

(SET-A)

Time:3 Hours

Marks:100

Date: 07/05/2022

Note: 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1. Multiple Choice Questions. (Answer any 25)

(50 Marks)

- 1) Communication is a part of _____ skills.
 - a) soft
 - b) hard
 - c) rough
 - d) short

- 2) The _____ is the person who transmits the message.
 - a) receiver
 - b) driver
 - c) sender
 - d) cleaner

- 3) _____ communication includes tone of voice body language, facial expressions etc.
 - a) non verbal
 - b) verbal
 - c) letter
 - d) notice)

- 4) _____ Is an aggressive behavior and will most likely bring a negative response from the speaker.
 - a) Yawning
 - b) interrupting
 - c) Slapping
 - d) Dancing

- 5) People cannot interact with each other without _____.
 - a) Communication
 - b) Transport
 - c) Voice
 - d) Loudspeaker

- 6) The language of the report should be _____.
 - a) Loose

- b) Casual
- c) Formality
- d) Formal

7) Interviews are conversations with _____

- a) purpose
- b) friendliness
- c) fun
- d) informality

8) The person who conducts the interview is called the _____

- a) Interviewer
- b) Interviewee
- c) Boss
- d) Subordinate

9) Which of these is the first thing mentioned in a notice?

- a) Name of the organization
- b) Date
- c) Notice
- d) Notice details

10) Which of these details is not mentioned in the main notice?

- a) Time
- b) Name of the speakers
- c) Date
- d) Venue

11) "Public relations" can be defined as _____

- a) a collection of techniques for persuading people to buy products they don't need.
- b) a collection of techniques for persuading news organizations to give space or time to people or products that are not inherently newsworthy
- c) planned and continuous communication to provide information about an organization, issue or product to the public.
- d) planned and continuous communication to obscure the inadequacies of an organization or product.

12) Public relations professionals often deal with either internal or external communications. Which of the following best describes those two types of communications?

- a) Internal communications deal with investors, clients, customers or contributors, and external communications keep company employees informed about the company.
 - b) Internal communications always flow from the top of the organization down, and external communications always flow from the bottom to the top.
 - c) Internal communications always are carried out by e-mail, and external communications always are carried out through the mass media.
 - d) Internal communications keep company employees informed about the company, and external communications deal with investors, clients, customers or contributors.
- 13) In an informal letter you should do what?
- a) Scribble.
 - b) Write legibly in simple English.
 - c) Ignore grammar.
 - d) Leave out the date.
- 14) How do you end the main body of a formal letter?
- a) By telling the recipient what he should be doing next.
 - b) By talking about the weather in your city.
 - c) By talking about the weather in the recipient's city.
 - d) By expressing your love for the recipient.
- 15) If you didn't know the recipient's name, how would you address the person?
- a) Dear Mr./Mrs.
 - b) Dear Sir or Dear Madam.
 - c) My dear.
 - d) Hello.
- 16) Business letters produce immediate effect because they are:
- a) interesting
 - b) formal
 - c) informal
 - d) brief
- 17) Letters that please the receiver are called:
- a) routine letters
 - b) invitation letters
 - c) good-news letters
 - d) "yes" letters

- 18) Which of these are the most common type of business letters?
- Letters of application
 - Letters of enquiry
 - Letters of order
 - Letters of adjustment
- 20) Which of the following should a summary news lead NOT try to do _____
- Provide the most important information.
 - Stress what is unusual or interesting.
 - Convey the most recent information.
 - Lure readers in to reading a story they are not interested in.
- 21) Leads often omit the names of the people involved in news stories because _____
- no one will care who is involved.
 - their identities are less important than what happened to them.
 - ethical journalists always omit the names of people involved in news events.
 - the names are best left to the last paragraph of the story.
- 22) _____ reports strive to be more accurate and correct.
- Oral
 - Written
 - Presentation
 - Informal
- 23) Usually an Auditor's report is a _____ report.
- non-statutory
 - statutory
 - first information
 - investigative
- 24) _____ are based on the findings of the Report.
- Procedure
 - Terms of Reference
 - Authority
 - Recommendations
- 25) _____ Report deals with the assessment and promotion of employees
- Project
 - Appraisal
 - Inspection

d) Presentation

26) On receiving a complaint, the ____ sends a copy to the opposite party.

- a) judge
- b) forum
- c) magistrate
- d) police

27) Users of railways, airways and tax payers are also _____

- a) consumers
- b) manufacturers
- c) sellers
- d) producers

28) _____ is a person who buys or hires goods or services.

- a) Consumer
- b) Seller
- c) Manufacturer
- d) Producer

29) Where the complaint is genuine, the complaint deserves nothing less than a full and frank _____

- a) excuse
- b) apology
- c) story
- d) avoid

30) In complaint letter, avoid a detailed explanation of the _____

- a) error
- b) transport
- c) use
- d) price

Q.2. Answer any two of the following.

(10 Marks)

- 1) Explain the Do's and Don'ts of presentation.
- 2) Explain how to make PowerPoint presentation.
- 3) Explain significance of nervousness during presentation.

Q.3. Answer any two of the following.

(10 Marks)

- 1) Explain types of interview.
- 2) What is Conferences? Explain advantage and disadvantage of Conferences.
- 3) What is public relations? Explain the internal measures of

public relations.

Q.4. Answer any two of the following. (10 Marks)

1. Draft a Letter of inquiry, asking for details of home furniture to furnish your new apartment.
2. Draft promotional leaflets to promote Insurance company.
3. you have not received your passport for the past three months in spite of having fulfilled all formalities. Draft a letter under the RTI act addressed to the passport officer, passport seva Kendra, marol, Andheri (east), Mumbai inquiring about the reason for the delay.

Q.5. Answer any two of the following. (10 Marks)

1. A committee has been formed to investigate the possibilities of setting up a branch of cross fit gymnasium and yoga centre in your college. Draft the covering letter and report of the committee with favourable suggestions.
2. Draft a business proposal to be sent to a company to setup a canteen serving nutritious food in their premises for their staff.
3. Summarize the following passage and give a suitable title.

Globalisation is all that comes to one's mind when you look around and see high-tech gadgets being used as toys or buildings with awe-inspiring infrastructure. Everything made these days has a competitive edge, as Pune has readied herself to go global all the way. She takes the challenge head on and competes with the corporate giants universally. The cut-edge competition offered is present in every sector of the market; be it clothes, techies or real estate developments. As many companies from different backgrounds are aiming for Pune, one can imagine the vast potential hidden in this city. Many automobile companies have been set in Pune or their products are being imported from else where, but it's the awareness that counts, the fact that we're not less informed than our Western counter parts. Many people attribute globalisation to IT companies, which is mostly true, as so is the fact that our standard of living has vastly improved because of this change. Most of the companies settling in the city have their branches the world over and in India too. So Pune is no more second best to Mumbai. She's taking a stand and making place for herself slowly but steadily.

People opt for clothing brands that have originated from say, London or the U.S.A. and the local companies are urged into performing better and raising their standards to match those of the ones abroad. When it comes to the infrastructure and the interiors, it is globalisation all the way. What with French windows and Italian couches being to-on-the-list, the traditional furniture is passed. Many banks have opened their branches in Pune as she offers a strong

client base with many IT companies housing all their accounts with these banks, which have an international network. Every one wants to be unique, have nothing but the best and they wouldn't mind competing worldwide. As 'something different' is what everyone wants; I guess globalization is just the cure for that itch.

Q.6. Write short note on any two.

(10 Marks)

- 1) Grievance interview,
- 2) Crisis management.
- 3) Trade letters
- 4) feasibility reports



Time: 3 Hours

Marks: 100

Date: 11/05/2022

Note: 1) All questions are compulsory

2) Figures to the right indicate full marks

Q1. Multiple Choice Questions (Attempt any 25)

50 Marks

1. Cartel formation is most likely to happen under
 - (a) Perfect Competition
 - (b) Monopoly
 - (c) Oligopoly
 - (d) Monopolistic Competition

2. Demand curve faced by an individual seller under Perfect Competition is
 - (a) Downward and flatter
 - (b) Downward and steeper
 - (c) Vertical
 - (d) Horizontal

3. In Perfect Competition, commodities are
 - (a) homogeneous
 - (b) differentiated
 - (c) cheap quality
 - (d) good quality

4. Perfect Mobility of factors of production is a feature of which market?
 - (a) Perfect Competition
 - (b) Monopoly
 - (c) Oligopoly
 - (d) Monopolistic Competition

5. $TR = \underline{\hspace{2cm}}$
 - (a) $P+Q$
 - (b) $P \times Q$
 - (c) P/Q
 - (d) AR/MR

6. $\underline{\hspace{2cm}} = TR - TC$
 - (a) MR
 - (b) AR
 - (c) Price
 - (d) Profit

7. A firm is considered to be in equilibrium when it produces output at a point where
 - (a) $TR = TC$
 - (b) $MR = MC$
 - (c) $MR > MC$
 - (d) $MR < MC$

8. Super normal profit or Excess profit is a condition where
 - (a) $TR > TC$
 - (b) $TR = TC$
 - (c) $TR < TC$
 - (d) $TR = MR$

9. If Total Revenue (TR) of a firm is Rs.10,000 and quantity (Q) is 200 units, then what will be the price (P) of the product?
 - (a) Rs.50
 - (b) Rs.20
 - (c) Rs.30
 - (d) Rs.100

10. A seller in a Monopoly market is a price
 (a)taker (b)maker (c)decider (d)influencer
11. Products sold in Monopoly market
 (a) have close substitutes (b)have no close substitutes
 (c)are homogeneous (d)are similar
12. In which form of market there is no distinction between firm and industry?
 (a) Perfect Competition (b)Monopoly
 (c)Oligopoly (d) Monopolistic Competition
13. _____ Monopoly is possible due to patent rights, trade marks, copy rights, etc.
 (a)Natural (b)Legal (c)Technological (d)cartel
14. AR & MR curves slope _____
 (a) upwards (b)downwards (c)horizontal (d)vertical
15. In the long run, under Monopoly market, a firm experiences only
 (a)Normal Profit (b)Sub Normal Profit
 (c)Shut Down (d)Excess Profit
16. Note book is a product belonging to which market?
 (a) Perfect Competition (b)Monopoly
 (c)Oligopoly (d) Monopolistic Competition
17. Selling cost is a special feature found only in _____ market
 (a) Perfect Competition (b)Monopoly
 (c)Oligopoly (d) Monopolistic Competition
18. Product differentiation may take place in all the forms except
 (a)colour (b)design (c)size (d)shop
19. A firm in Monopolistic Competition, in the long run experiences
 (a)Normal Profit (b)Sub Normal Profit
 (c)Shut Down (d)Excess Profit
20. Advertising is a form of _____ cost
 (a)selling (b)production (c)total (d)marginal
21. Nature of demand curve under Monopolistic Competition is
 (a)less elastic (b)more elastic
 (c)perfectly elastic (d)perfectly inelastic

22. Which of the following is not a feature of Oligopoly market?
(a) Free entry and exit (b) Few sellers
(c) Interdependence (d) Uncertainty
23. The demand curve of a firm under Oligopoly market is _____
(a) flatter (b) steeper (c) kinked (d) vertical
24. Which of the following is an example of Cartel formation?
(a) OPEC (b) ONGC (c) HDFC (d) SEBI
25. _____ degree of price discrimination occurs when seller charges each customer a different price
(a) first (b) second (c) third (d) fourth
26. Cost plus pricing is also called as
(a) Mark-up pricing (b) Multiple product pricing
(c) Transfer pricing (d) Marginal Cost pricing
27. Marginal Cost pricing is generally followed by
(a) Private entrepreneurs (b) Small and medium entrepreneurs
(c) Public sector (Govt.) (d) Large private MNC's
28. Which of the following is not a step in Capital Budgeting/
(a) Estimating cash flows
(b) finding present value of cash flows
(c) Limited resources
(d) determining the cost of the project
29. If the Original Investment is Rs.20,000 and the Annual Cash Inflow is Rs.5000, its Pay Back Period is?
(a) 4 years (b) 3 years (c) 5 years (d) 2 years
30. If a project is profitable, its NPV is
(a) positive (b) negative (c) zero (d) one

Q2. Answer the following (any 2)

10 Marks

1. Explain the features of Perfect Competition in detail
2. Explain long run equilibrium under Monopoly Market
3. Explain in detail the features of Monopoly Market

Q3. Answer the following (any 2)

10 Marks

1. Explain the role of advertisement by explaining 3 arguments for advertising and 3 arguments against advertisement
2. Explain in detail the features of Oligopoly
3. Distinguish between Monopoly and Oligopoly with the help of 5 points

Q4. Answer the following (any 2)

10 Marks

1. Explain the degrees of Price Discrimination
2. Explain the conditions for Price Discrimination
3. Explain Transfer Pricing

Q5. Answer the following (any 2)

10 Marks

1. Explain the importance of Capital Budgeting
2. Explain the types of Investment Projects
3. Explain the steps in Capital Budgeting

Q6. Short Notes (any 2)

10 Marks

1. Forms of Product Differentiation
2. Production Cost
3. Forms of Selling cost
4. Cost Plus Pricing

ALL THE BEST

TIME : 2 ½ HOURS

MARKS : 100

DATE : 09/05/2022

Question No. 1 A) Fill in the blanks choose the correct alternative.

(Attempt any Twenty Five)

(50 Marks)

1. _____ is a statement sent by consignor to consignee show the detail of goods sent on consignment. (Performa invoice /account sale /invoice/ assets)
2. bill receivable dishonored are recorded on _____ side of debtor account (debit/ credit/ assets/Liability)
3. goods sent on consignment account is closed by transferring balance to _____ account of consignor (consignment account/ goods account/ trading account/consignor account)
4. opening stock reserve is _____ to Branch account in branch debtor method. (added/ debited/ credited/ assets)
5. _____ is prepared in single entry to find out credit purchase (debtor account/ cash bank account/ creditors account /assets)
6. cash remitted by head office to branch is _____ to Branch account in head office book under the branch Delta method (debited /credited/ Added/ assets)
7. fire insurance cover a risk due to _____ (fire/ flood/ earthquake/ assets)
8. actual loss of stock due to fire = stock on the date of fire less _____ (insurance premium/salvage/compensation/ assets)
9. memorandum trading account is prepared to find out _____ (closing stock on the date of fire /gross profit on the date of fire/ salvage on date of fire/ assets)
10. If del-credere commission is paid to consignee bad debts loss is assumed by _____ (consignee /consignor/ customer/ assets)
11. in calculation fire insurance claim under valuation of stock need to be brought to _____ (market price /cost price/ undervalued price/ assets)
12. goods which are slow moving are called as _____ (abnormal goods/ salvage/ claim/ consignor)
13. Branch account under debtor system is a _____ (Nominal account/ Real account/ Personal account/ Capital account)

14. Which of the options is not an intangible asset? (Land / Patents / Goodwill / Franchise rights)
15. Which of the options is an example of business liability? (Creditors / Cash / Building / Land)
16. Copyrights, Patents and Trademarks are (Current assets / Fixed assets / Intangible assets / Investments)
17. Expenses paid by Branch are recorded under _____ (Branch Debtors Account / Branch Stock Account/ Branch Expenses Account / Branch Adjustment Account)
18. Credit purchases can be ascertained from _____ (Creditors Account/ Debtors Account/ Cash Account/ Bills Receivable Account)
19. When Rent is paid by cash, two accounts which will be affected are _____
(Cash and P& L Account / Cash and Trading Account / Debtors and Trading Account / Creditors and P & L Account)
20. Balance of consignment account indicates _____ (Profit and Loss / Goods sent to Consignor/ Balance of goods with Consignor/ Commission)
21. Stock Reserve in relation to closing stock appears on the _____ (Debit side of Branch A/c / Credit side of Branch A/c / Debit side of P&L A/c / Credit side of P&L A/c)
22. Credit sales are ascertained from _____ (Cash Account/ Total creditors account/ Total Debtors Account/ Bills receivable account)
23. Closing balance of creditors can be ascertained from _____ (Total Creditors Account/ Balance Sheet/ Bills Receivable Account/ Bills Payable Account)
24. If profit on cost is 25%, then profit on sales will be _____ (25%/ 20%/ 30%/ 33.33%)
25. Loss by theft is _____ (Normal loss/ Abnormal loss/ Consignee's loss/ Customer's Loss)
26. Goods sent on consignment should be debited by consignor to _____ (Consignment A/c / Goods sent on consignment A/c / Consignees A/c / Consignors A/c)
27. In the books of consignor, the expenses incurred by consignor should be debited to: _____ (Consignees A/c / Consignment A/c / Expenses A/c / Consignor's A/c)
28. When losses are incurred in the normal course, they are borne by _____ (Consignor / Consignee / Customer / Consignor & Consignee)

29. To whom the goods are sent for sale is called _____ (Consignee / Consignor /Customer / Seller)

30. Discount allowed to customers is recorded in _____ (Branch Debtors A/c / Branch Stock A/c / Branch Adjustment A/c / Branch P & L A/c

Question No. 2. From the following Attempt any ONE (10 Marks)

A) Mr. Sharma does not maintain his books according to the Double Entry System. From the Following information prepare Profit and Loss Account and Balance Sheet as at June 30,2018.

(A) **Assets and Liabilities:**

Particulars	30.06.2017 (Rs.)	30.06.2018 (Rs.)
Stock	19,800	1,13,200
Creditors	31,000	14,500
Debtors	1,18,000	1,25,000
Premises	90,000	90,000
Furniture	11,000	11,500
Air Conditioner	11,000	15,000

Cash Transactions.

Particular	Rs.
Cash as at July 1, 2017	15,000
Collections from Customers	1,60,800
Payment to Creditors (Trade)	1,44,000
Rent, Rate, Taxe	11,500
Salaries	1,12,000
Sundry Expenses	18,000
Drawings by Sharma	30,000
Loans from Mrs. Mishap	23,000
Capital Introduced	12,000
Sundry Income	16,500
Cash Sale	11,500
Cash Purchases	15,000
Paid to creditors for Air conditioner	15,000

(D) Bad Debts written off Rs.1,200.

OR

B) You are given,

- a) The Balance sheet of Rajkumar on 31st march,2014.
- b) A Cash Account for the year ended 31st March,2015.
- c) Additional Information.

You are required to prepare Trading and Profit and Loss Account for the year ended 31stMarch, 2015 and Balance sheet as on that date.

Balance Sheet as on 31-3-2014

Liabilities	Rs.	Assets	Rs.
Creditors	3,000	Cash	1,500
Bills Payable	5,000	Banks	2000
Capital	10,000	Bills Receivable	2,000
Outstanding Wages	100	Debtors	2,600
		Stock	2000
		Furniture	1,000
		Plant	7,000
Total	18,100	Total	18,100

Cash and Bank Account for the year ended 31-03-2015

Particulars	Amt.	Particulars	Amt.
To Balance b/d	1500	By Drawings	1,200
To Cash Sales	1,000	By Wages	2,000
To Collection from Debtors	8,000	By Payment to Creditors	3,000
To Bills Receivable	7,500	By Bills Payable A/C	5,000
		By Sundry Expenses	3,000
		By Rent, Rates and Taxes	1,000
		By Balance b/d	2,800
Total	18,000	Total	18,000

Additional Information:

- | | |
|---|-------|
| a) Debtors on 31 st March,2015 | 4,000 |
| b) Creditors on 31 st March,2015 | 2,200 |
| c) Bills Receivable on 31 st March, 2015 | 4,500 |
| d) Bills Payable on 31 st March, 2015 | 5,000 |

FYBCOM / SEM – II / REGULAR & ATKT / FINANCIAL ACCOUNTING – II
(SEM – II)

- e) Stock on 31st March, 2015 3,000
- f) Discount Allowed 250
- g) Discount Received 650
- h) Bills Receivable in Hand Dishonoured during the year 500
- i) Bills Payable dishonoured. 200

OR

C) You are given:

- a) The Balance sheet of Deepak as at 31st December, 2012.
- b) The Cash Account for the year ended 31st December, 2013.
- c) Additional information.

You are required to prepare a Trading and Profit and Loss account for the year ended 31st December, 2013 and Balance sheet as on that date.

Balance Sheet as on 31-12-2012

Liabilities	Amt.	Assets	Amt.
Sundry Creditors	4,000	Cash	3000
Bills Payable	6,000	Bills Receivable	3,000
Outstanding Wages	400	Sundry Debtors	4,000
Capital	15000	Stock	3,000
		Furniture	4,400
		Plant & Machinery	8,000
Total	25,400	Total	25,400

Cash Account for the year ended 31-12-2013

Receipts	Amt.	Payments	Amt.
To Balance	1000	By Wages	4000
To Cash Sales	5000	By Drawings	1500
To Debtors	10,000	By Payment to Creditors	5000
To Bills Receivable	14,000	By Bills Payable	7000
		By Sundry Expenses	2500
		By Rent, Rates & Taxes	6000
		By balance c/d	4000
Total	30,000	Total	30,000

Additional Information:

Sundry Debtors 31-12-2013

5000

FYBCOM / SEM – II / REGULAR & ATKT / FINANCIAL ACCOUNTING – II
(SEM – II)

Sundry Creditors 31-12-2013	300
Bills Receivable 31-12-2013	500
Bills Payable 31-12-2013	6000
Stock 31-12-2013	4000
Bills Receivable dishonoured during the year	600
Bills Payable dishonoured	300
Discount allowed	300
Bills Receivable Endorsed	2000
Bills Receivable endorsed dishonoured	300
Discount Received	700

Question No. 3. From the following Attempt any ONE (10 Marks)

A) Following information is given to you from the books of Shivam Law Agency for its branch at Virar for the financial year 2013-14. Prepare Virar Branch A/c in the books of Shivam Law Agency.

Particulars	Rs.	Particulars	Rs.
Balance as on 1-4-2013		Transactions during 2013-14	
- Debtors	480,000	- Goods sent H.O.	7,8000
- Stock	100,000	- Cash sent by H.O. for petty cash by	2,0000
- Cash	4600	- Goods lost at branch	3,600
- Prepaid Rent	2600	- Credit Sales	6000
		- Cash received from debtors	480
		- Discount allowed	520
		- Bad debts	100
		- Goods returned by debtors	320
		- Branch Exp. Paid H.O. – Salary	
		- Advt.	780
		- Amount remitted by branch to H.O.	8,460
			2000
Balance as on 31-3-2014			
- Debtors	?		
- Cash	600		

- Stock	1,000		
- Prepaid Rent	1400		

OR

B) Mandar Chemicals has a branch at Patna. Goods are invoiced to the Branch at cost plus 30%. From following details prepare Branch Account.

Particulars	Rs.	Particulars	Rs.
Stock on 1-1-2017	26,000	Goods returned to H.O	6,500
Debtors on 1-1-2017	50,000	Goods returned by Branch Debtors to Branch	3,000
Cash-in-Hand on 1-1-2017	250	Total Sales of the Branch	2,23,000
Goods sent to Patna Branch	1,30,000	Cash Sales	1,70,000
Cheques sent to Branch:		Expenses paid by Branch	23,000
a) Salary	3,000		
b) Ren	2,000	Collection from Debtors	84,000
c) Expense	1000	Closing Stock on 31-12-2017	1,04,000
Furniture Purchased by H.O. for the Branch	10,000	Cash Balance on 31-12-2017	130

Depreciate the Furniture @ 10% p.a.

OR

C) Mandar Chemicals LTD has a branch at Patna. Goods are invoice to the branch at cost plus 30% profit. From the following details prepare branch account.

Particulars	Rs.
Opening Balance :	
Petty cash at Bank	1,250
Stock at Branch	77,000
Debtors at Branch	41,250
Goods supplied to Branch during the yea	3,78,000
Amount Remitted to the Branch :	
For Petty cash expense	7,500
For Salar	18,500
For Rent & Taxes	6,000

Closing Balance :	
Petty cash at Ban	1,880
Stock at Branch	57,880
Debtors at Branch	1,26,150
Discount allowed to customers	1,060
Amount Remitted by the Branch:	
Cash Sales	26,250
Realisation from debtors	4,10,350
Mr. Shah to whom goods were sold by the Branch directly remitted the Amt. to the H.	9,000

Question No. 4. From the following Attempt any ONE (10 Marks)

A) A fire occurred in the factory of Good Luck Co. Ltd on 15th April 2023. The value of the goods saved from fire was Rs.1,40,000.

Following information is available: -

Sale
Gross Profit × 100

Year	Sale Rs.	Gross Profit
2020 – 21	30,00,000	9,80,100
2021 – 22	27,50,000	9,35,000
2022 - 23	30,00,000	10,00,000

The stock on 31st March 2023 was valued at Rs.5,00,000. Purchases, sales and wages from 1st April 2023 to 14th April 2023 were ascertained at Rs.3,75,000, Rs.7,95,000 and Rs.1,50,000 respectively.

Calculate the claim to be recovered from the Insurance Company.

OR

B) Razavi Traders have taken a fire policy of Rs. ~~4,80,000~~ ^{4,98,000} covering its stock in trade. A fire occurs on 31-3-2018 and stock was destroyed with the exception of the value of Rs.1,24,080

Following could be gathered from their books:

Particulars	Rs.
Stock on 31-12-2017	1,80,000
Purchases to the date of fire	7,80,000
Sales to the date of fire	5,40,000
Carriage Inwards to the date of fire	24,000
Commission paid on purchases	2%

Rate of Gross Profit on cost	50%
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The policy was subject to average clause. You are required to calculate: -

1. Total loss of stock.
2. Amount of claim to be lodged with the Insurance Company.
3. Loss suffered due to under insurance.

OR

C) Bonfire Enterprises close their accounts on 30th June every year. On 30th September 2013 a major fire destroyed most of their stock. Following could be gathered from their books:

Particulars	Rs.
Stock on 30 th June, 2013	400,000
Purchases – 1 st July, 2013 to 30 th September 2013	7,00,000
Wages – 1 st July, 2013 to 30 th September 2013	2,50,000
Sales – 1 st July, 2013 to 30 th September 2013	15,00,000
Carriage inward for the above period	20,000
Carriage outward for the above period	20,000

Average percentage of Gross Profit is $33 \frac{1}{3}$ on cost. Stock of the value Rs. 80,000 could be salvaged. Policy was for Rs. 300,000. Claim was subject to average clause.

You are required to calculate the amount of claim.

Question No. 5. From the following Attempt any ONE (10 Marks)

A) Sen & Co. of Calcutta consign goods costing Rs.25,000 to their agent, Mustak of Mysore, on which they pay freight, Insurance and charges Rs.1,500, drawing on him a bill of exchange at 90 days for Rs.20,000. They discount the bill at Mercantile Bank being charged Rs.200 thereof. After two months they received from their agent an Account Sales informing that the entire consignment has been sold for Rs.35,000, that expenses amounting to Rs.700 have been incurred and showing as a deduction the agreed commission of 2 percent on the amount realized. A draft on the Syndicate Bank was enclosed for the balance due.

OR

B) Namdeo of Nagar consigned 250 Refrigerators at Rs.6,000 each to Vasant of Pune. He paid Rs.15,000 for carriage and Rs.20,000 for insurance. Vasant took delivery of the refrigerators and paid Rs.60,000 for octroi and other charges. The consignee accepted a bill of Rs.2,00,000 drawn by consignor for four months. The consignee sold 250 refrigerators at Rs.7,500 each. He has paid Rs.18,000 for selling expenses and Rs.12,000 for other expenses. The consignee is entitled to a commission at 10% on the gross sales.

OR

C) Amit of Bombay consigned 150 T.V. sets at Rs.4,000 each to Nitin of Nagpur. He paid Rs.24,000 for freight and Rs.4,000 for wages. Nitin took delivery of the T.V. sets and paid Rs.40,000 for octroi and other charges. The consignee accepted a bill of Rs.1,60,000 drawn by the Consignor for 3 months. The Consignee sent an account sale after two months stating that he has sold 150 sets at Rs.6,000 each and paid Rs.10,000 for advertisement and other selling expenses. The Consignee is entitled to a commission of 4% on gross sale proceeds. Pass necessary journal entries in the books of Amit and prepare Consignment A/c.

Question No. 6 Write short notes on the following:

(Any Two)

(10 Marks)

- Q.1 Special features of incomplete records.
- Q.2 what is Memorandum Trading Account
- Q.3 consignment account
- Q.4 what is Dependent Branch.

Time: 3 Hours

Marks: 100

Date: 10/05/2022

Note: 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1.A) Attempt (Any 25) Multiple Choice Question's

(Marks 50)

- 1) _____ industry contributes 10% of India's GDP. (Retail, Wholesale, Domestic, International)
- 2) The low contact services such as car repairs, the customer may spend _____ time with the mechanic. (Lots of Time, Zero Time, Limited, Unlimited)
- 3) The service product must be designed properly to create value to the _____. (Suppliers, Customers, Dealers, Shareholders).
- 4) _____ refers to the variability or heterogeneity in service delivery. (Inconsistency, Inseparability, Inventory, Intangibility)
- 5) Services _____ result in transfer of ownership rights from the service provider to the customer. (May, may not, Do, Do not)
- 6) _____ is the first step in Marketing Research Process. (Determine Data Needs, Identify the Problems, Processing of Data, Questionnaire)
- 7) To shift demand from peak times to non-peak periods, the service provider may offer _____. (Free Samples, Free Goods, Excess Capacity, Discounts)
- 8) Since _____, the Govt. of India has liberalised the Indian economy, including the service sector. (1947, 1957, 1981, 1991)
- 9) Currently, _____ retail trade is the largest sub sector of services, accounting for over 10 % of the country's GDP. (India, China, Japan, UK).
- 10) The Government of India formally notified the FDI reforms for multi-brand is _____. (51%, 61%, 71%, 81%).
- 11) At present about _____ of food and grocery market was in the unorganized sector. (50%, 60%, 70%, 90%)
- 12) The organized retailers place focus on _____, as it gives greater speed in serving the customer. (Mobile, Computerization, Offline, Finance).
- 13) The Growth story of Indian retail sector is based primarily on its huge _____. (Higher Class, Lower Class, Middle Class, Poor Class).
- 14) _____ retailing is a non-store format in which goods or merchandise are stored in machine & dispensed to customers. (ATM, AVM, SVM, MVM).
- 15) _____ is an important element of mall management. (Towing, Zoning, Bidding, Traffic).
- 16) Currently, the share of retail in India's GDP is estimated at _____. (5%, 10%, 15%, 20%).
- 17) _____ involves off-shoring of knowledge intensive business process that require specialized domain expertise. (OPO, BPO, KPO, LPO).
- 18) _____ skilled quantitative tasks include paralegal services and legal coding. (Low, High, Skilled, Unskilled).
- 19) In 1990, _____ group first used the acronym ERP as an extension of MRP. (Garnier, Walmart, Westsides, Gartner)
- 20) Beyond the _____ ATM transactions, the customer is charged a fee by his / her bank. (3, 5, 7, 9)
- 21) Internet banking is also called as _____ banking. (Offline, Line, Online, Store)
- 22) _____ includes pricing, promotion, distribution CRM, and so on. (Marketing, Management, Financial, Manufacturing).

- 23) _____ banks have the largest number of ATMs in India. (Private Sector, Public Sector, Multinational, Foreign).
- 24) The volume of B2B transactions is much higher than the volume of _____ transactions. (C2B, B2C, C2C, B2B).
- 25) B2C ecommerce transactions are not strictly bound to _____ shopping. (Retail, Wholesale, Manufacturer, Producers)
- 26) _____ is a type of e-commerce, where a customer sells to another customer through the internet. (C2B, B2C, C2C, B2B)
- 27) Generally, e-commerce transactions are conducted with the help of _____ channel. (Indirect, Direct, Short, Long)
- 28) EDI facilitates transactions of _____ trade exchanges. (First Time, Second Time, Long Time, Recurrent).
- 29) EDI stands for _____. (Electronic Data Interchange, Electronic Dell Interchange, Electronic Data Information, Electrical Data Interchange)
- 30) After the processing of order, the _____ has to pass on the order details to the logistics team. (Buyer, Shareholder, Dealers, Seller).

Q.2 Answer any one of the following: (10 Marks)

- 1) Importance of Service Sector in India.
- 2) Explain The concept of Marketing Mix & 8 Ps of Service Marketing.
- 3) Explain Challenges in the Service Sector.

Q.3 Answer any two of the following: (10 Marks)

- 1) Explain the factors of Survival Strategies for unorganized Retailing?
- 2) What are the various Retail Formats that operate in India?
- 3) What are the elements of Mall Management?

Q.4 Answer any two of the following: (10 Marks)

- 1) Explain the various elements of Logistics network.
- 2) Explain the impact of FDI on Banking and on Insurance Sector.
- 3) What are the challenges faced by logistics sector in India?

Q.5 Answer any two of the following: (10 Marks)

- 1) Discuss the limitations of e-commerce.
- 2) Explain the functions of e-commerce.
- 3) Write a note on on-line marketing research.

Q.6 Write short note on: (Any 2) (10 Marks)

- 1) Write a note on People Elements in services.
- 2) Write a note on retailing franchising.
- 3) Write a shot note on credit card.
- 4) Write a note on C2C.

Time: 2.5 Hours

Marks: 75

Date: 06/05/2022

Note: 1) All questions are compulsory.

2) Figures to the right indicates full marks.

Q. 1. Multiple Choice Question's (attempt any 20)

1. _____ are people who conceal their opinions and feelings and do not take any interest in conflict resolution.

(Concealers, Attackers, Addressers, Confronters)

2. In the method of _____, the stress victim is under the medical guidance.

(networking, biofeedback, social support, relaxation)

3. The _____ needs lie at the highest level of the hierarchy of Maslow's Need Hierarchy Theory.

(physiological, social, esteem, self-actualisation)

4. _____ are expressive and try to criticize someone or the other irrespective of the issue of conflict resolution.

(Concealers, Attackers, Addressers, Confronters)

5. _____ refers to behaviour that is intended to cause harm or pain.

(Conflict, Violence, Aggression, Prejudice)

6. _____ refers to behaviours by individuals that intentionally threaten, attempt, or inflict physical harm on others.

(Conflict, Violence, Aggression, Prejudice)

7. _____ occurs when the person does not know what he is supposed to do on the job.

(Role conflict, Role ambiguity, Rotating shifts, Work underload)

8. _____ means pre-judgement.

(Stereotypes, Aggression, Prejudice, Violence)

9. The process of _____ occurs when the surface of the land is worn away and lost.

(emission, desertification, erosion, deforestation)

10. Acid rain is one of the harmful effects of _____ pollution.

(air, water, noise, land)

11. ____ development focuses on improving the quality of human life without increasing the use of natural resources.
(Environment, Sustainable, Human, Ecological)
12. The area near the surface of the earth can be divided into _____ Interconnect geo-spheres;
(three, four, five, six)
13. The objective of Right to Freedom of Religion is to sustain the principle of _____.
(secularism, socialism, humanism, regionalism)
14. Human rights are those conditions of-----life without which no man can seek in general to be himself at his best.
(political, economic, social, personal)
15. Human rights have----- application.
(limited, maximum, universal, most)
16. _____ law can be traced to the thoughts of Sophocles and Aristotle.
(Personal, Natural, Human, Social)
17. As per the New Industrial Policy, 1991, licensing is required only in industries.
(five, six, seven, eight)
18. The government of India has given autonomy to the Board of Directors of PSUs in _____.
(selection, recruitment, decision-making, training)
19. As per the New Industrial Policy, 1991, at present, there are only _____ industries reserved for public sector.
(three, four, five, six)
20. _____ means movement or shift of people from one place to another.
(Migration, Liberalisation, Globalisation, Privatisation)
21. The term _____ refers to freedom to business enterprises from excessive government control.
(privatization, liberalization, globalization, disinvestment)
22. The term _____ implies reduction in the role of public sector and increase in the role of private sector in business and non-business activities.
(privatization, liberalization, globalization, disinvestment)
23. _____ means integrating the national economy with the world economy.
(Privatization, Liberalization, Globalization, Disinvestment)
24. The _____ is composed of all living organisms; plants, animals, and one-celled organisms.
(lithosphere, hydrosphere, biosphere, atmosphere)

25. The-----are the small living beings such as bacteria, insects and fungi.

(primary producers, consumers, decomposers, terrestrials)

Q.2 Answer **any one** of the following: (7 Marks)

1. Concept of Privatization
2. Migration - Causes of migration
3. Globalisation and Changes in Agrarian Sector

Q.3 Answer **any one** of the following: (7 Marks)

1. Characteristics of Human Rights
2. Right to Freedom of Religion
3. Right against Exploitation

Q.4 Answer **any one** of the following: (7 Marks)

1. Explain Natural Environment
2. Structure and Functions of eco system
3. Components of Sustainable Development

Q.5 Answer **any one** of the following: (7 Marks)

1. Causes of organizational Stress
2. Causes of Conflicts
3. Significance of ethics in individual development

Q.6 Answer **any one** of the following: (7 Marks)

1. Maslow's theory of Self - Actualization
2. Methods of Responding to conflicts
3. Methods of coping with stress

SET B

Class : F.Y.B.Com. Sem II Subject : Mathematical and statistical techniques II

Marks : 100

Time : 3 hrs. (13-05-2022)

Q 1. Fill in the blanks with appropriate word. (Any 25) (25 X 2 = 50 marks)

1. If Elasticity of demand is zero, the demand is said to be ----- a) Elastic b) Inelastic c) flexible d) increasing.
2. The function $Y = 9$ is always ----- a) increasing b) decreasing c) constant d) positive.
3. The compound interest is maximum if the interest is calculated ----- a) annually b) quarterly c) semi annually d) Monthly.
4. The future value of an amount is always ----- its present value. a) greater than b) less than c) half than d) double than
5. If the payments of the annuity are made at the beginning of each payment period, the annuity is called as ----- a) Annuity due b) annuity certain c) differed annuity d) uniform annuity.
6. If correlation coef. between two variables is 0.1 then it can be concluded that there is ----- correlation a) high degree of positive b) weak positive c) moderate positive d) perfect positive.
7. The correlation between demand and price is ----- correlation. a) positive b) negative c) zero d) moderate.
8. If $n = 10$ and $\sum d^2 = 33$ the value of rank correlation is ----- a) 0.8 c) 0.2 c) 0.4 d) -0.8
9. The regression analysis is done for ----- of data. a) forecasting b) deflating c) tabulation d) classification.
10. If the payments of the annuity is made at the beginning of the payment period then it is called as annuity ----- a) differed b) due c) contingent d) immediate.
11. If the repayment of the annuity starts after some period, the annuity is called as a ----- annuity. a) differed b) contingent c) due d) certain.
12. If $Y = 12 X^2 + 24 X + 2$ then $dy/dx =$ a) $24X + 24$ b) $24X + 2$ c) $2X + 2$ d) $12X + 2$
13. Technological changes in time series data attributes to ----- trend in time series. a) Seasonal b) cyclical c) irregular d) secular.
14. If $f(x) = 3x^2 - 3$ then value of $f(2)$ is ----- a) 12 b) 16 c) 9 d) 10

15. The nominal rate and effective rate of compound interest is ----- if interest is compounded annually. a) double b) same c) half d) different.
16. If Rs. 1000/ invested in bank for 2 years at compound rate of interest @ 6% p.a. then the accumulated amount will be Rs. -----a) 1123 b) 1123.6 c) 1166 d) 1129
17. The Index number for base period is -----taken as 100. a) always b) sometimes c) Rarely d) never
18. Consumer price Index number is also called as ----- Index number a) Fisher's b) Paasche's c) cost of living d) quantity.
19. If prices P_1 , P_0 and quantity Q_1 is given the following Index number can be calculated. ---- a) Laspeyr's b) Paasche's c) Fisher's d) Kelley's.
20. The following variations occur in time series data due to natural calamities----- a) Irregular b) seasonal c) secular d) cyclical.
21. Stock market collapses phenomenon is attributed to -----variations in time series. a) seasonal b) cyclical c) secular d) random
22. The coef. of correlation r lies between ----- a) 0 and 1 b) -1 and +1 c) 0 and -1 d) 0 and 2.
23. The fund accumulated by company to replace the old machinery in future at compound interest rate is called as -----a) future fund b) accumulated fund c) differed fund d) sinking fund.
24. If $Y = \log X$ then $dy/dx =$ ----- a) $1/X$ b) X c) 0 d) 1.25.
25. Total revenue function R is defined as -----a) $p D$ b) p/D c) D/p d) p^2D
26. The function $Y = -3X - 4$ is always -----a) decreasing b) increasing c) Constant d) remains same.
27. For calculating EMI -----method is best. a) Flat interest rate b) reducing balance c) Repayment d) annuity
28. If $Y = 9$ then $dy/dx =$ ----- a) 1 b) -1 c) 0 d) 9
29. If the data given is qualitative then correlation to be calculated is ----- correlation coefficient. a) Karl Pearson's b) Spearman's rank c) simple correlation d) Kelley's correlation.
30. The simple interest on Rs. 15,000/ for 2 years at 10% interest p.a. is Rs. ----- a) 150 b) 300 c) 100 d) 250.

Q 2 . Attempt any ONE from the following. (10 marks)

A) Find coefficient of correlation from the following data.

X	14	8	10	11	9	13	5
Y	14	9	11	13	11	12	4

B) Find Spearman's Rank correlation between following data.

X	60	75	85	35	42	58	61
Y	37	45	50	29	35	55	48

C) The following information is given about advertisement and sales of a company.

	Adv. Expenditure (X) Rs. crores	Saled in crores of Rs. (Y)
Mean	20	120
Std. deviation	5	25

Coef. of correlation $r = 0.8$. Calculate two regression equations and find likely sales when advertisement expenditure is Rs. 25 crores.

Q 3 . Attempt any ONE from the following . (10 marks)

A) Calculate 5 yearly moving average from the following data. Plot original points and trend values on the graph paper.

Year	1993	1994	1995	1996	1997	1998	1999	2000	2001
Sales in lakhs of Rs.	12	14	18	24	22	20	16	25	26
Year	2002	2003							
Sales in lakhs of Rs.	34	31							

B) Calculate chain base Index numbers and fixed base index numbers from the following data.

Year	2000	2001	2002	2003	2004
Price	8	10	16	20	24

C) For the following data calculate cost of living number for the year 2006 by aggregate expenditure method.

Commodity	Quantity for Year 2000	Price for year 2000	Price for year 2001
Rice	10	12	18
Wheat	15	9	15
Milk	5	18	24
Sugar	6	15	24
Pulses	8	30	36
Oil	4	48	72

Q 4. Attempt any ONE from the following. (10 marks)

A) If a fair coin is tossed 10 times find the probability of 1) getting exactly 6 heads 2) At the most 2 heads. Assume Binomial Distribution.

B) 2000 candidates appeared for the examination. The mean marks was 59 with std. deviation of marks was 5. Assuming distribution to be normal find

1) No. of students securing more than 64 marks 2) No. of students securing less than 49 marks.

C) The probability that an individual will have a reaction after a particular drug in injection is 0.0001. If 20000 individuals are given injection, find the probability that more than two have a reaction. (Given that $e^{-2} = 0.135$)

Q 5. Attempt any ONE from the following. (10 marks)

A) Find the accumulated amount if Rs. 5000 invested for 2 years in a bank at 6% compound interest rate if interest is compounded 1) annually 2) quarterly.

B) The cost of manufacturing x toys is given by $C = x^2 + 5x + 5$ where x denotes the number of toys manufactured find total cost and marginal cost when 10 toys are manufactured.

C) Rajeev took a loan of Rs. 1,20,000 for house repairs for a period of 4 months compute EMI if rate of interest is 12 % with flat rate of interest.

Q 6. Write short notes on the following (any TWO) (2x5 = 10 marks.)

a) Types of Annuity b) Trends in time series c) Elasticity of demand d) Properties of std. normal curve. e) Types of functions.

Std. Normal Distribution Table

Z	0.00	0.01	0.02	0.03	0.04	0.05	0.06	0.07	0.08	0.09
0.0	0.5000	0.5040	0.5080	0.5120	0.5160	0.5199	0.5239	0.5279	0.5319	0.5359
0.1	0.5398	0.5438	0.5478	0.5517	0.5557	0.5596	0.5636	0.5675	0.5714	0.5753
0.2	0.5793	0.5832	0.5871	0.5910	0.5948	0.5987	0.6026	0.6064	0.6103	0.6141
0.3	0.6179	0.6217	0.6255	0.6293	0.6331	0.6369	0.6406	0.6443	0.6480	0.6517
0.4	0.6554	0.6591	0.6628	0.6665	0.6702	0.6739	0.6776	0.6812	0.6849	0.6886
0.5	0.6915	0.6950	0.6985	0.7019	0.7054	0.7088	0.7123	0.7157	0.7191	0.7224
0.6	0.7257	0.7291	0.7324	0.7357	0.7389	0.7422	0.7454	0.7485	0.7517	0.7549
0.7	0.7580	0.7611	0.7642	0.7673	0.7704	0.7734	0.7764	0.7794	0.7823	0.7853
0.8	0.7881	0.7910	0.7939	0.7967	0.7995	0.8023	0.8051	0.8079	0.8106	0.8133
0.9	0.8159	0.8186	0.8212	0.8238	0.8264	0.8289	0.8315	0.8340	0.8365	0.8389
1.0	0.8413	0.8438	0.8461	0.8485	0.8508	0.8531	0.8554	0.8577	0.8599	0.8621
1.1	0.8643	0.8665	0.8686	0.8708	0.8729	0.8749	0.8770	0.8790	0.8810	0.8830
1.2	0.8849	0.8868	0.8888	0.8907	0.8925	0.8944	0.8962	0.8980	0.8997	0.9015
1.3	0.9032	0.9049	0.9066	0.9082	0.9099	0.9115	0.9131	0.9147	0.9162	0.9177
1.4	0.9191	0.9207	0.9222	0.9236	0.9251	0.9265	0.9279	0.9292	0.9305	0.9319
1.5	0.9332	0.9345	0.9357	0.9370	0.9382	0.9395	0.9406	0.9416	0.9429	0.9441
1.6	0.9452	0.9463	0.9474	0.9484	0.9495	0.9505	0.9515	0.9525	0.9535	0.9545
1.7	0.9554	0.9564	0.9573	0.9582	0.9591	0.9599	0.9608	0.9616	0.9625	0.9633
1.8	0.9641	0.9649	0.9656	0.9664	0.9671	0.9678	0.9685	0.9691	0.9698	0.9705
1.9	0.9711	0.9718	0.9725	0.9732	0.9738	0.9744	0.9750	0.9756	0.9761	0.9767
2.0	0.9772	0.9778	0.9783	0.9788	0.9793	0.9798	0.9803	0.9808	0.9812	0.9817
2.1	0.9821	0.9826	0.9830	0.9834	0.9838	0.9842	0.9846	0.9850	0.9854	0.9857
2.2	0.9861	0.9864	0.9868	0.9871	0.9875	0.9878	0.9881	0.9884	0.9887	0.9890
2.3	0.9893	0.9896	0.9898	0.9901	0.9903	0.9905	0.9907	0.9909	0.9911	0.9913
2.4	0.9915	0.9917	0.9919	0.9921	0.9922	0.9924	0.9925	0.9926	0.9927	0.9928
2.5	0.9929	0.9930	0.9931	0.9932	0.9933	0.9934	0.9935	0.9936	0.9937	0.9938
2.6	0.9938	0.9939	0.9940	0.9941	0.9941	0.9942	0.9943	0.9943	0.9944	0.9944
2.7	0.9944	0.9945	0.9945	0.9946	0.9946	0.9946	0.9947	0.9947	0.9947	0.9948
2.8	0.9948	0.9948	0.9948	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949
2.9	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949	0.9949