प्र.१ अ) रिकाम्या जागी योग्य शब्द भरा. (कोणतेही आठ) ८

१. उत्तर दिशा ——— प्रकारच्या असतात.

२. भारतीय सैन्यात ——— कमांड आहेत.

३. विसर्जन ही आज्ञा ——— साठी दिली जाते.

४. सलामी शस्त्रमध्ये ——— हरकती असतात.

५. .२२ रायफलची मॅगझीन क्षमता ——— राउन्ड इतकी असते.

६. सलामी शस्त्र हे ——— ना दिले जाते.

७. ड्रिल ——— प्रकारची असते.

८. नकाशे ——— प्रकारचे असतात.

९. INSAS चे पूर्ण नाव ——— आहे.

१०. कंम्पास ——— प्रकारचे असतात.

ब) खालील विधाने चूक की बरोबर ते सांगा. (कोणतेही सात) ७

१. कुत्र्याच्या चावण्याने प्लेग फैलावतो.

२. मनुष्याच्या शरीरात २१० हाडे असतात.

३. आर्मी डे दरवर्षी १५ जानेवारीला साजरा केला जातो.

४. स्लो मार्च हे प्रमुख व्यक्तीच्या समोर पायलटींग करताना आवश्यक असते.

५. पीछे मुडमध्ये ९० अंश वळावे लागते.

६. वर्ड ऑफ कमांड तीन भागांमध्ये विभागलेले असते.

७. बीबी का मकबरा हा आग्रामध्ये स्थित आहे.

८. MMG च्या ॲम्युनेशन बेल्टमध्ये २६५ राउंड असतात.

९. अंमबुश दोन प्रकारचे असतात.

१०. कंम्पासच्या सहाय्याने खरी उत्तर दिशा शोधता येते.

प्र.२ अ) आपत्तीचे वर्गीकरण कसे करतात ते उदाहरणाद्वारे स्पष्ट करा. ७

ब) नागरी उत्तरदायित्व म्हणजे काय ते उदाहरणाद्वारे स्पष्ट करा. ८

किंवा

अ) सिव्हील डीफेन्स ऑरग्नायझेशनचा राज्यस्तरीय क्रमवार आलेख स्पष्ट करा. ७

ब) समाजाच्या उन्नतीसाठी एन. सी. सी. चे योगदान लिहा. ८

प्र.३ अ) पाण्यामुळे व कीटकामुळे पसणाऱ्या रोगांपासून कसे संरक्षण करू शकाल ते स्पष्ट करा. ७

ब) सलामी शस्त्रची कारवाई विस्तृत स्पष्ट करा. ८

किंवा

अ) HIV / AIDS चा पासून संरक्षण करण्यामध्ये युवकांचे योगदान लिहा. ७

ब) .२२ रायफलची सफाई विस्तृतपणे लिहा. ८

प्र.४ अ) फायरिंग मधील विविध अवस्था लिहा. ७

ब) लाईनतोड व विसर्जन यातील फरक स्पष्ट करा. ८

किंवा

अ) 'जनधन' योजने विषयी माहिती लिहा. ७

ब) समाजातील दुर्बल घटकांच्या गरजाचा स्पष्ट करा. ८

प्र.५ खालील कोणत्याही तीन प्रश्नांची उत्तरे लिहा. १५

१. नकाशांचे विविध प्रकार स्पष्ट करा.

२. प्रिझमॅटीक कंम्पास व त्याचे उपयोग स्पष्ट करा.

३. सेक्शन फॉरमेशन कोणत्या प्रकारचे आहेत ते स्पष्ट करा.

Time 2.30 hrs | II05117III02 | Marks -75

N.B. 1.All questions are compulsory .
2.Figures to the right indicates full marks .

Q1) fill in the blanks (any Eight) (08)

1. North is of ---------- types.
2. There are ---------- commands in Indian Army.
3. Visarjan is a word of command for---------- .
4. Salami Shastra has ---------- no. of movements.
5. Magzine capacity of 022 rifle is ---------- Rounds.
6. Salami Shastra is given to all ---------- .
7. Drill is of ----- type.
8. There are ---------- types of maps.
9. INSAS stands for _____ .
10. Compass is of _____ types .

Q1 B) State the following statements are true or false.(Any Seven) (07)

1. Plague is transmitted by dog bite.
2. There are 210 bones in human body.
3. Army day is celebrated on 15th January every year.
4. 'Slow march' is required during important parades like pilot marching in front of VIP
5. 'Piche mur' involves a 90 degree turn.
6. A word of command consists of three parts .
7. 'Biwi ka Makhbara' is located at agra .
8. The capacity of ammunition in a belt of MMG is 265 rounds.
9. There are two types of Ambush.
10. We can find out True North with the help compass .

Q2 A) How are disasters classified? Explain each of them with an example . (07)

Q2B) What is civil responsibility ? Explain in details. (08)

OR.

Q2 A Deaw a flow chart of civil Defense Organization at state level. (07)

Q2B) Roll of NCC in improvement of society. (08)

Q3A) What preventive steps can be taken to stop the spread of A) Insect borne diseases. B)Water borne diseases. (07

Q3B) Explain the process of ' Salami Shastra' (08

OR

Q3 A) Role of the youth in preventing HIV /Aids. (07

Q 3 B) How .22 Rifle is clean write in detail. (08

Q4A) Explain the various positions of firing. (07

Q4 B) Write the difference between Dismissing and falling out . (08

OR

Q 4 A) Explain in details Jana Dhana Yojna. (07

Q 4 B) Explain the needs of weaker sections of society. (08

Q 5 Answer any 3 following questions (15

1. Explain the various types of maps .

सहभाग हे शाश्वत विकासाचे एक महत्त्वाचे तत्व आहे .
ूत मानवी मूल्य समाजातील राहणीमनचा दर्जा वाढवितात.
रण -हासाचा समुद्री जीवांवर परिणाम होत नाही .
ाद हे आक्रमकता आणि हिंसाचाराचे एकमेव कारण आहे .
ो सुविधांच्या अभावामुळे वैयक्तिक ताण निर्माण होतो .
वाची कारणे सर्व व्यक्तींमध्ये एकसारखी नसतात.

तिकीकरणाचा औद्योगिक क्षेत्रावर होणारा परिणाम स्पष्ट करा . १५

किंवा

करण म्हणजे काय ? त्याचे लाभ व मर्यादा विषद करा .

ी हक्कांची व्याख्या करून त्यांच्या प्राचीन ते आधुनिक काळापर्यंतच्या उगम व १५
ंतीची चर्चा करा .

किंवा

त विकास संकल्पना स्पष्ट करा .

रण -हासाच्या मानवी जीवनावर होणाऱ्या परिणामांचे वर्णन करा . १५

किंवा

व म्हणजे काय ? तणावाचे प्रकार स्पष्ट करा

क्रमत्त्व विकासात सामाजिकीकरणाचे घटक महत्वाची भूमिका कशी बजावतात? १५

किंवा

लिहा . (कोणत्याही ३)

तिकीकरणाचा जीवनशैलीवरील परिणाम
ांतराची कारणे
साखळी
ावरील उपाय
ोचा आत्मपुर्तीचा सिद्धांत

IL 05117 111 01

Duration: 2.30 Hours Marks: 7

N.B : (1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1 (a) Choose the correct alternative (any eight) (08)

(1) The term ---------- refers to freedom to business enterprises from excessive government control.

(Globalization, Liberalization, Disinvestment)

(2) The only important motive of all ---------- companies is to maximize their profit.

(Private, Public, Co-operative)

(3) Human rights are derived from the principle of ---------- law.

(Government, Natural, Judicial)

(4) ---------- is the study of all living systems in relation to their environment.

(Ecology. Biology, Physiology)

(5) Acid rain is one of the harmful effect of ---------- pollution.

(Air, Water, Noise)

(6) Meat -eating animals are called as ----------

(Herbivorous, Carnivorous, Omnivorous)

(7) Working with the farmer's by corporate firms and sharing the profit is known as ----------

(Contract farming, Corporate farming, Private farming)

(8) ---------- is the situation in which two or more parties feel themselves in opposition.

(Stress, Conflict, Frustration)

(9) According to Maslow there are ---------- human needs.

(Two, Three, Five)

(10)Hassels of everyday life are ---------- stressors.

(Individual, Organisational, Background)

(B) Write True or False (any seven) (07)

(i) IT has made communication simple and less expensive.

(ii)Globalization has resulted in increased ratio of contractual workers to total workers.

(iii)Article 23 of Indian constitution abolishes untouchability.

(iv) Eustress is the term used to describe positive stress.

(v) Public participation is one of the guiding principles of sustainable development.

(vi) Basic human values helps to improve standard of living in a society.

(vii)Environment degradation does not affect marine life.

(viii) Regionalism is the only cause of aggression and violence.

(ix) Lack of civic amenities is an individual stressor.

(x) Causes of stress may not be same for every individual.

Q.2)(A) Explain the impact of globalization on industrial sector (15)

OR

(B)What is liberalization? State its benefits and limitations

Q.3)(A) Define Human Rights and discuss the origin and evolution of human rights from ancient to modern period. (15)

OR

(B) Explain the concept of sustainable development.

Q.4)(A) Illustrate the impact of environment degradation on human life (15)

OR

(B)What is stress? Explain the type of stress.

Q.5)(A) How does factors of socialization plays an important role in personality development? (15)

OR

(B) Write short notes (any three)

1. Impact of globalization on life style
2. Causes of migration
3. Food chain
4. Coping with stress
5. Maslow's theory of self actualization

वेळ: २.३० तास

सूचना: १) सर्व प्रश्न अनिवार्य आहेत.

२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.१) अ) योग्य पर्याय निवडा. (कोणतेही आठ)

१) ---------- ही संज्ञा शासनाच्या अतिरिक्त नियंत्रणापासून व्यवसायांना स्वा
(जागतिकीकरण , उदारीकरण , निर्गुंतवणूक)

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

3) मानवी हक्क हे -------- कायद्याच्या तत्वापासून मिळालेले आहेत .
(सरकारी , नैसर्गिक, न्यायिक)

4) सर्व जीवांचा त्यांच्या पर्यावरणाशी असलेल्या सबंधाचा अभ्यास म्हणजे --
(परिस्थितिकी, जीवशास्त्र, शरीरशास्त्र)

५) आम्ल वर्षा हा ------ प्रदूषणाचा घातक परिणाम आहे .
(हवा, पाणी , ध्वनी)

६) मांस खाणाऱ्या प्राण्यांना ------ असे म्हणतात.
(तृणभक्षक , मांसभक्षक ,सर्वभक्षक)

७) शेतकऱ्यांच्या सहकार्याने कंपन्यांनी केलेली शेती आणि यातून मिळालेला
घेण्याच्या पद्धतीला
======== म्हणतात.
(करार शेती , कंपनी शेती, खाजगी शेती)

८) ------ ही अशी स्थिती आहे की जिच्यामध्ये दोन किंवा अधिक पक्ष एकम
समजतात.
(ताण, संघर्ष , नैराश्य)

९) मास्लो यांच्यामते मानवाच्या गरजा ------ आहेत.
(दोन, तीन , पाच)

१०) दैनंदिन जीवनातल्या समस्यांना---------- ताणकारक असे म्हणतात.
(वैयक्तिक, संघटनात्मक, पार्श्व)

ब) खालील विधाने चूक की बरोबर ते लिहा . (कोणतेही ७)

१) माहिती तंत्रज्ञानाने संदेशन सोपे व कमी खर्चिक केले आहे .

२) जागतिकीकरणामुळे कंत्राटी कामगारांच्या प्रमाणात एकूण कामगार वर्गाच्या
झाली आहे.

३) राज्यघटनेच्या कलम २३ अनुसार अस्पृश्यतेचे निर्मूलन झाले आहे .

४) 'सकारात्मक ताण' या करिता 'यूस्ट्रेस' ही संज्ञा वापरतात.

2) All questions have internal choice.
3) Draw neat diagrams wherever necessary.
4) Use of simple calculator is permitted.
5) Figures to the right indicates full marks.

12/4/23

Q.1 A **Select the best answer from the given options and rewrite the statement. (Any10)** **(10)**

i. The demand curve for a firm under perfect competition is_____
a. vertical b. horizontal
c downward sloping d. upward sloping

ii. The monopolist faces_____
a.the negative sloping market demand curve b.vertical demand curve
c. steeper demand curve d. none of these

iii Under_____ firm and industry are same.
a.perfect competition b.oligopoly
c. monopolistic competition d. monopoly

iv. In the long run firm under monopolistic competition will get_____Profit.
a.super-normal profit b. normal Profit
c. both a & b d. none of these

v. oligopoly is characterized by_____
a.single seller b. too many seller
c. few sellers d. single buyer

vi. the aim of cartel is maximizing_____ profit.
a.accounting b. joint
c. government d. individual

vii _____refers to charging lower prices for higher quantities.
a.first degree price discrimination b. second degree price discrimination
c. third degree price discrimination d. none of these

viii _____implies different prices in the domestic and foreign markets.
a.dumping b. marginal cost pricing
c. cost-plus pricing d. multiple product pricing

ix. Under marginal cost pricing_____ costs are ignored.
a.Variable cost b. fixed cost
c. both a and b d. none of these

x. Pay back period is measured as_____
a.initial investment ÷ annual cash inflow b. ratio of profits to years
c. both a and b d. none of these

xi. If NPV of the project is positive, the project is_____
a.accepted b. rejected
c. indifferent in choice d. none of the above

xii Capital budgeting relates to_____
a.long term investment decisions b. short term investment decisions
c. investment term d. all of the above

B **Write whether the following statements are true or false.(Any 10)** **(10)**

1. A firm under perfect competition is price taker
2. Firms aims at maximizing super-normal profit.
3. Monopoly product has close substitutes in the market.

pricing increases the tax burden.

9. Dumping is considered to be an unfair trade practice.
10. Capital budgeting assures optimal utilization of resources
11. NPV method considers time value of money.
12. Pay back period method does not consider profitability of the project.

Q.2 **Attempt A and B OR C and D**

A What are the sources of monopoly power?

B Explain long run equilibrium of industry under perfect competition

OR

C Explain short run equilibrium of firm in perfect competition under identical cost Condition.

D What are the features of monopoly?

Q.3 **Attempt A and B OR C and D**

A Read the following paragraph and answer the questions below

In india there are a number of soft drinks available in the market. New firms are free to enter at Anytime in the market. The firms are aware about the number and variety of soft drinks already available in the market.To capture share in the market , they kept the price of their product lesser than other soft drinks in the market. Also they made advertisement to attract consumers.After about a year, on gaining loyal consumers, they increased the price of the drinks but still enjoyed increased market share

i) Name the market structure being described in the paragraph above.

ii) Describe the characteristic of the market identified by you in question.

B. Explain kinked demand curve model.

OR

C. Explain the concept of cartel.

D. Explain the role of advertisement in determining demand.

Q.4 **Attempt A and B OR C and D**

A. What are the objectives of price policy?

B. Explain the concept of dumping.

OR

C. Explain multi product pricing method.

D. i) What are the merits of cost plus pricing method ?

ii) Assuming a desired mark up of 14%, if average variable cost is 65 and average fixed cost is 25, calculate the full cost price of product.

Q.5 **Attempt A and B OR C and D**

A. Explain the problems of capital budgeting.

B. Explain merits and demerits of pay back period method

OR

C. The project requires an initial investment of 20,000 and the annual cash inflows for 5 years is 6,000, 8,000, 5,000, 4,000, and 4,000, respectively. Find the pay back period.

D. Explain net present value method

Q.6 **Attempt A and B Or write short notes on any four**

A. Explain price leadership of dominant firm. (With the help of Diagram)

B. Explain short run equilibrium of monopoly firm.

OR

Write short notes (any four)

१. सर्व प्रश्न आवश्यक आहेत.
२. सर्व प्रश्नांना अंतर्गत पर्याय आहेत.
३. आवश्यक तेथे सुबक आकृत्या काढा.
४. साध्या संगणक यंत्राचा वापर करण्यास परवानगी आहे.
५. उजवीकडील अंक पूर्ण गुण दर्शवितात.

दिलेल्या पर्यायामधून योग्य उत्तराची निवड करून वाक्य पूर्ण लिहा. (१०)

१) पूर्ण स्पर्धेतील उत्पादन संस्थेचा मागणी वक्र _____असतो.
अ. उभी रेषा ब. आडवी रेषा
क. वरुन खाली येणारा ड. खालुन वर येणारा

२) मक्तेदार _____चा सामना करतो.
अ. वरून खाली येणारा बाजार मागणी वक्र ब. खालून वर येणारा मागणी वक्र
क. संकुचित मागणी वक्र ड. यापैकी कोणतेही नाही.

३) _____मध्ये उत्पादनसंस्था व उदयोग समुह समान असतात.
अ. पूर्ण स्पर्धा ब. अल्पाधिकार
क. मक्तेदारीयुक्त स्पर्धा ड. मक्तेदारी

४) मक्तेदारीयुक्त स्पर्धेतील उत्पादनसंस्था दीर्घकाळात _____ नफा मिळवते.
अ. अवाजवी नफा ब. वाजवी नफा
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही

५) _____हे अल्पाधिकाराचे वैशिष्ट आहे.
अ. एकच विक्रेता ब. खूप सारे विक्रेते
क. अल्प विक्रेते ड. एकच ग्राहक

६) कार्टेल चे ध्येय _____ महत्तम नफा मिळवणे हे असते.
अ. लेखापरीक्षण ब. संयुक्त
क. शासकीय ड. वैयक्तिक

७) जास्त नगांना कमी किंमत आकारणे याला _____असे म्हणतात.
अ प्रथम श्रेणी मुल्यविभेद ब.द्वितीय श्रेणी मुल्यविभेद
क. तृतीय श्रेणी मुल्यविभेद ड. यापैकी कोणतेही नाही

८) स्वदेशात व परकीय देशात वेगवेगळ्या किंमती आकारणे याला_____असे म्हणतात.
अ. अवपुंजन ब. सिमांत खर्च किंमत निश्चिती
क. खर्च अधिक किंमत निश्चिती ड. बहुविध वस्तु किंमत निश्चिती

९) सिमांत खर्च किंमत निश्चितीमधे_____खर्च गृहीत धरले जात नाहीत.
अ. चल खर्च ब. स्थिर खर्च
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही.

१०) परतावा कालावधी चे मापन_____असे केले जाते.
अ. मूळ गुंतवणूक ÷ वार्षिक रोख प्रवाह ब. नफ्याचे वर्षाशी गुणोत्तर
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही.

११) जर प्रकल्पाचा NPV धन असेल तर प्रकल्प_____
अ. स्विकारला जाईल ब. नाकारला जाईल
क. निवडीबाबत तटस्थता असेल ड. वरीलपैकी कोणतेही नाही

१२) भांडवली अंदाजपत्रकाचा संबंध _____ शी असतो.
अ. दिर्घकालीन गुंतवणूक निर्णय ब. अल्पकालीन गुंतवणूक निर्णय
क गुंतवणूक कालावधी ड. वरील सर्व

ब) खालील विधाने चूक कि बरोबर ते सांगा. (कोणतेही दहा) (१०)

१) पूर्ण स्पर्धेतील उत्पादनसंस्था किंमत स्विकारणारी असते.

६) विक्री खर्च हे अल्पाधिकार बाजाराचे महत्वाचे वैशिष्ट्य आहे.

७) सिमांत खर्च किंमत निश्चिती मध्ये स्थिर खर्चाच्या आधारे किंमत निश्चित होते.

८) हस्तांतरीत किंमत निश्चिती मुळे कर भारात वाढ होते.

९) अवपुंजन ही अनुचित व्यापार पद्धती समजली जाते.

१०) भांडवली अंदाजपत्रक साधनसामुग्रीच्या पर्याप्त वापराचे आश्वासन देते.

११) NPV पद्धत पैशाचे काल मुल्य गृहीत धरते.

१२) परतावा कालावधी पद्धत प्रकल्पाची लाभता गृहित धरत नाही.

प्र. २ अ आणि ब किंवा क आणि ड या प्रश्नांची उत्तरे लिहा.

अ. मक्तेदारी शक्तीचे स्रोत कोणते ? (०८)

ब. पूर्ण स्पर्धेतील उदयोग समुहाचा दिर्घकालीन समतोल स्पष्ट करा (०७)

किंवा

क. समान खर्च स्थितीनुसार पूर्ण स्पर्धेतील उत्पादन संस्थेचा अल्पकालीन समतोल स्पष्ट करा. (०८)

ड. मक्तेदारीची वैशिष्ट्ये कोणती ? (०७)

प्र. ३ अ. खालील उतारा वाचा व खालील प्रश्नांची उत्तरे द्या. (०८)

भारतात असंख्य मृदु पेय बाजारात उपलब्ध आहेत. नवीन उत्पादनसंस्था बाजारात कधीही मुक्त प्रवेश करू शकतात. उत्पादन संस्थांना बाजारात उपलब्ध असेलेल्या मृदु पेयांची संख्या व विविधता याबद्दल माहिती असते. जास्तीत जास्त बाजार हिस्सा काबीज करण्यासाठी ते आपल्या वस्तूची किंमत बाजारातील इत्तर मृदु पेयांच्या तुलनेत कमी ठेवतात, तें ग्राहकांना आकर्षित करण्यासाठी जाहिरात देखील करतात,एखाद वर्षानंतर प्रामाणिक ग्राहक प्राप्त झाल्यावर, ते पेयांची किमंत वाढवितात.परंतु तरीही वाढता बाजार हिस्सा उपभोगतात.

i)वरील उता यात वर्णन केलेल्या बाजार रचनेचे नाव सांगा.

ii) तुम्ही ओळखलेल्या बाजाराच्या वैशिष्ट्यांचे वर्णन करा.

ब. बाकदार मागणी वक्र प्रतिमान स्पष्ट करा. (०७)

किंवा

क. कार्टेल ही संकल्पना स्पष्ट करा. (०८)

ड. मागणी निर्धारीत करण्यासाठी जाहिरातींची भूमिका स्पष्ट करा. (०७)

प्र. ४ अ आणि ब किंवा क आणि ड या प्रश्नांची उत्तरे लिहा.

अ. किंमत धोरणाची उदिष्टये कोणती? (०८)

ब. अवपुंजन संकल्पना स्पष्ट करा (०७)

किंवा

क. बहुविध वस्तु किंमत निश्चिती पद्धत स्पष्ट करा (०८)

ड. i) खर्च अधिक किंमत पदधतीचे गुण कोणते ? (०७)

ii) अपेक्षित मार्क अप १४% गृहीत धरला आहे, जर सरासरी चल खर्च रु. ६५ आणि सरासरी स्थिर खर्च रु. २५ आहे तर वस्तूची पूर्णखर्च किंमत काढा.

प्र. ५ अ. भांडवली अंदाजपत्रकाच्या समस्या स्पष्ट करा. (०८)

ब. परतावा कालावधी पद्धतीचे गुण व दोष स्पष्ट करा. (०७)

किंवा

क. प्रकल्पाची आवश्यक मुळ गुंतवणूक रु २०,००० आहे. आणि ५ वर्षासाठी वार्षिक रोख प्रवाह रु. ६००० ,८,०००, ५,०००, ४००० आणि ४,००० अनुक्रमे आहे. तर परतावा कालावधी काढा. (०८)

ड. निव्वळ वर्तमान मूल्य पद्धत स्पष्ट करा (०७)

प्र. ६ अ आणि ब किंवा कोणत्याही चार टिपा लिहा.

अ वर्चस्व असणा या उत्पादन संस्थेचे किंमत नेतृत्व आकृतीसह स्पष्ट करा. (१०)

ब मक्तेदारी उत्पादन संस्थेचा अल्पकालीन समतोल स्पष्ट करा. (१०)

II05130III40

Time- 3hrs.

N.B : 1. All questions are compulsory and carry equal marks.
2. Draw sketches and diagrams wherever necessary.
3. Use of map stencil is allowed.
4. Attach Appendix page to your answer paper.

Q.1 A) Mark and name the following features on the outline map of Mumbai supplied to you. (10)

1) Mithi river
2) Any one port in Mumbai
3) Mulund dumping ground
4) A national park
5) Girgaon beach
6) Elephanta cave
7) A religious centre
8) An area of water pollution
9) Nehru planetarium
10)Any one area affected by land slide

B) Mark and name the following features on the outline map of Konkan supplied to you. (10)

1) Palghar district
2) Any one hot spring
3) A fruit canning industry
4) Head quarter of Raigad district
5) A Thermal power station
6) An airport
7)A fort in Ratnagiri district
8) A ship building industry
9) An earthquake prone area
10) An area affected by deforestation in Sindhudurg district

Q.2 Answer any two questions from the following

A) Define the term waste and explain the different sources of waste. (10)
B) State the solid waste management system in Mumbai. (10)
C) Explain the role of citizens in waste management. (10)

Q.3 Answer any two questions from the following

A) With the neat diagram explain the uneven distribution of food (10)
B) Define malnutrition and state the effects of them. (10)
C) State the different causes and effects of air pollution. (10)

Q.4 Answer any two questions from the following

A) Explain the features of Eco-tourism in India. (10)
B) Define tourism and explain the types of tourism. (10)
C) Discuss on the tourism potentials in India (10)

Q.5 Answer any two questions from the following

A) Discuss in detail the Chipko movement in India. (10)
B) Explain the concepts of ISO 14000 and ISO 16000. (10)
C) Explain the concept, need and significance of environmental management (10)

II 05|30III 40

मराठी रूपांतर

वेळ :-३तास गुण-१००

सूचना: १) सर्व प्रश्न अनिवार्य आहेत आणि सर्वांना समान गुण आहेत.
२) आवश्यक तेथे आराखडे व आकृत्या काढा.
३) नकाशा स्टेन्सिल वापरण्यास परवानगी आहे.
४) तुमच्या उत्तरपत्रीकेस परिशिष्ठाचे पान जोडा.

प्र.१.अ) तुम्हास पुरविलेल्या मुंबईच्या नकाशात खालील बाबी दाखवा व नावे द्या . (१०)

१) मिठी नदी
२) मुंबईतील एक बंदर
३) मुलुंड डम्पिंग ग्राऊंड
४) राष्ट्रीय उद्यान
५) गिरगाव बीच
६) एलिफंटा लेणी
७) एक धार्मिक स्थळ
८) एक जलप्रदूषणग्रस्त क्षेत्र
९) नेहरू तारांगण
१०) एक भूमीपातग्रस्त क्षेत्र

ब) तुम्हास पुरविलेल्या कोंकणच्या नकाशात खालील बाबी दाखवा व नावे द्या . (१०)

१) पालघर जिल्हा
२) एक उष्ण पाण्याचा झरा
३) एक फळ प्रक्रिया उद्योग
४) रायगड जिल्ह्याचे मुख्यालय
५) औष्णिक ऊर्जा निर्मिती केंद्र
६)एक विमानतळ
७) रत्नागिरी जिल्ह्यातील एक किल्ला
८) एक जहाज बांधणी उद्योग
९) एक भूकंपग्रस्त क्षेत्र
१०) सिंधुदुर्ग जिल्ह्यातील निर्वनिकरणग्रस्त क्षेत्र

प्र .२.) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) घनकचऱ्याची व्याख्या द्या आणि त्याचे विविध स्त्रोत स्पष्ट करा. (१०)
ब) घन कचरा व्यवस्थापनाच्या मुंबईतील पद्धती सांगा. (१०)
क) कचरा व्यवस्थापनात नागरिकांची भूमिका स्पष्ट करा. (१०)

प्र. ३) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) सुबक आकृतीच्या सहाय्याने जगातील अन्नाचे असमान वितरण स्पष्ट करा. (१०)
ब) कुपोषणाची व्याख्या द्या व त्याचे परिणाम सांगा. (१०)
क) वायुप्रदूषणाची विविध कारणे व परिणाम सांगा. (१०)

प्र. ४) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) भारतातील पर्यावरणीय पर्यटनाची वैशिष्ट्ये स्पष्ट करा. (१०)
ब) पर्यटनाची व्याख्या द्या आणि पर्यटनाचे प्रकार स्पष्ट करा (१०)
क) भारतातील पर्यावर्णीय संभाव्यता यावर चर्चा करा (१०)

प्र.५) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) भारतातील चिपको चळवळीवर सविस्तर चर्चा करा (१०)
ब) आयएसओ १४००० आणि आयएसओ १६००० या संकल्पना स्पष्ट करा. (१०)
क) पर्यावरण व्यवस्थापनाची संकल्पना, गरज आणि महत्त्व स्पष्ट करा. (१०)

FYBCOM
10/4/23

II 05127 III 31

Duration: 3:00 hours

Max. Marks:100

N.B.: (1) All questions are compulsory.
(2) Figures to right indicate full marks.
(3) Use of simple calculator is allowed.

20

Q.1 Attempt any four of the following:

A The cost function $C = x^2 + 5x + 5$, find total cost, average cost and marginal cost at x =10.

B Examine the point of maxima and minima for the function $f(x) = x^3 - 6x^2 + 9x$.

C If the demand function is given by $D = 12 + 4p - p^2$ Find the price elasticity of demand when price is 3.

D A manufacturer finds that the total cost of producing x units daily is Rs.$(x^2 + 2x + 5)$. and the price is $Rs.\,30 - x$. Find the output x which maximizes the profit.

E Find derivative of y with respect to x.
i. $y = 4x^7 - logx + \sqrt{x} + log7^2$
ii. $y = (4x + 1)(logx - 10)$

20

Q.2 Attempt any four of the following:

A What sum will become Rs.73205 in 4 years , if the rate of interest is 10% compounded yearly?

B Find the present value of an ordinary annuity of Rs. 1500 per half year, for 4 years at 8% , to be calculated half yearly.

C A person borrowed Rs. 30,000, at 8% p.a. if he wishes to return the sum within 4 years, Find his EMI using interest on reducing balance method.

D Sunil invested in an annuity with half yearly period for 4 years at the rate of interest of 8% to be compounded half yearly. If he received Rs.27642.68 as the maturity value, what was his periodic payment?

E How much time will the principal of Rs.400 will take, to be Rs.1000, at the simple interest of 12.5% per annum?

20

Q.3 Attempt any four of the following:

A Find the coefficient of correlation for the following data:

X	2	5	8	10	6	3	1
Y	4	6	7	8	5	4	3

B For the following information given below, find Y when X = 4.

	X	Y
Mean	3	5
Variance	2.5	0.5

COV (X,Y) = 0.2

C Given the two regression equations as 25X + 7Y + 8 = 0 and 3X - 4Y + 100 = 0.
i) Identify the regression lines. (ii) Find coefficient of correlation.

D Calculate spearman's rank Correlation for the following data:

X	60	30	37	30	42	37	55	45
Y	50	25	33	27	40	33	50	42

E Define Correlation and state its properties.

Q.4 Attempt any four of the following: 20

A Write down the steps in the construction of cost of living index numbers.

B Fit a linear trend by the method of least square for the following data and estimate the trend value for the year 2015.

Year	2007	2008	2009	2010	2011	2012	2013
Expenditure	80	90	92	83	94	99	92

C Construct the weighted index number for the following commodity:

Commodity	Base year price	Current year price	weights
A	40	32	5
B	5	2	3
C	10	4	50
D	8	3	10
E	4	1	15

D Find trend values by using 4 yearly moving average method:

Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
values	25	27	29	28	30	32	33	30	30	35	36

E Find the Marshall-Edgeworth's Index numbers for the following data:

Commodity	Base year		Current year	
	Price	Quantity	Price	quantity
A	30	2	20	2
B	40	2	30	0.5
C	60	9	50	4
D	70	4	50	1

Q.5 Attempt any four of the following: 20

A For a poisson distribution with $m = 3$ $find\ p(2), P(x < 3) and\ P(x > 2).$
$(take\ e^{-3} = 0.05)$

B A has won 20 out of 30 games of chess with B. In a new series of 6 games, what is the probability that A would win (i) only 4 games (ii) 4 or more games.

C If X is a random variable following Poisson distribution with relation
4P(X = 0) = P (X = 1) find P (X = 3) ($Given\ e^{-4} = 0.0183$)

D If the weight of 10000 soldiers in a regiment is normally distribution with mean 72 kg and standard deviation of 5 kg. Find the percentage of soldiers with weights between 70 and 77 kg.
(Given area between Z=0 to Z=1 is 0.3413 & between Z=0 to Z=0.4 is 0.1554)

E Write the probability density function of Normal distribution and state its important properties.

FYBCom
8/4/23

II05124III28

uration: 2:30 hours Max. Marks: 75

.: (1) All questions are compulsory.
(2) All questions carry equal marks.
(3) Use of simple calculator is allowed.
(4) Figures to the right indicate maximum marks allotted to the sub-questions.

1(A) Fill in the Blanks. (Any 8) 8

The point of no profit no loss is known as_____.
The quantities which do not change are called _____.
A square matrix in which all non-diagonal element is equal to zero are called as_____ .
The money invested or borrowed is called as_____.
When all the power of x are non- negative it is called as _____ function.
If Rs.1000 is invested at 7% simple interest then the amount after 1 year is_____.
A matrix having only one column is called as _____.
ii The number of ways of 7 students are arranged in 3 chairs is_____.
If Y = F(X) then the value of x is called as _____.
The size of each payment made for an annuity is called as_____.

.1(B) State whether the statement are true or false.(Any 7) 7

The multiplication of 2 matrix is possible if columns of 1st matrix should be equal to rows of second matrix.
When demand equal to supply, an equilibrium point is reached.
If C is a cost function of x , its derivative is called as average revenue.
The product of first n natural numbers is called factorial n.
All diagonal elements of identity matrix is 1.
If the periodic payment is done at the end of each period is knows as ordinary annuity.
Only some industries require labor as an input.
viii A matrix having every element as zero is called as null matrix.
ix) $\frac{dy}{dx}$, if $y = x^2$, will be $2x^2$ x) Value of 3! is 6

Q.2(A) An organization consist of 9 members, of which 4 are doctors. A selection of 4 persons is to be done amongst these members. Find how many selections will have (i) no doctor (ii) At least 3 doctors (iii) At most 1 doctors. 7

Q.2(B) Mandar invested a certain sum for 3years at 4% and got a simple interest of Rs.1200. He then kept aside the interest and again invested the same amount at the compound interest for another 4 years at 10% p.a. calculated annually , find final amount receives at the end of second deal. Also calculate his compound interest. 8

OR

Q.2(P) For an ordinary annuity of Rs.3000 per month for 1year at 12 % to be compounded monthly, find its present value. 8

Q.2(Q) Sunil invested in an annuity with half yearly period for 4 years at the rate of interest of 8% to be compounded half yearly. If he received Rs.27642.68 as the maturity value, what was his periodic payment? 7

Q.3(A) For the following two industry input-output model, find technology matrix. Also calculate of output if final demand of each product increases by 30 units. Find the labor requirement for this output. 8

Industry	Consumption		Final demand	Total output
	1	2		
1	70	80	60	210
2	50	90	40	180
labor	90	10		

Q.3(B) If $A = \begin{bmatrix} 2 & 4 & 4 \\ 4 & 2 & 4 \\ 4 & 4 & 2 \end{bmatrix}$ *show that* $A^2 - 8A$ *is a scalar matrix.* 7

OR

Q.3(P) $A = \begin{bmatrix} 1 & 2 & 3 \\ 1 & 1 & 5 \\ 2 & 4 & 7 \end{bmatrix}$ Find inverse using Adjoint method. 8

Q.3(Q) Solve the following example using Cramer's Rule : 7

$$x + y + z = 7\,, x + 2y + 3z = 16\,, x + 3y + 4z = 22.$$

Q.4(A) A manufacturing finds that the total cost of producing x units daily is Rs. $x^2 + 2x + 5$. and the price is Rs. $30 - x$ per unit. find the output x which maximizes the profit. 7

Q.4(B) Find the polynomial function f(x) whose graph passes through the points by using Newton's forward interpolation formula (1,6) (2,17) (3,24) (4,57). 8

OR

Q.4(P) Using Newton's backward difference interpolation formula find F(65) if 7

X	51	61	71	81	91
F(X)	46	66	8	93	104

Q.4(Q) If the demand function is $D = \frac{p+2}{p-1}$ find price elasticity of demand when the price is 3 units 8

Q.5(A) Find $\frac{dy}{dx}$ for each of the following : 8

$$(i)\ y = e^x 5^x log x \quad (ii)\ y = \frac{e^x}{3x^2 + 1} \quad (iii)\ y = \sqrt[3]{x}\ 4^x$$

Q.5(B) A person borrowed Rs. 75,000, at 12% p.a. if he wishes to return the sum within 1 years, Find his EMI using (i) Interest on reducing balance method (ii) Flat interest rate. 7

OR

Q.5(C) Attempt any 3 : 15

1. Write a short note on price elasticity of demand.
2. Explain any 2 properties of determinant with suitable example.
3. Types of annuity
4. Types of matrices with examples
5. Time value of Money

खालील कोणत्याही दोहोंची उत्तरे दया. १५

संघटित व असंघटित किरकोळ व्यापारातील फरक लिहा.

भारतातील, दुकानाशिवाय किरकोळ व्यापाराचे विविध प्रकार स्पष्ट करा.

भारतातील किरकोळ व्यापारास सामोरे जावी लागणारी आव्हाने स्पष्ट करा.

खालीलपैकी कोणत्याही दोहोंची उत्तरे दया. १५

BPO ची संकल्पना स्पष्ट करा आणि BPO कंपनीकडून पुरवल्या जाणाऱ्या विविध सेवांचे वर्णन करा.

डेबिट कार्ड म्हणजे काय? त्याचे फायदे सांगा.

लॉजिस्टिक्सचे महत्त्व स्पष्ट करा.

खालीलपैकी कोणत्याही दोहोंची उत्तरे दया. १५

ई -- कॉमर्स म्हणजे काय? त्याची वैशिष्टये सांगा.

B2C व्यवहारांमधील महत्त्वाचे उपक्रम कोणते आहेत?

'ऑनलाईन विपणन संशोधन' यावर टीप लिहा.

थोडक्यात टीपा लिहा. (कोणत्याही चार) २०

सेवा विकास चक्र

किरकोळ व्यापाराचा कल

एंटरप्राईझ संसाधन नियोजन

खाजगी क्षेत्रासाठी विमा क्षेत्र खुले

ई -- कॉमर्सची कार्ये

मॉल व्यवस्थापन

II 05124 III 24

8141

[Time:Three Hours] [Marks: 1

N.B - 1. All questions are compulsory.

2. Figures to the right indicate full marks.

Q.1A) Fill in the blanks with appropriate option given in the bracket: (any10) **(10)**

1. Due to problem of_____ services cannot be kept in inventory.

(Inconsistency, Perishability, Inseparability)

2. _____ is a benefit of E-Commerce.

(Security issues, Resistance to change, Elimination of middleman)

3. Services are produced and consumed _____ (At different times, Simultaneously, Anytin

4. _____ stores are located in residential areas.(Specialty, Super market, Convenience)

5. Services are classified on the basis of _____ (Weekly, Quality, Intangibility)

6. Under_____ agreement, one party agrees to transfer its rights and resources to anoth

party. (Joint venture, Privatization, Franchising)

7. At present, FDI is allowed up to _____ % in single brand retail. (75, 51,100)

8. ERP software allows organization to use a _____ system of applications.

(Integrated, isolated, outdated)

9. Logistics provides _____ services. (Slow, Value-added, Discounted)

10. C2C stands for _____(Court to Consumer, Consumer to Consumer, Company to Compa

11. E-Commerce has _____ exchange of information. (Indirect, Verbal, Paperless)

12. KPO is one step _____ of BPO. (Lower, side by side, ahead)

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

1. Tourism industry is a part of service sector.
2. Credit card charges high interest rates on unpaid balance.
3. Physical evidence means an environment in which service is provided.
4. India's retail sector is fast growing in recent years.
5. Indian firms face certain challenges with reference to transition to e-commerce.
6. Entry and Exit points of a store must be at different places.
7. In E-Commerce, an interaction with customers is personal.

8. Customer retention is easy for retailers.
9. Shopping experience in organized retailing is poor.
10. In India, infrastructure is not a problem for logistics management.
11. There are no challenges faced by service sector.
12. Financially dependent women creates an opportunity for service sector.

Q.2 Answer any Two of the following: (15)

a) Explain the importance of service sector in the Indian context.
b) What are the consumer expectations about services?
c) Explain the various strategies for managing capacity and demand of services.

Q.3 Answer any Two of the following: (15)

a) Distinguish between organized and unorganized retailing.
b) Explain various non-store formats of retail in India.
c) Explain the challenges faced by retail sector in India.

Q.4 Answer any Two of the following: (15)

a) Explain the concept of BPO anddescribe various services offered by BPO companies.
b) What is debit card? State its advantages.
c) Explain the importance of logistics.

Q.5 Answer any Two of the following: (15)

a) What is E-Commerce? State its features.
b)What are major activities involved in B2C transactions?
c)Write a note on 'Online marketing research'.

Q.6 Write short notes on: (any 4) (20)

a) Service Development Cycle
b) Trends in retailing
c) Enterprise Resource Planning
d) Opening of insurance sector for private players
e) Functions of E-Commerce
f) Mall Management

सूचना – १)सर्व प्रश्न अनिवार्य आहेत.
२)उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र. १ अ) कंसातील योग्य पर्याय निवडून गाळलेल्या जागा भरा. (कोणत्याही दा

१. ——— च्या अडचणीमुळे सेवांचा साठा करून ठेवता येत नाही.
(अनियमितता, नाशवंत, अविभाज्यता)

२. ——— हा ई – कॉमर्सचा फायदा आहे.
(सुरक्षेचा मामला, बदलास विरोध, मध्यस्थ काढून टाकणे)

३. सेवांची निर्मिती आणि उपभोग ——— वेळी होतो.
(वेगवेगळ्या, एकाच, कोणत्याही)

४. ——— दुकाने, निवासी भागांमध्ये वसलेली असतात.
(वैशिष्ट्येपूर्ण, सुपर मार्केट, सोयीची)

५. सेवांचे वर्गीकरण ——— च्या आधारे होते. (आठवडा, दर्जा, अ

६. ——— करारप्रमाणे एक पक्ष दुसऱ्या पक्षास आपले हक्क व स

(संयुक्त साहस उपक्रम, खाजगीकरण, प्रतिनिधीमार्फत किरकोळ व्या

७. सध्या एकच ब्रँड किरकोळ व्यापारामध्ये ——— % पर्यंत परकी
(७५, ५१, १००)

८. ERP सॉफ्टवेअर, संस्थेस अनुप्रयोगाच्या ——— पध्दतीस मान्य
(एकात्मिक, विलग, अप्रचलित)

९. लॉजिस्टिक्स ——— सेवा पुरवितात. (मंद, मूल्यवर्धित, सवलत

१०. C2C चे पूर्ण रूप ——— आहे. (कोर्ट ते ग्राहक, ग्राहक ते ग्रा

११. ई – कॉमर्समुळे, माहितीची ——— देवाणघेवाण होते. (अप्रत्यक्ष

१२. KPO ही BPO च्या ——— पायरी आहे. (खालची, शेज

ब) खालील विधाने सत्य की असत्य ते सांगा. (कोणत्याही दहा)

१. पर्यटन उद्योग हा सेवा क्षेत्राचा भाग आहे.
२. क्रेडिट कार्ड, न भरलेल्या शिल्लक रक्कमेवर जास्त व्याजदर आका
३. भौतिक पुरावा म्हणजे पर्यावरण ज्यामध्ये सेवा पुरविली जाते.
४. सध्याच्या वर्षामध्ये, भारतातील किरकोळ व्यापार क्षेत्र जलदगतीने व
५. ई – कॉमर्सच्या संक्रमणासंदर्भात, भारतीय संस्था ठराविक आव्हानां
६. दुकानामध्ये प्रवेश व निर्गमन मार्ग वेगवेगळ्या ठिकाणी असावेत.
७. ई – कॉमर्समध्ये, ग्राहकांशी वैयक्तिक संवाद होतो.
८. किरकोळ व्यापारांना ग्राहक टिकवून ठेवणे सोपे असते.
९. संघटित किरकोळ व्यापारामध्ये, खरेदीचा अनुभव कमी दर्जाचा अस
१०. भारतामध्ये, पायाभूत सुविधा ही लॉजिस्टिक व्यवस्थापनासाठी अडच
११. सेवा क्षेत्राला कोणत्याही आव्हानांना सामोरे जावे लागत नाही.
१२. आर्थिकदृष्ट्या स्वतंत्र असणारी स्त्री,सेवा क्षेत्रासाठी संधी निर्माण कर

प्र. २ खालीलपैकी कोणत्याही दोहोंची उत्तरे द्या.

अ) भारताच्या संदर्भामध्ये, सेवा क्षेत्राचे असणारे महत्त्व स्पष्ट करा.
ब) ग्राहकांच्या सेवेबद्दल कोणत्या अपेक्षा असतात?
क) सेवेची क्षमता व मागणी जुळविण्याच्या विविध व्यूहरचना स्पष्ट कर

FYBCOM
6/4/23

II230406I7E

Time: 3 hrs **Marks: 100**

N.B. 1. All Questions are compulsory.
2. Figures to the right indicate full marks.

Q.1.A. Explain **any five** of the following terms in 02-03 sentences. **10**

a) Interview
b) Open House
c) Group Discussion as a selection procedure
d) Exit Interview
e) Agenda
f) Seminar
g) R.T.I.
h) Public Relations

B. Match the following. **5**

A		B	
1	Employee Handbook	A	Gestures, posture, eye contact
2	Appraisal Interview	B	Specialized periodical publication
3	Kinesics	C	Internal PR
4	Crisis Management	D	For promotion
5	House Journal	E	Timely Information

Q.2 Attempt **any four** short notes. **20**

a) Types of Interviews
b) Organizing a Conference
c) Disadvantages of a meeting
d) Types of interview questions
e) Notice of a meeting
f) Resolutions

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

a) Explain the functions of Public Relations Department
b) List the major types of committees and give their details.
c) Write a note on external measures of PR

Q.4 Write letters **on any four** the following topics.

a) Write the letter of inquiry to the manufacturer of sports goods. Mention the details of the products that you wish to buy.
b) The LED Television Set that you bought does not have the display and picture quality that was promised. Also, the picture quality is very poor. Write a letter of complaint asking for replacement.
c) Draft a sales letter to promote the sale of the new weight loss product of your company.

d) Write a letter of consumer grievances redressal letter about the adulteration found in the Turmeric powder that you bought from a local vendor.

e) Write a letter under RTI act for the following:

Your request for the BSNL connection has been delayed in spite of submission of all the papers.

Q.5 Draft the committee feasibility report on opening a branch of an auto-dealership company.

OR

Prepare a business proposal to be submitted to a bank, to start a software company

Q.6 Draft the notice and Agenda of a credit society. Also draft two resolutions on the following:

1. Appointment of auditors
2. Renting a new, larger office

Q.7 Summarize the following and give a suitable title.

An impressive variety of facts about usage support this view. According to conservative estimates, mother-tongue speakers have now reached around 300 million; a further 300 million use English as a second language; and a further 100 million use it fluently as a foreign language. This is an increase of around 40% since the 1950s. More radical estimates, which include speakers with a lower level of language fluency and awareness, have suggested that the overall total is these days well in excess of 1,000 million. the vocation results largely from a lack of precise data about English language use in such areas as the Indian sub –continent, where the historical impact of the language exercises a containing influence on many of its 900 million people., and China, where there has been a burst of enthusiasm for English language studies in recent years, with over 100 million people watching the BBC television English series follows me. Even, in only 10% of these learners become fluent, the effect on totals is dramatic: the number of foreign learners is immediately doubled.

Surveys of range of use carried out by UNESCO and other world organizations reinforce the general statistical impression. English is used as an official or semi-official language in over 60 countries, and has a prominent place in a further 20. It is either dominant or well established in all six continents. It is the main language of books, newspapers, airports and air traffic control, international business and academic conferences, science, technology, medicine, diplomacy, sports international competitions, pop music, and advertising. Over two thirds of the world's scientists write in English. Three quarters of the world's mail is written in English. of all the information in the world's electronic retrieval systems, 80% is stored in English. English radio programs are received by over 50 million in 120 countries. over 50 million children study English as an additional language at primary level; over 80 million study it at secondary level (these figures exclude China) in any one year, the British Council helps a quarter of a million foreign students to learn English in various parts of the world.

II 23040617 E

भाषांतर

*वेळ- ३ तास एकूण गुण – १००

1. सर्व प्रश्न अनिवार्य
2. मूळ इंग्रजी प्रश्न प्रमाण मानावेत

प्र.१.अ. पुढील पैकी **कोणत्याही पाच** संकल्पना दोन ते तीन वाक्यांमध्ये स्पष्ट करा: १०

अ) मुलाखत

ब) ओपन हाऊस

क) गटचर्चा- निवड प्रक्रियेचे साधन

ड) नोकरी सोडतांनाची मुलाखत

इ) कार्यसूची

फ) सेमिनार

ग) आर.टी.आय.

h) जनसंपर्क

ब. जोड्या जुळवा. ५

अ		ब	
१.	कर्मचारी पुस्तिका	अ	हातवारे, दहबोली आणि नजर
२.	मूल्यांकन मुलाखत	ब	विशेष नियतकालिके
३.	कायनेसिक्स	क	अंतर्गत जनसंपर्क
४.	संकट व्यवस्थापन	ड	बढती करिता
५.	हाऊस जर्नल	इ	सुयोग्य वेळी माहिती

प्र.२. कोणत्याही **चारवर** टिपा लिहा. २०

अ) मुलाखतीचे प्रकार

ब) परिषद आयोजित करणे

क) सभेचे तोटे

ड) मुलाखतीतील प्रश्नांचे प्रकार

इ) सभेची सूचना

फ) ठराव

प्र.३ पुढील पैकी **कोणतेही दोन** प्रश्न सोडवा. २०

अ) जनसंपर्क विभागाची कार्ये स्पष्ट करा.

ब) समित्यांचे विविध प्रकार स्पष्ट करा.

क) बाह्य जनतासंपर्कासाठीचे विविध उपक्रम नमूद करा.

प्र.४ पुढील पैकी **कोणतेही चार** प्रश्न सोडवा. २०

अ) क्रीडा वस्तूंच्या निर्मात्यास चौकशीचे पत्र लिहा. आपण खरेदी करू इच्छित असलेल्या उत्पादनांचा तपशील सांगा.

ब) आपण खरेदी केलेल्या एलईडी टेलिव्हिजन सेटवर आश्वासन दिलेले प्रदर्शन होत नाही. तसेच चित्राची गुणवत्ता खूप खराब आहे. बदली मागण्याबाबत चे तक्रारी चे पत्र लिहा.

क) आपल्या कंपनीच्या नवीन वजन कमी करावयाच्या उत्पादनाच्या विक्रीस प्रोत्साहन देण्यासाठी विक्रीपत्राचा मसुदा तयार करा.

ड) आपण स्थानिक विक्रेत्याकडून घेतलेल्या हळदीमध्ये आढळलेल्या भेसळी विषयी ग्राहक तक्रार• निवारण कक्षाकडे तक्रार करणारे पत्र लिहा.

इ) पुढील गोष्टींसाठी आरटीआय कायद्यांतर्गत पत्र लिहा:

सर्व कागदपत्रांची पूर्तता करुनही आपणास बीएसएनएल कनेक्शन मिळण्यासाठी विलंब होत आहे.

प्र.५ वाहन विक्री कंपांनीच्या कार्यालयाची नवीन शाखा उघडण्या बाबतच्या व्यवहार्यतेचा अहवाल तयार करा. १०

किंवा

सॉफ्टवेअर कंपनी सुरू करण्यासाठी बँकेत सादर करण्याचा व्यवसायाचा प्रस्ताव तयार करा.

प्र.६ एका क्रेडिट सोसायटीच्या सभेसाठी नोटीस आणि विषय पत्रिका तयार करा. पुढील दोन ठरावांसाठीचा मसुदा १० देखील तयार करा:

१. लेखा परीक्षकांची नेमणूक

२.नवीन, मोठे कार्यालय भाड्याने देणे

प्र.७ खलील उताऱ्याचा सारांश लिहून त्याला योग्य शीर्षक द्या. ५

An impressive variety of facts about usage support this view. According to conservative estimates, mother-tongue speakers have now reached around 300 million; a further 300 million use English as a second language; and a further 100 million use it fluently as a foreign language. This is an increase of around 40% since the 1950s. More radical estimates, which include speakers with a lower level of language fluency and awareness, have suggested that the overall total is these days well in excess of 1,000 million. the vocation results largely from a lack of precise data about English language use in such areas as the Indian sub –continent, where the historical impact of the language exercises a containing influence on many of its 900 million people., and China, where there has been a burst of enthusiasm for English language studies in recent years, with over 100 million people watching the BBC television English series follows me. Even in only 10% of these learners become fluent, the effect on totals is dramatic: the number of foreign learners is immediately doubled.

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Time:- 3 Hrs.

Instructions:-
1. **All questions are compulsory**
2. **Figures to the right indicate full marks.**
3. **Use of simple or scientific calculator is allowed.**

Q.1 A State true or false (any 10). (do not rewrite the statement) **10**

i Fire insurance does not cover the accidental death of the employees.

ii Opening statement of affairs is prepared to find out amount of opening capital balance.

iii Credit sales are debited to sundry debtors account.

iv Profit or loss on consignment belongs to the consignor.

v Salvage is the value of goods saved from fire.

vi Insurance business is regulated in India by IRDA.

vii Bad debts are credited to sundry debtors account.

viii Del-credere commission is given to the consignee to avoid the risk of bad debts.

ix Stock debtors system is one of the systems used for dependent branches.

x Single entry system is suitable for large scale businesses.

xi Cost price of the goods is always higher than the invoice price of the goods.

xii Consignee is the person who is engaged in selling the goods on behalf of consignor

Q.1 B Fill in the blanks and REWRITE the sentence (any 10). **10**

i If Gross profit on cost is 25% then Gross profit on sales = _____%

ii Amount paid by customer to insurance company for purchasing an insurance policy is called as _____.

iii Invoice price is quoted at 20% profit on sales. Cost of goods is Rs.60,000. Invoice price = _____.

iv In stock debtor system, loading in opening stock is credited to _____account.

v Commission paid by consignor to the consignee for avoiding the loss due to bad debts is called as _____.

vi Invoice price is Rs.1,50,000 which is quoted at 50% profit on sales. Cost of the goods is Rs._____.

vii Difference between cost price and invoice price is called as _____.

viii Under stock debtor system, the goods returned by customer to the branch are shown in _____ account.

ix Memorandum trading account is prepared to calculate _____ in fire insurance claim.

x Payment to creditors is debited to _____ account.

xi Invoice price is quoted at 20% profit on cost. Cost of goods is Rs.60,000. Invoice price = _____.

amounted to Rs.8,250. Actual loss

related to the transactions between head office and branch.

Particulars	Opening balances on 1-4-2022
Sundry debtors	70,000
Cash	3,000
Stock	40,000

Transactions during 2022-23

Particulars	Amount (Rs.)
Goods sent to branch	3,00,000
Credit sales	2,40,000
Cash sales	1,60,000
Goods returned by debtors to branch	10,000
Goods returned by branch to head office	10,000
Cash collected from debtors	2,05,000
Bad debts	6,000
Discount allowed to debtors	4,000
Expenses paid at branch	
Salaries	20,000
Rent & taxes	12,000
Office expenses	6,000

There was no cash balance at branch at the end of the year.

Prepare Branch Stock account, Branch Debtors account, Branch Cash account and Branch P & L account in the books of Pune Head office under stock debtors system.

OR

Q.2 Following information is available from the books of Mr.Vishal for 2022-23 **20**

Particulars	1-4-2022	31-3-2023
Sundry debtors	1,00,000	1,20,000
Sundry creditors	72,000	82,000
Stock	65,000	78,000
Furniture	1,00,000	?
Machinery	1,50,000	?

Cash transactions for the year ended 31st March, 2023

Receipts	Amt.(Rs.)	Payments	Amt (Rs.)
Opening balance	15,000	Creditors	1,21,000
Cash sales	54,000	Wages	12,000
Collection from debtors	1,78,000	Salaries	28,000
Loan from Ganesh	30,000	Office expenses	4,000
		Drawings	5,000
		Closing balance	1,07,000
	2,77,000		**2,77,000**

Additional information:

a. Discount allowed Rs.3,000 and discount received Rs.4,000.
b. Bad debts written off Rs.2,000
c. Depreciation written off on machinery and furniture @10% p.a.

Prepare Trading and Profit & Loss Account

Makarand of Markandi consigned 1,000 travel bags invoice price Rs.1000 each. (cost Rs.800 each) to Ketan of Kanpur. Expenses paid were 5,000 for transport and 7,000 for packing. On receiving the goods, Ketan accepted a bill of Rs.2,00,000 as advance payment. Makarand discounted the bill with bank at a discount of Rs.5000. Discount being treated as consignment expenses. 20

Ketan sold 500 bags @ Rs.1000 and 300 bags @ Rs.1100. Expenses paid by Ketan were recurring expenses Rs.8,000 and non recurring expenses Rs.10,000.

He was entitled for commission @ 5% on sales.

Ketan settled the account by cheque after deducting his expenses and commission.

Prepare Consignment Account and Mr. Ketan Account in the books of Makarand.

Working notes should form part of your answer.

OR

3 Harish of Haridwar consigned 500 tables to Dipak of Delhi at invoice price Rs.2,000 per table. Invoice price is quoted at cost plus 20%. Harish paid transport charges Rs.5,000 and insurance Rs.8,000. 20

Dipak collected the consignment and found 10 tables completely damaged. He accepted a 3 month bill of exchange of Rs.3,00,000 as advance. Harish discounted the bill with bank at a discount of 6% p.a. Discount is treated as consignment expenses.

Dipak sold 100 tables for cash and 300 tables on credit. Expenses of Dipak were recurring expenses Rs.8,000 and non recurring expenses Rs.12,000. Commission is payable @ 5% on sales and Del-credere commission @ 3%.

A customer for 5 tables became insolvent hence amount due from him has been written off as bad debts.

Dipak paid the final settlement amount by cheque after deducting expenses and commission.

Prepare consignment account and Mr. Dipak account in the books of Harish.

Working notes should form part of your answer.

Q.4 Following information is available from the books of Mr.Kedar for 2022-23 20

Particulars	1-4-2022	31-3-2023
Sundry debtors	48,000	50,000
Sundry creditors	38,000	42,000
Stock	42,000	50,000
Furniture	60,000	?
Machinery	80,000	?

Cash transactions for the year ended 31st March, 2023

Receipts	Amt.(Rs.)	Payments	Amt (Rs.)
Opening balance	20,000	Creditors	98,000
Cash sales	57,000	Wages	14,000
Collection from debtors	1,20,000	Salaries	21,000
	40,000	Office expenses	6,200
from Sushil			4,100

Additional information:

a. Discount allowed Rs.2,000 and discount received Rs.5,000.

b. Bad debts written off Rs.2,000

c. Depreciation written off on machinery and furniture @10% p.a.

d. Salaries paid in advance Rs.6,000.

e. Loan from Sushil was taken on 1st July, 2022 on which the interest is outstanding @ 12% p.a.

Prepare Trading and Profit & Loss Account for the year ended 31st March, 2023 and Balance Sheet as on that date.

Working notes should form part of your answer.

OR

Q.4 The premises of Ice-Cool Chemicals destroyed by fire on 14th November, 2022. Books of accounts and stock costing Rs.25,000 were salvaged. Following information was available from the books of accounts. **20**

Year	Gross profit (Rs.)	Net Sales(Rs.)
2021-22	2,40,000	9,60,000
2020-21	2,10,000	8,40,000
2019-20	1,90,000	7,60,000
2018-19	1,70,000	6,80,000

Information related to the period from 1st April, 2022 to 14th November, 2022

Stock on 1st April, 2022	Rs.32,000
Purchases	Rs.1,78,000
Sales	Rs.2,00,000
Wages	Rs.24,000
Goods taken for personal use	Rs.6,000

Amount of insurance policy was Rs.70,000 and the policy was subject to average clause. Salvaged goods are expected to realize Rs.10,000 only. Prepare a statement showing the amount of insurance claim.

Q.5 **A** Distinguish between single entry system and double entry system. **10**

B What are various methods of branch accounting? **10**

OR

Q.5 **Write short notes (any 4)** **20**

a. Stock debtor system

b. Benefits of single entry system

c. Average clause

d. Memorandum trading account

e. Del-credere commission

f. Total debtors account

सूचना – १)सर्व प्रश्न आवश्यक आहे. २)उजवी कडील अंक प्रश्नाचे गुण दर्शवितात.

प्र.१ अ) रिकाम्या जागी योग्य शब्द भरा. (कोणतेही आठ) ८

१. उत्तर दिशा ——— प्रकारच्या असतात.

२. भारतीय सैन्यात ——— कमांड आहेत.

३. विसर्जन ही आज्ञा ——— साठी दिली जाते.

४. सलामी शस्त्रमध्ये ——— हरकती असतात.

५. .२२ रायफलची मॅगझीन क्षमता ——— राउन्ड इतकी असते.

६. सलामी शस्त्र हे ——— ना दिले जाते.

७. ड्रिल ——— प्रकारची असते.

८. नकाशे ——— प्रकारचे असतात.

९. INSAS चे पूर्ण नाव ——— आहे.

१०. कंम्पास ——— प्रकारचे असतात.

ब) खालील विधाने चूक की बरोबर ते सांगा. (कोणतेही सात) ७

१. कुत्र्याच्या चावण्याने प्लेग फैलावतो.

२. मनुष्याच्या शरीरात २१० हाडे असतात.

३. आर्मी डे दरवर्षी १५ जानेवारीला साजरा केला जातो.

४. स्लो मार्च हे प्रमुख व्यक्तीच्या समोर पायलटींग करताना आवश्यक असते.

५. पीछे मुडमध्ये ९० अंश वळावे लागते.

६. वर्ड ऑफ कमांड तीन भागांमध्ये विभागलेले असते.

७. बीबी का मकबरा हा आग्रामध्ये स्थित आहे.

८. MMG च्या ॲम्युनेशन बेल्टमध्ये २६५ राउंड असतात.

९. अंमबुश दोन प्रकारचे असतात.

१०. कंम्पासच्या सहाय्याने खरी उत्तर दिशा शोधता येते.

प्र.२ अ) आपत्तीचे वर्गीकरण कसे करतात ते उदाहरणाद्वारे स्पष्ट करा. ७

ब) नागरी उत्तरदायित्व म्हणजे काय ते उदाहरणाद्वारे स्पष्ट करा. ८

किंवा

अ) सिव्हील डीफेन्स ऑरग्नायझेशनचा राज्यस्तरीय क्रमवार आलेख स्पष्ट करा. ७

ब) समाजाच्या उन्नतीसाठी एन. सी. सी. चे योगदान लिहा. ८

प्र.३ अ) पाण्यामुळे व कीटकामुळे पसणाऱ्या रोगांपासून कसे संरक्षण करू शकाल ते स्पष्ट करा. ७

ब) सलामी शस्त्रची कारवाई विस्तृत स्पष्ट करा. ८

किंवा

अ) HIV / AIDS चा पासून संरक्षण करण्यामध्ये युवकांचे योगदान लिहा. ७

ब) .२२ रायफलची सफाई विस्तृतपणे लिहा. ८

प्र.४ अ) फायरिंग मधील विविध अवस्था लिहा. ७

ब) लाईनतोड व विसर्जन यातील फरक स्पष्ट करा. ८

किंवा

अ) 'जनधन' योजने विषयी माहिती लिहा. ७

ब) समाजातील दुर्बल घटकांच्या गरजाचा स्पष्ट करा. ८

प्र.५ खालील कोणत्याही तीन प्रश्नांची उत्तरे लिहा. १५

१. नकाशांचे विविध प्रकार स्पष्ट करा.

Time 2.30 hrs | IIOS117III02 | Marks -75

N.B. 1.All questions are compulsory .
2.Figures to the right indicates full marks .

Q1) fill in the blanks (any Eight) (08)

1. North is of ---------- types.
2. There are ---------- commands in Indian Army.
3. Visarjan is a word of command for---------- .
4. Salami Shastra has ---------- no. of movements.
5. Magzine capacity of 022 rifle is ---------- Rounds.
6. Salami Shastra is given to all ---------- .
7. Drill is of ----- type.
8. There are ---------- types of maps.
9. INSAS stands for _____ .
10. Compass is of _____ types .

Q1 B) State the following statements are true or false.(Any Seven) (07)

1. Plague is transmitted by dog bite.
2. There are 210 bones in human body.
3. Army day is celebrated on 15th January every year.
4. 'Slow march' is required during important parades like pilot marching in front of VIP .
5. 'Piche mur' involves a 90 degree turn.
6. A word of command consists of three parts .
7. 'Biwi ka Makhbara' is located at agra .
8. The capacity of ammunition in a belt of MMG is 265 rounds.
9. There are two types of Ambush.
10. We can find out True North with the help compass .

Q2 A) How are disasters classified? Explain each of them with an example . (07)

Q2B) What is civil responsibility ? Explain in details. (08)

OR.

Q2 A Deaw a flow chart of civil Defense Organization at state level. (07)

Q2B) Roll of NCC in improvement of society. (08)

Q3A) What preventive steps can be taken to stop the spread of A) Insect borne diseases. B)Water borne diseases. (07)

Q3B) Explain the process of ' Salami Shastra' (08)

OR

Q3 A) Role of the youth in preventing HIV /Aids. (07)

Q 3 B) How .22 Rifle is clean write in detail. (08)

Q4A) Explain the various positions of firing. (07)

Q4 B) Write the difference between Dismissing and falling out . (08)

OR

Q 4 A) Explain in details Jana Dhana Yojna. (07)

Q 4 B) Explain the needs of weaker sections of society. (08)

Q 5 Answer any 3 following questions (15)

1. Explain the various types of maps .

भाग हे शाश्वत विकासाचे एक महत्वाचे तत्व आहे .
मानवी मूल्य समाजातील राहणीमनचा दर्जा वाढवितात.
-हासाचा समुद्री जीवांवर परिणाम होत नाही .
हे आक्रमकता आणि हिंसाचाराचे एकमेव कारण आहे .
सुविधांच्या अभावामुळे वैयक्तिक ताण निर्माण होतो .
ी कारणे सर्व व्यक्तींमध्ये एकसारखी नसतात.

ोकरणाचा औद्योगिक क्षेत्रावर होणारा परिणाम स्पष्ट करा . १५

किंवा

ण म्हणजे काय ? त्याचे लाभ व मर्यादा विषद करा .

हक्कांची व्याख्या करून त्यांच्या प्राचीन ते आधुनिक काळापर्यंतच्या उगम व ची चर्चा करा . १५

किंवा

विकास संकल्पना स्पष्ट करा .

-हासाच्या मानवी जीवनावर होणाऱ्या परिणामांचे वर्णन करा . १५

किंवा

हणजे काय ? तणावाचे प्रकार स्पष्ट करा

च विकासात सामाजिकीकरणाचे घटक महत्वाची भूमिका कशी बजावतात? १५

किंवा

हा . (कोणत्याही ३)

ोकरणाचा जीवनशैलीवरील परिणाम

ची कारणे

खळी

ील उपाय

आत्मपुर्तीचा सिद्धांत

II 0511 / III 01

Duration: 2.30 Hours Marks: 75

N.B : (1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1 (a) Choose the correct alternative (any eight) (08)

(1) The term ---------- refers to freedom to business enterprises from excessive government control.

(Globalization, Liberalization, Disinvestment)

(2) The only important motive of all ---------- companies is to maximize their profit.

(Private, Public, Co-operative)

(3) Human rights are derived from the principle of ---------- law.

(Government, Natural, Judicial)

(4) ---------- is the study of all living systems in relation to their environment.

(Ecology. Biology, Physiology)

(5) Acid rain is one of the harmful effect of ---------- pollution.

(Air, Water, Noise)

(6) Meat -eating animals are called as ----------

(Herbivorous, Carnivorous, Omnivorous)

(7) Working with the farmer's by corporate firms and sharing the profit is known as ----------

(Contract farming, Corporate farming, Private farming)

(8) ---------- is the situation in which two or more parties feel themselves in opposition.

(Stress, Conflict, Frustration)

(9) According to Maslow there are ---------- human needs.

(Two, Three, Five)

(10)Hassels of everyday life are ---------- stressors.

(Individual, Organisational, Background)

(B) Write True or False (any seven) (07)

(i) IT has made communication simple and less expensive.

(ii)Globalization has resulted in increased ratio of contractual workers to total workers.

(iii)Article 23 of Indian constitution abolishes untouchability.

(iv) Eustress is the term used to describe positive stress.

(v) Public participation is one of the guiding principles of sustainable development.

(vi) Basic human values helps to improve standard of living in a society.

(vii)Environment degradation does not affect marine life.

(viii) Regionalism is the only cause of aggression and violence.

(ix) Lack of civic amenities is an individual stressor.

(x) Causes of stress may not be same for every individual.

Q.2)(A) Explain the impact of globalization on industrial sector (15)

OR

(B)What is liberalization? State its benefits and limitations

Q.3)(A) Define Human Rights and discuss the origin and evolution of human rights from ancient to modern period. (15)

OR

(B) Explain the concept of sustainable development.

Q.4)(A) Illustrate the impact of environment degradation on human life (15)

OR

(B)What is stress? Explain the type of stress.

Q.5)(A) How does factors of socialization plays an important role in personality development? (15)

OR

(B) Write short notes (any three)

1. Impact of globalization on life style
2. Causes of migration
3. Food chain
4. Coping with stress
5. Maslow's theory of self actualization

वेळ: २.३० तास

सूचना: १) सर्व प्रश्न अनिवार्य आहेत.

२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.१) अ) योग्य पर्याय निवडा. (कोणतेही आठ)

१) ---------- ही संज्ञा शासनाच्या अतिरिक्त नियंत्रणापासून व्यवसायांना स्वात
(जागतिकीकरण , उदारीकरण , निर्गुंतवणूक)

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

3) मानवी हक्क हे -------- कायद्याच्या तत्वापासून मिळालेले आहेत .
(सरकारी , नैसर्गिक, न्यायिक)

4) सर्व जीवांचा त्यांच्या पर्यावरणाशी असलेल्या सबंधाचा अभ्यास म्हणजे ---
(परिस्थितिकी, जीवशास्त्र, शरीरशास्त्र)

५) आम्ल वर्षा हा ------ प्रदूषणाचा घातक परिणाम आहे .
(हवा, पाणी , ध्वनी)

६) मांस खाणाऱ्या प्राण्यांना ------ असे म्हणतात.
(तृणभक्षक , मांसभक्षक ,सर्वभक्षक)

७) शेतकऱ्यांच्या सहकार्याने कंपन्यांनी केलेली शेती आणि यातून मिळालेला न
घेण्याच्या पद्धतीला
-------- म्हणतात.
(करार शेती , कंपनी शेती, खाजगी शेती)

८) ------ ही अशी स्थिती आहे की जिच्यामध्ये दोन किंवा अधिक पक्ष एकमेव
समजतात.
(ताण, संघर्ष , नैराश्य)

९) मास्लो यांच्यामते मानवाच्या गरजा ------ आहेत.
(दोन, तीन , पाच)

१०) दैनंदिन जीवनातल्या समस्यांना---------- ताणकारक असे म्हणतात.
(वैयक्तिक, संघटनात्मक, पार्श्व)

ब) खालील विधाने चूक की बरोबर ते लिहा . (कोणतेही ७)

१) माहिती तंत्रज्ञानाने संदेशन सोपे व कमी खर्चिक केले आहे .

२) जागतिकीकरणामुळे कंत्राटी कामगारांच्या प्रमाणात एकूण कामगार वर्गाच्या
झाली आहे.

३) राज्यघटनेच्या कलम २३ अनुसार अस्पृश्यतेचे निर्मूलन झाले आहे .

४) 'सकारात्मक ताण' या करिता 'यूस्ट्रेस' ही संज्ञा वापरतात.

2) All questions have internal choice.
3) Draw neat diagrams wherever necessary.
4) Use of simple calculator is permitted.
5) Figures to the right indicates full marks.

12/4/23

Q.1 A Select the best answer from the given options and rewrite the statement. (Any10) **(10)**

i. The demand curve for a firm under perfect competition is_____
a. vertical b. horizontal
c downward sloping d. upward sloping

ii. The monopolist faces_____
a.the negative sloping market demand curve b.vertical demand curve
c. steeper demand curve d. none of these

iii Under_____ firm and industry are same.
a.perfect competition b.oligopoly
c. monopolistic competition d. monopoly

iv. In the long run firm under monopolistic competition will get_____Profit.
a.super-normal profit b. normal Profit
c. both a & b d. none of these

v. oligopoly is characterized by_____
a.single seller b. too many seller
c. few sellers d. single buyer

vi. the aim of cartel is maximizing_____ profit.
a.accounting b. joint
c. government d. individual

vii _____refers to charging lower prices for higher quantities.
a.first degree price discrimination b. second degree price discrimination
c. third degree price discrimination d. none of these

viii _____implies different prices in the domestic and foreign markets.
a.dumping b. marginal cost pricing
c. cost-plus pricing d. multiple product pricing

ix. Under marginal cost pricing_____ costs are ignored.
a.Variable cost b. fixed cost
c. both a and b d. none of these

x. Pay back period is measured as_____
a.initial investment ÷ annual cash inflow b. ratio of profits to years
c. both a and b d. none of these

xi. If NPV of the project is positive, the project is_____
a.accepted b. rejected
c. indifferent in choice d. none of the above

xii Capital budgeting relates to_____
a.long term investment decisions b. short term investment decisions
c. investment term d. all of the above

B Write whether the following statements are true or false.(Any 10) **(10)**

1. A firm under perfect competition is price taker
2. Firms aims at maximizing super-normal profit.
3. Monopoly product has close substitutes in the market.

10. Capital budgeting assures optimal utilization of resources
11. NPV method considers time value of money.
12. Pay back period method does not consider profitability of the project.

Q.2 **Attempt A and B OR C and D**

A What are the sources of monopoly power? (0

B Explain long run equilibrium of industry under perfect competition (0

OR

C Explain short run equilibrium of firm in perfect competition under identical cost Condition. (08

D What are the features of monopoly? (07

Q.3 **Attempt A and B OR C and D**

A Read the following paragraph and answer the questions below (08

In india there are a number of soft drinks available in the market. New firms are free to enter at Anytime in the market. The firms are aware about the number and variety of soft drinks already available in the market.To capture share in the market , they kept the price of their product lesser than other soft drinks in the market. Also they made advertisement to attract consumers.After about a year, on gaining loyal consumers, they increased the price of the drinks but still enjoyed increased market share

i) Name the market structure being described in the paragraph above.

ii) Describe the characteristic of the market identified by you in question.

B. Explain kinked demand curve model. (07

OR

C. Explain the concept of cartel. (08

D. Explain the role of advertisement in determining demand. (07

Q.4 **Attempt A and B OR C and D**

A. What are the objectives of price policy? (08

B. Explain the concept of dumping. (07

OR

C. Explain multi product pricing method. (08

D. i) What are the merits of cost plus pricing method ? (07

ii) Assuming a desired mark up of 14%, if average variable cost is 65 and average fixed cost is 25, calculate the full cost price of product.

Q.5 **Attempt A and B OR C and D**

A. Explain the problems of capital budgeting. (08

B. Explain merits and demerits of pay back period method (07

OR

C. The project requires an initial investment of 20,000 and the annual cash inflows for 5 years is 6,000, 8,000, 5,000, 4,000, and 4,000, respectively. Find the pay back period. (08

D. Explain net present value method (07

Q.6 **Attempt A and B Or write short notes on any four**

A. Explain price leadership of dominant firm. (With the help of Diagram) (10

B. Explain short run equilibrium of monopoly firm. (10

OR

Write short notes (any four) (20

i) Features of oligopoly

सूचना १. सर्व प्रश्न आवश्यक आहेत.
२. सर्व प्रश्नांना अंतर्गत पर्याय आहेत.
३. आवश्यक तेथे सुबक आकृत्या काढा.
४. साध्या संगणक यंत्राचा वापर करण्यास परवानगी आहे.
५. उजवीकडील अंक पूर्ण गुण दर्शवितात.

दिलेल्या पर्यायामधून योग्य उत्तराची निवड करून वाक्य पूर्ण लिहा. (१०)

I. १

१) पूर्ण स्पर्धेतील उत्पादन संस्थेचा मागणी वक्र _____असतो.
अ. उभी रेषा ब. आडवी रेषा
क. वरुन खाली येणारा ड. खालुन वर येणारा

२) मक्तेदार _____चा सामना करतो.
अ. वरून खाली येणारा बाजार मागणी वक्र ब. खालून वर येणारा मागणी वक्र
क. संकुचित मागणी वक्र ड. यापैकी कोणतेही नाही.

३) _____मध्ये उत्पादनसंस्था व उदयोग समुह समान असतात.
अ. पूर्ण स्पर्धा ब. अल्पाधिकार
क. मक्तेदारीयुक्त स्पर्धा ड. मक्तेदारी

४) मक्तेदारीयुक्त स्पर्धेतील उत्पादनसंस्था दीर्घकाळात _____ नफा मिळवते.
अ. अवाजवी नफा ब. वाजवी नफा
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही

५) _____हे अल्पाधिकाराचे वैशिष्ट आहे.
अ. एकच विक्रेता ब. खूप सारे विक्रेते
क. अल्प विक्रेते ड. एकच ग्राहक

६) कार्टेल चे ध्येय _____ महत्तम नफा मिळवणे हे असते.
अ. लेखापरीक्षण ब. संयुक्त
क. शासकीय ड. वैयक्तिक

७) जास्त नगांना कमी किंमत आकारणे याला _____असे म्हणतात.
अ प्रथम श्रेणी मुल्यविभेद ब.द्वितीय श्रेणी मुल्यविभेद
क. तृतीय श्रेणी मुल्यविभेद ड. यापैकी कोणतेही नाही

८) स्वदेशात व परकीय देशात वेगवेगळ्या किंमती आकारणे याला_____असे म्हणतात.
अ. अवपुंजन ब. सिमांत खर्च किंमत निश्चिती
क. खर्च अधिक किंमत निश्चिती ड. बहुविध वस्तु किंमत निश्चिती

९) सिमांत खर्च किंमत निश्चितीमधे_____खर्च गृहीत धरले जात नाहीत.
अ. चल खर्च ब. स्थिर खर्च
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही.

१०) परतावा कालावधी चे मापन_____असे केले जाते.
अ. मूळ गुंतवणूक ÷ वार्षिक रोख प्रवाह ब. नफ्याचे वर्षाशी गुणोत्तर
क. अ आणि ब दोन्ही ड. यापैकी कोणतेही नाही.

११) जर प्रकल्पाचा NPV धन असेल तर प्रकल्प_____
अ. स्विकारला जाईल ब. नाकारला जाईल
क. निवडीबाबत तटस्थता असेल ड. वरीलपैकी कोणतेही नाही

१२) भांडवली अंदाजपत्रकाचा संबंध _____ शी असतो.
अ. दिर्घकालीन गुंतवणूक निर्णय ब. अल्पकालीन गुंतवणूक निर्णय
क गुंतवणूक कालावधी ड. वरील सर्व

ब) खालील विधाने चूक कि बरोबर ते सांगा. (कोणतेही दहा) (१०)

१) पूर्ण स्पर्धेतील उत्पादनसंस्था किंमत स्विकारणारी असते.

६) विक्री खर्च हे अल्पाधिकार बाजाराचे महत्वाचे वैशिष्ट्य आहे.

७) सिमांत खर्च किंमत निश्चिती मध्ये स्थिर खर्चाच्या आधारे किंमत निश्चित होते.

८) हस्तांतरीत किंमत निश्चिती मुळे कर भारात वाढ होते.

९) अवपुंजन ही अनुचित व्यापार पद्धती समजली जाते.

१०) भांडवली अंदाजपत्रक साधनसामुग्रीच्या पर्याप्त वापराचे आश्वासन देते.

११) NPV पद्धत पैशाचे काल मुल्य गृहीत धरते.

१२) परतावा कालावधी पद्धत प्रकल्पाची लाभता गृहित धरत नाही.

प्र. २ अ आणि ब किंवा क आणि ड या प्रश्नांची उत्तरे लिहा.

अ. मक्तेदारी शक्तीचे स्रोत कोणते ? (०८)

ब. पूर्ण स्पर्धेतील उदयोग समुहाचा दिर्घकालीन समतोल स्पष्ट करा (०७)

किंवा

क. समान खर्च स्थितीनुसार पूर्ण स्पर्धेतील उत्पादन संस्थेचा अल्पकालीन समतोल स्पष्ट करा. (०८)

ड. मक्तेदारीची वैशिष्ट्ये कोणती ? (०७)

प्र. ३ अ. खालील उतारा वाचा व खालील प्रश्नांची उत्तरे द्या. (०८)

भारतात असंख्य मृदु पेय बाजारात उपलब्ध आहेत. नवीन उत्पादनसंस्था बाजारात कधीही मुक्त प्रवेश करू शकतात. उत्पादन संस्थांना बाजारात उपलब्ध असेलेल्या मृदु पेयांची संख्या व विविधता याबद्दल माहिती असते. जास्तीत जास्त बाजार हिस्सा काबीज करण्यासाठी ते आपल्या वस्तूची किंमत बाजारातील इत्तर मृदु पेयांच्या तुलनेत कमी ठेवतात, तें ग्राहकांना आकर्षित करण्यासाठी जाहिरात देखील करतात,एखाद वर्षानंतर प्रामाणिक ग्राहक प्राप्त झाल्यावर, ते पेयांची किमंत वाढवितात.परंतु तरीही वाढता बाजार हिस्सा उपभोगतात.

i)वरील उता यात वर्णन केलेल्या बाजार रचनेचे नाव सांगा.

ii) तुम्ही ओळखलेल्या बाजाराच्या वैशिष्ट्यांचे वर्णन करा.

ब. बाकदार मागणी वक्र प्रतिमान स्पष्ट करा. (०७)

किंवा

क. कार्टेल ही संकल्पना स्पष्ट करा. (०८)

ड. मागणी निर्धारीत करण्यासाठी जाहिरातींची भूमिका स्पष्ट करा. (०७)

प्र. ४ अ आणि ब किंवा क आणि ड या प्रश्नांची उत्तरे लिहा.

अ. किंमत धोरणाची उदिष्टये कोणती? (०८)

ब. अवपुंजन संकल्पना स्पष्ट करा (०७)

किंवा

क. बहुविध वस्तु किंमत निश्चिती पद्धत स्पष्ट करा (०८)

ड. i) खर्च अधिक किंमत पदधतीचे गुण कोणते ? (०७)

ii) अपेक्षित मार्क अप १४% गृहीत धरला आहे, जर सरासरी चल खर्च रु. ६५ आणि सरासरी स्थिर खर्च रु. २५ आहे तर वस्तूची पूर्णखर्च किंमत काढा.

प्र. ५ अ. भांडवली अंदाजपत्रकाच्या समस्या स्पष्ट करा. (०८)

ब. परतावा कालावधी पद्धतीचे गुण व दोष स्पष्ट करा. (०७)

किंवा

क. प्रकल्पाची आवश्यक मुळ गुंतवणूक रु २०,००० आहे. आणि ५ वर्षासाठी वार्षिक रोख प्रवाह रु. ६००० ,८,०००, ५,०००, ४००० आणि ४,००० अनुक्रमे आहे. तर परतावा कालावधी काढा. (०८)

ड. निव्वळ वर्तमान मूल्य पद्धत स्पष्ट करा (०७)

प्र. ६ अ आणि ब किंवा कोणत्याही चार टिपा लिहा.

अ वर्चस्व असणा या उत्पादन संस्थेचे किंमत नेतृत्व आकृतीसह स्पष्ट करा. (१०)

ब मक्तेदारी उत्पादन संस्थेचा अल्पकालीन समतोल स्पष्ट करा. (१०)

II05130III40

FY BCom EVS
11/4/23

Time- 3hrs. Mark- 100

N.B : 1. All questions are compulsory and carry equal marks.
2. Draw sketches and diagrams wherever necessary.
3. Use of map stencil is allowed.
4. Attach Appendix page to your answer paper.

Q.1 A) Mark and name the following features on the outline map of Mumbai supplied to you. (10)

1) Mithi river
2) Any one port in Mumbai
3) Mulund dumping ground
4) A national park
5) Girgaon beach
6) Elephanta cave
7) A religious centre
8) An area of water pollution
9) Nehru planetarium
10)Any one area affected by land slide

B) Mark and name the following features on the outline map of Konkan supplied to you. (10)

1) Palghar district
2) Any one hot spring
3) A fruit canning industry
4) Head quarter of Raigad district
5) A Thermal power station
6) An airport
7)A fort in Ratnagiri district
8) A ship building industry
9) An earthquake prone area
10) An area affected by deforestation in Sindhudurg district

Q.2 Answer any two questions from the following

A) Define the ~~term waste~~ and explain the different sources of waste. (10)
B) State the solid waste management system in Mumbai. (10)
C) Explain the role of citizens in waste management. (10)

Q.3 Answer any two questions from the following

A) With the neat diagram explain the uneven distribution of food (10)
B) Define malnutrition and state the effects of them. (10)
C) State the different causes and effects of air pollution. (10)

Q.4 Answer any two questions from the following

A) Explain the features of Eco-tourism in India. (10)
B) Define tourism and explain the types of tourism. (10)
C) Discuss on the tourism potentials in India (10)

Q.5 Answer any two questions from the following

A) Discuss in detail the Chipko movement in India. (10)
B) Explain the concepts of ISO 14000 and ISO 16000. (10)
C) Explain the concept, need and significance of environmental management (10)

II 05|30III 40

मराठी रूपांतर

वेळ :-३तास गुण-१००

सूचना: १) सर्व प्रश्न अनिवार्य आहेत आणि सर्वांना समान गुण आहेत.
२) आवश्यक तेथे आराखडे व आकृत्या काढा.
३) नकाशा स्टेन्सिल वापरण्यास परवानगी आहे.
४) तुमच्या उत्तरपत्रीकेस परिशिष्ठाचे पान जोडा.

प्र.१.अ) तुम्हास पुरविलेल्या मुंबईच्या नकाशात खालील बाबी दाखवा व नावे द्या . (१०)

१) मिठी नदी
२) मुंबईतील एक बंदर
३) मुलुंड डम्पिंग ग्राऊंड
४) राष्ट्रीय उद्यान
५) गिरगाव बीच
६) एलिफंटा लेणी
७) एक धार्मिक स्थळ
८) एक जलप्रदूषणग्रस्त क्षेत्र
९) नेहरू तारांगण
१०) एक भूमीपातग्रस्त क्षेत्र

ब) तुम्हास पुरविलेल्या कोंकणच्या नकाशात खालील बाबी दाखवा व नावे द्या . (१०)

१) पालघर जिल्हा
२) एक उष्ण पाण्याचा झरा
३) एक फळ प्रक्रिया उद्योग
४) रायगड जिल्ह्याचे मुख्यालय
५) औष्णिक ऊर्जा निर्मिती केंद्र
६)एक विमानतळ
७) रत्नागिरी जिल्ह्यातील एक किल्ला
८) एक जहाज बांधणी उद्योग
९) एक भूकंपग्रस्त क्षेत्र
१०) सिंधुदुर्ग जिल्ह्यातील निर्वनिकरणग्रस्त क्षेत्र

प्र .२.) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) घनकचऱ्याची व्याख्या द्या आणि त्याचे विविध स्त्रोत स्पष्ट करा. (१०)
ब) घन कचरा व्यवस्थापनाच्या मुंबईतील पद्धती सांगा. (१०)
क) कचरा व्यवस्थापनात नागरिकांची भूमिका स्पष्ट करा. (१०)

प्र. ३) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) सुबक आकृतीच्या सहाय्याने जगातील अन्नाचे असमान वितरण स्पष्ट करा. (१०)
ब) कुपोषणाची व्याख्या द्या व त्याचे परिणाम सांगा. (१०)
क) वायुप्रदूषणाची विविध कारणे व परिणाम सांगा. (१०)

प्र. ४) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) भारतातील पर्यावरणीय पर्यटनाची वैशिष्ट्ये स्पष्ट करा. (१०)
ब) पर्यटनाची व्याख्या द्या आणि पर्यटनाचे प्रकार स्पष्ट करा (१०)
क) भारतातील पर्यावर्णीय संभाव्यता यावर चर्चा करा (१०)

प्र.५) खालीलपैकी कोणत्याही दोन प्रश्नांची उत्तरे लिहा.

अ) भारतातील चिपको चळवळीवर सविस्तर चर्चा करा (१०)
ब) आयएसओ १४००० आणि आयएसओ १६००० या संकल्पना स्पष्ट करा. (१०)
क) पर्यावरण व्यवस्थापनाची संकल्पना, गरज आणि महत्त्व स्पष्ट करा. (१०)

FYBCOM
10/4/23

II 05127 III 31

Duration: 3:00 hours

Max. Marks:100

N.B.: (1) All questions are compulsory.
(2) Figures to right indicate full marks.
(3) Use of simple calculator is allowed.

20

Q.1 Attempt any four of the following:

A The cost function $C = x^2 + 5x + 5$, find total cost, average cost and marginal cost at x =10.

B Examine the point of maxima and minima for the function $f(x) = x^3 - 6x^2 + 9x$.

C If the demand function is given by $D = 12 + 4p - p^2$ Find the price elasticity of demand when price is 3.

D A manufacturer finds that the total cost of producing x units daily is Rs.$(x^2 + 2x + 5)$. and the price is $Rs.\,30 - x$. Find the output x which maximizes the profit.

E Find derivative of y with respect to x.
i. $y = 4x^7 - logx + \sqrt{x} + log7^2$
ii. $y = (4x + 1)(logx - 10)$

20

Q.2 Attempt any four of the following:

A What sum will become Rs.73205 in 4 years , if the rate of interest is 10% compounded yearly?

B Find the present value of an ordinary annuity of Rs. 1500 per half year, for 4 years at 8% , to be calculated half yearly.

C A person borrowed Rs. 30,000, at 8% p.a. if he wishes to return the sum within 4 years, Find his EMI using interest on reducing balance method.

D Sunil invested in an annuity with half yearly period for 4 years at the rate of interest of 8% to be compounded half yearly. If he received Rs.27642.68 as the maturity value, what was his periodic payment?

E How much time will the principal of Rs.400 will take, to be Rs.1000, at the simple interest of 12.5% per annum?

20

Q.3 Attempt any four of the following:

A Find the coefficient of correlation for the following data:

X	2	5	8	10	6	3	1
Y	4	6	7	8	5	4	3

B For the following information given below, find Y when X = 4.

	X	Y
Mean	3	5
Variance	2.5	0.5

COV (X,Y) = 0.2

C Given the two regression equations as 25X + 7Y + 8 = 0 and 3X - 4Y + 100 = 0.
i) Identify the regression lines. (ii) Find coefficient of correlation.

D Calculate spearman's rank Correlation for the following data:

X	60	30	37	30	42	37	55	45
Y	50	25	33	27	40	33	50	42

E Define Correlation and state its properties.

Q.4 Attempt any four of the following: 20

A Write down the steps in the construction of cost of living index numbers.

B Fit a linear trend by the method of least square for the following data and estimate the trend value for the year 2015.

Year	2007	2008	2009	2010	2011	2012	2013
Expenditure	80	90	92	83	94	99	92

C Construct the weighted index number for the following commodity:

Commodity	Base year price	Current year price	weights
A	40	32	5
B	5	2	3
C	10	4	50
D	8	3	10
E	4	1	15

D Find trend values by using 4 yearly moving average method:

Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
values	25	27	29	28	30	32	33	30	30	35	36

E Find the Marshall-Edgeworth's Index numbers for the following data:

Commodity	Base year		Current year	
	Price	Quantity	Price	quantity
A	30	2	20	2
B	40	2	30	0.5
C	60	9	50	4
D	70	4	50	1

Q.5 Attempt any four of the following: 20

A For a poisson distribution with $m = 3$ $find\ p(2), P(x < 3) and\ P(x > 2)$.
$(take\ e^{-3} = 0.05)$

B A has won 20 out of 30 games of chess with B. In a new series of 6 games, what is the probability that A would win (i) only 4 games (ii) 4 or more games.

C If X is a random variable following Poisson distribution with relation
4P(X = 0) = P (X = 1) find P (X = 3) $(Given\ e^{-4} = 0.0183)$

D If the weight of 10000 soldiers in a regiment is normally distribution with mean 72 kg and standard deviation of 5 kg. Find the percentage of soldiers with weights between 70 and 77 kg.
(Given area between Z=0 to Z=1 is 0.3413 & between Z=0 to Z=0.4 is 0.1554)

E Write the probability density function of Normal distribution and state its important properties.

FYBCom
8/4/23

II05124III28

Duration: 2:30 hours | Max. Marks: 75

N.B.: (1) All questions are compulsory.
(2) All questions carry equal marks.
(3) Use of simple calculator is allowed.
(4) Figures to the right indicate maximum marks allotted to the sub-questions.

Q.1(A) Fill in the Blanks. (Any 8) 8

i The point of no profit no loss is known as_____.
ii The quantities which do not change are called _____.
iii A square matrix in which all non-diagonal element is equal to zero are called as_____ .
iv The money invested or borrowed is called as_____.
v When all the power of x are non- negative it is called as _____ function.
vi If Rs.1000 is invested at 7% simple interest then the amount after 1 year is_____.
vii A matrix having only one column is called as _____.
Viii The number of ways of 7 students are arranged in 3 chairs is_____.
Ix If Y = F(X) then the value of x is called as _____.
x The size of each payment made for an annuity is called as_____.

Q.1(B) State whether the statement are true or false.(Any 7) 7

i The multiplication of 2 matrix is possible if columns of 1st matrix should be equal to rows of second matrix.
ii When demand equal to supply, an equilibrium point is reached.
iii If C is a cost function of x , its derivative is called as average revenue.
iv The product of first n natural numbers is called factorial n.
v All diagonal elements of identity matrix is 1.
vi If the periodic payment is done at the end of each period is knows as ordinary annuity.
vii Only some industries require labor as an input.
Viii A matrix having every element as zero is called as null matrix.
ix) $\frac{dy}{dx}$, if $y=x^2$, will be $2x^2$ x) Value of 3! is 6

Q.2(A) An organization consist of 9 members, of which 4 are doctors. A selection of 4 persons is to be done amongst these members. Find how many selections will have (i) no doctor (ii) At least 3 doctors (iii) At most 1 doctors. 7

Q.2(B) Mandar invested a certain sum for 3years at 4% and got a simple interest of Rs.1200. He then kept aside the interest and again invested the same amount at the compound interest for another 4 years at 10% p.a. calculated annually , find final amount receives at the end of second deal. Also calculate his compound interest. 8

OR

Q.2(P) For an ordinary annuity of Rs.3000 per month for 1year at 12 % to be compounded monthly, find its present value. 8

Q.2(Q) Sunil invested in an annuity with half yearly period for 4 years at the rate of interest of 8% to be compounded half yearly. If he received Rs.27642.68 as the maturity value, what was his periodic payment? 7

Q.3(A) For the following two industry input-output model, find technology matrix. Also calculate of output if final demand of each product increases by 30 units. Find the labor requirement for this output. 8

Industry	Consumption		Final demand	Total output
	1	2		
1	70	80	60	210
2	50	90	40	180
labor	90	10		

Q.3(B) If $A = \begin{bmatrix} 2 & 4 & 4 \\ 4 & 2 & 4 \\ 4 & 4 & 2 \end{bmatrix}$ *show that* $A^2 - 8A$ *is a scalar matrix.* 7

OR

Q.3(P) $A = \begin{bmatrix} 1 & 2 & 3 \\ 1 & 1 & 5 \\ 2 & 4 & 7 \end{bmatrix}$ Find inverse using Adjoint method. 8

Q.3(Q) Solve the following example using Cramer's Rule : 7

$$x + y + z = 7\,, x + 2y + 3z = 16\,, x + 3y + 4z = 22.$$

Q.4(A) A manufacturing finds that the total cost of producing x units daily is Rs. $x^2 + 2x + 5$. and the price is Rs. $30 - x$ per unit. find the output x which maximizes the profit. 7

Q.4(B) Find the polynomial function f(x) whose graph passes through the points by using Newton's forward interpolation formula (1,6) (2,17) (3,24) (4,57). 8

OR

Q.4(P) Using Newton's backward difference interpolation formula find F(65) if 7

X	51	61	71	81	91
F(X)	46	66	8	93	104

Q.4(Q) If the demand function is $D = \frac{p+2}{p-1}$ find price elasticity of demand when the price is 3 units 8

Q.5(A) Find $\frac{dy}{dx}$ for each of the following : 8

$$(i)\ y = e^x 5^x log x \quad (ii)\ y = \frac{e^x}{3x^2 + 1} \quad (iii)\ y = \sqrt[3]{x}\ 4^x$$

Q.5(B) A person borrowed Rs. 75,000, at 12% p.a. if he wishes to return the sum within 1 years, Find his EMI using (i) Interest on reducing balance method (ii) Flat interest rate. 7

OR

Q.5(C) Attempt any 3 : 15

1. Write a short note on price elasticity of demand.
2. Explain any 2 properties of determinant with suitable example.
3. Types of annuity
4. Types of matrices with examples
5. Time value of Money

वालील कोणत्याही दोहोंची उत्तरे दया. १५

संघटित व असंघटित किरकोळ व्यापारातील फरक लिहा.

ारतातील, दुकानाशिवाय किरकोळ व्यापाराचे विविध प्रकार स्पष्ट करा.

ारतातील किरकोळ व्यापारास सामोरे जावी लागणारी आव्हाने स्पष्ट करा.

वालीलपैकी कोणत्याही दोहोंची उत्तरे दया. १५

BPO ची संकल्पना स्पष्ट करा आणि BPO कंपनीकडून पुरवल्या जाणाऱ्या विविध सेवांचे वर्णन करा.

डेबिट कार्ड म्हणजे काय? त्याचे फायदे सांगा.

लॉजिस्टिक्सचे महत्त्व स्पष्ट करा.

वालीलपैकी कोणत्याही दोहोंची उत्तरे दया. १५

— कॉमर्स म्हणजे काय? त्याची वैशिष्टये सांगा.

B2C व्यवहारांमधील महत्त्वाचे उपक्रम कोणते आहेत?

ऑनलाईन विपणन संशोधन' यावर टीप लिहा.

ोडक्यात टीपा लिहा. (कोणत्याही चार) २०

वा विकास चक्र

किरकोळ व्यापाराचा कल

टरप्राईझ संसाधन नियोजन

वाजगी क्षेत्रासाठी विमा क्षेत्र खुले

— कॉमर्सची कार्ये

ॉल व्यवस्थापन

II 05124 III 24

8/4/22

[Time:Three Hours] [Marks: 100]

N.B - 1. All questions are compulsory.

2. Figures to the right indicate full marks.

Q.1A) Fill in the blanks with appropriate option given in the bracket: (any10) (10)

1. Due to problem of_____ services cannot be kept in inventory.

(Inconsistency, Perishability, Inseparability)

2. _____ is a benefit of E-Commerce.

(Security issues, Resistance to change, Elimination of middleman)

3. Services are produced and consumed _____ (At different times, Simultaneously, Anytime)

4. _____ stores are located in residential areas.(Specialty, Super market, Convenience)

5. Services are classified on the basis of _____ (Weekly, Quality, Intangibility)

6. Under_____ agreement, one party agrees to transfer its rights and resources to another party. (Joint venture, Privatization, Franchising)

7. At present, FDI is allowed up to _____ % in single brand retail. (75, 51,100)

8. ERP software allows organization to use a _____ system of applications.

(Integrated, isolated, outdated)

9. Logistics provides _____ services. (Slow, Value-added, Discounted)

10. C2C stands for _____(Court to Consumer, Consumer to Consumer, Company to Company)

11. E-Commerce has _____ exchange of information. (Indirect, Verbal, Paperless)

12. KPO is one step _____ of BPO. (Lower, side by side, ahead)

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

1. Tourism industry is a part of service sector.
2. Credit card charges high interest rates on unpaid balance.
3. Physical evidence means an environment in which service is provided.
4. India's retail sector is fast growing in recent years.
5. Indian firms face certain challenges with reference to transition to e-commerce.
6. Entry and Exit points of a store must be at different places.
7. In E-Commerce, an interaction with customers is personal.

8. Customer retention is easy for retailers.
9. Shopping experience in organized retailing is poor.
10. In India, infrastructure is not a problem for logistics management.
11. There are no challenges faced by service sector.
12. Financially dependent women creates an opportunity for service sector.

Q.2 Answer any Two of the following: (15)

a) Explain the importance of service sector in the Indian context.
b) What are the consumer expectations about services?
c) Explain the various strategies for managing capacity and demand of services.

Q.3 Answer any Two of the following: (15)

a) Distinguish between organized and unorganized retailing.
b) Explain various non-store formats of retail in India.
c) Explain the challenges faced by retail sector in India.

Q.4 Answer any Two of the following: (15)

a) Explain the concept of BPO anddescribe various services offered by BPO companies.
b) What is debit card? State its advantages.
c) Explain the importance of logistics.

Q.5 Answer any Two of the following: (15)

a) What is E-Commerce? State its features.
b)What are major activities involved in B2C transactions?
c)Write a note on 'Online marketing research'.

Q.6 Write short notes on: (any 4) (20)

a) Service Development Cycle
b) Trends in retailing
c) Enterprise Resource Planning
d) Opening of insurance sector for private players
e) Functions of E-Commerce
f) Mall Management

सूचना – १)सर्व प्रश्न अनिवार्य आहेत.
२)उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र. १ अ) कंसातील योग्य पर्याय निवडून गाळलेल्या जागा भरा. (कोणत्याही दहा)

१. ——— च्या अडचणीमुळे सेवांचा साठा करून ठेवता येत नाही.
(अनियमितता, नाशवंत, अविभाज्यता)

२. ——— हा ई – कॉमर्सचा फायदा आहे.
(पुरक्षेचा मामला, बदलास विरोध, मध्यस्थ काढून टाकणे)

३. सेवांची निर्मिती आणि उपभोग ——— वेळी होतो.
(वेगवेगळ्या, एकाच, कोणत्याही)

४. ——— दुकाने, निवासी भागांमध्ये वसलेली असतात.
(वैशिष्ट्येपूर्ण, सुपर मार्केट, सोयीची)

५. सेवांचे वर्गीकरण ——— च्या आधारे होते. (आठवडा, दर्जा, अदृश्यता)

६. ——— करारप्रमाणे एक पक्ष दुसऱ्या पक्षास आपले हक्क व साधने हस्तांतरित करत
(संयुक्त साहस उपक्रम, खाजगीकरण, प्रतिनिधीमार्फत किरकोळ व्यापार)

७. सध्या एकच ब्रँड किरकोळ व्यापारामध्ये ——— % पर्यंत परकीय प्रत्यक्ष गुंतवणुकी
(७५, ५१, १००)

८. ERP सॉफ्टवेअर, संस्थेस अनुप्रयोगाच्या ——— पध्दतीस मान्यता देते.
(एकात्मिक, विलग, अप्रचलित)

९. लॉजिस्टिक्स ——— सेवा पुरवितात. (मंद, मूल्यवर्धित, सवलतीच्या)

१०. C2C चे पूर्ण रूप ——— आहे. (कोर्ट ते ग्राहक, ग्राहक ते ग्राहक, कंपनी ते कंपन

११. ई – कॉमर्समुळे, माहितीची ——— देवाणघेवाण होते. (अप्रत्यक्ष, तोंडी, कागदावि

१२. KPO ही BPO च्या ——— पायरी आहे. (खालची, शेजारील, पुढील)

ब) खालील विधाने सत्य की असत्य ते सांगा. (कोणत्याही दहा)

१. पर्यटन उदयोग हा सेवा क्षेत्राचा भाग आहे.
२. क्रेडिट कार्ड, न भरलेल्या शिल्लक रक्कमेवर जास्त व्याजदर आकारते.
३. भौतिक पुरावा म्हणजे पर्यावरण ज्यामध्ये सेवा पुरविली जाते.
४. सध्याच्या वर्षामध्ये, भारतातील किरकोळ व्यापार क्षेत्र जलदगतीने वाढत आहे.
५. ई – कॉमर्सच्या संक्रमणासंदर्भात, भारतीय संस्था ठराविक आव्हानांना सामोरे जात आ
६. दुकानामध्ये प्रवेग व निर्गमन मार्ग वेगवेगळ्या ठिकाणी असावेत.
७. ई – कॉमर्समध्ये, ग्राहकांशी वैयक्तिक संवाद होतो.
८. किरकोळ व्यापारांना ग्राहक टिकवून ठेवणे सोपे असते.
९. संघटित किरकोळ व्यापारामध्ये, खरेदीचा अनुभव कमी दर्जाचा असतो.
१०. भारतामध्ये, पायाभूत सुविधा ही लॉजिस्टिक व्यवस्थापनासाठी अडचण नसते.
११. सेवा क्षेत्राला कोणत्याही आव्हानांना सामोरे जावे लागत नाही.
१२. आर्थिकदृष्ट्या स्वतंत्र असणारी स्त्री,सेवा क्षेत्रासाठी संधी निर्माण करते.

प्र. २ खालीलपैकी कोणत्याही दोहोंची उत्तरे दया.

अ) भारताच्या संदर्भामध्ये, सेवा क्षेत्राचे असणारे महत्त्व स्पष्ट करा.
ब) ग्राहकांच्या सेवेबददल कोणत्या अपेक्षा असतात?
क) सेवेची क्षमता व मागणी जुळविण्याच्या विविध व्युहरचना स्पष्ट करा.

FYBCom
6/4/23

II230406I7E

Time: 3 hrs **Marks: 100**

N.B. 1. All Questions are compulsory.
2. Figures to the right indicate full marks.

Q.1.A. Explain **any five** of the following terms in 02-03 sentences. **10**

a) Interview
b) Open House
c) Group Discussion as a selection procedure
d) Exit Interview
e) Agenda
f) Seminar
g) R.T.I.
h) Public Relations

B. Match the following. **5**

A		B	
1	Employee Handbook	A	Gestures, posture, eye contact
2	Appraisal Interview	B	Specialized periodical publication
3	Kinesics	C	Internal PR
4	Crisis Management	D	For promotion
5	House Journal	E	Timely Information

Q.2 Attempt **any four** short notes. **20**

a) Types of Interviews
b) Organizing a Conference
c) Disadvantages of a meeting
d) Types of interview questions
e) Notice of a meeting
f) Resolutions

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

a) Explain the functions of Public Relations Department
b) List the major types of committees and give their details.
c) Write a note on external measures of PR

Q.4 Write letters **on any four** the following topics. **20**

a) Write the letter of inquiry to the manufacturer of sports goods. Mention the details of the products that you wish to buy.
b) The LED Television Set that you bought does not have the display and picture quality that was promised. Also, the picture quality is very poor. Write a letter of complaint asking for replacement.
c) Draft a sales letter to promote the sale of the new weight loss product of your company.

d) Write a letter of consumer grievances redressal letter about the adulteration found in the Turmeric powder that you bought from a local vendor.

e) Write a letter under RTI act for the following:
Your request for the BSNL connection has been delayed in spite of submission of all the papers.

Q.5 Draft the committee feasibility report on opening a branch of an auto-dealership company. 10

OR

Prepare a business proposal to be submitted to a bank, to start a software company

Q.6 Draft the notice and Agenda of a credit society. Also draft two resolutions on the following: 10

1. Appointment of auditors
2. Renting a new, larger office

Q.7 Summarize the following and give a suitable title. 05

An impressive variety of facts about usage support this view. According to conservative estimates, mother-tongue speakers have now reached around 300 million; a further 300 million use English as a second language; and a further 100 million use it fluently as a foreign language. This is an increase of around 40% since the 1950s. More radical estimates, which include speakers with a lower level of language fluency and awareness, have suggested that the overall total is these days well in excess of 1,000 million. the vocation results largely from a lack of precise data about English language use in such areas as the Indian sub –continent, where the historical impact of the language exercises a containing influence on many of its 900 million people., and China, where there has been a burst of enthusiasm for English language studies in recent years, with over 100 million people watching the BBC television English series follows me. Even, in only 10% of these learners become fluent, the effect on totals is dramatic: the number of foreign learners is immediately doubled.

Surveys of range of use carried out by UNESCO and other world organizations reinforce the general statistical impression. English is used as an official or semi-official language in over 60 countries, and has a prominent place in a further 20. It is either dominant or well established in all six continents. It is the main language of books, newspapers, airports and air traffic control, international business and academic conferences, science, technology, medicine, diplomacy, sports international competitions, pop music, and advertising. Over two thirds of the world's scientists write in English. Three quarters of the world's mail is written in English. of all the information in the world's electronic retrieval systems, 80% is stored in English. English radio programs are received by over 50 million in 120 countries. over 50 million children study English as an additional language at primary level; over 80 million study it at secondary level (these figures exclude China) in any one year, the British Council helps a quarter of a million foreign students to learn English in various parts of the world.

II 23040617 E

भाषांतर

वेळ- ३ तास एकूण गुण – १००

1. सर्व प्रश्न अनिवार्य
2. मूळ इंग्रजी प्रश्न प्रमाण मानावेत

प्र.१.अ. पुढील पैकी **कोणत्याही पाच** संकल्पना दोन ते तीन वाक्यांमध्ये स्पष्ट करा: १०

अ) मुलाखत

ब) ओपन हाऊस

क) गटचर्चा- निवड प्रक्रियेचे साधन

ड) नोकरी सोडतांनाची मुलाखत

इ) कार्यसूची

फ) सेमिनार

ग) आर.टी.आय.

h) जनसंपर्क

ब. जोड्या जुळवा. ५

अ		ब	
१.	कर्मचारी पुस्तिका	अ	हातवारे, दहबोली आणि नजर
२.	मूल्यांकन मुलाखत	ब	विशेष नियतकालिके
३.	कायनेसिक्स	क	अंतर्गत जनसंपर्क
४.	संकट व्यवस्थापन	ड	बढती करिता
५.	हाऊस जर्नल	इ	सुयोग्य वेळी माहिती

प्र.२. कोणत्याही **चारवर** टिपा लिहा. २०

अ) मुलाखतीचे प्रकार

ब) परिषद आयोजित करणे

क) सभेचे तोटे

ड) मुलाखतीतील प्रश्नांचे प्रकार

इ) सभेची सूचना

फ) ठराव

प्र.३ पुढील पैकी **कोणतेही दोन** प्रश्न सोडवा. २०

अ) जनसंपर्क विभागाची कार्ये स्पष्ट करा.

ब) समित्यांचे विविध प्रकार स्पष्ट करा.

क) बाह्य जनतासंपर्कासाठीचे विविध उपक्रम नमूद करा.

प्र.४ पुढील पैकी **कोणतेही चार** प्रश्न सोडवा. २०

अ) क्रीडा वस्तूंच्या निर्मात्यास चौकशीचे पत्र लिहा. आपण खरेदी करू इच्छित असलेल्या उत्पादनांचा तपशील सांगा.

ब) आपण खरेदी केलेल्या एलईडी टेलिव्हिजन सेटवर आश्वासन दिलेले प्रदर्शन होत नाही. तसेच चित्राची गुणवत्ता खूप खराब आहे. बदली मागण्याबाबत चे तक्रारी चे पत्र लिहा.

क) आपल्या कंपनीच्या नवीन वजन कमी करावयाच्या उत्पादनाच्या विक्रीस प्रोत्साहन देण्यासाठी विक्रीपत्राचा मसुदा तयार करा.

ड) आपण स्थानिक विक्रेत्याकडून घेतलेल्या हळदीमध्ये आढळलेल्या भेसळी विषयी ग्राहक तक्रार• निवारण कक्षाकडे तक्रार करणारे पत्र लिहा.

इ) पुढील गोष्टींसाठी आरटीआय कायद्यांतर्गत पत्र लिहा:

सर्व कागदपत्रांची पूर्तता करुनही आपणास बीएसएनएल कनेक्शन मिळण्यासाठी विलंब होत आहे.

प्र.५ वाहन विक्री कंपनीच्या कार्यालयाची नवीन शाखा उघडण्या बाबतच्या व्यवहार्यतेचा अहवाल तयार करा. १०

किंवा

सॉफ्टवेअर कंपनी सुरू करण्यासाठी बँकेत सादर करण्याचा व्यवसायाचा प्रस्ताव तयार करा.

प्र.६ एका क्रेडिट सोसायटीच्या सभेसाठी नोटीस आणि विषय पत्रिका तयार करा. पुढील दोन ठरावांसाठीचा मसुदा १० देखील तयार करा:

१. लेखा परीक्षकांची नेमणूक

२.नवीन, मोठे कार्यालय भाड्याने देणे

प्र.७ खलील उताऱ्याचा सारांश लिहून त्याला योग्य शीर्षक द्या. ५

An impressive variety of facts about usage support this view. According to conservative estimates, mother-tongue speakers have now reached around 300 million; a further 300 million use English as a second language; and a further 100 million use it fluently as a foreign language. This is an increase of around 40% since the 1950s. More radical estimates, which include speakers with a lower level of language fluency and awareness, have suggested that the overall total is these days well in excess of 1,000 million. the vocation results largely from a lack of precise data about English language use in such areas as the Indian sub –continent, where the historical impact of the language exercises a containing influence on many of its 900 million people., and China, where there has been a burst of enthusiasm for English language studies in recent years, with over 100 million people watching the BBC television English series follows me. Even in only 10% of these learners become fluent, the effect on totals is dramatic: the number of foreign learners is immediately doubled.

Surveys of range of use carried out by UNESCO and other world organizations reinforce the general statistical impression. English is used as an official or semi-official language in over 60 countries, and has a prominent place in a further 20. It is either dominant or well established in all six continents. it is the main language of books, newspapers, airports and air traffic control, international business and academic conferences, science, technology, medicine, diplomacy, sports international competitions, pop music, and advertising. Over two thirds of the world's scientists write in English. Three quarters of the world's mail is written in English. of all the information in the worlds electronic retrieval systems, 80% is stored in English. English radio programs are received by over 50 million in 120 countries. over 50 million children study English as an additional language at primary level; over 80 million study it at secondary level (these figures exclude China) in any one year, the British Council helps a quarter of a million foreign students to learn English in various parts of the world.

Time:- 3 Hrs. **Marks:-100**

Instructions:-
1. **All questions are compulsory**
2. **Figures to the right indicate full marks.**
3. **Use of simple or scientific calculator is allowed.**

Q.1 A State true or false (any 10). (do not rewrite the statement) **10**

i Fire insurance does not cover the accidental death of the employees.

ii Opening statement of affairs is prepared to find out amount of opening capital balance.

iii Credit sales are debited to sundry debtors account.

iv Profit or loss on consignment belongs to the consignor.

v Salvage is the value of goods saved from fire.

vi Insurance business is regulated in India by IRDA.

vii Bad debts are credited to sundry debtors account.

viii Del-credere commission is given to the consignee to avoid the risk of bad debts.

ix Stock debtors system is one of the systems used for dependent branches.

x Single entry system is suitable for large scale businesses.

xi Cost price of the goods is always higher than the invoice price of the goods.

xii Consignee is the person who is engaged in selling the goods on behalf of consignor

Q.1 B Fill in the blanks and REWRITE the sentence (any 10). **10**

i If Gross profit on cost is 25% then Gross profit on sales = _____%

ii Amount paid by customer to insurance company for purchasing an insurance policy is called as _____.

iii Invoice price is quoted at 20% profit on sales. Cost of goods is Rs.60,000. Invoice price = _____.

iv In stock debtor system, loading in opening stock is credited to _____account.

v Commission paid by consignor to the consignee for avoiding the loss due to bad debts is called as _____.

vi Invoice price is Rs.1,50,000 which is quoted at 50% profit on sales. Cost of the goods is Rs._____.

vii Difference between cost price and invoice price is called as _____.

viii Under stock debtor system, the goods returned by customer to the branch are shown in _____ account.

ix Memorandum trading account is prepared to calculate _____ in fire insurance claim.

x Payment to creditors is debited to _____ account.

xi Invoice price is quoted at 20% profit on cost. Cost of goods is Rs.60,000.

Q.2 Minal Enterprises of Pune has a branch at Kalyan. Following information is available related to the transactions between head office and branch. **20**

Particulars	Opening balances on 1-4-2022
Sundry debtors	70,000
Cash	3,000
Stock	40,000

Transactions during 2022-23

Particulars	Amount (Rs.)
Goods sent to branch	3,00,000
Credit sales	2,40,000
Cash sales	1,60,000
Goods returned by debtors to branch	10,000
Goods returned by branch to head office	10,000
Cash collected from debtors	2,05,000
Bad debts	6,000
Discount allowed to debtors	4,000
Expenses paid at branch	
Salaries	20,000
Rent & taxes	12,000
Office expenses	6,000

There was no cash balance at branch at the end of the year.

Prepare Branch Stock account, Branch Debtors account, Branch Cash account and Branch P & L account in the books of Pune Head office under stock debtors system.

OR

Q.2 Following information is available from the books of Mr.Vishal for 2022-23 **20**

Particulars	1-4-2022	31-3-2023
Sundry debtors	1,00,000	1,20,000
Sundry creditors	72,000	82,000
Stock	65,000	78,000
Furniture	1,00,000	?
Machinery	1,50,000	?

Cash transactions for the year ended 31st March, 2023

Receipts	Amt.(Rs.)	Payments	Amt (Rs.)
Opening balance	15,000	Creditors	1,21,000
Cash sales	54,000	Wages	12,000
Collection from debtors	1,78,000	Salaries	28,000
Loan from Ganesh	30,000	Office expenses	4,000
		Drawings	5,000
		Closing balance	1,07,000
	2,77,000		**2,77,000**

Additional information:

a. Discount allowed Rs.3,000 and discount received Rs.4,000.
b. Bad debts written off Rs.2,000
c. Depreciation written off on machinery and furniture @10%

Q.3 Makarand of Markandi consigned 1,000 travel bags invoice price Rs.1000 each. (cost Rs.800 each) to Ketan of Kanpur. Expenses paid were 5,000 for transport and 7,000 for packing. On receiving the goods, Ketan accepted a bill of Rs.2,00,000 as advance payment. Makarand discounted the bill with bank at a discount of Rs.5000. Discount being treated as consignment expenses. **20**

Ketan sold 500 bags @ Rs.1000 and 300 bags @ Rs.1100. Expenses paid by Ketan were recurring expenses Rs.8,000 and non recurring expenses Rs.10,000.

He was entitled for commission @ 5% on sales.

Ketan settled the account by cheque after deducting his expenses and commission.

Prepare Consignment Account and Mr. Ketan Account in the books of Makarand.

Working notes should form part of your answer.

OR

Q.3 Harish of Haridwar consigned 500 tables to Dipak of Delhi at invoice price Rs.2,000 per table. Invoice price is quoted at cost plus 20%. Harish paid transport charges Rs.5,000 and insurance Rs.8,000. **20**

Dipak collected the consignment and found 10 tables completely damaged. He accepted a 3 month bill of exchange of Rs.3,00,000 as advance. Harish discounted the bill with bank at a discount of 6% p.a. Discount is treated as consignment expenses.

Dipak sold 100 tables for cash and 300 tables on credit. Expenses of Dipak were recurring expenses Rs.8,000 and non recurring expenses Rs.12,000. Commission is payable @ 5% on sales and Del-credere commission @ 3%.

A customer for 5 tables became insolvent hence amount due from him has been written off as bad debts.

Dipak paid the final settlement amount by cheque after deducting expenses and commission.

Prepare consignment account and Mr. Dipak account in the books of Harish.

Working notes should form part of your answer.

Q.4 Following information is available from the books of Mr.Kedar for 2022-23 **20**

Particulars	**1-4-2022**	**31-3-2023**
Sundry debtors	48,000	50,000
Sundry creditors	38,000	42,000
Stock	42,000	50,000
Furniture	60,000	?
Machinery	80,000	?

Cash transactions for the year ended 31st March, 2023

Receipts	**Amt.(Rs.)**	**Payments**	**Amt (Rs.)**
Opening balance	20,000	Creditors	98,000
Cash sales	57,000	Wages	14,000
Collection from debtors	1,20,000	Salaries	21,000
Loan from Sushil	40,000	Office expenses	6,200

Additional information:

a. Discount allowed Rs.2,000 and discount received Rs.5,000.

b. Bad debts written off Rs.2,000

c. Depreciation written off on machinery and furniture @10% p.a.

d. Salaries paid in advance Rs.6,000.

e. Loan from Sushil was taken on 1st July, 2022 on which the interest is outstanding @ 12% p.a.

Prepare Trading and Profit & Loss Account for the year ended 31st March, 2023 and Balance Sheet as on that date.

Working notes should form part of your answer.

OR

Q.4 The premises of Ice-Cool Chemicals destroyed by fire on 14th November, 2022. Books of accounts and stock costing Rs.25,000 were salvaged. Following information was available from the books of accounts. **20**

Year	Gross profit (Rs.)	Net Sales(Rs.)
2021-22	2,40,000	9,60,000
2020-21	2,10,000	8,40,000
2019-20	1,90,000	7,60,000
2018-19	1,70,000	6,80,000

Information related to the period from 1st April, 2022 to 14th November, 2022

Stock on 1st April, 2022	Rs.32,000
Purchases	Rs.1,78,000
Sales	Rs.2,00,000
Wages	Rs.24,000
Goods taken for personal use	Rs.6,000

Amount of insurance policy was Rs.70,000 and the policy was subject to average clause. Salvaged goods are expected to realize Rs.10,000 only. Prepare a statement showing the amount of insurance claim.

Q.5 **A** Distinguish between single entry system and double entry system. **10**

B What are various methods of branch accounting? **10**

OR

Q.5 **Write short notes (any 4)** **20**

a. Stock debtor system

b. Benefits of single entry system

c. Average clause

d. Memorandum trading account

e. Del-credere commission

f. Total debtors account