

00626

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

Term-End Examination

June, 2011

MSE-005 : BUSINESS OF SECURITY

Time : 3 hours

Maximum Marks : 100

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- Note :** (i) *Medium is Hindi or English.*
- (ii) *Section A : Multiple choice questions/Fill in the blanks/Answer in one sentence. Total questions are 10 and all questions carry equal marks. Total marks 20*
- (iii) *Section B : Short answer questions (answer in 100 - 150 words). Total questions are 06 and attempt any 04 questions. All questions carry equal marks. Total marks 40*
- (iv) *Section C : Long answer questions (answer in 200 - 300 words). Total questions are 04 and attempt any 02 questions. All questions carry equal marks. Total marks 40*
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SECTION - A

Multiple choice questions / Fill in the blanks / Answer in one sentence. Total questions are 10 and all questions carry equal marks.

1. Name the state in India which has not yet enacted legislations in line with the Private Security agency regulation act 2005 : 2
(a) Orissa (b) Rajasthan
(c) Maharashtra (d) Gujrat

2. Write the names of two Security Magazines in India. 2

3. What is the estimated growth rate of security business in India in next Five years. 2
(a) 20 - 25 % (b) 5 - 20 %
(c) 25 - 30 % (d) 50 %

4. In tender process, the term 'Technical Bid' and 'Commercial Bid' is same. (True / False) 2

5. 'Risk Analysis' and 'Vulnerability Analysis' is same. (True / False) 2

6. Is Memorandum of Association (MOA) and Memorandum of Understanding (MOU) same. (Yes / No) 2

7. Is 'Letter of Intent' (LOI) and 'Work Order' is same. (Yes / No) 2
8. In business 'bottom line' is called : 2
- (a) Profit
 - (b) Sales Revenue
 - (c) Cost
 - (d) Expense
9. In security business, which component is a major cost : 2
- (a) Wage
 - (b) House rent
 - (c) Statutory requirement
 - (d) Operating overhead
10. What is meant by 'Employee turnover' 2
- (a) Rate of attrition
 - (b) Total employee strength
 - (c) Total deployed strength
 - (d) Revenue turn over of the company.

SECTION - B

Short answer questions (Answer in 100 - 150 words). Total questions are six and attempt any four questions. All questions carry equal marks.

1. Write a short note on 'Technical bid' in a tender process. Explain major components of 'technical bid' of a security tender. 10
2. What is the difference between "close tender" and "open tender". 10
3. Write a note on 'Threat Perception'. 10
4. Write a note on 'Sales tool and technique' used in security business. 10
5. Prepare a draft - 'Duty post Standing Order' of a main gate of a factory. Reasonable assumptions is allowed. 10
6. Prepare a checklist of a Security Audit of a Retail industry. 10

SECTION - C

Long answer questions (Answer in 200 - 300 words). Total questions are four and attempt any two questions. All questions carry equal marks.

1. Write a note on CPTED. 20
 2. Write down the duties and responsibilities of a Unit Commander. 20
 3. Prepare a raising plan of unit of a shopping mall. 20
 4. Write a note on Recruitment process for Security Personnel. 20
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