system
   4. Explain Categories of Inventory Management System in detail

5. Explain ABC Analysis.
6. Draw CLD for Hotel management system
7. Explain check in ,stay and check out of customer
8. Explain Sales Analysis

Q. 3. **Answer the following in detail.** **(30)**
1. Draw 1st level DFD for Sales order Processing system
2. Design any 5 report Layout for Hotel management system
3. Explain Supplier Selection Process in detail.

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