C0141 / C0532   ACCOUNTANCY & FINANCIAL MANAGEMENT PAPER I

21/11/2017

Q. P. Code : 23652

(3 Hours)   (Total Marks: 100)

N. B. :   1. All questions are **compulsory**.
       2. **Q.1** and **Q.6** carry **20 marks** each.
       3. **Q.2, Q.3, Q.4** and **Q.5** carry **15 marks** each.
       4. Use of **simple calculator** is allowed.

1. **(A)** Choose the correct options from the bracket and rewrite complete sentences.   **(10)**
    (Any 10) :

    1) _____ item of inventory is excluded from the scope of Accounting Standard-2.
      (Finished Goods/ Goods for Resale/ Spare parts)

    2) Payment of loan is a _____ Expenditure.
      (Capital/ Revenue/ Deferred Revenue)

    3) Dividend is a reward received from investment in _____.
      (Gold/ Shares/ Real Estate)

    4) Outstanding Expenses are recorded on the _____.
      (Debit side of P&L Account/ Asset Side of Balance Sheet/ Liability side of Balance sheet)

    5) In Departmental Accounts, _____ is debited to General Profit & Loss Account. (Salaries / Rent / Interest on loan)

    6) The title to goods sold on Hire Purchase passes on payment of _____.
      (Down payment / First instalment / Last instalment)

    7) Under Perpetual Inventory System, Closing stock may be ascertained from quantity details recorded on _____. (Bin Card/ Stock Ledger/ Sales Ledger)

    8) Depreciation on the Asset taken on Hire Purchase is calculated on _____.
      (Full Cash price/ Hire purchase price/ Instalments paid)

    9) _____ factor should be considered while selecting and applying an accounting policy. (Dual Aspect/ Prudence/ Consistency)

    10) Stock reserve is _____ closing stock in the Balance Sheet under Departmental Accounts. (Added to / Deducted from / Not adjusted in)

    11) Inventories are generally valued at _____.
      (Cost/ Net Realisable Value/ Lower of Cost or Net realizable Value)

    12) _____ is the total amount payable by the hirer which is made up of cash price of the asset plus interest. (Hire purchase price / Down Payment/ Instalment)

TURN OVER

(B) State whether the following statements are **TRUE** or **FALSE** and rewrite the same. (10)
(Any 10) :

1) Disclosure of Accounting Policy cannot be a remedy for a wrong or improper accounting policy.
2) Hire vendor has a right to terminate the hire purchase agreement for non-payment of any installment.
3) Wages paid to a carpenter for making furniture is a Revenue Expenditure.
4) Revenue from Interest is recognized only when it is actually received.
5) Weighted Average Method of stock valuation is not recognised by AS- 2.
6) Reserve for Doubtful Debts is deducted from Creditors in the Balance Sheet.
7) Departmental Profit and Loss Account are useful to managers for evaluating the performance of each department.
8) Under FIFO method, Closing Stock is calculated at the latest Purchase Cost.
9) Over valuation of Inventory leads to higher profits and larger current assets.
10) As per AS-1 if in a year method of charging depreciation is changed it need not be disclosed.
11) Hire Purchase is an agreement between the vendor and the agent.
12) Fixed Assets are stated at their Historical Cost less depreciation in the Balance Sheet.

2. From the following Trial Balance as on 31st March 2017 of Mr. Gaurihar, Prepare (15) Manufacturing Account, Trading Account and Profit and Loss Account for the year ended 31st March, 2017 and Balance Sheet as on that date :

Trial Balance as on 31st March, 2017

Particulars	Dr. (₹)	Cr. (₹)
Machinery	1,00,000	
Sales		3,28,000
Opening Stock - Raw Material	16,000	
Opening Stock - Work in Progress	3,000	
Opening Stock - Finished Goods	11,000	
Production Royalty	10,000	
Factory Rent	12,000	
Factory Power and Fuel	13,000	
Office Salaries	25,000	
Office Expenses	29,000	

Direct Wages	58,000	
Purchase of raw materials	1,23,000	
Cash at Bank	4,000	
Advertisement	18,000	
Interest	8,000	
Discount Allowed	6,000	
Creditors		30,000
Bad Debts	4,000	
Provisions for Bad Debts		2,000
Sundry Debtors	55,000	
Bills Payable		10,000
Capital		1,40,000
Drawings	15,000	
Total	5,10,000	5,10,000

Following future information is provided to you :

1. Closing stock as on 31st March, 2017 was Raw material ₹18,000, Work-in-progress ₹7,000, Finished goods ₹13,000.
2. Depreciate Machinery @5% p.a.
3. During the year finished goods were withdrawn by proprietor costing ₹8,000 for personal use.
4. Provide reserve for doubtful debts @ 10% on debtors.
5. Outstanding advertisement expense is ₹2,000.

OR

2. From the following Trial Balance as on 31st March, 2017 of Mr. Kailash Prepare **(15)** Manufacturing Account, Trading Account and Profit and Loss account for the year ended 31st March, 2017 and Balance Sheet as on that date :

Trial Balance as on 31st March, 2017

Particulars	Dr. (₹)	Cr. (₹)
Purchase of Raw Material	3,15,000	
Sales		5,00,000
Computer	32,000	
Opening Stock – Raw Material	32,000	
Opening Stock – Work-in-progress	6,000	
Opening Stock – Finished Goods	20,000	
Capital		1,05,000

TURN OVER

Freight on Raw Material	3,000	
Direct Wages	24,000	
Factory Rent	20,000	
Factory Power and Fuel	18,000	
Factory Electricity	21,000	
Machinery	95,000	
Drawing	15,000	
Office Salaries	23,000	
Cash at Bank	5,000	
Selling and Distribution Expenses	13,000	
Bank Charges	7,000	
Discount Allowed	5,000	
Creditors		45,000
Bad Debts	2,000	
Provisions for Bad Debts		2,000
Sundry Debtors	49,000	
Bills Payable		46,000
Discount received		10,000
Sundry expenses	3,000	
Total	**7,08,000**	**7,08,000**

Following further information is provided to you :

1. Closing stock as on 31ˢᵗ March, 2017 was Raw material ₹16,000, Work-in-progress ₹10,000 Finished goods ₹28,000.
2. Outstanding Factory Rent is ₹1,000.
3. Depreciate Machinery @ 5% p.a. and Computer @ 20% p.a.
4. Debtors include ₹15,000 due from Amir an amount of ₹8,000 is also due to him which is included in creditors, which needs to be adjusted.
5. Provide Reserve for doubtful debts @ 10% on debtors.

3. Samrat Enterprises is a Departmental Store having three departments A, B and C. The **(15)** information about three departments for the year ended 31ˢᵗ March, 2017 are given below :

Particulars	Dept A (₹)	Dept B (₹)	Dept C (₹)
Opening stock	72,000	48,000	40,000
Purchases	2,64,000	1,76,000	88,000
Sales	3,60,000	2,70,000	1,80,000
Closing stock	90,000	35,000	42,000
Floor space occupied [Square feet]	3,000	2,500	2,000
No. of employees	25	20	15

TURN OVER

Balance of other revenue items and their basis of allocation is as follows :

Particulars	₹	Basis
Carriage Inward	6,000	Purchases
Carriage Outward	4,500	Sales
Salaries	81,000	No. of employees
Advertisement	5,400	Sales
Discount allowed	2,250	Sales
Discount received	1,800	Purchases
Rent, rates and taxes	7,500	Floor space occupied
Depreciation on Furniture	1,500	Equal

Prepare Departmental Trading and Profit and loss account for the year ended 31st March, 2017.

OR

3. Prepare Departmental Trading and Profit and Loss Account and General Profit and Loss   **(15)**
    Account of M/s Surekha from the following particulars for the year ending 31st March, 2017 :

Particulars	Dept. A (₹)	Dept. B (₹)	Dept. C (₹)	Total (₹)
Purchases	90,000	60,000	30,000	
Sales	1,60,000	1,28,000	64,000	
Wages	30,000	24,000	20,000	
Closing stock	44,000	32,000	28,000	
Salaries	13,000	7,000	9,000	
Rent				7,000
Insurance				4,700
Motor Van Expenses				4,400
Advertising				6,600
Travelling Expenses				3,300
Carriage inwards				12,000
Discount received				3,600
Bad Debts				1,100
Discount allowed				2,200

Additional Information :

1. There was no opening stock

2. The floor space occupied by the three departments A, B and C is in the ratio of 3:2:2.

3. The Motor Van Expenses are to be divided equally between departments B and C.

4. The insurance premium is on a comprehensive policy and cannot be allocated

4. Mr Murugan purchased a Machinery from Rallys Ltd. on hire purchase system on 1st April   **(15)**
    2014. The cash price of the machine was ₹9,00,000. An initial payment of ₹3,00,000 was
    made on the date of purchase. The balance was paid in Three annual instalments of ₹ 2,00,000
    plus interest @ 15% p.a. on outstanding principal amount. Depreciation is charged @ 10% p.a.
    on written down value.

TURN OVER

Mr Murugan closes its books on 31st March every year. You are requested to draw Machinery Account, Rallys Ltd. Account and Interest Account in the books of Mr Murugan for the year, 2014-15, 2015-16 and 2016-17 using Full Cash Price Method.

OR

4. State with reasons whether the following expenses or incomes are Capital or Revenue. **(15)** (First sub- question carries 3 Marks and remaining carry 2 marks each) :

   1. A dealer in timber acquired wood worth ₹3,00,000 and made furniture out of it at a total cost of ₹3,75,000 and sold it to a customer for ₹4,50,000.

   2. A plant worth ₹7,00,000 is bought by proprietor for business activities.

   3. Incurred ₹1,00,000 on research of a new product, which did not materialize

   4. Repairs to the roof of the building ₹1,00,000 for protection against rains

   5. Carriage and freight paid for bringing machinery ₹12,000 to be used in factory.

   6. Payment of legal fees to advocate for preparation of Purchase Agreement of Land and Building ₹20,000.

   7. Wages paid to workers ₹10,500 for erection of new machinery in own plant

5. From the following information of M/s. ABC and M/s. XYZ, value closing stock on 31st **(15)** March, 2017 as per the methods mentioned below :

   a) By FIFO Method for M/s. "ABC"

   b) By Weighted Average Method for M/s. " XYZ "

Particulars	M/s. ABC	M/s. XYZ
Opening Stock (kgs) on 01.03.2017.	2000 @ ₹20	2000 @ ₹10
Purchases (kgs)		
(i) On 11.03.2017	1800 @ ₹22	1000 @ ₹20
(ii) On 21.03.2017	1700 @ ₹24	2000 @ ₹22
Sales (kgs)		
(i) On 06.03.2017	1,300	1,000
(ii) On 15.03.2017	1,500	1,200
(iii) On 18.03.2017	600	800
(iv) On 29.03.2017	1,100	1,700

OR

TURN OVER

5. Following is the record of transactions regarding purchase and sales of Mr. Ram : (15)

Date	Particulars	Units	Rate per unit in ₹
01.03.2017	Opening Balance	1500	50
06.03.2017	Purchases	2000	60
12.03.2017	Sales	2500	80
15.03.2017	Purchases	1500	65
21.03.2017	Sales	2000	90
25.03.2017	Purchases	1800	70
28.03.2017	Sales	1000	95
29.03.2017	Sales	500	100
30.03.2017	Purchases	1200	80

Find the following from the above :

   a) Value of Stock using FIFO Method as on 31st March, 2017.

   b) Cost of Goods Sold for the month of March, 2017.

   c) Sales and Gross Profit for the month of March, 2017.

6. Answer the following :

   1) Explain the Provisions of AS-9 : Revenue Recognition. (10)

   2) Explain in brief the main Features of Accounting for Hire Purchase and contents (10)
      of the Hire Purchases Agreement.

OR

6. Write short notes on any four of the following : (20)

   a) Manufacturing Account.

   b) General Profit and Loss Account, as prepared in Departmental Accounts.

   c) Periodic Inventory System.

   d) Importance of Accounting Standards.

   e) Inter departmental Transfer

   f) Capital Expenditure and Revenue Expenditure.

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[Time: 3 Hours]   [Marks:100]

Please check whether you have got the right question paper.

N.B: 1. All questions are compulsory.
        2. Figures to the right indicates marks allotted.
        3. Graph papers will be provided on request.
        4. Use of simple non-programmable calculator is allowed.

Section - I

Q.1 Attempt **Any Four** from the following:

A) If the market price of a share with face value Rs.100 is Rs.130, how many shares of the company   [05]
    can be bought for Rs.3263 , brokerage being 0.4%.

B) Smooth Writing Industry issued some shares of face value Rs.10 each. A dividend of Rs. 7500 was   [05]
    declared by the company at 2.5% per share. Find number of shares issued by the company.

C) Neil purchased 1200 units of a mutual fund by investing Rs.60000. if the entry load was 2% , find   [05]
    NAV on the date of purchase.

D) Nihar invested Rs.40000 in a mutual fund on 14-2-2012 when its NAV was Rs. 13.65. a dividend of   [05]
    Rs.3 per unit was given on 20-4-2012. Afterwards he sold all the units on 20-8-2012 when NAV
    was Rs. 16.85. Find his gain if there is no entry and exit load.

E) An investor joined the SIP scheme for a mutual fund under which he 5 would invest Rs. 15000 for 5   [05]
    months. If the NAVs for each month are Rs. 42.6, Rs.45,Rs. 47,Rs.47.5 and Rs. 60 , find the average
    cost using Rupee cost averaging method, the entry load being 2.5% throughout for these months.

Q.2 Attempt **Any Four** from the following:

A) From 4 professors and 6 students, a committee of 4 is to be formed. In how many ways the   [05]
    committee can be formed such that it contains only one professor.

B) How many numbers of 5 digits can be formed using the digits 1,2,3,4,5,6 such that   [05]
    i) no digit is repeated
    ii) repetition of digits is allowed

C) How many ways out of 11 members of a cricket team choose a Captain, Vice-captain and wicket-   [05]
    keeper from among themselves?

D) Solve the linear programming problem graphically.   [05]
    Min z= 10x+7y
    Subject to: 2x+y≥2 ,
                 x+3y≥3,
                 x,y≥0

E) A cracker manufacturer produces two types of crackers, rockets and bombs packed in boxes of   [05]
    hundreds in its two factories. Factory I performs the basic assembly operation. Factory II performs
    the finishing operation. For financial reason, Factory I has only 180 hours available per week and
    factory II has 120 hours available. Factory I needs 3 hours on each box of rockets and 10 hours on
    each box of bombs. Factory II needs 6 hours on box of rockets and 4 hours on box of bombs.
    The profit of the company is Rs.45 per box of rockets and Rs.55 per box of bombs.
    Formulate the LPP to maximize the profit.

SECTION- II

Q.3 Attempt Any Four from the following: [05]

A) Find the median and the fifth decile for the following frequency distribution:

Class Interval	5-10	15-20	25-30	35-40
frequency	16	14	13	17

B) Write merits and demerits of mean and mode.   [05]

C) Draw a histogram and hence locate the mode graphically for the following distribution of marks: [05]

Marks	20-30	30-40	40-50	50-60
No. of students	11	15	24	14

D) From the following frequency distribution, calculate the standard deviation: [05]

X	5	6	7	8	10
frequency	3	7	4	2	4

E) For the following data, find the combined mean. Also find which group has more variation.   [05]

	Group I	Group II
Number of articles	70	90
Mean	75	82
Variance	16	49

Q.4 Attempt **Any Four** from the following:

A) Define the following terms with examples: [05]
   i) Complementary event   ii) sample space

B) Two unbiased dice are thrown. Find the probability that   [05]
   i)   Number on first die is less than number on second die.
   ii) Sum of numbers on the two dice is 8.

C) If $P(A)= 1/2$, $P(B)= 1/3$, $P(A \cup B) = 1/6$. Find $P(A')$ and $P(A \cap B)$.   [05]

D) The following table shows a Probability Distribution of a Random Variable X.   [05]

X	-1	0	1	2	3
P(X)	0.1	0.25	0.25	0.2	0.2

   Find (i) $P(X>1)$ (ii) $E(X)$ (iii) $V(X)$

E) Four cards are to be selected from a pack of well shuffled 52 playing cards. Find the probability   [05]
   that
   i) All are back
   ii) Only one is king

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Q.5 Attempt **Any Four** from the following:

A) For the following pay off table, suggest the best decision by using, [05]
   i) Maximax criterion   ii) Maximin criterion   iii) Laplace criterion

action \ nature	SI	S2	S3	S4
A1	57	24	37	50
A2	24	28	32	13
A3	12	34	26	44

B) Draw a decision tree for the following decision making problem and suggest the best decision: [05]

action \ nature	S1	S2	S3
A1	34	20	18
A2	14	16	12
Probability	0.2	0.3	0.5

C) Define the following along with examples: [05]
   i) Acts
   ii) States of Nature

D) The following is demand distribution of a certain product: [05]

No. of units demanded	10	11	12
probability	0.35	0.40	0.25

The product is sold at Rs. 100 per unit with cost price Rs. 70 per unit. Prepare a payoff tables and decide the best decision. The unit not sold is wasted.

E) For the following pay off table, suggest the best decision by EOL method [05]

action \ nature	S1	S2	S3
A1	14	16	10
A2	12	15	16
A3	20	18	14
Probability	0.4	0.3	0.3

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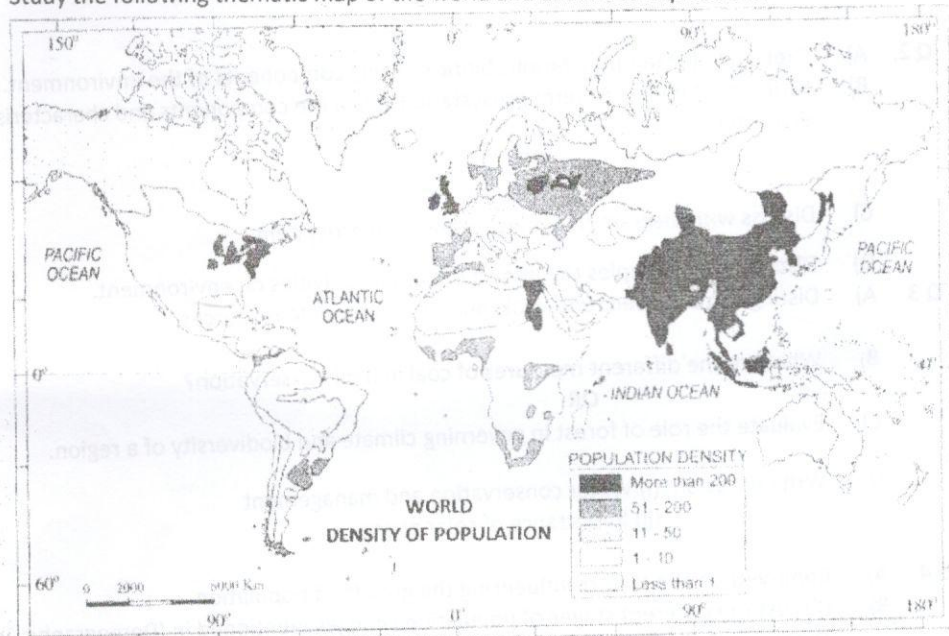
[Time: 3 Hours]   [Marks:100]

Please check whether you have got the right question paper.

N.B: 1. All questions carry equal marks and are compulsory
        2. Draw neat maps, sketches and diagrams wherever necessary
        3. Use of map stencil is allowed.
        4. Attach Appendix -I (outline map of world) to your answer paper.

Q1.   A)   Study the following thematic map of the world and answer the questions.

i)   What is the theme of the map? Name the cartographic technique used to represent the   02
      theme.
ii)   Name any two countries from Asian continent having more than 200 density of population.   02
iii) Name the continent having least density of population. Give reason.   02
iv)   Compare the population density of U.K with Canada.   02
v)   Briefly describe the distribution of population density in Northern Hemisphere.   02

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Q 1. B) Mark and name the following on the outline map of the world given to you. (Appendix-I)   10
       i)   Madagascar Island
       ii)   Bay of Bengal
       iii) Major mountain range located in North America
       iv)   Area of coniferous forests in Asia
       v)   Any one area of oil field in India
       vi)   Any one country having low population growth from Africa
       vii) Any one country having low human development index from Asia
       viii) Any one million city located in Japan
       ix)   Any one area of desert in the world
       x)   Any one area affected by acid rain in the world

Q 2. A) Explain with examples various biotic or living components of the environment.
       B) Write the meaning of term ecosystem. Explain the components and characteristics of forest   10
           ecosystem.

                                    OR

       C) Discuss with diagram the energy transfer in ecosystem.
                                                                                                10

       D) Discuss with examples the impact of human activities on environment.   10
Q 3. A) Distinguish between renewable and non-renewable resources.   10

       B) What are the different measures of coal and oil conservation?   10
                                    OR
       C) Evaluate the role of forest in governing climate and biodiversity of a region.   10

       D) Write notes on: (i) Water conservation and management   10
                           (ii) Importance of solar energy

Q 4. A) Comment on the factors influencing the growth of population.   10
       B) Discuss the different stages of population changes mentioned in 'Demographic Transition 10
           Theory'.
                                    OR
       C) Write a note on over population and associated environmental problems.   10

       D) What are the different criteria to measure the Human Development Index (HDI)?   10

Q 5. A) What is urbanization? Explain the processes of urbanization in India.   10
       B) Define migration. What are the different effects of migration?   10

OR

C) Discuss the impact of urbanization on climate and biodiversity.   10

D) Write notes on-(i) Urban Heat Island   10
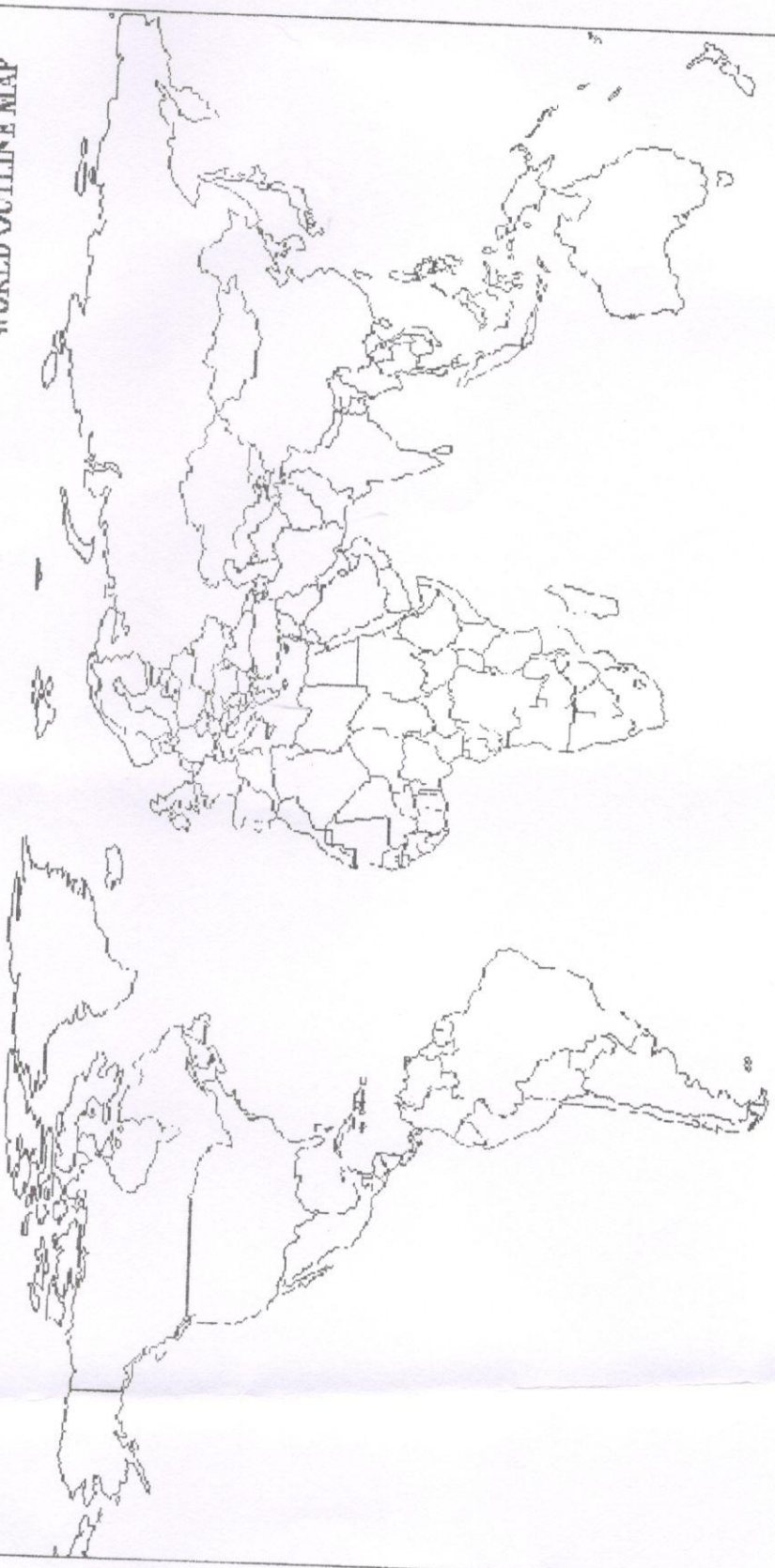   (ii) Parameters of Smart Cities

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QP Code: 2314

परिशिष्ट I —

CLASS .... DIVISION .... ROLL NO : EXAM SEAT NO .... SIGNATURE OF INVIGILATOR WITH DATE ....

WORLD OUTLINE MAP

जगाचा नकाशा

1 _____

3 _____

3 _____

4 _____

5 _____

6 _____

7 _____

8 _____

9 _____

10 _____

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[Time: Three Hours]   [Marks:100]

Please check whether you have got the right question paper.

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

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

i)   Opportunity Cost is the ------------.
        a) Price of a good or service
        b) All out–of–pocket costs
        c) Value of the best alternative sacrificed
        d) Price that exceeds market price

ii)   If Kommoner's lowers the price of its pizzas, --------------.
        a) Demand for Queen's pizzas increases
        b) Demand for Kommoner's pizzas increases
        c) Demand for Queen's pizzas decreases
        d) Both b and c

iii)   The supply curve illustrates how--------.
        a) Quantity supplied increases as price decreases
        b) Quantity supplied increases as price increases
        c) Quantity supplied increases as technology improves
        d) Quantity supplied increases as resource price decreases

iv)   Demand is relatively inelastic when --------------.
        a) $E_d = 1$
        b) $E_d > 1$
        c) $E_d < 1$
        d) $E_d = 0$

v)   When a 1% change in price leads to more than 1% change in quantity demanded, we say demand is-----------------.
        a) Relatively elastic
        b) Relatively inelastic
        c) Unit elastic
        d) None of the above

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vi) Delphi method is a ----------.
   a) Survey method
   b) Statistical method
   c) Both a and b
   d) None of the above

vii) For Ford Motor Company, all of the following are sources of economies of scale except ------------.
   a) Mass production techniques used in the manufacturing of autos
   b) Bureaucracy and red tape encountered as the firm becomes larger
   c) Learning by doing which allows workers to become more productive
   d) Additional specialisation made possible by large scale production

viii) The negative slope of the iso-quant is due to -----------.
   a) Diminishing marginal rate of technical substitution
   b) Zero marginal rate of technical substitution
   c) Marginal rate of technical substitution is greater than one
   d) None of the above

ix) When a firm experiences economies of scale, ---------------------.
   a) The long run average cost curve slopes downward
   b) The long run average cost curve is vertical
   c) The long run average cost curve slopes upward
   d) The long run average cost curve is horizontal

x) An economist would argue that accountants tend to -----------.
   a) Understate costs and overstate profits
   b) Understate costs and understate profits
   c) Overstate costs and understate profits
   d) Overstate costs and overstate profits

xi) Sunk cost means -------------.
   a) Cost that is recovered
   b) Cost of foregone alternatives
   c) Both a and b
   d) Neither a nor b

xii) Breakeven point is reached when a firm-----------.
   a) Earns zero profit
   b) Covers fixed cost
   c) Covers variable cost
   d) All of the above

B) Match the concept with its appropriate definition/explanation/description. **Any Ten.**　　10

	Concept		Definition /Explanation /Description
i)	Opportunity cost	a]	Cost of an additional batch
ii)	Graph	b]	Value of the best alternative sacrificed
iii)	Law of supply	c]	Delphi method
iv)	Perfect competition	d]	Price line
v)	Survey method	e]	Initial cost of buying an asset.
vi)	Promotional elasticity of demand	f]	Price and quantity supplied are positively related
vii)	Iso-cost line	g]	Impact of change in advertising expenditure on quantity demanded
viii)	Internal diseconomies of scale	h]	Benefits of joint production
ix)	Economies of scope	i]	Cost-volume profit analysis
x)	Historical cost	j]	Horizontal demand curve
xi)	Incremental cost	k]	An increase in the scale of production of the firm results in rise in cost per unit
xii)	Breakeven analysis	l]	Diagrammatic representation of a function

Q.2　Attempt A and B **OR** C and D

A) What is business economics? Discuss the relationship between economic concepts and business decisions.　　08

B) Given the following data. Calculate TR, AR, and MR. Explain the relationship between a) TR and MR   and b) AR and MR　　07

Q	1	2	3	4	5
P	100	90	80	70	60

OR

C) The following table describes the market for floppy discs before pen drives were introduced.　　08

Price (Rs)	Quantity Demanded of floppy discs	Quantity Supplied of floppy discs.
100	1500	700
200	1300	900
300	1100	1100
400	900	1300
500	700	1500

i)　　Plot the demand and supply curves from the table given above.
ii)　　What is the equilibrium price and equilibrium quantity?

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iii)   At the price of Rs. 200 what is the equilibrium quantity demanded and quantity supplied?

iv)   When pen drives were introduced the demand for floppy discs decreased. Does the new demand curve shift to the left or right of the original demand curve?

D) Using diagrams explain the causes of changes   in demand in terms of movement along and shifts in the demand curve.   07

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

A) What are the determinants of demand?   08

B) Given the following data, calculate price elasticity of demand for wheat when price increases and when price decreases. State whether the demand for wheat is elastic or inelastic.   07

Price of wheat	Market demand for wheat
15	5000
20	4500

OR

C) What is demand forecasting? Explain the various types of demand forecasting.   08

D) Explain the least squares method of demand forecasting.   07

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

A) What are isoquants? Explain the properties of isoquants.   08

B) Explain the law of variable proportions.   07

OR

C) Explain the least cost combination as producer's equilibrium.   08

D) Explain external economies and diseconomies of scale.   07

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

A) Distinguish between short run and long run costs.   08
B) Given TFC as 55 and the following data, calculate TVC, MC, AFC, AVC and AC   07

Q	1	2	3	4	5
TC	75	90	110	135	170

OR

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C) Derive the LAC curve using the short run average cost curves of a firm. Why is it called a planning curve?   08

D) What is the learning curve? Explain with a diagram.   07

Q.6   Attempt A and B **OR** Write short notes on **any four**.

A) Explain changes in equilibrium due to: 10
   a) Changes in demand and
   b) Changes in supply

B) What is the breakeven point? Using diagrams explain how the breakeven point changes   10
   when there are changes in price and variable cost.

                                          OR

Q.6   Write Short Notes. **Any Four**   20
   i)   Functions and equations
   ii)   Steps of demand forecasting
   iii)   Types of isoquants
   iv)   Internal economies of scale
   v)   Fixed and variable cost
   vi)   Limitations of breakeven analysis

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Q.P. Code :19379

[Time: Three Hours]   [Marks:100]

Please check whether you have got the right question paper.
N.B: 1. All question are compulsory.

Q. 1 a)   Explain the following terms in 2-3 sentences: (any five)   10
      1   Twitter
      2   Non – Verbal communication
      3   Jargon
      4   Self-image
      5   Feedback
      6   Horizontal communication
      7   Silence
      8   Grapevine

    b)   Match the following: 05

A	B
1. Signature	a. Ethics
2. Proxemics	b. Upward communication
3. Suggestion	c. Encoding
4. Sender	d. Obligatory part
5. Personal integrity	e. Study of space

    c)   Fill in the blanks choosing the best alternative from the ones given below.   05
    1.   _____ is an e-learning tool.
         a) Whats App b) Facebook c) Moodle d) Blog
    2.   _____ is an optional part of business letters.
         a) Date b) Inside address c) Letter head d) Identification initials
    3.   Resistance to change is a _____ barrier to communication.
         a) Physical b) Psychological c) Semantic d) Cross- Cultural
    4.   _____ Communication takes place across the organizational hierarchy.
         a) Upward b) Downward c) Diagonal d) Horizontal
    5.   The Latin term _____ is the source for the English word communication.
         a) Communis b) Communist c) Communal d) Community

Q. 2   Write short notes on (Any Four)   20
    a)   Downward Communication
    b)   Body language
    c)   Advantages of written communication
    d)   Communication process
    e)   Visual communication
    f)   Social Media

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Q. 3 Answer **any two** of the following: **20**
- a) What are language barriers to communication? Suggest ways of overcoming them.
- b) Define listening. Discuss the different types of listening.
- c) Explain corporate social responsibility. How does an organization practice CSR.

Q. 4 A) Draft a reply in response to the following advertisement.   **10**
"Urgently required junior accounts executive for Star Mall, Mumbai. Candidates should be commerce graduates, familiar with the use of Tally. Candidates meeting the requirements should send in an application along with the resume within ten days to – Box No – 1236, The Times of India, Mumbai."

Q. 5 Draft the following letters : **(Any Four)**   **20**
- a) You wish to take admission for a postgraduate course in Business Administration from a Canadian University. Draft the Statement of Purpose.
- b) Draft a letter of recommendation for your Junior who is applying for the post of senior sales officer at Tata Textiles.
- c) You had received an offer for the position of an administrative officer in a private company. Draft your reply accepting the offer.
- d) Mr. Ramesh Shah plans to relocate to Pune for personal reasons. Draft his letter of resignation.
- e) Mr. Naresh Singh of the Accounts department has worked overtime and achieved his sales target. Draft a letter appreciating him.

Q. 6 A) Write a paragraph in about 150 words **(any one)**   **05**
- i) Green Environment
- ii) My Ambition

B) Read the following situation carefully and answer the question given below: **05**
Ms. Vidya Sinha is a dedicated senior manager at TESCO Software Pvt Ltd. She has to her credit twenty five years of service and is very loyal to the organization. She has fixed ideas of getting work done. In her enthusiasm, she constantly conveys work related orders and instructions to her subordinates. Her subordinates respect her sincerely but dislike her constant interference. This has resulted in many young employees resigning from the organization.
- i) Identify and explain the problem in the given situation.   **03**
- ii) Discuss the means to overcome the problem faced by the employees.   **02**

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Q.P. Code : 00351

[Time: Three Hours]

[Marks:100]

Please check whether you have got the right question paper.

N.B: 1.   All questions are compulsory.

Q.1   (A)   Fill in the blanks (Any ten)   (10)
1.   Business is a _____ activity.
     (a) Organised   (b) Social   (c) profit-making
2.   Creation of wealth is one _____ objective of business.
     (a) Social   (b) Economic   (c) Political
3.   Global business leads to _____
     (a) Independent countries   (b) Inter-dependence of countries   (c) Free countries
4.   Turnaround is a _____ strategy.
     (a) Medium term   (b) Short term   (c) Long term
5.   Society is one factor affecting _____ environment.
     (a) macro   (b) Micro   (c) Economic
6.   _____ is a trading block consisting of south Asian countries.
     (a) EU   (b) SAARC   (c) ASEAN
7.   Project report is used as _____ by an entrepreneur.
     (a) Bank document   (b) Communication proof   (c) Project planning tool
8.   Feasibility studies _____ business potentially.
     (a) Calculation   (b) Estimate   (c) Forecasts
9.   Companies intimate DIN to _____.
     (a) ROC   (b) CCI   (c) Government
10. An entrepreneur _____ business idea.
     (a) Reject   (b) Debates   (c) Conceives
11. _____ designs service for SSI's.
     (a) TCO   (b) NSIC   (c) NIESBUD.
12. Women entrepreneur are _____ of the family.
     (a) Dependents   (b) Outside   (c) Anchor

Q.1   (B)   State True or False (Any Ten)   (10)
1   Creation of employment opportunities is one function of business.
2   Business firms have social responsibility only towards employees.
3   Importance of public sector increased under liberalization.
4   Tertiary industry provides intangible goods.
5   Business objectives are the ends towards which the activities of an organization are aimed.
6   Downsizing refers to retrenchment of surplus manpower of the business.
7   Cultural environment does not influence demand for goods and services.
8   GATS is an agreement of WTO.
9   Feasibility study of a project refers to finding out the practical utility or the future prospects of a project.
10   Provident fund registration is not compulsory if the size of workforce is 20 or more.
11   Entrepreneurship is an economic activity.
12   Indian institute of entrepreneur (IIE) has a special focus for entrepreneurship development in northen regions.

Q.2 (a) Discuss in brief the classification of business objectives.

(b) Distinguish between economic and social objectives (08)

OR (07)

(a) Discuss the impact of liberalization on business and economy.

(b) Explain the scope of business (08)

Q.3 (a) Why is it important to analyze business environment? (07)

(b) Explain the components of internal environment. (08)

OR (0̄

(a) Explain the various functions of WTO

(b) What is educational environment? Explain its impact on business (08)

Q.4 (a) What is business planning? Explain the steps in business planning process. (07)

(b) Distinguish between project report and feasibility report. (08)

OR (07)

Q.4 (a) Describe the procedure of licensing and registration of a business unit.

(b) Explain the stages involved in business unit promotion. (08)

Q.5 (a) How is an entrepreneur different from an intrapreneur? (07)

(b) Explain the importance of entrepreneurship. (08)

OR (07)

Q.5 (a) Discuss the various promotional incentives offered to women entrepreneurs.

(b) Explain the factors contributing to the growth of entrepreneurship. (08)

(07)

Q.6 (a) Explain how economic and social objectives can be reconciled

(b) Define entrepreneurship. Explain the characteristics of entrepreneurship. (10)

(10)

OR

Q.6 Write short notes on (any FOUR):
   (a) Major trading blocks. (20)
   (b) Importance of business.
   (c) Pre-feasibility study.
   (d) Types of entrepreneurs.
   (e) Implications of WTO on Indian business.
   (f) Entrepreneurship training centers in India.

C0141 / C0537   FOUNDATION COURSE I   20/11/2017

Q. P. Code:-24691

NB: (1) All questions are compulsory

(2) Figures to the right indicate full marks

Total marks: 75

Time: 2 ½ hours

1(A) Choose the correct alternative **(any 8)**

(08)

1. The Indian languages belong to --- language families.
   (3, 2, 4)
2. Scheduled castes are not found in ------.
   (Punjab, Mizoram. Uttar Pradesh)
3. The Indian Constitution makes provision for positive discrimination via Art -------- .
   (15, 14, 17)
4. One of the characteristics of urban centres is all places with a population of at least --
   ------. (2000, 5000, 4000)
5. Gender is a ----- concept. (Sociological, Economic, Biological)
6. Mongoloids, Negritoes and Austroloids are examples of Indian ---- groups.
   (Rural, Tribal, Linguistic)
7. There are -------- schedules in the Indian Constitution.
   (12, 13, 14)
8. India is a ----- of states.
   (Union, Federation, Confederation)
9. India has a ----- Party System.
   (Multi, Dual, Single)
10. The 73rd amendment to the Indian Constitution regarding Panchayati Raj was passed
   in -----.
   (1990, 1991, 1992)

(B) State whether the following statements are true or false. **(Any 7)**

(07)

1. English is the secondary official language of the Indian Union.
2. A Secular State is that in which religions are treated unequally.
3. Sikhism is a monotheistic religion.
4. The sex ratio in India has always remained unfavourable to women.
5. Each tribal group of India has a language of its own.
6. Children's education is every parent's Fundamental Duty according to Indian Constitution.
7. Caste is an endogamous group in the Indian society.
8. The Indian Constitution is a completely original work of the Constituent Assembly.
9. There are 10 Fundamental Duties enshrined in the Indian Constitution.
10. The Shiromani Akali Dal and the Asom Gan Parishad are examples of regional parties in India.

2 a. Clarify the term violence against women and comment on the various manifestations of violence against them in contemporary India. (15)

OR

2 b. Explain the manifold problems faced by the disabled in the country.

3 a. Examine the various causes of regionalism in India with suitable examples. (15)

OR

3 b. Explain the term Caste. What are the inequalities caused by the Caste system in India?

4 a. Examine the importance of the Fundamental Duties in the Indian Constitution. (15)

OR

4 b. Explain the following features of the Constitution
    a. Fundamental Rights
    b. Federal System
    c. Independence of the Judiciary

5. a Explain the various socio-economic and cultural obstacles in the effective participation of women in Indian politics.

OR

5. b Write short notes on **any three**.

(15)

    a. Any two aspects of diversity in the Indian culture
    b. The rural urban divide in India
    c. Shortcomings of the party system in India.
    d. Major features of the 74th amendment
    e. Representation of women by the Indian media

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