**CODE:**                    *Duration: 3 hours*                    ***Marks: 100***

*Instructions :- (1) All questions are compulsory having internal Options.*
*(2) Figures to the right indicate full marks.*
*(3) Use of simple calculator is allowed.*
*(4) Working notes are forming part of answers*

**Q:1**   **A)**  **Choose the correct answer from the options given below (Any 10)**                    **10**
1) Which of the following item is not recorded on credit side of Debtors Account
    a) Total Cash collected from debtors    b) Sales Returns
    c) Discount allowed                      d) Purchase Return
2) To find out Net Credit sales, ........................ account is prepared
    a) Debtors Account                       b) Creditors Account
    c) Bills Payable Account                 d) Stock Account
3) If Building (closing) Rs.100,000, Land (opening) Rs. 100,000, Creditors (opening) Rs.10,000 then opening capital
    a) Rs. 190,000                           b) Rs. 2,10,000
    c) Rs. 90,000                            d) Rs. 1,80,000
4) Goods sent on approval is
    a) Debited to Memorandum Trading Account    b) Credited to Memorandum Trading Account
    c) Debited to P&L Account                d) Credited to P&L Account
5) If there is average clause then
    a) Amount of claim = (Policy Amount/stock on the date of fire) X Stock lost by fire    b) amount of claim = (Policy Amount + stock on the date of fire) X Stock lost by fire
    c) amount of claim = (Policy Amount -stock on the date of fire) X Stock lost by fire    d) amount of claim = (Policy Amount/stock on the date of fire) + Stock lost by fire
6) Opening stock is Rs. 63,000 which 20% above cost. What is correct value of Opening Stock
    a) 25,400                                b) 52,500
    c) 25,500                                d) 52,400
7) What is the journal entry for following transaction in the book of consignor: Commission due to consignee
    a) Bank A/C Dr.........To Commission A/C    b) Consignor's · A/C Dr......To Commission A/C
    c) Consignment A/C Dr........To Consignee' A/C    d) No Entry
8) Consignee sends to consignor ...........
    a) Proforma Invoice                      b) Purchase Account
    c) Account Sales                         d) Invoice
9) Which of the following expenses incurred by consignor is included in value of closing stock
    a) Carriage                              b) Godown Rent
    c) Discount                              d) Bad Debt
10) Stock Reserve in relation to Opening Stock appears _____
    a) Debit side of Branch A/c              b) Credit side of Branch A/c
    c) Both side Debit or Credit side of Branch Account    d) No Effect in Branch A/c

11) Under the Debtors method, opening balance of Cash  is _____
   a) Debited to Branch A/c          b) Credited to Branch A/c
   c) Debited to H/O  A/c            d) Credited to H/O  A/c

12) If HO send goods to his Branch at 20% on Cost then the loading is ____
   a) 1/6 of Sales                  b) 1/5 of Sales
   c) 1/4 of Sales                  d) 1/3 of Sales

**Q:1   B)  State whether following statements are True or False (Any 10)**     10
   1) Trial balance is not obtained in Single Entry System.
   2) Discount allowed is recorded on credit side of Debtors Account.
   3) If closing capital is greater than opening capital, it denotes Profit, if there is no introduction of fresh capital.
   4) Fire insurance Creates profit.
   5) Salvage refers to Stock destroyed by fire.
   6) Stock for the purpose of claim should be at market value.
   7) The relationship between the consignor and consignee is that of Principal and Agent.
   8) Proforma Invoice is prepared by the Consignor.
   9) If no agreement regarding the responsibility of loss exists between consignor and consignee, the loss of goods resulting from accident, fire or theft etc. would be born by the consignor only.
   10) Under the Debtors method, opening balance of Debtors is Credited to Branch A/c.
   11) Closing stock with the consignee is shown in the balance sheet of Consignee.
   12) If del-credere commission is allowed for bad debt, consignee will debit the bad debt amount to General P & L A/C.

**Q:2   Answer (a) or (b) of the following:**     20
   a) On 15th June 2022, the premises and stock of an Anuj was destroyed by fire but the accounting records were saved from which the following particulars are available:

| Particulars | Rs. |
|---|---|
| Stock on 1.1.2021 | 1,47,000 |
| Stock on 31.12.2021 | 1,63,800 |
| Purchases for the year 2021 | 7,96,000 |
| Sales for the year 2021 | 9,74,000 |
| Purchases from 1.1.2022 to 15.6.2022 | 3,24,000 |
| Sales from 1.1.2022 to 15.6.2022 | 4,62,400 |

The stock salvaged was Rs. 10,600. Show the amount of claim. Firm's accounting year ends on 31$^{st}$ December every year. Policy amount Rs. 1,10,000.

**OR**

b) On 1st July, 2022, a fire destroyed the stock of a business Roy Traders. From the records which were saved, the following information was obtained:

|  | Rs. |
|---|---|
| Stock - on 1.4.2021 | 1,80,000 |
| Stock - on 1.4.2022 | 2,20,000 |
| Purchases - for year 2021-22 | 5,17,000 |
| Purchases upto the date of fire | 2,40,000 |
| Sales - for year 2021-22 | 6,80,000 |
| Sales - upto the date of fire | 4,00,000 |
| Manufacturing Expenses for the year 2021-22 | 84,000 |
| Manufacturing Expenses upto the date of fire | ? |

In May 2022, goods valued at a cost price of Rs. 2000 were distributed as samples. Manufacturing expenses were normally found to be constant per month. The salvaged stock was estimated at Rs.28,000. Prepare a statement showing the amount of claim. Firm's accounting year ends on 31$^{st}$ March every year.

**Q:3 Answer (a) or (b) of the following:**       **20**

a) Cube & Associates has a branch at Juhu. All the goods sent to the branch are invoiced to branch at 20% profit on sales. All expenses are reimbursed to the branch monthly, but petty expenses are incurred by the branch manager from branch cash balance. It is the custom of the branch to send all cash to the head office. Following are the details for the year ending on 31$^{st}$ March, 2023.

| Particulars | Rs. |
|---|---|
| Balances on 01-04-2022: | |
| Opening stock (at Selling price) | 45,000 |
| Sundry debtors | 27,000 |
| Petty cash on hand | 2,300 |
| Machinery | 6,000 |
| Goods sent to branch (at invoice price) | 2,40,000 |
| Goods returned to head office (at invoice price) | 3,000 |
| Goods returned by debtors | 1,500 |
| Cash collection from debtors | 95,000 |
| Cash sales | 1,50,000 |
| Credit sales | 90,000 |
| Bad debts | 150 |
| Cash sent by HO to branch for: | |
| Advertisement | 2,400 |
| Salary | 14,400 |
| Petty expenses | 1,500 |
| Petty cash expenses incurred by Manager | 1,200 |
| Stock on 31-03-2023(at Selling price) | 42,000 |

Depreciate branch Machinery @ 10% per annum.
Prepare 1) Branch Account in the books of Head Office 2) Branch Debtors Account for the year ended 31$^{st}$ March, 2023. (Follow Debtors method)

**OR**

**b)** Rectangle Ltd. having Head Office at Mumbai and a branch at Malbar Hill invoices goods to its branch at 25% on sale price. The following information is furnished:

| Particulars | (Rs.) |
|---|---|
| **Balances as on 01-04-2022** | |
| Branch stock at Invoice Price | 10,000 |
| Branch debtors | 8,000 |
| | |
| Transactions during the Year | |
| Goods sent to branch at invoice price | 60,000 |
| Goods returned by branch at invoice price | 4,000 |
| Cash sales | 28,000 |
| Credit sales | 33,000 |
| Sales returns | 4,000 |
| Cash discount allowed to debtors | 2,000 |
| Expenses paid by branch | 3,000 |
| Branch expenses paid by head office | 3,600 |
| Cash remitted to Head Office | 1,36,350 |
| **Balances as on 31-03-2023** | |
| Branch stock at Invoice Price | ? |
| Branch debtors | 7,000 |

You are required to prepare the following Ledger Accounts in the books of Head Office (stock and Debtor method):
1. Branch Stock A/c
2. Branch Stock Adjustment A/c
3. Branch Profit and Loss A/c
4. Branch Debtors A/c

**Q:4   Answer (a) or (b) of the following:**                                                      **20**

**a)** Blue Ltd of Mumbai consigned to Circle & Associates of Delhi 1,000 Mixers costing Rs.2, 500 per Mixers.  They invoice goods at 20% above cost price.  Blue Ltd paid Rs.15,000 for Insurance, Rs.35,000 for carriage.

Circle & Associates spends Rs. 25,000 on advertisement for consignment and accepted a bill for Rs.15,00,000.  Blue Ltd discounted the bill @ 12% p.a. discount for one month.

Circle & Associates sent Account sales which shows as:

       Cash sales of 600 Mixers @ Rs.3,000 each

       Credit sales of 300 Mixers @ Rs.3,200 each

Circle & Associates remitted the balance due by bank  draft after deducting his expenses and commission @10% on sales and Delcredre Commission @2%

Show Consignment Account and Circle & Associates Account in the books of Blue Ltd.

**OR**

**b)** Mr. Vishal Traders keeps his book on single entry system. The analysis of the cash book for the year ended on 31$^{st}$ March 2023 is given below.

| Receipts | Rs. | Payments | Rs. |
|---|---|---|---|
| Opening Bank Balance | 19,600 | Creditors | 245,000 |
| Debtors | 3,36,000 | Salaries | 45,500 |
| Cash Sales | 77,000 | Printing and Stationery | 17,500 |
| Capital brought during the year | 42,000 | Advertisement | 10,500 |
| Interest received | 1400 | Cash purchase | 84,000 |
| | | Drawing | 25,200 |
| | | Balance at Bank | 48,300 |
| | 4,76,000 | | 4,76,000 |

Details of other assets and liabilities are as follows:

| Particulars | 1/4/2022 | 31-03-2023 |
|---|---|---|
| Sundry Debtors | 101,500 | 123,200 |
| Sundry Creditors | 40,600 | 55,300 |
| Building | 52,500 | 52,500 |
| Computer | 8,400 | 8,400 |
| Stock | 27,300 | 39,900 |
| Investments | 35,000 | 35,000 |

Provide depreciation at 10% on Building and Computer. Prepare final account from the above information.

**Q:5** **Answer (a) or (b) of the following:**      20
  **(a)** **Answer the following:(Ten marks each)**
  **I)** Distinguish between Single Entry System and Double Entry System
  **II)** What is Consignment? State its Features and Advantages.

                        **OR**

  **(b)** **Answer the following:(any four) (Five marks each)**
  **I)** Bills Receivable Account
  **II)** Account Sale
  **III)** Debtors Method of Branch Account
  **IV)** Computation of Claim in Fire Insurance
  **V)** Memorandum Trading Account
  **VI)** Fire Insurance

----------------X------------X------------X----------------

CODE:                    **Duration:3 HOURS**                    **Marks: 100**
                         [8:00 To 11:00 AM]

*Instructions:*
*1. All questions are compulsory.*
*2. Figures to the right indicate full marks.*

**Q:1  A)  Explain the following terms in 2-3 sentences (Any 5)**                    **10**

|   |   |   |   |
|---|---|---|---|
| i)   | Selection Interview | iii) | Video conferencing |
| ii)  | Notice of a Meeting | iv)  | House Journal |
| v)   | Grievance Interview | vi)  | Suggestion Box |
| vii) | Standing Committee  | viii)| A Report |

**Q:1  B)  Match the following:**                    **5**

| Column-A | | Column-B | |
|---|---|---|---|
| i)   | Decision taken at Meeting | a) | Technique for selection of a candidate |
| ii)  | Resignation | b) | Formula for writing a sales letter |
| iii) | Skype | c) | Exit Interview |
| iv)  | Group Discussion | d) | Resolution |
| v)   | AIDA Formula | e) | Video-chat |

**Q:2  Write short notes on any four of the following:**                    **20**

a) Online interview
b) Advantages of interview
c) Interviewer's preparation for conducting job interview
d) Role of Chairperson in a meeting
e) Conduct of a meeting
f) Disadvantages of meetings

**Q:3  Answer any two of the following questions**                    **20**

a) Discuss the external measures of Public Relations of an organization.
b) What is valedictory address in a Conference? Discuss the post conference activities in details.
c) Explain the various types of committees functioning in an organization.

**Q:4  Write any four of the following letters:**                    **20**

a) Write a letter of inquiry to Lovely Sports Apparels Limited enquiring about various types of men's sportswear that you wish to stock for your shop.
b) Simran Stores, Andheri has received a consignment of imitation jewelery from Rana Manufacturing Limited, Pune in a damaged condition. Write a complaint letter on their behalf.
c) Write a sales letter for the promotion of any one of the following
   (i) A Smart Watch (ii) A New Brand of Toothpaste
d) Mr Hiran Seth from Mumbai had purchased a high-end fridge from Sonal Sales Ltd. The fridge was not working properly since the beginning and required frequent repairs. During the course of repair, there was further damage in cooling of the fridge. This was brought to the notice of the company. In spite of the repeated pleas by Mr Hiran to repair the machine to the best possible extent, the company did not take action. Write a letter to the Consumer Redressal Forum seeking justice.
e) Your grandmother's pension papers were to be processed three months earlier which is getting delayed with no response from her office. Write an RTI query to the office of the Accountant General.

**Q:5**    a) Draft a business proposal to be made by 'Pro Nutritionals Limited' to be submitted to    **10**
'Stylish Fitness Centre' to start a sales counter for selling various nutritional products on their
premises on a revenue sharing basis.

<div align="center">OR</div>

b) Your Senior Manager finds that the transportation cars in the office are repeatedly found
malfunctioning. There is a doubt related to mishandling of the cars. She formed a committee
of staff to find the reasons behind it. Draft the committee's report and the covering letter for
the same.

**Q:6**    Draft the Notice and Agenda of the first Annual General Meeting of Aashish Footware Co.    **10**
Limited. Also draft the following Resolutions:
i) Appointment of a Banker
ii) Issue of Prospectus

**Q:7**    **Summarize the following passage and suggest a suitable title:**    **05**
Many parents and teachers encourage children to read books, believing it will help them develop their
language skills, particularly in English, especially in India. However, I have come to realise that this
approach does not always motivate children to read. No child starts reading at a young age with the goal
of developing language skills. Although being a voracious reader can help improve one's language, the
love of reading is not driven by the desire to improve linguistic skills.
Children enjoy being in the world of fantasy; they love to give shape to their imaginations. Reading
stories and comic books helps nurture their imagination, and the act of choosing a book they enjoy
brings them real joy. Unfortunately, some adults, including educators, fail to appreciate the value of
imagination and prioritise knowledge instead. They recommend books that fail to capture children's
interest and thus cause them to lose their interest in reading. While knowledge is crucial, as Albert
Einstein famously said, "Imagination is more important than knowledge." Recently, a young girl read a
passage from Roald Dahl's 'The Witches' and asked me a series of thought-provoking questions. If a
brief passage can encourage creative thinking, some great novels and books of different genres can
inspire curiosity in children and young students.
How can parents and teachers encourage reading habits in children? One effective way is to read and
narrate stories to the children, which sets a contagious example and motivates them to read. Many
passionate readers credit their reading habit to their parents, who showed a love for reading themselves.
To motivate children to read, it is important to find out what types of stories they enjoy and then read
those to them. Encouraging children to read on their own can also help foster a love of reading.
(298 Words) (Source: https://www.thehindu.com)

<div align="center">---------------X-------------X-------------X----------------</div>

**CODE:**         **Duration: 3 Hours**        **Marks: 100**

*Instructions :- (1) All Questions are Compulsory*
*(2) Figures to the right indicate marks.*

**Q:1**    **A)**   **Choose the correct answer from the options given below (Any 10)**     **10**

1) Services are highly _____.
   a) Perishable           b) Durable
   c) Expensive           d) Risky

2) Customer Satisfaction Surveys help in retaining _____.
   a) Employees         b) Customers
   c) Suppliers          d) Investors

3) Challenge of intangibility of service makes _____ difficult.
   a) Demonstration     b) Physical Distribution
   c) Inventory          d) Mass Production

4) _____ are the retail stores offering variety of services and merchandise organized in separate department and occupy prominent position in the heart of town.
   a) Discount stores     b) Specialty Stores
   c) General Stores      d) Departmental Stores

5) Automatic Vending Machines is a ____ retail format.
   a) Traditional        b) Outdated
   c) Store            d) Non-Store

6) In ____ floor plan, fixtures and at times walls are given a curved look.
   a) Straight         b) Diagonal
   c) Angular          d) Mixed

7) _____ Outsourcing is related to various tasks and processes about Intellectual Property Rights or Patents etc.
   a) Back Office       b) Front Office
   c) Technical Process   d) Legal Process

8) _____ indicates planning, implementing and controlling of physical flows of material from one place of origin to point of use to meet customers' needs.
   a) Warehousing      b) Insurance
   c) Logistics         d) Storage

9) Inventory Management is concerned with maintaining _____ level of inventory to need customer requirements.
   a) Lower           b) Higher
   c) Adequate        d) Maximum

10) E-Commerce permits _____ reach.
   a) Local           b) Regional
   c) National         d) Global

11) _____ is a limitation of E-Commerce
   a) Convenience in Shopping    b) Global Reach
   c) Lack of Personal Touch     d) Anytime Shopping

12) E-Commerce is a/an _____ activity.
   a) Offline          b) Organized
   c) Disorganized       d) Irregular

CODE:          **Duration: 3 Hours**          Marks: 100

**Q:1**   **B)**   **State whether following statements are True or False (Any 10)**    **10**
1) Services are separable from the person delivering them
2) Different customers possess different zone of tolerance.
3) Professional service providers make serious efforts in recruiting, training, placement, appraisal and motivation of employees
4) Organized retail outlets are mainly traditional retail outlets.
5) India has approved 25 % FDI in single brand retail.
6) In franchising agreement, the franchisor gets royalty from the franchisee.
7) BPO enables a business to focus on core activities.
8) Debit Card is easier to operate than the Credit Card.
9) ERP relies on frequent updates and is not real time.
10) Logistics facilitates Inventory Management.
11) Internet banking gives restricted banking hours.
12) Logistics in India suffers from infrastructural bottlenecks

**Q:2**   **Answer <u>Any Two</u> of the following**    **15**
   a) Define term 'Services'. What are the characteristics of Services?
   b) Describe various factors that a service provider must consider in pricing of services?
   c) Discuss strategies for managing capacity and demand of services.

**Q:3**   **Answer <u>Any Two</u> of the following**    **15**

   a) What are the survival strategies for unorganized retailing?
   b) Discuss the guidelines for store planning in context with store design and layout.
   c) Describe challenges to retail sector in India.

**Q:4**   **Answer <u>Any Two</u> of the following**    **15**
   a) Explain the concept of BPO. Enlist numerous advantages of BPO.
   b) Elaborate an impact of FDI on insurance sector in India.
   c) Define term ' Logistics'. What are different elements of Logistics.

**Q:5**   **Answer <u>Any Two</u> <u>Any Four</u> of the following**    **15**
   a) What do you mean by term 'E-Commerce'? Discuss the advantages of e-commerce to marketers.
   b) Elaborate on the benefits of B2B transactions.
   c) Discuss various challenges faced by Indian firms in transition to e-commerce.

**Q:6**   **Write short notes on <u>Any Four</u> of the following**    **20**
   a) Process of service delivery.
   b) Advantages of Franchising to Franchisee.
   c) Disadvantages of Credit Cards.
   d) Activities involved in C2C process.
   e) Advantages of online marketing research.
   f) Types of service expectations.

-----------X-------------X-------------X----------------

**CODE:**                    **Duration: 3 hours**                    **Marks: 100**

*Instructions :- (1) All questions are compulsory*
*(2) Figures to the right indicate full marks.*
*(3) Draw neat diagrams and figures wherever applicable*
*(4) Attach the Map supplement to the main answer book.*

**Q:1    A)    Mark and Name the following in the outline map of Mumbai provided to you        10**

1)    A place subject to Marine Erosion
2)    A sinking area
3)    An area of sewage & effluent discharge
4)    A National Park
5)    An area suffering from air pollution due to road transport
6)    An area having the problem of air pollution due to fisheries
7)    An area having noise pollution due to Industrial Workshops
8)    A major slum area
9)    An area of Archaeological and Historical Importance
10)    A Beach Resort

**Q:1    B)    Mark and Name the following in the outline map of Konkan provided to you        10**

1)    An area affected by Landslides and Rockfalls.
2)    A Flood affected area.
3)    An area rich in mangroves.
4)    An area facing the problem of Water logging due to Excessive Irrigation.
5)    A Non-conventional power plant site.
6)    An area having problems of Air Pollution due to Cattle Sheds.
7)    An area facing Air Pollution due to Textile Industry.
8)    An area having major problem of Noise Pollution due to Road Transport.
9)    A Pilgrimage Centre.
10)    A fort site.

**Q:2    Answer any two of the following:        20**

a)    Classify Solid Waste and elaborate on Municipal Solid Waste in detail

b)    Identify and elaborate on the need of Solid Waste Management.

c)    What is Solid Waste Management and discuss the role of MCGM in Solid Waste Management in Mumbai.

**Q:3    Answer any two of the following:        20**

a)    Deliberate on the problems linked to uneven food production and distribution

b)    Explain the causes and problems arising due to air pollution.

c)    What are the problems associated with Global Warming

**Q:4 Answer any two of the following:**         **20**

    a)   Identify and briefly discuss on the different types of tourism developed in the world.

    b)   In spite of India having rich tourism prospects, tourist arrivals in the country are not up to the mark. Discuss.

    c)   Write a short note on New Tourism Policy of India

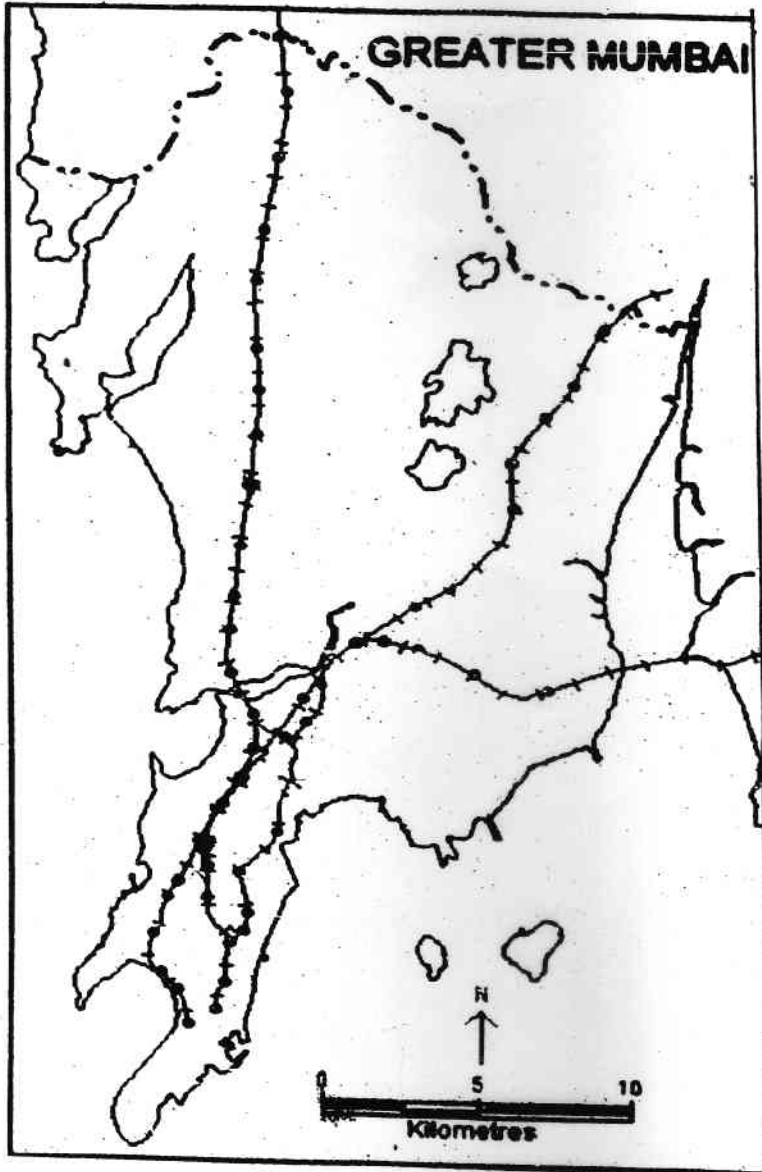**Q:5 Answer any two of the following:**         **20**

    a)   What is EIA? What are the various steps involved in the implementation of EIA?

    b)   Discuss briefly on the nature, scope and importance of environmental management.

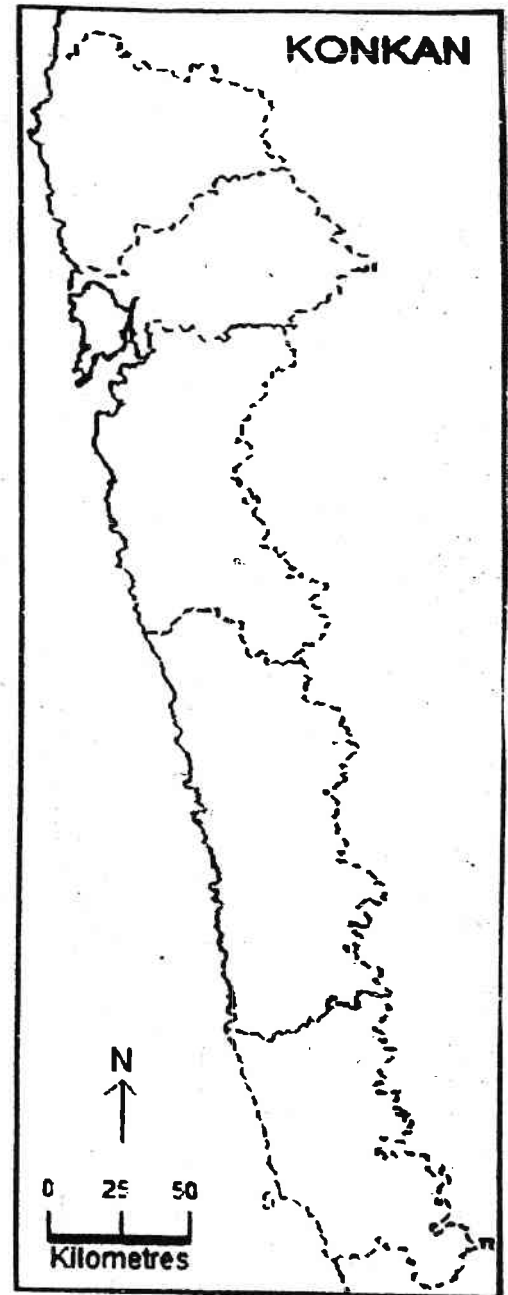    c)   Write a short note on Narmada Bachao Andolan

----------------X-------------X-------------X----------------

Q.1.A.



GREATER MUMBAI

N

0     5     10
Kilometres

Legend : -

Q.1.B.



KONKAN

N

0   25   50
Kilometres

Legend -

CODE: _____          **Duration: 3 hours**          **Marks: 100**

(8:00 TO 11:00AM)

*Instructions:-* (1) *All questions are compulsory having internal options.*
(2) *Figures to the right indicate full marks.*

**Q:1   A)   Choose the correct answer from the options given below (Any 10)**          **10**

1) Excess profit is also known as _____ profit.
   a) Sub Normal                     b) Super Normal
   c) Normal                          d) Minimum

2) Firm under perfect competition is _____.
   a) Price determinant               b) Price setter
   c) Price leader                    d) Price taker

3) Price X Quantity = _____.
   a) AR                              b) MR
   c) TC                              d) TR

4) In the long run, a Firm in Monopolistic competition will earn_____.
   a) Loss                            b) Excess profit
   c) Normal Profit                   d) Sub normal profit

5) Which of the following Market structure is characterized as having a few sellers_____.
   a) Monopoly                        b) Oligopoly
   c) Monopolistic Competition        d) Perfect Competition

6) In Monopolistic Competition, the demand curve is _____.
   a) Less elastic                    b) More elastic
   c) Perfectly Inelastic             d) Perfectly elastic

7) Under Dumping a firm's demand curve in the world market is _____.
   a) Downward sloping and less elastic    b) Perfectly inelastic
   c) Perfectly elastic               d) A kinky demand curve

8) _____is an intra firm trading of goods& services.
   a) Dumping pricing                 b) Marginal cost
   c) Cost plus pricing               d) Transfer Pricing

9) Pricing of a variety of goods produced by a single firm is called_____.
   a) Dumping                         b) Marginal cost pricing
   c) Multi product Pricing           d) Cost plus pricing

10) _____ pertains to investment decision for balancing sources of fund and use of funds.
   a) Capital Budgeting               b) Cost Budgeting
   c) Profit Budgeting                d) Outlay Budgeting

11) The payback period refers to the amount of time it takes to recover the _____.
   a) Revenue                         b) Profit
   c) Investment                      d) Discounted value

12) A Project is profitable if NPV is _____.
   a) Zero                            b) Less than zero
   c) Negative                        d) Positive

**Q:1   B)   State whether following statements are True or False (Any 10)**          **10**

1) In perfect competition, commodities are heterogenous in nature.
2) Advertising is a unique feature of monopolistic competition.
3) A firm's equilibrium output is produced at a point where MC=MR.
4) A monopolist sells a commodity which has a close substitute.
5) Demand curve of a monopolist is sloping upwards from left to right.
6) A cartel is an example of collusive oligopoly.
7) Full cost pricing ensures reasonable profit.
8) Price discrimination is not profitable if elasticity of demand is the same in different market.
9) Transfer pricing is used to determine costs.

10) Capital budgeting is also known as "Project evaluation".
11) Pay-back period method shows profitability of the project.
12) The higher the NPV the better is the project.

**Q:2   Attempt A and B or C and D:**
   A) What is Monopoly? Describe its features.                                                7
   B) Explain long run equilibrium of a firm under Perfect competition.                        8
<div align="center">OR</div>

   C) Discuss the Characteristics of a perfectly competitive market.                          7
   D) Explain firm's equilibrium under monopoly market in the long run.                        8

**Q:3   Attempt A and B or C and D:**
   A) Explain the features of Monopolistic Competition.                                       7
   B) Elaborate Paul Sweezy's Kinked demand curve model.                                      8
<div align="center">OR</div>

   C) Write a detailed note on non-collusive oligopoly.                                       7
   D) Explain short run equilibrium of a firm under Monopolistic Competition.                 8

**Q:4   Attempt A and B or C and D:**
   A) Explain the Multiple Product pricing method in detail.                                  –
   B) Explain advantages and disadvantages of Marginal cost pricing.                          0
<div align="center">OR</div>

   C) Explain briefly Full cost pricing.                                                       4
      And calculate it using following information.
      Average Fixed Cost Rs 500, Average Variable Cost Rs 100, Expected profit          3
      margin 12%.
   D) Explain the concept of Dumping with the help of diagram.                                 8

**Q:5   Attempt A and B or C and D:**
   A) Discuss the importance of Capital Budgeting.                                             7
   B) In the following table four projects with their initial investment and their annual cash inflow.   8
      Calculate the payback period for each project and select the most profitable project. Justify
      your answer.

| Project | Initial Investment (Rs.) | Annual Cash Flow (Rs.) |
|---------|--------------------------|------------------------|
| A       | 1,00,000                 | 20,000                 |
| B       | 1,50,000                 | 15,000                 |
| C       | 3,00,000                 | 10,000                 |
| D       | 80,000                   | 40,000                 |

<div align="center">OR</div>

   C) Examine Net Present Value method of project evaluation with suitable example.            7
   D) Discuss Internal Rate of Return method with numerical example.                           8

**Q:6   Attempt A and B OR Write short notes on any four:**
   A) Discuss excess capacity and inefficiency as a negative aspect of monopolistic competition.   10
   B) Examine the conditions under which price discrimination is possible.                      10
<div align="center">OR</div>

**Write Short notes on any four of the following:**                                                20
   a) Sources of monopoly power.
   b) Shut down point.
   c) Arguments for advertisements.
   d) Cartels.
   e) Difference between Persistent and Sporadic dumping.
   f) Pay Back Period.

<div align="center">--------------X-------------X-------------X----------------</div>

**CODE:**      **Duration: 2: 30 hours**       **Marks: 75**
(8:00 TO 10:30 AM)

Instructions:- (1) All questions are compulsory having internal options.
           (2) Figures to the right indicate full marks.

**Q:1**   **A)**   **Choose the correct answer from the options given below (Any 08)**      **08**

1) FEMA was passed in _____ year.

     a) 1989                        b) 1999
     c) 1996                        d) 1920

2) In the state of _____ farmers suicides rate is highest.

     a) Gujarat                   b) Punjab
     c) Maharashtra            d) Pune

3) Right to marry to full age of men and women is assured under _____ in UDHR.
     a) Article 16                b) Article 14
     c) Article 20                d) Article 13

4) The Fundamental Rights in India is enshrined in _____ of the Indian Constitution.
     a) Part III                  b) Part V
     c) Part IV                  d) Part II

5) The soil cover is also referred as _____.
     a) Pedosphere             b) Lithosphere
     c) Biosphere               d) Hydrosphere

6) _____ studies the flow of energy and matter through the biotic and abiotic components of ecosystem.
     a) Landscape Ecology       b) Political Ecology
     c) Ecosystem Ecology       d) Cultural Ecology

7) The aggression and abuse that cause or intend to cause injury to other is called..............

     _____.
     a) Frustration            b) Violence
     c) Stress                  d) Aggression

8) _____ is also another source of aggression / violence.
     a) Media                  b) Expectation of reward
     c) Gift                    d) Stress

9) Maslow identified _____ set of needs.
     a) Two                    b) Three
     c) Five                    d) Six

10) Physical or mental withdrawal from the conflict is referred as _____.
     a) Forcing               b) Smoothing
     c) Avoiding             d) Connecting

CODE:          **Duration: 2: 30 hours**        **Marks: 75**

                 07

**Q:1   B) State whether following statements are True or False (Any 7)**

1) Crop failure may force farmers to commit suicide.
2) Market liberalization and globalization does not have any effect on agrarian sector.
3) Human rights are derived from the principle of natural law.
4) Article 17 of the Constitution abolishes the practice of untouchability.
5) Urbanization is the only cause of environmental degradation.
6) The human environment is also called as anthrosphere
7) Type B personality generally engages in instrumental aggression.
8) If the judgement is favourable, then prejudice may lead to positive outcome.
9) Transcendence needs include search for knowledge and meaningful living.
10) All individuals need not have same set of needs.

**Q:2 Attempt any one of the following:-**
     A) Explain the concept of Liberalization & Privatization and its impact.    15
                               **OR**
     B) Describe the impact of globalization on Agrarian sector.    15

**Q:3 Attempt any one of the following:-**
     A) What are Fundamental rights? Explain its significance.    15
                               **OR**
     B) Explain the Right to Freedom enriched in Indian Constitution?    15

**Q:4 Attempt any one of the following:-**
     A) Explain the concept & scope of ecology.    15
                               **OR**
     B) Describe the concept and components of sustainable development.    15

**Q:5 Attempt any one of the following:-**
Explain in detail individual and group stressors.    15
                               **OR**

Write Short notes on any three of the following: (Any 03)    15
     a) Migration
     b) Right to equality
     c) Environmental degradation
     d) Causes of aggression
     e) Types of conflicts

---------------X-------------X-------------X----------------

FYB.Com, Sem -II
Additional Exam
SEAT NO. _____

16/4/2024

CODE:

Duration: 3 hours

Marks: 100

Maths & Stats

**N.B.:**
1. All five questions are compulsory.
2. Each question carries 20 marks and each sub question carries 5 marks.
3. Use of a simple calculator is allowed.
4. Use of a scientific calculator, digital diary or a mobile phone is not allowed.
5. Graph papers will be provided on request.

Q.1     **Attempt any FOUR of the following.**

a     Find derivative of the following functions     5
i) $y = 7^x - 2x^2 - 5\log x + 10^2$
ii) $y = \frac{(x^3 + \sqrt{x} - 2)}{(x - 1)}$

b     If $f(x) = x^2 - 2x + 7$, find $'x'$ if $f(x) = f(x - 1) + 5$     5

c     The total demand function is given by P = 18 + x - x² Where x = demand. Find the     5
total revenue and the marginal revenue when $x = 3$.

d·     The total cost function is given by C = $3x^3 + 36x^2 - 108x + 21$. Find $x$     5
For which the total cost function is minimum.

e     i) Find the elasticity of demand if the marginal revenue is 50 and the average price     5
is 75.
ii) Find the marginal revenue if the price is 45 and the elasticity of demand is 5.

Q.2     **Attempt any FOUR of the following.**

a     The simple and compound interest for 2 years on the same principal, at the same     5
rate are Rs. 6,000/- and Rs. 6,240/- respectively. Find the principal amount and the
rate of interest.

b     Mr. A will pay to Mr. B Rs.50,000/- after 2 years and he will pay to Mr. C     5
Rs.64,000/- after 3 years. Find the total present worth of both payments, if the
interest rate is 8% p.a., compounded annually.

c     Ms. X deposited Rs. 12,000/- at the end of each quarter at 12% compound interest     5
p.a. Find the amount he will receive after 2 years.

d     Ms. Y took a loan of Rs. 2,00,000/- with 10% interest per month, to be repayment in     5
8 months. Calculate the EMI using reducing balance method.

e     Mr. Z bought a bicycle with cash payment of Rs. 5,000/- and 2 monthly installments     5·
of Rs. 5,000/- each. Find the cost of the bicycle, if the company charges 3.5%
interest, compounded annually.

Q.3     **Attempt any FOUR of the following.**

a     Explain the following terms:     5
i)     Correlation, ii) Positive Correlation, iii) Negative correlation.

b     For the following data calculate Karl Pearson's coefficient of correlation (correct up     5
to 3 decimal places)

| X | 10 | 20 | 30 | 40 | 50 | 60 |
|---|----|----|----|----|----|----|
| Y | 16 | 22 | 28 | 32 | 26 | 20 |

c   Calculate Spearman's rank correlation coefficient for the following data.     **5**

| X | 90 | 110 | 87 | 90 | 125 | 109 |
|---|----|-----|----|----|-----|-----|
| Y | 25 | 24 | 20 | 25 | 23 | 25 |

d   If regression equation Y on X is $x - 3y + 5 = 0$, and regression equation X on Y is     **5**
    $2x - 3y + 4 = 0$ find (i) the coefficient of correlation and (ii) the mean values of $x$
    and $y$.

e   Estimate the marks in Statistics of a student who secured 60 marks in Accounts     **5**
    from the following bivariate data:

|                         | Accounts (X) | Statistics (Y) |
|-------------------------|--------------|----------------|
| Mean marks              | 76           | 81             |
| Standard deviation      | 6            | 10             |
| Correlation coefficient | 0.6          |                |

**Q.4   Attempt any FOUR of the following.**

a   Write a short note on time series.     **5**

b   Calculate 5 yearly moving averages from the following time series. Also plot the     **5**
    given data and the moving averages on a graph paper.

| Year | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------|------|------|------|------|------|------|------|------|------|
| Sales | 150 | 170 | 200 | 260 | 300 | 250 | 220 | 190 | 160 |

c   Fit a straight-line trend for the following data (use all values correct up to 2 decimal     **5**
    places)

| Year | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|------|------|------|------|------|------|
| Sale | 10 | 12 | 14 | 16 | 17 | 20 | 22 | 24 | 27 |

d   Calculate Laspeyre's, Paasche's and Fisher's price Index Numbers from the     **5**
    following data

| Commodities | Base Year | | Current Year | |
|-------------|-----------|----------|--------------|----------|
|             | Price | Quantity | Price | Quantity |
| W | 82 | 10 | 105 | 20 |
| X | 72 | 20 | 80 | 35 |
| Y | 62 | 40 | 72 | 50 |
| Z .. | 100 | 30 | 120 | 45 |

e  Construct Cost of living Index Number using Aggregative Expenditure method for    **5**
   the following data:

| Commodities | Base Year (2020) | | Current Year (2023) | |
|---|---|---|---|---|
| | Price | Quantity | Price | Quantity |
| Food | 2000 | 5 | 3000 | 6 |
| Fuel | 1000 | 2 | 1500 | 3 |
| Clothing | 1500 | 5 | 4000 | 6 |
| House Rent | 5000 | 1 | 8000 | 1 |
| Miscellaneous | 3000 | 4 | 5000 | 5 |

**Q.5**  **Attempt any FOUR of the following.**

a  If mean and variance of a Binomial distribution are 3 and 2 respectively, find    **5**
   probability that number of successes is i) Only two, ii) Less than one.

b  Define Binomial Distribution with its properties.    **5**

c  If a random variable "$x$" follows Poisson distribution with mean is equal to 2, Find    **5**
   i) P $(x = 2)$, ii) P $(x = 3)$, iii) P $(x = 4)$, iii) P $(2 < x \le 4)$ [Given $e^{-2} = 0.1353$, $e^{-4} = 0.018$].

d  For a Poisson distribution if P $(x = 2) = 2$ P $(x = 1)$. Find the mean and hence find    **5**
   i) P $(x \le 1)$, ii) P $(x > 1)$. [Given $e^{-2} = 0.1353$, $e^{-4} = 0.0183$]

e  If $X$ is a normal variate with mean 500 and standard deviation 100.    **5**
   Find i) P $(x \le 600)$ ii) P $(x \le 400)$ iii) P $(400 \le x \le 600)$ [Given: area under the
   standard normal curve between $z = 0$ and $z = 1$ is 0.3413 and area under the standard
   normal curve between $z = 0$ and $z = 2$ is 0.4772]

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