

MOCK TEST PAPER
INTERMEDIATE (NEW): GROUP – II
PAPER – 7: ENTERPRISE INFORMATION SYSTEMS AND STRATEGIC MANAGEMENT
SECTION – A: ENTERPRISE INFORMATION SYSTEMS

Question No. 1 is compulsory.

*Attempt any **four** questions from the rest.*

Time Allowed – 1½ Hours

Maximum Marks – 50

QUESTIONS

1. Answer all the following questions in brief.
 - (i) Discuss “Management Processes” and state their example.
 - (ii) Describe Role Based Access Control (RBAC) in Enterprise Resource Planning (ERP) System.
 - (iii) Discuss briefly the concept of “Virtual Memory”.
 - (iv) Define “Digital Library”.
 - (v) Explain the working of Automated Teller Machines (ATM) Channel Server? **(5 x 2 = 10 Marks)**
2. (a) A company ABC Ltd. is engaged in selling consumer goods to different categories of customers. To increase its sales, different types of discounts are offered to customers. The policy of discount is as given below:
 - i. On cooking range, a discount of 12% is allowed to dealers and 9% to retailers irrespective of the value of the order.
 - ii. A discount of 12% is allowed on washing machine irrespective of the category of customer and the value of the order.
 - iii. On decorative products, dealers are allowed a discount of 20% provided that the value of the order is Rs. 10,000 and above. Retailers are allowed a discount of 10% irrespective of the value of the order.

Prepare a flow chart to calculate the discount for the above policy. **(6 Marks)**
- (b) An Internet connection exposes an organization to the harmful elements of the outside world. As an EDP (Electronic Data Processing) operator of an organization ABC, prepare a checklist for Network Access Controls that are required to be implemented in the organization. **(4 Marks)**
3. (a) As an IS Auditor, determine a checklist for the audit of ERP system in an organization. Also, summarize the auditing aspects of ERP systems. **(6 Marks)**
- (b) A bank PQR has many branches all over India. However, the competent authority intends to bring all the branches together under one umbrella and make it centralized. For that, identify most prominently available Core Banking Software in the market. **(4 Marks)**
4. (a) Operating System security involves policy, procedure and controls that determine, ‘who can access the operating system,’ ‘which resources they can access,’ and ‘what action they can take’. As an Information Systems auditor, determine the key areas which shall be put in place by any organization. **(6 Marks)**
- (b) Recognize the application areas where the concept of Internet of Things (IoT) has been implemented. **(4 Marks)**

5. (a) "Jan Seva" is a charitable organisation that was established in 2008. It opened its current account with ABC Bank on 1st February, 2008. Following transactions were made by Jan Seva in the month of July 2012:

Date	Amount of Cash transaction
3 rd July, 2012	Rs. 5 Lakh
9 th July, 2012	Rs. 2 Lakh
28 th July, 2012	Rs. 3 Lakh

Examining the given situation, determine the liability of the reporting authority with respect to the maintaining of the record of the transaction. **(6 Marks)**

- (b) Internal Control Systems can provide an entity with reasonable assurance about achieving the entity's operational, financial reporting and compliance objectives. State the inherent limitations of Internal Control Systems. **(4 Marks)**
6. (a) Ms. Y is using Google Apps through which she can access any application, service and data storage facilities on the Internet and pay as-per-usage. Analyze which computing model is providing her these facilities. Also, determine the model's key characteristics. **(6 Marks)**
- (b) Discuss the peculiarities that must be considered while allotting a voucher number to a voucher. **(4 Marks)**

MOCK TEST PAPER
INTERMEDIATE COURSE: GROUP – II
PAPER –7: ENTERPRISE INFORMATION SYSTEMS & STRATEGIC MANAGEMENT
SECTION – B: STRATEGIC MANAGEMENT

Time Allowed – 1½ Hours

Maximum Marks – 50

All questions are compulsory. Choices, if any, are available within question.

Question 1 (Attempt any two parts)

1. (a) Explain competitive advantage.
(b) What is strategic vision?
(c) What do you understand by co-generic merger? **(2 × 2 = 4 Marks)**

Question 2 (Attempt any two parts)

2. Which of the following statements are 'correct' and which are 'incorrect'? Give reasons, in brief, for your answer:
(a) Every strategic move is the result of proactive planning.
(b) Economies of scale discourages new entrants.
(c) Human resource management aids in strategic management. **(2 × 2 = 4 Marks)**
3. (a) *Always Fit* is a company that operates in pharmacy store chains. Its stores are specialized in providing prescribed medicines, health and wellness products etc. in the country. The store chain is having surplus space which can be utilized for other purposes. Azad, a senior executive of the research and development wing in the company conceives an idea to manufacture and sell the cosmetic products for utilizing the surplus space available in the pharmacy stores.
Identify and explain the role of Azad in company. **(5 Marks)**
(b) Arena Ltd. manufactures computers that are of low in production cost, competitive price, and quality to their competitor's product. Profits and market share are declining day by day. Shreekanth, a senior executive realizes that drastic strategies have to be created for the survival of a company. After SWOT analysis by assessing the strengths and weaknesses, they come up with the conclusion that they cannot compete in the computers with the competitors. The management directs Shreekanth to act quick and develop a suitable strategic plan.
Discuss the strategy which can be opted by Shreekanth. **(5 Marks)**
(c) Mr. Banerjee is head of marketing department of a manufacturing company. His company is in direct competition with thirteen companies at national level. He wishes to study the market positions of rival companies by grouping them into like positions.
Name the tool that may be used by Mr. Banerjee? Explain the procedure that may be used to implement the technique. **(5 Marks)**
4. (a) Briefly explain the importance of strategic management. **(5 Marks)**
(b) What is strategic decision making? What are its major dimensions? **(5 Marks)**

5. (a) "Evaluating the worth of a business is central to strategy implementation." In the light of this statement, explain the methods that can be used for determining the worth of a business. **(5 Marks)**
- (b) Distinguish between cost leadership and differentiation strategies. **(5 Marks)**
6. What is strategy audit? Explain the criteria for strategy audit as given by Richard Rumelt.

Or

Define strategic change. Explain the various stages/phases of change process as propounded by Kurt Lewin. **(7 Marks)**