

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

Term-End Examination 00975
December, 2011

MSE-005 : BUSINESS OF SECURITY

Time : 3 hours

Maximum Marks : 100

*Note : PART - A, Multiple questions and True/False.
10 questions all mandatory.*

PART - A

(10 Questions × 2 marks = 20 marks)

1. What is DSO relates to in billing and collection cycle of security business ? 2
 - (a) Days sales outstanding
 - (b) Direct sales officer
 - (c) Detail sales outstanding

2. What is top line in Business ? 2
 - (a) Total Sales and Revenue
 - (b) Cost
 - (c) Profit Margin

3. Expand acronym CPTED : 2
- (a) Crime Prevention through Environment design.
 - (b) Considers potential impact from a successful attack
 - (c) Identifies countermeasures to lower levels of risk.
4. What is 'threat analysis' ? 2
- (a) Considers full spectrum of threats like natural, criminal, accidents etc.
 - (b) Considers potential impact from a successful attack.
 - (c) Identifies counter measures to lower levels of risk.
5. In security business billing is done on the basis of : 2
- (a) Contractual Manpower strength
 - (b) Actual duty performed
 - (c) Number of days duty performed
6. In sales, prospective client is the client which is already an active client. (Yes/No) 2
7. Security Audit is conducted to eliminate the security threats by deploying well trained security guard force. (Yes/No) 2

8. Security Survey is never conducted prior to deployment of manpower as the facility/premise (Yes/No) 2
9. Threat perception of ATM site in a rural location and in a city location is same. (Yes/No) 2
10. Interviewing the key employees of the company/ establishment is a must in Security Audit. (Yes/No) 2

PART - B

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

11. Write a short note on 'threat perception' and "Vulnerability analysis". 10
12. Write a note on various sales tool used in security business. 10
13. What are the various issues need to be kept in mind during disbandment of an unit ? 10
14. How is security Audit is different than the vulnerability analysis ? Explain. 10
15. Write a short note on 'CPTED'. 10

PART - C

Attempt *any two* questions. Each questions carry 20 marks.

16. Write a business proposal letter to a new prospective client in Retail Sector. 20
 17. Prepare a raising plan of a unit in manufacturing sector having more than 150 manpower. 20
 18. Write down the training requirement of a guard force deployed of a Hospital site. 20
 19. Write down the generic threat perception of a Archeological site and a hospital. 20
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