VT-Exam. April.-17-1

QP Code : 04018

(2 ½Hours)   **[Total Marks : 75**

N.B. : (1) **All** questions are **compulsory**.
     (2) **Figures** to the **right** indicate **full** marks.

1. (a) Choose the right alternative (any **eight**) :   **8**
   (i) Elimination of the government control over economic activities is known as --------------.
   (Liberalization, Privatization, Globalization)
   (ii) The Ministry of environment and forest has created information system called --------------.
   (EIS, GIS, GPS)
   (iii) The only important motive of all ------------- companies is to maximise their profit.
   (Private, Public, Co-operative)
   (iv) Human Rights are derived from the principle of ------------ Law.
   (Government, Natural, Judicial)
   (v) Indian constitution has incorporated ----------- fundamental Rights.
   (8, 7, 6)
   (vi) ------------ is recognised as the international document of Human Rights.
   (UDHR, American Declaration, French Declaration)
   (vii) Meat-eating animals are called as --------------.
   (Herbivorous, Carnivorous, Omnivorous)
   (viii) ------------ factor is related to Physical, Mental or emotional distrurbance.
   (Stress, aggression, conflict)
   (ix) ------------ is one of the causes of aggression.
   (Migration, Communalism, Urbanisation)
   (x) Maslow's theory is related to ------------.
   (Self Actualization, Stress, Agression)

   (b) State whether the following statements are **true** or **false** (any **seven**) :   **7**
   (i) Levitt introduced the concept of globalization.
   (ii) IT has made communication simple and less expensive.
   (iii) Freedom of speech and expression may also include defamation.
   (iv) John Locke was recognized as the father of modern international Law.
   (v) Natural environment provides renewable sources of energy.
   (vi) Sustainable development has three components : environment, society and economy.
   (vii) Basic human values help to improve standard of living in a society.
   (viii) Regionalism is the only cause of aggression and violence.
   (ix) Individual factors are the only causes of stress.
   (x) Causes of stress are not the same for every individual.

1

                                        [TURN OVER

2. What is meant by Globalization ? Explain the Impact of Globalization on Indian economy. 15

OR

Explain the impact of Globalization on Agriculture.

3. Explain the meaning and characteristics of Human Rights. 15

OR

Examine the concept of civil rights. Describe any five civil rights.

4. Explain the concepts of environment and ecology and their interconnectedness. 15

OR

Explain the causes of environmental degradation.

5. Explain the meaning and causes of stress. 15

OR

Write short notes on (any **three**) :

   (a) Concept of Liberalization   (b) Problem of migration

   (c) Food chain.   (d) Coping with stress

   (e) Types of conflicts

(मराठी रूपांतर)

(२ ½ तास)   (एकूण गुण : ७५)

सूचना : (१) सर्व प्रश्न अनिवार्य आहेत.

     (२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

     (३) आवश्यकता वाटल्यास इंग्रजी प्रश्नपत्रिका पाहावी.

१. (अ) योग्य पर्याय निवडा (कोणतेही आठ) :   ८

    (१) आर्थिक कृतीवरील सरकारचे नियंत्रण दूर करणे हे ---------- म्हणून आळखले जाते.
       (उदारीकरण, खाजगीकरण, जागतिकीकरण)

    (२) पर्यावरण आणि वन मंत्रालयाने -------- ही माहिती यंत्रणा निर्माण केली आहे.
       (ई.आय.एस.जी., जी.आय.एस., जी.पी.एस.)

    (३) ---------- या सर्व कंपन्यांचा महत्तम नफा मिळविणे हाच हेतु आहे.
       (खाजगी, सार्वजनिक, सहकारी)

    (४) मानवी हक्क हे ---------- कायद्याच्या तत्त्वापासून मिळालेले आहेत.
       (सरकारी, नैसर्गिक, न्यायिक)

    (५) भारतीय राज्यघटनेने -------- मुलभूत अधिकार दिले आहेत.
       (०८, ०७, ०६)

    (६) ---------- ही मानवी हक्काबाबत आंतरराष्ट्रीय दस्तावेज म्हणून ओळखली जाते.
       (यु.डी.एच.आर., अमेरिकेचा जाहिरनामा, फ्रेंच जाहिरनामा)

    (७) मांस खाणाऱ्या प्राण्यांना ---------- असे म्हणतात.
       (शाकाहारी, मांसाहारी, मिश्रहारी).

[TURN OVER

Duration: 3 Hrs.   **Maximum Marks: 100**

Please check whether you have got the right Question Paper

N. B:

1. **Figures in brackets** to the right indicate **full marks** allotted to the question.
2. **Working notes** should form **part of your answers**.
3. **All** questions are compulsory, although, there are **internal options**.
4. Use of **simple calculator** is **allowed**.

Q.1 (A) Fill in the blanks choosing the correct alternative (Any Ten)   **(10)**

1. _____ is a statement sent by the consignor to the consignee showing the details of goods sent on Consignment. (Pro-forma invoice/ Account sale/Invoice)
2. Bills Receivables dishonored are recorded on _____ side of Debtors account. (Debit/ Credit/Asset)
3. Goods sent on Consignment account is closed by transferring balance to _____ account of consignor. (Consignment Account/Goods Account/Trading Account)
4. Opening stock reserve is _____ to branch A/c in Branch Debtors Method. (Added/Debited/Credited)
5. _____ is prepared in single entry to find out credit purchases. (Debtors Account/ Cash and Bank Account/Creditors Account)
6. Cash remitted by Head office to branch is _____ to Branch A/c in head office books under Branch Debtors method. (Debited/Credited/Added)
7. Fire insurance covers a risk due to _____. (Fire /Flood/Earthquake).
8. Actual loss of stock due to Fire = Stock on the date of fire less _____. (Insurance premium/Salvage/Compensation)
9. Memorandum Trading Account is prepared to find _____ (Closing stock on the date of fire /Gross profit on the date of fire/Salvage on the date of fire)
10. If Del Credere commission is paid to consignee bad debts loss is assumed by _____. (Consignee/Consignor/Customer)
11. In calculating Fire Insurance claims undervaluation of stock needs to be brought to _____. (Market Price/Cost Price/Undervalued Price.)
12. Goods which are slow moving are called as _____ (Abnormal goods/Salvage/Claim)

Q.1 (B) State whether following statements are true or false (Any Ten)   **(10)**

1. If gross profit is 20% of sales that means it is 25% of cost.
2. Purchase Return is debited to creditors Account.
3. Consignee prepares consignment Account.
4. Debtors Account shows opening balance to the debit side of Debtors Account.
5. To find credit sales, head office prepares Debtors Account.
6. Bills Receivable dishonored are credited to Creditors Accounts.
7. Payment to Creditors can be ascertained from cash / Bank Account.

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TURN OVER

8. Average clause is applicable in case of underinsurance.
9. Stock on consignment belongs to the consignor.
10. Account sale is sent by the consignor to the consignee.
11. In Statement of Affairs method of single entry, complete records are converted into incomplete records.
12. Insurer gets compensation less than the amount of policy, in case of full insurance.

(15)

Q.2. Mr. Roy supplies you the following information:

Particulars	01.04.2017	31.03.2018
Sundry Debtors	90,000	1,05,000
Stock	75,000	85,000
Sundry Creditors	55,000	60,000
Furniture	20,000	?
Machinery	1,75,000	?

Summary of cash transactions for the year ended 31st March, 2018:

Receipts	₹	Payments	₹
Opening Balance	5,000	Creditors	1,75,000
Cash Sales	55,000	Wages	80,000
Received from Debtors	3,90,000	Salaries	75,000
Loan from Joy	50,000	Expenses	30,000
		Drawings	45,000
		Personal Income Tax	15,000
		Machinery Purchased(on 1.4.2017)	50,000
		Closing Balance	30,000
	5,00,000		5,00,000

Additional Information:

Discount Allowed were ₹ 6,000 and Discount Received ₹ 5,000. Bad Debts written off were ₹ 4,000. Depreciation is to be provided on Furniture @ 5% p.a. and on Machinery @ 10% p.a. Expenses include payment of ₹ 1,000 which relates to April, 2018.

Prepare Trading and Profit & Loss Account of Mr. Roy for the year ended 31st March, 2018 and Balance Sheet as on that date.

OR

Q.2. Mr. Omkar, a retailer of Mumbai, submits his financial position as on 31st March, 2017 and 31st March 2018 as under:

(15)

Particulars	31.03.2017	31.03.2018
Plant & Machinery	1,00,000	?
Stock (at cost)	76,500	80,000
Debtors	1,43,500	1,40,000
Cash at Bank	44,000	?
Creditors	60,000	70,000
Loan from Vijay	40,000	?

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TURN OVER

During the year ended 31st March, 2018; Mr. Omkar:
   a) Received from debtors ₹ 3,03,500.
   b) Paid ₹ 2,33,500 to creditors for goods.
   c) Repaid ₹ 10,000 of Vijay's Loan.
   d) Purchased a computer for ₹ 14,000.
   e) Withdrew ₹ 1,600 per month for domestic use.
   f) Introduced additional capital of ₹6,000.
   g) He sold goods only on credit.
   h) He spent for business expenses ₹18,000.
   i) Charge 20% Depreciate on Plant & Machinery and Computers.
   Prepare Mr. Omkar's Final Accounts by showings all yours workings.

Q.3 Hero Motors consigned on 01/07/2017, 100 bicycles to Vastu Motors of Kolhapur to be (15) sold on behalf of Hero Motors. The Cost of each bicycle was ₹1,500. Hero Motors incurred ₹1,000 on freights and insurance. Vastu Motors received the consignment on 14/07/2017 and accepted a three months bill drawn upon by Hero Motors for ₹50,000. Vastu Motors paid ₹4,000 as rent and ₹2,500 as insurance and by 31/12/2017 had sold 80 bicycles at ₹2,500 each. Vastu Motors is entitled to total commission of 5 per cent on sales including a del-credere commission of 1%. Vastu Motors sold 20 bicycles on credit and was not able to recover sales proceeds of 5 bicycles because of insolvency of the debtor.
Prepare Consignment Account and Consignee's Account in the books of Hero Motors.

OR

Q.3. Following information is available from the books of Sunny Pharmaceuticals Ltd (15) for its branch at Bangalore for the year ended 31st March 2018. The head office invoices goods to the Branch at 25% on Invoice Price. **You are required to prepare Bangalore Branch A/c in the books of Sunny Pharmaceuticals Ltd using Branch Debtors Method. Also prepare Total Debtors Account to support your answer.**

Particulars	₹
Balance as on 1-4-2017	
Branch Debtors	55,000
Stock at Invoice price	75,000
Cash- in –hand	10,000
Office furniture (Depreciated @10 % pa)	10,000
Balance as on 31-3-2018	
- Branch Debtors	?

TURN OVER

- Cash	12,000
- Stock at Invoice Price	1,25,000
- Office Furniture	?
Transactions during 2017-18	
Goods sent by H.O. at Invoice Price	2,25,000
Total Sales	2,10,500
Cash Sales	1,35,000
Cash received from debtors	55,000
Discount allowed	1,500
Bad debts	1,000
Goods returned by debtors	3,000
Goods returned by Branch to H.O (Invoice Price)	5,000
Cash received from HO for Branch Expenses :	
- Salary	12,000
-Rent and Taxes	8,000
- Sundry Expenses	15,000

Q.4 Following are the details of Mysore Branch of Majestic Trading Company for the financial year 2017-18. **(15)**

	01/04/2017 ₹	31/03/2018 ₹
Balances		
Stocks	62,000	42,000
Debtors	56,000	61,200
Cash	1,600	1,000
Transaction during the year 2017-18		
Goods sent to Branch	2,28,000	
Sales on Credit	?	
Sales for Cash	1,60,000	
Goods Returned by customers to Branch	6,000	
Goods Returned to Head Office (by branch)	7,000	
Cash Received from Debtors	1,26,000	
Expenses paid at Branch :-		
- Salaries	26,000	
- Commission	15,000	
- Rent and Taxes	15,500	
Discount to customers	2,000	
Bad Debts	800	

4

TURN OVE

Using the information given, draw up the following accounts in the books of Majestic Trading Company for the financial year 2017-18 using Stock and Debtors Method:

1. Mysore Branch stock account
2. Mysore Branch debtors Account
3. Mysore Branch Expenses Account
4. Mysore Branch Cash Account and
5. Mysore Branch P&L Account.

OR

Q.4. On 31st July 2017, A major fire broke in the premises of M/s Shalimar **(15)** International destroying stock of goods available with them. Stock having cost worth ₹5,000 could be salvaged. The Insurance policy was for ₹ 25,000.

Following information was obtained from the books of Accounts saved.

Particulars	Rs.
a. Balances as per the last Balance sheet as on 31st March 2017:	
Stock	55,000
Creditors	12,000
Debtors	20,000
b. Transactions between 1.4.2017 and 31.07.2017:	
Payment to Creditors	42,000
Receipts from Debtors	60,000
Returns inward	5,000
Returns Outward	6,000
Cash Sales	55,000
Unpaid Creditors as on 31st July 2017	40,000
Unpaid Debtors as on 31st July , 2017	55,000

All Sales are made at a profit of 33.33 % on Selling Price. **You are required to draw up a statement showing claim to be submitted to the Insurance Company.**

Q.5. Goods costing ₹ 45,000 were invoiced by Mr. Amarendra of Aurangabad to Mr. Charul **(15)** of Chandigarh. ₹ 28,125 is received as advance from Charul. Charul is to get 5 per cent commission on sales and 2½ per cent del-credere commission. Eighty per cent of the goods were sold for ₹57,000. Expenses of the Consignor were ₹3,000 and of Consignee ₹1,500; ₹300 proved bad. The account was settled by cash payment.

Prepare **Consignment Account** and **Consignee's Account** in the books of Mr. Amarendra.

OR

Q.5 On 5th June 2017 there was a devastating Fire in the godown of Welspun Ltd. (15)
Following details were available from the books that were saved.

Particulars	₹
Stock on 1.4.2016	75,000
Purchases from 1.4.2016 to 31.3.2017	2,30,000
Purchases from 1.4.2017 to 5.06.2017	23,000
Sales from 1.4.2016 to 31.3.2017	3,60,000
Sales from 1.4.2017 to 5.06.2017	36,000
Stock on 31.3.2017	60,000
Wages from 1.4.2016 to 31.3.2017	21,400
Wages from 1.4.2017 to 5.06.2017	5,200

The salvage amounted to ₹ 3,200. Company spent ₹ 1,640 as firefighting Expenses. The
sum assured by Insurance Company was ₹ 60,000. The Policy bears an Average Clause.
You are required to compute the claim to be filed with the Insurance Company.

Q6 A) What is single entry system? Enumerate the steps in finalizing accounts in
conversion method of single entry.
Q 6 B) State the Accounting Methods of Dependent Branches. (10)
(10)

OR

Q 6 Write short notes on any four of the following: (Any FOUR)
(20)
1. Calculation of Fire Insurance Claims.
2. Proforma Invoice in consignment.
3. Goods invoiced to branches at higher price.
4. Debtors and Bills Receivables Account.
5. Consignment Account.
6. Stock Debtors Method of Branch Accounts.

****

TURN OVER

Q.P. Code :32072

[Time: Three Hours]   **[Marks:100]**

Please check whether you have got the right question paper.

N.B: 1. Question.No.1 is compulsory.
        2. Figures to the right indicate **full** marks.

Q. 1   A. Explain the following terms in 2 – 3 sentences: (**Any Five**)   10
            1. Closed questions
            2. A report
            3. Agenda
            4. Bulletin
            5. Consensus
            6. Quorum
            7. Meeting
            8. Interview

        B. Match the following: 05

A		B	
1.	Decisions taken at meeting	a.	Selection interview
2.	Conference	b.	Resignation
3.	Promote sales	c.	Resolutions
4.	WASP Technique	d.	Discounts
5.	Exit interview	e.	Keynote speaker

Q.2   Write short notes on (**Any Four**):-   20
        a. Grievance interview
        b. Role of the participants in a meeting
        c. Appraisal interview
        d. Webinar
        e. Advantages of meetings
        f. Preparation to be made by candidate before a selection interview.

Q.3   Answer the following questions: (**Any Two**)   20
        1) Define 'Committee'. Discuss the advantages and disadvantages of Committees?
        2) What is a Conference? What are the preparations to be made for holding a conference?
        3) Define 'Public Relations'. Discuss the various measures for promoting Internal PR.

BA2FAD5BCD33A799A83AA3019E4CF5ED

Q.4   Draft the following letters (**Any Four**)   20

1) Your college needs to replace the water filter cum coolers in the premises. Write a letter of Inquiry to Cool Guard Technology Solutions, Mumbai.

2) Ms Reema bought a food processor by paying rupees 3000. The food processor makes alarming noises while grinding. Draft a complaint letter to ABC Electronics on behalf of Ms. Reema.

3) Draft a sales letter for the promotion of **any one** of the following:
A) Smart phone   B) Hair oil

4) Write a petition in the form of a letter to be presented to the District Consumer Forum about a refrigerator which has turned out to be a defective piece that you bought from much advertised Topsy Turvy Electronics, Malad who ignored all your complaints.

5) Your application for an educational loan is not processed despite you having completed all the formalities of XYZ Bank, Mumbai. Draft a RTI petition to question the delay.

Q.5   1) A manufacturing company of Ayurvedic beauty products from Himachal Pradesh wants to   10
set up a sales counter at Viva Salon, Pune. Draft a business proposal to be submitted to the Manager.

OR

10

2) As the Chairperson of the Committee that has been appointed to investigate the causes of decline in sales at Premier Industries Ltd., draft your report with a covering letter.

Q.6   Draft the Notice and Agenda of the 2nd AGM of Micro – Cell Software Solutions Pvt. Ltd., New   10
Delhi. Also draft the following Resolutions –
1) Approval of the Annual Report
2) Appointment of the company Treasurer

Q.7   Summarize the following passage and give a suitable title:
There are absolutely no two answers possible for this question. Is plastic bad for environment? In fact, it is one of man's worst inventions. When plastic was invented, it was looked upon as a wonder invention because of the innumerable usages it lent itself to. However, it soon became apparent that plastic has one highly negative quality that wiped out the advantages of all its uses. Plastic is non – biodegradable. This means that waste plastic cannot be turned into any other substance that is eco – friendly. You can burn tonnes and tonnes of plastic in the most advanced incinerators and all that remains is plastic. It doesn't change into anything else, as all other inventions do. Paper burnt turns into ash, but not plastic. Glass can melt and be re – formed as other glass products. But Plastic burnt cannot be used to form any kind of product. Hence, plastic waste contributes dangerously to environment pollution.

Here are some of the ill effects of having plastic for daily use. Thin plastic bags reach the drainage system and this causes clogging, especially during the rains. If too much plastic ends up in a lake or a pond, it creates a layer that denies oxygen to everything below so that no plant or animal life can survive in that water body. Plastic causes water pollution, as well as pollution of the soil. Hence plastic must be done away with, completely. Before plastic was invented, man had all the alternatives possible, so why have plastic at all?

FYBom - EVS
FYBCom Sem-II Regular & ATKT
Examination April-2018
Sub:- EVS

Q.P. Code :32366

[Time: Three Hours] [Marks100]

Please check whether you have got the right question paper.

N.B: 1) All questions are compulsory
2) Draw diagrams and maps wherever necessary
3) Figures to the right indicates full marks
4) Attach the map to your answer paper

Q.1 A) On the outline map of Mumbai supplied to you, mark and name the following. 10
     a) Mahim creek
     b) Powai lake
     c) A beach in Mumbai
     d) An area of mangrove vegetation
     e) A nature park
     f) A religious place
     g) A site of noise pollution
     h) Malbar hill
     i) Most polluted river
     j) Any one dumping yard

    B) Mark and name the following on the outline map of konkan supplied to you. 10
     a) Ratnagiri district
     b) A fort in sindhudurg district
     c) An atomic power station
     d) A hill station
     e) A beach in palghar district
     f) Fruit and vegetable market in thane district
     g) Vasai creek
     h) Any one flood prone area
     i) A site of land slide
     j) Any one hot spring

Q.2 A) Describe different sources of waste with examples 10
    B) Explain the impact of waste on environment 10
          OR
    C) State the role of citizens in waste management in urban and rural areas 10
    D) Discuss the efforts made by MCGM in solid waste management 10

1

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12

Q.P. Code :32366

Q.3   A)   What is land degradation? What are the causes of decline in agricultural productivity?
        B)   Explains the different environmental problems related with industry.
                        OR
        c) What is malnutrition? State its causes and effects.
        d) what do you know about green consumerism?

Q.4   A) discuss the positive and negative impact of tourism an environment.
        B) Elaborate the new tourism policy of government of India.
                        OR
        C) explain the challenges for development of tourism in India
        d) Discuss various new types of tourism developed in India?

Q.5   A)explain the concept, need and significance of environmental management
        B) write notes on:
            i) carbon bank and carbon credit
            ii) ISO 14000
                      OR
        C) Briefly describe 'chipko movement' and 'save Narmada movement'
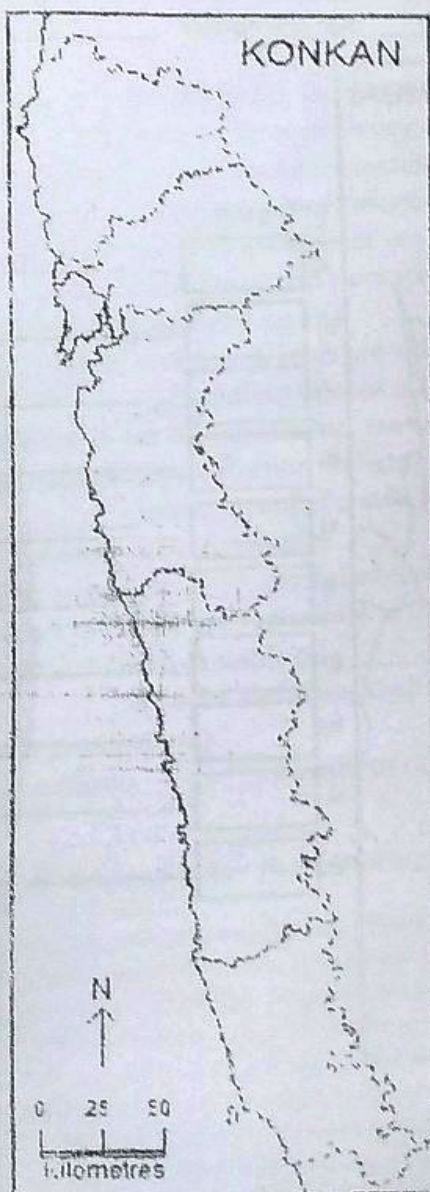   D) What is geospatial technology?
            Explain its importance.

2

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Que. 01 B   Seat Number _____ Sign of Invigilator : _____

KONKAN

Legend :-

a) ☐   — _____

b) ☐   — _____

c) ☐   — _____

d) ☐   — _____

e) ☐   — _____

f) ☐   — _____

g) ☐   — _____

h) ☐   — _____

i) ☐   — _____

j) ☐   — _____

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kilometres

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3

32366

Que 01 A   Seat Number _____   Sign of Invigilator _____
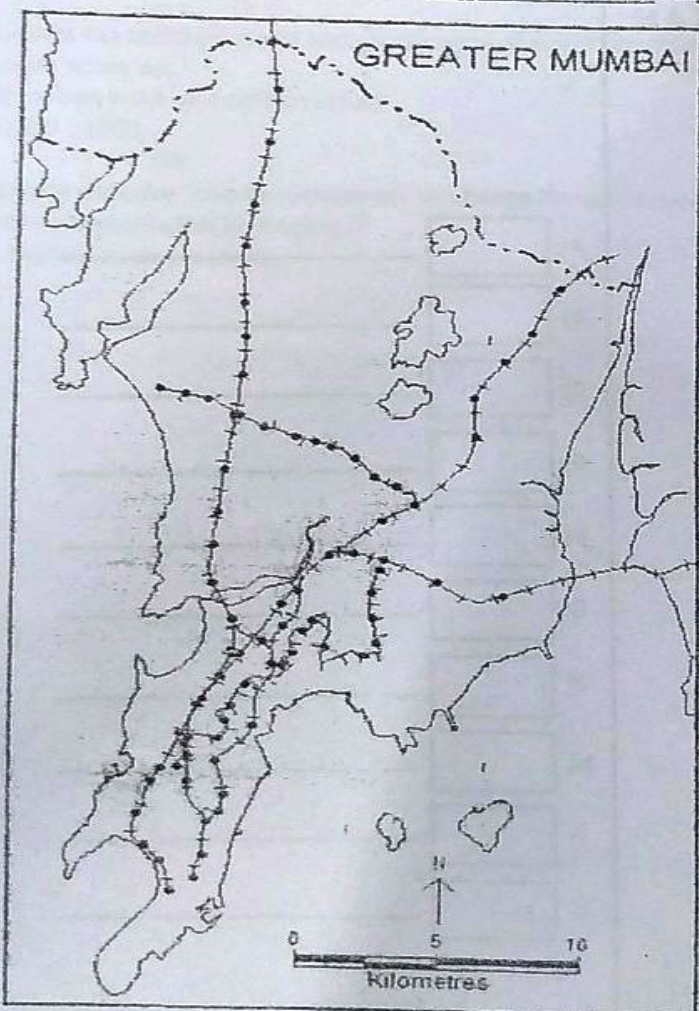
GREATER MUMBAI

Legend -

a) [ ] _____
b) [ ] _____
c) [ ] _____
d) [ ] _____
e) [ ] _____
f) [ ] _____
g) [ ] _____
h) [ ] _____
i) [ ] _____
j) [ ] _____

0   5   10
Kilometres

3

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FYBCom- Commerce -II
FYBCom Sem-II Regular & ATKT
Examination April-2018
Sub - Commerce-II

Q.P. Code: 31726

[Time: Three Hours]   **[Marks: 100]**

N.B - 1. All questions are compulsory.

2. Figures to the right indicate full marks.

3. Answer to each question must begin on a new page.

Q.1 A) Fill in the blanks with the appropriate option given in the bracket: (any 10)   **(10)**

1. A doctor must be physically present at the time of treating the patient, it is a feature of _____ in service. (Inconsistency / Inseparability / Intangibility)
2. Services are _____(durable/storable/perishable)
3. Services are _____ in nature (tangible/intangible/retangible)
4. A special gift given to a consumer is a _____level of service product. (Basic/ Core/Augmented)
5. _____is an example of non store retail format in India (Electronic retailing/ Hypermarts/department stores)
6. The extent to which customers are willing to accept variations in service performance is called the zone of _____(handling/tolerance/behavior)
7. If service is not delivered as per the expectations of the consumer, it is termed as _____ (satisfaction /dissatisfaction /delight)
8. _____ management of a mall involves managing the footfall inside and outside the mall (Zoning/Traffic/Ambience)
9. C2C stands for _____ model of ecommerce (court to Consumer / consumer to Consumer / company to Company)
10. McDonald is an example of _____(franchising/merger/venture)
11. _____ is one of the major challenge for logistics in India (warehousing/government policy/agriculture)
12. Ecommerce _____ the cost of operating the business (reduces/increase/does not impact)

B) State whether the following statements are true or false: (any 10)   **(10)**

1. Service performance varies across at different times.
2. Marketing of services is very easy due to its features.
3. It is very difficult to bring in tangibility in services.
4. FDI in retailing helps to increase the inflation in the market.
5. There are less number of career opportunities available in retail sector
6. Retail in India is observing an increase in the number of malls opening in major parts of the country.
7. ATM card offers only cash withdrawal facility to the bank customers.
8. To access online banking account, the customer needs to go to the bank's website.
9. Logistics in India do not face any challenges with regard to infrastructure
10. Foreign banks have large number of ATM's in India

11. B2B model of ecommerce involves business between business and the buyer
12. Currently the major part of Indian population does not buy online due to lack of internet penetration.

(15)

Q.2 Answer any Two of the following:

a) Define Services. Explain its scope.

b) Explain the elements of marketing mix for services.

c) Describe the steps involved in the process of service delivery.

(15)

Q.3 Answer any Two of the following:

a) Describe various types of store formats of retail in India.

b) What are the survival strategies adopted by unorganized retailers in India?

c) Discuss certain points of arguments in favor of Foreign Direct Investment in retailing in India.

(15)

Q.4 Answer any Two of the following:

a) What is Enterprise resource planning? Explain its merits.

b) What is the difference between a credit card and a debit card?

c) What is Business Process Outsourcing? Explain its merits.

(15)

Q.5 Answer any Two of the following:

a) What is E-Commerce? Explain various challenges faced with reference to transition to ecommerce.

b) What are the limitations of Business to Consumer (B2C) model of E-commerce?

c) Explain various functions of Ecommerce.

Q.6 Write short notes on: (any 4)

(20)

a) Importance of Service sector in Indian economy.
b) Organized and unorganized retailing
c) Elements of Logistics
d) Features of Ecommerce
e) Marketing Research
f) Internet Banking

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[Time: Three Hours]   [Marks:100]

N.B:
1.   All questions are compulsory.
2.   All questions have internal choice.
3.   Draw neat diagrams wherever necessary.
4.   Use of simple calculator is permitted.
5.   Figures to the right indicate full marks.

Q.1) A)   Select the best answer from the given options and rewrite the statement. Any Ten:-   10

i.   Demand for a product of a firm in perfect competition is _____
   a.   relatively elastic   b. unitary elastic
   c.   perfectly elastic   d. relatively inelastic

ii.   In the short run to stay in business, the firm must cover _____
   a.   total cost   b. fixed cost   c. variable cost   d. normal profit

iii.   Under imperfect competition _____
   a.   there is necessarily one producer
   b.   individual sellers have no control over the price of the goods or services they produce
   c.   individual sellers have control over the price of the goods or services they produce
   d.   none of the above

iv.   If we were examining a market that had three producers, use would call that market _____
   a.   perfect competition   b. monopoly
   c.   monopolistic competition   d. oligopoly

v.   Monopolistic competition resembles perfect competition in _____
   a.   there are substitutes for products
   b.   there are many firms
   c.   entry and exit is easy
   d.   all of the above

vi.   In a monopolistically competitive market the number of firms is _____
   a.   few   b. large   c. one   d. two

vii.   Price discrimination will _____
   a.   lead to higher price
   b.   occur when the same product is sold to different buyers at different prices
   c.   result in firms charging the same price to all consumers.
   d.   both a and b

viii.   _____ qualify for multiple product pricing.
   a.   Printer and computer
   b.   Pen and paper
   c.   Jewellery and watches
   d.   All of the above

ix.   Price discrimination is possible when _____
   a.   markets are separated by distances
   b.   there is perfect competition
   c.   both a and b
   d.   neither a nor b

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x. Capital investment decisions are irreversible because _____.
    a. the expenditure is very large
    b. the expenditure is very small
    c. investment is done by the government
    d. none of the above

xi. _____ does not apply to the payback period method.
    a. Helps in ranking of profits
    b. Reduces uncertainty associated with returns
    c. Is expressed in number of years
    d. Does not consider time value of money

xii. The value expected to be achieved from the amount invested is known as _____.
    a. internal rate of return   b. net present value
    c. payback period   d. replacement investment

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Q.1) B) **State whether the following statements are True or False.**
   i. A firm is a price taker under perfect competition.
   ii. The demand curve of a firm in perfect competition is horizontal.
   iii. A monopolist never makes losses in the long run.
   iv. A monopolistically competitive firm does not need to advertise its product.
   v. Price under monopolistic competition would be higher due to advertising cost.
   vi. Price rigidity is an important characteristic of oligopoly.
   vii. Transfer pricing is used when subsidiaries of a firm transact with each other.
   viii. Price discrimination is practiced by a monopolist.
   ix. Under marginal cost pricing, price is determined on the basis of fixed cost.
   x. Capital budgeting decisions do not affect the profitability of firms.
   xi. When NPV is negative, the project is accepted.
   xii. Payback period method is based on the principle of discounting.

Q.2)   Attempt A and B OR C and D:-
   A) What are the characteristic features of perfect competition?   8
   B) Explain equilibrium of a monopoly firm earning supernormal profit in the short run.   7
                                    OR

   C) What is monopoly? Describe its features.   8
   D) Read the paragraph below and answer the following questions:-   7
      The market for wheat in Timbuktu has a large number of buyers and sellers. The quality of wheat is homogeneous. There is free entry and exit and there is no government intervention.
      i.   Name the market structure being described in the paragraph above.
      ii.   Describe the characteristic features of the market identified by you in question(i)

Q.3)   Attempt A and B OR C and D:-
   A) Write an explanatory note on product differentiation.   08
   B) Explain Paul Sweezy's kinked demand curve model.   07
                                      OR

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C) Describe various forms of price leadership. 08
D) Read the paragraph below and answer the following questions:- 07
A shampoo manufacturer is aware of many competing brands of shampoos both of local firms and MNCs. He uses advertisements with the most popular firm stars to promote his product. When other competitors come up with different varieties of shampoos he also introduces different varieties of his product or changes the packaging to make it more attractive. He prefers to spend on advertising and a good sales department than risk a price war.
    i.   Name the market structure being described in the paragraph above.
    ii.   Describe the characteristic features of the market identified by you in question (i).

Q.4) Attempt A and B OR C and D:-
A) Discuss the conditions under which price discrimination is possible. 08
B) Write a note on marginal cost pricing 07

OR

C) Explain the multiple product pricing method. 08
D) i) Discuss the merits and demerits of the full cost pricing method. 07
   ii) Assuming a desired mark up of 12% if average variable cost is Rs.45 and the average fixed cost Rs.20, calculate the full cost price of product M of the firm Maxxer.

Q.5) Attempt A and B OR C and D:- 08
A) What is capital budgeting? Explain the steps in capital budgeting. 07
B) Write a note on Internal Rate of Return.

OR

C) Explain Net Present Value Method of project evaluation. 08
D) In the following table are four projects with the initial investments and annual cash flows. 07
Calculate the payback period for each project and rank the project.

Project	Initial Investment	Annual Cash Flow
A	60,000	15,000
B	40,000	8,000
C	30,000	15,000
D	20,000	20,000

Q.6) Attempt A and B OR Write short notes on any four.
A) Analyze the short run equilibrium of firms in perfect competition under conditions of differential cost. 10
B) Discuss the role of advertising highlighting its advantages and disadvantages. 10

OR

Q.6) Write short notes : (Any **Four**) 20
  i. Sources of monopoly power
  ii. Cartels
  iii. Distinction between oligopoly and monopolistic competition
  iv. Degrees of price discrimination
  v. Transfer pricing
  vi. Significance of capital budgeting

08
07

TURN OVER

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[Time: 3 Hours]   [Marks: 100]

Please check whether you have got the right question paper.

N.B: 1.   All questions are Compulsory.
  2.   In each question, attempt any four sub-questions out of the given five sub-questions.
  3.   Each questions carries 20 marks. Each sub-questions carries 5 marks.
  4.   Use of a simple calculator is allowed.
  5.   Use of a scientific calculator, digital diary or a phone is NOT allowed.
  6.   Graphs must be drawn on the graph paper provided.

SECTION I

1. Attempt **any four** from (A), (B), (C), (D) and (E):

(A) Find the derivative of y with respect to x: 05

  i. $y = 6(x^5) + \log 90 + 2(4^x) + e^x$

  ii. $y = (\log x + x)(5x^5 + 55)$

(B) The Total Revenue R for quantity D is given by $R = 100\, D - D^2$. Find the Total   05
Revenue, the Average Revenue and the Marginal Revenue when D = 10.

(C) The total cost function is given by $C = x^2 - 10x + 525$. Find x for which the total cost   05
is minimum. Also find the minimum total cost.

(D) Find the elasticity of demand for demand function $p = 80 - D^2$ when D = 2.   05

(E) The demand function and the supply function for a commodity are given by $D = 400 -$ 05
p^2 and $S = 100 + 2\,p^2$ respectively. Find the rate of change in demand with respect to
price at the equilibrium price.

2. Attempt **any four** from (A), (B), (C), (D) and (E):

(A) Find the compound interest and the accumulated amount after 4 years of a principal   05
sum of ₹ 20,000 at 8% p.a.

(B) Mr. Khanna needs ₹ 40,00,000 for his new business after 3 years. He wishes to put   05
aside some money now in a bank giving 9% compound interest p.a., so that after 3
years he would get the required amount. How much should he put aside now?

(C) What sum should be set aside at he end of each year for 4 years, at 10% p.a. compound   05
interest, to replace a machinery which is expected to cost ₹ 50,00,000 at that time?

(D) Find the present value of an immediate annuity of ₹ 10,000 per year for 3 years with   05
interest compounded at 6% p.a.

(E) A loan of ₹ 30,000 is to be returned in 4 monthly instalments at the rate of 12% p.a.   05
compounded monthly. Find the EMI using the reducing balance method.

SECTION II

3. Attempt **any four** from (A), (B), (C), (D) and (E):

(A) If the Rank correlation coefficient is $\frac{2}{3}$ and $\sum d^2 = 55$, then find the number of pairs of   05

observations (Assume that no rank is repeated.)

(B) Given that means of two variable X & Y are 6 and 8 and their variance are 25 and   05
169 and coefficient of correlation is 0.53 find likely value of y when x = 102

Turn Over

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(C) Calculate Product moment correlation coefficient from the following data.   05

x	6	2	10	4	8
y	9	11	5	8	7

(D) The regression equation of y on x is 10y - 9x = - 40 and regression equation x on y is   05
$10x - 4y = 80$. Find

    i) $\bar{x}$ and $\bar{y}$

    ii)   Correlation coefficient (r)

x	1	2	3	4	5
y	2	5	3	8	7

(E) Define 'Regression' why there are two regression lines? Under what condition can   05
there will be only one regression line?

4.   Attempt **any four** from (A), (B), (C), (D) and (E):

(A) Compute the seasonal indices for the following data using simple average method.   05

Year	Quarter			
	I	II	III	IV
2005	55	53	57	51
2006	56	55	60	53
2007	57	56	61	54

(B) Construct Index Number by weighted aggregative method.   05

Commodity	Price		Weight
	2000	2014	
A	200	285	12
B	1600	2000	4
C	800	800	8
D	520	540	6

(C) Find three yearly moving average from the following data.   05

Year	2002	2003	2004	2005	2006	2007	2008
Productions	19	24	25	21	24	26	25

(D) Find fishers Index number from the following data.   05

Commodity	Current year		Base year	
	Price	Quantity	Price	Quantity
A	3	30	2	20
B	5	20	4	15
C	6	50	3	40

(E) What is seasonal variation? Explain briefly with examples.   05

5. Attempt **any four** from (A), (B), (C), (D) and (E):

(A) A student calculates mean as 5 and variance as 9 for a Binomial distribution.   05
Is his calculation correct? Justify.

(B) If x has a Poisson distribution with parameter m such that $P[x = 3] = P[x = 4]$ 05

Find $P[x \geq 3]$,

$\left[e^{-4} = 0.0183 \right]$

(C) If Random Variable $X \sim N(4, 25)$ then find $P[x \leq 4]$.   05

(D) The company having 5000 workers whose wage distributed normally with average
wage ₹ 800 with S.D. of wage ₹ 200 find the no of workers getting wages above 1000.
[Area between Z = 0 and Z = 1 is 0.3413].   05

(E) Write the p.m.f of Binomial distribution and its properties.   05

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