

**POST GRADUATE DIPLOMA IN SECURITY  
OPERATIONS (PGDSO)**

**Term-End Examination**

**December, 2012**

**MSE-005 : BUSINESS OF SECURITY**

*Time : 3 hours*

*Maximum Marks : 100*

**PART-A**

Attempt all questions. Each question carries  
2 Marks. 2x10=20

1. Top Line in a business is :
  - (a) Profit Margin
  - (b) Cost
  - (c) Total sales and Revenue
  
2. Is rural location of ATM is more threat perception than a city location. (Yes/No)
  
3. Internet security is also a threat in networking business. (Yes/No)
  
4. Security survey is never conducted prior to deployment of manpower as the premises. (Yes/No)

5. Is the magazine 'Security Today' related to Security published in India? (Yes/No)
6. 'Risk analysis' is an important step for business planning. (True/False)
7. In security business, which component is a major cost :
  - (a) Wage
  - (b) House rent
  - (c) Statutory requirement
  - (d) Operating overhead
8. Name the State in India which has not yet enacted legislations in line with the Private Security Agency Regulation Act 2005 :
  - (a) Orissa
  - (b) Rajasthan
  - (c) Maharashtra
  - (d) Gujrat
9. In tender process 'Technical Bid' is the first step for bidding. (True/False )
10. "Threat analysis" is :
  - (a) Consider full spectrum of threats like natural, criminal, accidents etc.
  - (b) Considers potential impact from a successful attack.

## PART - B

Attempt *any* 4 questions. Each question carries  
10 Marks.

4x10=40

11. What is the difference between "close tender" and "open tender" ?
12. Prepare a checklist of a Security Audit of a any manufacturing industry.
13. Write a note on various sales tool used in security business.
14. Is security audit different than the vulnerability analysis ? If yes, explain.
15. Explain major components of 'technical bid' of a security tender.
16. What is threat analysis ? Also explain its principles.

### PART - C

Attempt *any two* questions. Each question carries

20 Marks.

**2x20=40**

17. How a Recruitment process should be done for Security Personnel ?
  18. Explain the points need to consider for preparing its raising plan for a modern shopping mall.
  19. Write a brief note on CPTED.
  20. Write down the duties and responsibilities of a Unit Commander.
  21. Draw a flow chart for sales call before customer for sale of security guards.
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