

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examinations-2080
Bachelor of Travel and Tourism Management (BTTM)
Semester - III

Exam Roll No.....

Subject: Culture and Heritage Tourism in Nepal
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 435/335
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. The vernacular landscape consists of
 - a. natural and cultural resources that associated peoples define as heritage resources.
 - b. designed or laid out by a specific professional according to design principles in a recognized style.
 - c. cultural landscapes were significant for their association with a historic event, activity, or person.
 - d. the people whose activities or occupancy shaped those existing landscapes as their suitability for living.
2. is when the culture & heritage almost change & different from its original features.
 - a. Step Authenticity
 - b. Lost Authenticity
 - c. Post Authenticity
 - d. Stage Authenticity
3. There were major ruling dynasties found according to Nepalese history.
 - a. 6
 - b. 8
 - c. 10
 - d. 9
4. Widows get married to brother-in-law ismarriage system.
 - a. cross cousin
 - b. polyandrous
 - c. sororate
 - d. levirate
5. The basic elements of sustainability don't consist of.....
 - a. environment
 - b. tourism
 - c. economy
 - d. community/society
6. Which one of following kingdoms was the origin for unified Nepal?
 - a. Tanahun
 - b. Lamjung
 - c. Gorkha
 - d. Kaski
7. When people feel a longing for belonging towards a place or a destination, they are familiar with is called...
 - a. Cultural Landscape
 - b. Sense of Place
 - c. Human Perception
 - d. Cultural Identity
8. What is heritage management?
 - a. Heritage Management is to identification, interpretation, protection, and stewardship of cultural heritage in the public interest.
 - b. Heritage Management is an assessment of outcomes often depends on analyzing the status of several indicators in relation to agreed thresholds and past performance.
 - c. Heritage Management is to balancing resources with appropriate legal duties in organized form.
 - d. All of them
9. Simply, it is the formation of houses or households, how people live and make their life easier safer, and comfortable with some common thoughts & bonding is.....
 - a. settlement pattern
 - b. cultural society
 - c. community
 - d. human livelihood

10. The term "GCET" stands for
- a. Global Code of Environmental Tourism
 - b. Global Conservation Ethic for Tourism
 - c. Global Code of Ethics for Tourism
 - d. Global Cultural Ethics for Tourism
11. Which one of the following organizations is taking care of the world's Culture & Heritage?
- a. UNWTO
 - b. UNESCO
 - c. UNHCR
 - d. UNWHO
12. Who was the first ruling king of Nepal according to history?
- a. Ari Malla
 - b. Yelamber
 - c. Bhuktaman Gupta
 - d. Manadev
13. Nepal consists of..... ethnic society according to the Nepal Census 2021.
- a. 141
 - b. 123
 - c. 125
 - d. 130
14. Heritage resources don't consist of
- a. rites & rituals
 - b. human psychological
 - c. dress & cuisines
 - d. tradition & religions
15. The spiritual dimension of sense of place means the.....
- a. people's experiences, human response & people's perceptions
 - b. personal history is a person's image by experiencing the visual attributes of the locality.
 - c. relationship of people's, beliefs, experiences, perceptions & responses to the setting
 - d. none of them

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. "Discuss, in detail, heritage sites, its types, and examples. [5]
2. Discuss the major incidents & persons from Nepalese Modern history. [5]
3. Define settlement pattern. Why does migration impact cultural transformation? [2+3]
4. Give a brief account of the Terai region with the Tharu society & culture. [5]
5. What is Socio-Culture Impact? Discuss the major positive & negative impacts of tourism. [2+3]
6. Define the resources in culture & heritage and how do we take benefits from it? [3+2]
7. What is cultural landscape? Describe the various typologies. [2+3]
8. Define the term Heritage Management with its basic elements. [5]
9. What is stage authenticity? Why is authenticity important for sustainability? [2+3]
10. Write short notes: (Any TWO) [2.5+2.5]
 - a. Bahadur Shah
 - b. Heritage Cycle
 - c. Cultural Sustainability

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. What is culture as well as heritage? What step should we take to protect our culture and heritage tourism in Nepal? [10]
12. "Medieval history also defines as the golden era of arts & architectures." Discuss. [4+6]
13. Briefly discuss the ecological distribution of Nepal along with their major significance. [10]
14. What is economy in tourism? How does commoditization play the essential roles in tourism? Discuss. [5+5]
15. Explicate the major principles of eco-tourism. Illustrate the relationship of its components [4+6]

SECTION D: CASE STUDY (15 MARKS)

16. Read a **case** given below and answer the following questions

Melaka (Malacca) Gorge Town: Preserving Heritage, Cultivating Tourism

Melaka Gorge Town in Malaysia offers a captivating case study of how historical preservation and cultural richness can be harnessed to drive tourism and economic growth. Positioned along vital maritime trade routes, Melaka's history is shaped by the influence of diverse civilizations, making it a UNESCO World Heritage Site and a living testament to the region's dynamic past.

The town's success as a tourist destination is a result of careful preservation efforts. Notably, Dutch Square stands as a testament to the town's colonial heritage, housing relics such as St. Paul's Hill and the iconic A Famosa fortress. These well-preserved structures provide visitors with an immersive experience of the town's history and architectural evolution.

Cultural diversity is another key element that attracts tourists. The Baba-Nyonya heritage, an amalgamation of Chinese and Malay cultures, is showcased at the Baba-Nyonya Heritage Museum. This cultural richness extends to Jonker Street's night market, where visitors can indulge in traditional foods, arts, and crafts, creating a vibrant atmosphere that resonates with both locals and tourists.

Tourism has become an economic backbone for Melaka Gorge Town. The Melaka River Cruise, offering picturesque views of the town's landmarks from a unique perspective, has emerged as a popular attraction. The infusion of tourist dollars has contributed to the town's growth, but it has also presented challenges such as overcrowding and pressure on infrastructure.

The case of Melaka Gorge Town underscores the delicate balance between heritage preservation and tourism development. While the town thrives as a cultural and historical gem, there's a growing need for sustainable tourism management. This involves measures to mitigate the impact of visitor influx on the town's infrastructure and authenticity. By navigating this equilibrium, Melaka Gorge Town serves as a model for other destinations seeking to leverage their heritage for tourism while safeguarding their unique identity and legacy.

Questions:

- a. What is sustainability in tourism? Justify with the above case. [2+3]
- b. How could Melaka Gorge Town maintain his heritage as authentic from its history? [5]
- c. Prepare a comparative report referring to the above case for Nepalese context. [5]

THE END

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Exam Roll No.....

Subject: Tourism Products Development
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 434/334
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the *best* answers.

1.consultation is a standard tourism planning mechanism
 - a. Public
 - b. Government
 - c. Local
 - d. Central
2. Products and..... are mirror images of each other.
 - a. tastes
 - b. research
 - c. markets
 - d. visitors
3. Intangible products cannot be.....or inspected before its purchase
 - a. seen,
 - b. touch
 - c. hear
 - d. feel
4. Psychological component of tourism product is the..... the consumer derives from its use.
 - a. interaction
 - b. satisfaction
 - c. dissatisfaction
 - d. entertainment
5. The ability of a destination to attract investment in tourism products from foreign or local sources, mainly depends on both of the performance and prospects andof the tourism sector
 - a. investment climate
 - b. business condition
 - c. government situation
 - d. people mood
6. The large bulk of tourism investment needs to be undertaken by the:
 - a. private sector
 - b. public sector
 - c. local sector
 - d. foreign sector
7. A destination can establish a product development portfolio with the market research of source markets into
 - a. profile
 - b. characteristics
 - c. trends
 - d. all of the above
8. Among the different types of research required for product development, one of them is:
 - a. competitor analysis
 - b. cross-border tourism
 - c. health analysis
 - d. sanitation analysis
9. The first official hotel of Nepal is.....
 - a. Malla Hotel
 - b. Shanker Hotel
 - c. Royal Hotel
 - d. Soaltee Hotel
10. Ethnic tourism is travelling for the purpose of observing the cultural expressions of
 - a. livelihood
 - b. fashion
 - c. lifestyle
 - d. experiences

11. A system of tourism development areas is mainly based on separate and distinctive
- a. product zones
 - b. character zones
 - c. services zones
 - d. amenities zones
12. BCG matrix is a marketing planning tool that focusses mainly on
- a. pricing
 - b. promotion
 - c. product development
 - d. all of the above
13. The goal of the product planning strategy should be to achieve differentiation based on.....
- a. sustainability
 - b. satisfaction
 - c. marketing
 - d. ecotourism
14. Repositioning of new products are essentially theof new applications for existing products.
- a. discovery
 - b. invention
 - c. production
 - d. production
15. The factors influencing Tourism Product Development are
- a. technology
 - b. demography
 - c. politics
 - d. all of the above

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You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Why are stakeholder consultation and collaboration needed for product development?
2. Why should tourism strategy put emphasis on Tourism Development Areas?
3. Is it, theoretically, possible to label a product 'new' by merely altering one of the dimensions? Discuss.
4. What are the commonly accepted categories of new product developments?
5. The marketing strategy or development of a marketing plan cannot proceed without detailed understanding of the products available. Explain.
6. Classify the tourism products according to their characteristics.
7. Describe the factors influencing tourism product development.
8. What do you understand by Flagship and Hub development?
9. Explain the pre-feasibility stage while developing an investment plan.
10. How can you use Boston Consulting Group Matrix for tourism product development?

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Describe New Products according to its classification.
12. What are the main factors that determine a destination's strategic approach to the development of its tourism sector?
13. What products do countries offer and market, and how are they tailored to the needs of specific market segments?
14. "Every destination contains varieties of tourism product which are pulling factors for a tourist". How? Support your answer with a suitable example.
15. In term of tourism potentials Nepal in one of the richest countries of the world. Justify.

SECTION D: CASE STUDY (15 MARKS)

16. Read a **case** given below and answer the following questions:

Khumbu region has gone under tremendous transformation after tourism started flourishing in the region due to mountaineering and trekking activities. Economic, social, ecological, cultural and political systems have been modernized due to exposure to greater regional, national and international systems causing transfer of influence to Khumbu region from its 'modern' counterparts. The region did experience environmental crisis due to deforestation, decline of pasture and irresponsible garbage disposal but timely realization of problem and help from central government and greater international community has helped appease the gravity of problem. Thus, Sherpas of Khumbu region have been able to gain substantial economic wealth through tourism without grave cultural erosion or massive environmental degradation.

Traditionally subsistence economy of Khumbu has become highly economically dependant on external region and industrialized nations in order to sustain the tourism activities. Both demand and supply of the industry that Sherpas depend upon are externally determined as their customers are mainly international tourist and supplies required for industry is also increasingly procured from outside the Khumbu region.

Modernization seems to have hit the right targets as it has not contaminated the culture due to resilient nature of Sherpas but has brought number of positive changes like exposure to educational and health facilities and better lifestyle with continuing affirmation to Buddhist faith. Economic dependency does not pose any immediate danger either. It does illustrate incidence of successful tourism-led economic development but the region continues to face some challenges like widening income inequality and continuing environmental stress. It also faces permanent challenges due to the topographical situation of the region as physical infrastructure development continues to be challenging task.

However, drawing from the way problem of garbage was successfully mitigated, it has been proven that active participation from central government, responsible community and foreign individual can address an issue successfully. Inclusion of local people in the conservation and promotion activities of Sagarmatha National Park may address some problems of declining status of land-use. There is no doubt that tourism has played instrumental role in economic growth and development of Khumbu region and without which there would have been limited potential for economic growth due to the topographical situation of Khumbu area.

Questions:-

- a. Write about the link between international tourism and tourism in Khumbu.
- b. How is international tourism beneficial to khumbu region?
- c. What could be the reason for developing international and domestic tourism in khumbu?

THE END

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Exam Roll No.....

Subject: Sustainable Tourism Development
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 433/333
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. Which one principle of sustainable development emphasizes the fair distribution of resources and opportunities?
 - a. Integration
 - b. Equity
 - c. Conservation
 - d. Participation
2. Which stakeholders does sustainable tourism required collaboration among?
 - a. Government, industry, and local communities
 - b. Government, NGOs, and tourists
 - c. Industry, NGOs, and tourists
 - d. Government, industry, and tourists
3. Which three dimensions does sustainable development aims to balance?
 - a. Economic, social, and political
 - b. Economic, social, and environmental
 - c. Social, environmental, and political
 - d. Political, environmental, and economic
4. Which stakeholder group does participates actively in the management and conservation of natural resources ?
 - a. Government agencies
 - b. Local communities
 - c. Non-Governmental Organizations (NGOs)
 - d. Tour operators and hospitality industry
5. Which one principle of sustainable development highlights the importance of engaging local communities in decision-making processes?
 - a. Integration
 - b. Equity
 - c. Conservation
 - d. Participatory Approach
6. What is the main focus of alternative tourism?
 - a. Economic gains
 - b. Environmental conservation
 - c. Cultural commodification
 - d. Authentic travel experiences
7. Which one type of alternative tourism focuses on experiencing natural environments and biodiversity?
 - a. Nature-based tourism
 - b. Ecotourism
 - c. Rural and agro-tourism
 - d. Culture and heritage-based tourism
8. What does the term "carrying capacity" refer to in sustainable tourism management?
 - a. The number of tourists a destination can accommodate without negative impacts
 - b. The amount of revenue generated by tourism activities
 - c. The cultural heritage of a destination
 - d. The level of income inequality in a destination

9. What is the term used to describe the amount of tourism spending that leaves the local economy?
- a. Leakage
 - b. Influx
 - c. Expenditure
 - d. Revenue
10. Which one assessment process is conducted for larger-scale tourism projects to evaluate their potential environmental impacts?
- a. Initial Environmental Examination (IEE)
 - b. Environmental Impact Assessment (EIA)
 - c. Area Protection Assessment (APA)
 - d. Sustainability Impact Assessment (SIA)
11. What is the purpose of zoning in sustainable tourism management?
- a. To limit the number of tourists in a destination
 - b. To designate areas for specific land uses
 - c. To encourage mass tourism development
 - d. To exclude local communities from tourism activities
12. An example of an adaptation strategy to climate change in tourism is:
- a. expanding airports to accommodate more tourists
 - b. promoting high-carbon transportation options
 - c. developing resilient infrastructure to cope with extreme weather
 - d. ignoring the impacts of climate change on tourism
13. Economic viability in the Bellagio Principles refers to:
- a. ignoring the economic aspects of tourism
 - b. balancing economic benefits with environmental conservation
 - c. prioritizing economic growth at the expense of communities
 - d. completely focusing on environmental concerns
14. Which one global organization promotes sustainable tourism through the Global Code of Ethics for tourism?
- a. UNICEF
 - b. WHO
 - c. UNESCO
 - d. UNWTO
15. Ecolabelling in tourism refers to:
- a. certifying tourists as eco-friendly
 - b. labelling tourist attractions only
 - c. identifying products or services that meet environmental standards
 - d. recognizing only luxury accommodations

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. What is a sustainable tourism and what are its benefits?
2. Explain the concept of responsible tourism and its significance.
3. Explain the concept of stakeholder engagement in sustainable tourism planning and development.
4. Explain the social disruptions that can arise from mass tourism.
5. Discuss the economic benefits of alternative tourism in Nepal
6. How does alternative tourism promote cultural preservation?
7. Describe the economic goals of sustainable tourism management.
8. Differentiate between Initial Environmental Examination (IEE) and Environmental Impact Assessment (EIA).
9. Define sustainable tourism indicators and provide the examples of each category: environmental, economic, and socio-cultural.
10. Explain the significance of market sensitivity and demand responsiveness in the context of sustainable tourism.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Discuss the different platforms of tourism and their role in supporting sustainable tourism practices with relevant examples.
12. Discuss the different types of alternative tourism, providing examples and highlighting their unique characteristics.
13. Analyze the economic impacts of tourism on a destination. Discuss the potential benefits Explore the role of community involvement and empowerment in sustainable tourism management. How can local communities participate actively in decision-making processes and benefit from tourism?
14. Discuss the strategies and practices involved in sustainable tourism management in urban settings. Provide the examples to support your answer.
15. The Bellagio Principles offer a comprehensive framework for sustainable tourism development. Write an essay discussing the principles of economic viability, local control and decision-making, and cultural integrity. Explain the significance of each principle and how it contributes to sustainable tourism.

SECTION D: CASE STUDY (15 MARKS)

16. Read a case given below and answer the following questions:
Tourism activities have ground to a halt due to the coronavirus pandemic. After the lockdown, which began on the 11th of Chaitra in the year 2076, hoteliers granted leave to all their employees. However, the story in Sauraha, the tourist center of Chitwan, is rather unique.
Sauraha boasts 70 privately owned elephants that entertain tourists. The hotels, which had to lay off their staff following the closure of hotels and restaurants, are now facing difficulties in maintaining the elephants they have nurtured.

Bishnu Prasad Aryal, the networker at Rhino Lodge in Sauraha, laments that it has become challenging to sustain the elephants. He says, "When tourists were visiting, we could cover the expenses of the elephants, but now it's a struggle."

Aryal has raised three elephants. According to him, each elephant requires two mahouts and daily feed consisting of 20 kg of paddy, straw, and grass. Apart from medical expenses, it costs at least one lakh rupees per month.

Business owners find it increasingly burdensome to bear the expenses of the elephants with the cessation of tourist activities. Elephants need constant care, and when tourists are absent, it becomes challenging to provide for them.

This year, the Kumroz Community Forest near Sauraha has offered free grazing facilities to elephants to address the issues stemming from closures.

Elephant safari is a primary attraction for tourists in Sauraha. In 2019, 185,000 people visited Sauraha and embarked on elephant safaris. Sauraha and elephants are inseparable; some tourists come exclusively to witness these majestic creatures. There's no record of the 8,000 to 10,000 visitors who specifically came for elephant safaris.

Elephant safaris are conducted in the morning and evening, with a fee of 1,200 rupees for Nepalese and 1,600 rupees for foreigners per person for a two-hour safari in the park. Up to four people can ride one elephant.

Business owners had hoped for a resurgence in domestic tourism in Sauraha after the lifting of restrictions, which would help cover the expenses of elephant care. Hotels and restaurants that had been closed for nearly four months since July 15th have also reopened. However, tourists have not yet returned to Sauraha.

Bhattarai, the president of the hotel association, expresses, "We had hoped for an influx of domestic tourists, but those hopes were dashed as the number of COVID-19 cases surged once again."

According to the hotel association, hotels are now operating with only 25 percent of their employees, who were previously on leave. Bhattarai notes that each hotel is cleaning and preparing up to three rooms for guests.

The enthusiasm among business owners for tourists' return before the coronavirus has been severely damaged by the pandemic. In 2019, Chitwan National Park welcomed 185,000 tourists, and by March 20, 2020, 172,000 domestic and foreign tourists had visited Chitwan.

- a. What is the statement of the problem in the above case?
- b. Based on the activities in case how do you see future of tourism in Chitwan?
- c. From the sustainable perspective, what can be done for tourism? Give your recommendations.

THE END

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Exam Roll No.....

Subject: Managerial Accounting for Travel and Tourism
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 432/332
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. Which one of the following assets is quick asset?
 - a. Stock
 - b. Goodwill
 - c. Furniture
 - d. Receivable
2. Wages paid is treated as;
 - a. liability
 - b. expenses
 - c. income
 - d. assets
3. If sales is Rs. 4 Lakhs, variable cost is Rs. 1.6 Lakhs then what will be the P/V ratio?
 - a. 2.50 %
 - b. 40 %
 - c. 60 %
 - d. 15 %
4. "Once a business established, it never closes." Which accounting concept is this?
 - a. Money measurement concept
 - b. Going concern concept
 - c. Business entity concept
 - d. Realization concept
5. Which one of the following assets is a fixed asset?
 - a. Building
 - b. Bank
 - c. Equity Shares
 - d. Debtors
6. Budgets are prepared at the of the year.
 - a. Any time
 - b. last day
 - c. Middle
 - d. At the beginning
7. Loan for vehicle purchase ; is relation with.....
 - a. owner's capital
 - b. fixed asset
 - c. short term loan
 - d. long term loan
8. The total sales is Rs. 600,000, variable cost is Rs. 500,000 and fixed cost is Rs. 25,000. The sales unit is 25000. What will be the profit per unit?
 - a. Rs. 5
 - b. Rs. 8
 - c. Rs. 3
 - d. Rs. 1
9. A five-star hotel has 660 rooms in all, out of which 52 rooms are used for operational purposes, in which 8 rooms are used by the departmental managers. If 480 rooms are occupied by the guest on any day, what is the room occupancy rate?
 - a. 78%
 - b. 80%
 - c. 82%
 - d. 84%
10. What is the value of gross profit if sales Rs. 150,000, opening stock Rs, 9,000 purchase Rs. 70,000, salaries Rs, 20,000, closing stock 20,000 and wages Rs. 1,000?
 - a. Rs. 70,000
 - b. Rs. 50,000
 - c. Rs. 80,000
 - d. Rs. 90,000
11. If fixed cost is Rs. 1,000,000, sales price per unit is Rs. 500 and variable cost is Rs. 450, what is the BEP in units?
 - a. 2,000 units
 - b. 3,333 units
 - c. 5,000 units
 - d. 20,000 units

12. Which terms are recorded in Balance Sheet?
- a. Assets and Expenses
 - b. Assets and liabilities
 - c. Income and expenses
 - d. Income and Liabilities
13. "A business is totally separated from its owner." Which accounting concept is this?
- a. Money measurement concept
 - b. Going concern concept
 - c. Business entity concept
 - d. Realization concept
14. What is break - even point?
- a. High profit point
 - b. High loss point
 - c. Income equal to expenses point
 - d. Lower loss point
15. Mrs. Rita Dahal took loan from a bank as overdraft Rs.1,850,000 and the interest rate is 11 % per annum. How much interest is paid semiannually?
- a. Rs. 203,500
 - b. Rs. 101,750
 - c. Rs. 50,875
 - d. Rs. 2,053,500

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Course Code: BTTM 432/332

Full Marks: 100 Pass Marks: 50

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Mr. Ashish arrived at "Aahuntuk Hotel" at Nagarkot. He checks into a room in resort at 4 p.m. on 1st Jan 2020 at Rs. 5,500 per day plus 13% for service charges. Check out time in the hotel is 12 noon. [5]
 Calculate the amount payable by Mr. Ashish in each of the following circumstances:
- If Mr. Ashish checks out at 7 p.m. on the same day
 - If Mr. Ashish checks out at 10 a.m. on 2nd Jan 2020
 - If Mr. Ashish checks out at 6 p.m. on 2nd Jan 2020
 - If Mr. Ashish checks out at 11 a.m. on 3rd Jan 2020

2. What do you mean by Event Management? Explain the various types of events. [1+4]
3. Abhisek Travels Pvt. Ltd. provided you the following information:

Selling price per unit Rs. 5,000
 Variable cost per unit Rs. 4,200
 Fixed cost Rs. 500,000

Calculate; Profit or loss if sales Rs. 3,125,500 and Rs. 2,900,000. [3+2]

4. The following data of Nepal Clothing Pvt. Ltd of two years are given as below.

Particulars	FY 2078/79	FY 2079/80
Sales Revenue	Rs. 4,500,000.00	Rs. 6,500,000
Net Profit	Rs. 750,000	Rs. 1,350,000

Required:

- Profit Volume ratio
 - Fixed costs
 - Cost volum ratio.
 - BEP in Rs.
 - Margin of safety in Rs.
5. The following pieces of information of Suprit manufacturing are given below:

Sales revenue	Rs. 650,000
Salaries	80,000
Wages	100,000
Closing stock	250,500
Opening stock	325,000
Purchase	290,000
Carriage inward	7500

Required: Gross profit/Loss

6. The estimated cost of producing 3000 Pieces of Samosa by Aagan sweets:

- Direct Materials Rs. 8
- Direct Labour Rs 2
- Variable factory overhead Rs 1
- Fixed Overhead expenses 9,000 (i.e. Rs. 3 per piece)

- a. The same component can be purchased from market at a price of Rs. 13 per piece. If the component is purchased from the market, 50% of fixed factory cost will be saved. [4]

- b. Should the component ne purchased from the market? [1]

7. What do you mean breakeven point? Explain it in detail with a diagram. [2+3]
8. The following data of a company for the year is given:

Fixed cost Rs. 200,000
 Profit Rs. 40,000
 Profit volume ratio 60%
 Variable cost per unit Rs. 4

Required:

- a. Amount of sales made during the year [2]
 b. Selling price per unit [1]
 c. Required sales to earn Rs. 100,000 net profit [2]
9. A company has three products: Product M, Product N and Product O. The income statements of the three product lines for the latest month are given below:

Product Line	M	N	O
Sales	Rs. 442,000	Rs. 300,000	Rs. 598,000
Variable Costs	(241,000)	(175,000)	(321,000)
Contribution Margin	Rs. 201,000	Rs. 125,000	Rs. 277,000
Direct Fixed Costs	(95,000)	(90,000)	(112,000)
Allocated Fixed Costs	(99,000)	(70,000)	(120,000)
Net Income	Rs. 7,000	Rs. (35,000)	Rs. 45,000

Use the incremental approach to determine profit if product N should be dropped.

10. Explain the importance of financial statement in hospitality business. [5]

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Discuss the role and advantages of management accounting in hospitality sector especially at travel and tourism business.
12. A business provided you the following trial balance at the end of 2078/79:

Trial Balance of Prasiddha Farms Pvt Ltd.
 For the year 2078/2079

Particulars	Amount	Particulars	Amount
Machinery	800,000	Equity Share	1,200,000
Goodwill	350,000	15% Preference share	150,000
Furniture	80,000	10% debenture	100,000
Purchase	600,000	Sales	2,048,000
Opening stock	550,000	General reserve	55,000
Bills receivable	40,000	Creditors	120,000
Debtors	560,000	Bills payable	65,000
Preliminary expenses	15,000	Retained earning	202000
15% Investment	275,000		
Building	400,000		
Cash and bank	20,000		
Wages	25,000		
Insurance	5,000		
Salaries	130,000		
Rent of office	70,000		
Printing and stationery	12,000		
Selling expenses	8000		
	3,940,000		3,940,000

Additional information:

- Closing stock at the end Rs. 750,000
- Depreciate Building @ 5%, furniture @ 15% and machinery @10%
- Wages outstanding Rs. 2,000
- Insurance prepaid Rs. 3,000
- BOD decided to distribute dividend on equity share @20% on paid capital after transferring Rs. 50,000 to general reserve.

Required:

- a. Income statement for the year ended 2078/2079 [5]
b. Balance sheet as at the end of 2078/2079 [5]

13. A company presented following production quantity budget for five months;

Months	Baisakh	Jesta	Ashad	Shrawan	Bhadra
Production units	1,200	1,750	2,000	3,000	4,000

To produce the finished goods, 50 kg raw material per unit is needed. The beginning and ending inventory of raw material are estimated as under;

Beginning inventory at the starting of Baisakh was 1,500 kg and the company's policy is to maintain the ending inventory of raw material equal to 100 % of the quantity required for next month. The cost of material will be Rs. 80 per kg.

Required:

- a. Material consumption budget for 1st four months [5]
b. Material purchase budget for 1st four months [5]
14. You are appointed as a production manager of Rimal and Co. Pvt. Limited. Your company produces tourist bag. The variable cost of one piece of bag is Rs. 1,700 and it can be sold at open market at Rs. 2,200 per piece. The estimated fixed cost is Rs. 1,500,000 per year.
- a. How much piece of bag is necessary to produce to reach at breakeven point? [4]
b. Prove your solution (a) by graphical presentation. [2]
c. If the company aims to make desire profit 1,200,000.00 find the sales units and total sales amount. [4]
15. Please discuss the various accounting principles in detail. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

You got a chance to manage an event of Dashain Festival. The expected audiences will be 2,000 in total. 10 % of audiences took free pass, 30% audiences can pay full price of tickets which is Rs. 1000 per ticket. Remaining audiences are given 30% discount on their ticket price. Sponsors may support Rs. 200,000 cash. The estimated expenses are; Hall Setup 90,000, official expenses Rs. 150,000, payment to 10 senior artists Rs. 50,000 each and other misc. ell aments expenses are estimated Rs. 35,000.

- a. What should be taken into mind at the moment of event planning? [3]
b. What is the total cost of event? [3]
c. What is the total revenue from the event? [3]
d. What is the net profit or loss from the event? [4]
e. What is your view whether the event is taken or left out? [2]

THE END

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examinations-2080
Bachelor of Travel and Tourism Management (BTTM)
Semester - III

Exam Roll.No.....

Subject: Language II (Chinese)
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 431/331A
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. 你是学生吗 ?
 - a. She is a student
 - b. Are you a student ?
 - c. He is a teacher
 - d. I am a teacher
2. What is the meaning of 天气 (tiānqì)?
 - a. Hello!
 - b. How are you?
 - c. Weather
 - d. Brother
3. How do you say "I'm sorry" in Mandarin Chinese?
 - a. 对不起 (duìbu qǐ)
 - b. 谢谢 (xièxiè)
 - c. 再见 (zàijiàn)
 - d. 我爱你 (wǒàinǐ)
4. What is the Chinese word for "yes"?
 - a. 是 (shì)
 - b. 不 (bù)
 - c. 吗 (ma)
 - d. 你好 (nǐhǎo)
5. How do you say "my name is" in Mandarin Chinese?
 - a. 我的名字是 (wǒ de míngzì shì)
 - b. 谢谢 (xièxiè)
 - c. 再见 (zàijiàn)
 - d. 我爱你 (wǒàinǐ)
6. What is the meaning of 我不好 (wǒ bù hǎo).
 - a. Where are you now?
 - b. I am very good
 - c. Are you Ok
 - d. I am not good
7. What is the meaning of "你好吗 (nǐhǎo ma ?)" in Mandarin Chinese?
 - a. Hello every one!
 - b. How are you?
 - c. I am a Nepali
 - d. I am a Chinese
8. How to say "NO" in Chinese Language?
 - a. 吗 (ma)
 - b. 是 (shì)
 - c. 不 (bù)
 - d. 你好 (nǐhǎo)

9. How do you say "where is your home?" in Mandarin Chinese?
- a. 再见 (zàijiàn)
 - b. 谢谢 (xièxiè)
 - c. 你家在哪儿 (nǐjiāzàinǎr)
 - d. 我爱你 (wǒ ài nǐ)
10. How do you say "I'm from the United States" in Mandarin Chinese?
- a. 我从美国来 (wǒ cóng měiguó lái)
 - b. 我来自日本 (wǒ lái zì rìběn)
 - c. 我是英国人 (wǒ shì yīngguó rén)
 - d. 我来自法国 (wǒ lái zì fǎguó)
11. How do you say "please" in Mandarin Chinese?
- a. 不 (bù)
 - b. 请 (qǐng)
 - c. 吗 (ma)
 - d. 你好 (nǐ hǎo)
12. How do you say "thank you very much" in Mandarin Chinese?
- a. 谢谢很多 (xièxiè hěnduō)
 - b. 对不起 (duìbu qǐ)
 - c. 再见 (zàijiàn)
 - d. 我爱你 (wǒ ài nǐ)
13. How do you say "goodbye" in Mandarin Chinese?
- a. 再见 (zàijiàn)
 - b. 谢谢 (xièxiè)
 - c. 我爱你 (wǒ ài nǐ)
 - d. 对不起 (duìbu qǐ)
14. How do you say "I love you" in Mandarin Chinese?
- a. 爱你 (ài nǐ)
 - b. 没关系 (méiguānxi)
 - c. 不 (bù)
 - d. 我爱你 (wǒ ài nǐ)
15. How do you say "I don't understand" in Mandarin Chinese?
- a. 我不知道 (wǒ bù zhī dào)
 - b. 我知道 (wǒ zhī dào)
 - c. 我叫王 (小明) (wǒ jiào wáng xiǎo míng)
 - d. 什么名字 (shén me míng zì)

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examinations-2080
Bachelor of Travel and Tourism Management (BTTM)
Semester - III

Exam Roll No.....

Subject: Language II (French)
Full Marks: 100 Pass Marks: 50

Course Code: BTTM 431B/331B
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. Deux cent mille
a. 100000
b. 200000
c. 300000
d. 400000
2. Trente cinq mille
a. 25000
b. 35000
c. 15000
d. 45000.
3. 2ème
a. deuxième
b. troisième
c. cinquième
d. sixième
4. Il (s'appeler) Shyam.
a. s'appelles
b. s'appelle
c. appelez
d. appelons
5. Elle (se laver) toujours.
a. se lavent
b. me lave
c. se lave
d. lavons
6. On (se coucher) tard.
a. se couche
b. me couches
c. te couches
d. couchez
7. Vous faites vos devoirs?
a. avez fait
b. avons fait
c. as fait
d. ont fait
8. Il finit son travail.
a. avez fini
b. avons fini
c. ont fini
d. a fini
9. Tu prends mon déjeuner à 12 h.
a. j'ai pris
b. ont pris
c. as pris
d. avez pris
10. Ils lisent le journal anglais.
a. ont lu
b. as lu
c. j'ai lu
d. avez lu
11. Elle parle trois langues.
a. parlerai
b. parlera
c. parles
d. parlez

12. Ram mange le chocolat.

- a. mangera
- b. mangerons

- c. mangerai
- d. mangerez

13. Je voyage en France.

- a. voyageons
- b. voyagerai

- c. voyagerez
- d. voyageront

14. Il part très tôt.

- a. vas partir
- b. vais partir

- c. va partir
- d. vont partir

15. Vous regardez le foot.

- a. allons regarder
- b. allez regarder

- c. vais regarder
- d. vont regarder

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Semester - III

Subject: Language II (French)

Course Code: BTTM 431B/331B

Full Marks: 100 Pass Marks: 50

Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Ecrivez les nombres suivants en lettres. Write the following numbers in letter.
 - a. 1465
 - b. 1803
 - c. 16000
 - d. 4200
 - e. 90888
 - f. 20000
 - g. 7800
 - h. 80670
 - i. 52390
 - j. 8018
2. Ecrivez les ordinaux nombres. Write the ordinary numbers.
 - a. 1er
 - b. 3ème
 - c. 6ème
 - d. 8ème
 - e. 11ème
 - f. 9ème
 - g. 12ème
 - h. 7ème
 - i. 2ème
 - j. 4ème
3. Mettez les verbes à la forme qui convient. Put the verbs into suitable form.
 - a. Il (s'appeler) Ram.
 - b. Elle (se laver) toujours.
 - c. Je (se réveiller) à 8h15.
 - d. Nous (se lever) très tôt le matin.
 - e. On (se coucher) tard.
 - f. Ils (se promener) tous les soirs.
 - g. Nous (se réveiller) à 6h00.
 - h. Il (se laver) tous les matins.
 - i. Je (se coucher) très tard.
 - j. On (se promener) toujours.
4. Ecrivez ces phrases au passé composé Write these sentences in the past tense.
 - a. Il écoute la musique.
 - b. Mes parents habitent au Japon.
 - c. Il va à la banque.
 - d. Il finit son travail.
 - e. Tu prends ton déjeuner à 12 h.
 - f. Vous faites vos devoirs?
 - g. On visite Paris.
 - h. Je travaille à l'agence de voyage.
 - i. Nous mangeons des pommes.
 - j. Je lis le journal anglais.
5. Changez les phrases au futur simple. Change the sentences in the future simple.
 - a. Il parle deux langues.
 - b. Nous avons une voiture.
 - c. Il est pilote.
 - d. Sita mange le Chocolat.
 - e. Nous travaillons beaucoup.
 - f. Il voyage en France.
 - g. Elle visite le Japon.
 - h. Je vais au Canada.
 - i. Il arrive à l'aéroport.
 - j. Nous restons à l'hôtel.

6. Mettez les phrases suivantes au futur proche. Put the following sentences in the immediate future.
- a. Il étudie en France.
 - b. Elle part très tard.
 - c. Tu restes à la maison?
 - d. Tu viens chez moi ce soir?
 - e. Ils viennent ici demain.
 - f. Elles voyagent souvent en Asie.
 - g. Tu bois du thé.
 - h. Nous regardons le match.
 - i. Ils visitent la Suisse.
 - j. Demain, nous mangeons au restaurant.

7. Construisez du nom au verbe. Construction of noun from verb.
- a. travailler-
 - b. voir-
 - c. connaître-
 - d. visiter-
 - e. danser-
 - f. sortir-
 - g. répondre-
 - h. décider-
 - i. demander-
 - j. féliciter-

8. Traduisez en français. Translate in to French.
- a. She is feeling cold.
 - b. I need some money.
 - c. He is scared of dog.
 - d. He is lucky.
 - e. I am hungry.
 - f. She has a headache.
 - g. I am feeling sleepy.
 - h. He is thirsty.
 - i. We are feeling hot.
 - j. He is right.

9. Complétez avec les adjectifs démonstratifs. Complete with the adjectives demonstrations.
- a. Tu aimes maison?
 - b. Il habite avec parents.
 - c. femme est belle.
 - d. livre est noir.
 - e. valise est grande.
 - f. stylo est rouge.
 - g. chaise est petite.
 - h. amis sont sympas.
 - i. valise est lourde.
 - j. ordinateur est très cher.
10. Faites des phrases à la forme négative. Make the sentences in the negative form.
- a. Le guide parle français.
 - b. Il y a des poissons.
 - c. Tu aimes cette ville?
 - d. Le client donne son adresse.
 - e. Je travaille le dimanche.
 - f. Je lis des livres.
 - g. Vous aimez ce monument?
 - h. Les passagers identifient les valises.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

- 11. Qu'est-ce que vous avez fait hier? Ecrivez. What did you do yesterday? Write.
- 12. Qu'est-ce que vous ferez demain? Ecrivez. What will you do tomorrow? Write.
- 13. Qu'est-ce que vous allez faire demain? Ecrivez. What are you going to do tomorrow? Write.
- 14. Ecrivez dix phrases au passé composé. Write 10 sentences in the past tense.
- 15. Annoncez un itinéraire pour les touristes. Announce an itinerary for the tourists.

SECTION D: CASE STUDY (15 MARKS)

- 16. Faites un itinéraire pour les touristes pour les deux semaines. Make an itinerary for tourists for two weeks.

THE END

Mid-West University
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 Surkhet, Nepal
 End-Semester Examinations-2080
 Bachelor of Travel and Tourism Management (BTTM)
 Semester - III

Subject: Language II (Chinese)

Course Code: BTTM431A/ 331A

Full Marks: 100 Pass Marks: 50

Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Please translate the Sentences into English.
 - a. Tāshiwōdi dì (他是我的弟弟)
 - b. nǐ yào qù nǎlǐ? (你要去哪里?)
 - c. Zhù nínshēngrikuaìlè. (祝您生日快乐。)
 - d. Nǐjīntiānyǒukòng ma? (你今天有空吗?)
 - e. Nǐxiǎngbùxiǎngqùlǚxíng. (你想不想去旅行)
2. Please write your Daily Schedule in Chinese Pinyin.
3. Make the sentences of the followings word into Chinese Pinyin.

a. péngyǒu (朋友)	d. yǔfǎ (语法)
b. gǒu (狗)	e. Kě (渴)
c. è (饿)	
4. Write the given country name in Chinese Pinyin.

a. France	c. Nepal	e. Germany
b. Korea	d. England	
5. Fill in the Gap
(lái, xiě, qiánbāo, chī, shì, kàn)
 - a. Wǒmenqù -----diànyǐngba !
 - b. wèi, nǐ de ----- zàinǎlǐ?
 - c. jīntiānwǒxiǎng -----zǎo.
 - d. nǐ ----- yào le ma?
 - e. Wǒyǒují -----.
6. Write the Chinese Character of the given number.

a. 314	c. 4895	e. 3005
b. 76	d. 37528	
7. Write the Chinese character of the given English word.

a. Hand	c. Today	e. Good
b. Book	d. Fire	
8. Write the opposite word to the given pinyin word in Chinese Pinyin.

a. xiě	c. méiyǒu	e. lái
b. chī	d. lěng	
9. Write the week & month name in Chinese Pinyin.
10. Use the measure word and number to fill the gap.
 - a. Tāmǎi le ----- shū. (5)
 - b. Zhèshì ----- fēijīpiào. (3)
 - c. wǒyǒu ----- péngyǒu. (7)
 - d. lǎoshīhē ----- kāfēi. (4)
 - e. zuótiānnǐhē le ----- pǐjiǔ. (4)

