

- Instructions:** (a) All questions are compulsory and carry equal marks
 (b) Figures to the right indicate marks
 (c) Support answers with examples wherever necessary

1)A. Choose the correct option: (Any 8)

(08)

1. Reserve Bank of India was established in _____.
 (a) 1935 b) 1930 c) 1933
2. A bill market is a market for _____ bills.
 (a) Short term b) Medium term c) Long term
3. An overdraft facility is offered to _____ holder.
 (a) Savings b) Current Account c) Recurring Account
4. _____ is private sector bank.
 (a) Bank of India b) Bank of Baroda c) ICICI Bank
5. _____ is also known as insurance of insurance.
 (a) Double Insurance b) Reinsurance c) Fire Insurance
6. Commercial papers are sold at _____ and redeemable at its face value.
 (a) Discount b) par c) Premium
7. _____ are business organizations that acts as mobilizers and depositors of the savings.
 a) Financial Markets b) Financial Services c) Financial institutions
8. Cumulative Deposit Account is also called as _____.
 a) Saving deposit b) Fixed deposit c) Recurring deposits
9. Deposit is one of the _____ items to bank.
 a) Asset b) Liability c) Profit
10. Banking regulation Act was passed in the year _____.
 a) 1947 b) 1949 c) 1956

1B. State whether True or False: (ANY 7)

(07)

- 1) RBI is apex financial institution.
- 2) NPA stands for Non-performing Asset.
- 3) Imperial bank of India is known as RBI.
- 4) Insurance is viewed as one of the income tax saving device.
- 5) Cheque is not a negotiable instrument.
- 6) Primary objective of co-operative bank is profit making.

- 7) Operational risk is a risk arising out of human error.
- 8) Any company can use word bank, banker or banking as part of its name.
- 9) Deposits are one of the asset items in bank balance sheet.
- 10) Risk reduction is not possible in insurance sector

2. a) Define Banks. Explain the essential features of Banks. (08)
 b) What is Insurance? What are the types of insurance? (07)

OR

- c) Explain in brief structure of Indian Financial System. (15)

3. a) Explain the role of RBI. (08)
 b) Explain the primary and secondary functions of Insurance (07)

OR

- c) What are Commercial Banks? Explain the functions of Commercial Bank (15)

4. a) What are the advantages of Bancassurance? (03)
 b) What is risk? Explain different types of risk. (07)

OR

- c) Explain in brief power and functions of IRIDA (08)
 d) Explain the scope of ALM. (07)

5. a) What is Banking Ombudsman? Explain its powers and duties. (08)
 b) Explain the objectives and tasks of the RBI (07)

OR

5. Write Short Notes on: (ANY 3) (15)

1. Bancassurance
2. Commercial Bank.
3. Term Loans.
4. Financial Institution
5. Credit Card

ALL THE BEST

FYBBI

SEM-I

PRICIPLES OF MANAGEMENT (75 MARKS) *Time--2½ HRS - M.M. 75*

03/11/2023

Q.1) A) Match the following (Any 8)

Group A

- 1) Management
- 2) Top Management
- 3) Management of Banking
- 4) Traditional Management
- 5) TQM
- 6) Unity of Direction
- 7) Henri Fayol
- 8) Control System
- 9) Insurance Business
- 10) Anand Mahindra

Group B

- a) Wide use of Technology
- b) Mission of business
- c) Family members
- d) Stability of tenure
- e) Well defined standard
- f) Global coverage
- g) Automobile sector
- h) Group Activity
- i) One head, One plan
- j) Stress on quality

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

- 1) Management is a physical science.
- 2) Management is doing the work.
- 3) Banks use CRM programme.
- 4) Fayol favoured centralisation.
- 5) Dual command is not dangerous.
- 6) Traditional management is Autocratic.
- 7) Coordination is a fixed entity.
- 8) Motivation reduces accident,
- 9) Customer service is given low priority in HDFC.
- 10) Godrej is a consumer friendly group.

Q.2) A) Define management. Explain the importance of management.

(8)

B) What is contemporary management. Write its features

(7)

OR

- C) Explain the functions of management in insurance company (7)
- D) Define management, Explain the objectives (8)
- Q.3) A) Define planning. Explain its advantages (7)
- B) Bring out the relationship between Authority & Responsibility (8)

OR

- C) Explain the advantage of Traditional management (8)
- D) Discuss the importance of controlling in management (7)
- Q.4) A) Describe the organisation structure in banking companies (Any five) (8)
- B) How to motivate employees in the insurance sector (7)

OR

- C) Write a note on president of world bank (7)
- D) Explain the objectives of world bank (8)
- Q.5) A) What do you mean by business leader. Explain the three classification of business leader (8)
- B) Describe the contribution of Mr. Narayan Murthy in the growth of Infosys (7)

OR

- Q.5) Write short notes on (Any 3) (15)
- 1) Benefits of centralisation
 - 2) Functions of IMF
 - 3) Management as profession
 - 4) TQM
 - 5) MBO

Subject: FA I
Class: FYBBI

Marks: 75
Duration: 2 ½ Hrs
04/11/2023

Note:

1. All questions are compulsory.
2. Round off up 2 decimals.

Q.1 Solve the following:

A. Write the following statement are True or False: [Any Eight] [8M]

1. Reputation of a business is known as copyright.
2. Folio means totaling a journal.
3. Salary paid to Ram is debited to Ram.
4. AS-1 provides valuation of fixed assets.
5. Bad debts are not recorded in books of accounts.
6. Vouchers are similar to cheques.
7. Unrecorded purchase is credited to the Trading account.
8. Outstanding rent is not to be considered as expenses.
9. A person buying the goods is termed as a vendor.
10. Stock valuation is a non-accounting concept.

B. Match the Column: [Any Seven] [7M]

	GROUP A		GROUP B
1	Personal account	A	Type of cheque
2	Nominal account	B	Continuation of business
3	Bookkeeping	C	Cost match with Revenue
4	Transaction	D	Returns Inward
5	IFRS	E	Bank Reconciliation statement
6	BRS	F	International Financial Reporting Standard
7	Sales Return	G	Cash or credit
8	Matching concept	H	Arts as well as science
9	Going concern concept	I	Commission
10	Order cheque	J	Bank of Baroda

Q.2. A. Journalise the following transactions in the books of M/s. Aadaan Co. on August 2022. [10M]

1. Started business with cash ₹ 2,00,000
3. Purchased goods for cash ₹ 40,000

5. Sold goods for cash ₹ 60,000
7. Received Interest ₹ 4600
9. Paid Rent ₹ 20,000
15. Paid Salaries ₹ 50,000
20. Sold goods to Seema on credit ₹ 21000
24. Paid to Nikita ₹ 22,000
26. Received ₹ 7000 from Seema
27. Purchased furniture for ₹ 62000
29. Paid wages ₹ 6,000
30. Received commission ₹ 4,000

Q. 2. B. Prepare a specimen of Debit Note and Credit Note.

[5M]

OR

Q. 2. C. Journalise the following transactions in the books of M/s. Jio Pvt.Ltd. on April 2020. [10M]

1. Started business with cash ₹ 2, 00,000, Building ₹ 1, 50,000 and Furniture ₹ 1, 00,000
3. Purchased goods from M/s.Shah & Co. on credit ₹ 40,000
5. Sold goods for cash ₹ 65,000
7. Received Interest from Ram ₹ 4,600
9. Paid Rent ₹ 70,000
15. Paid Salaries ₹ 40,000
20. Sold goods to Simran on credit ₹ 45000
24. Paid to Neclan ₹ 22,000
26. Received ₹ 7000 from Simran
27. Purchased furniture for ₹ 80000
29. Paid wages ₹ 4,000
30. Received commission ₹ 3,000

Q. 2.D. Prepare a specimen copy of A/c Payee Cheque.

[5M]

Q. 3.A. Calculate the value of stock by applying FIFO Method to Product 'PQR'.

[15M]

	Product 'M'	Product 'N'
Stock (kgs) on 1/3/2021	4000@ ₹ 28	8,000@ ₹ 13
Purchases (kgs)		
On 11/3/2021	3600 @ ₹ 27	5000 @ ₹ 14
On 21/3/2021	3400 @ ₹ 25	4000 @ ₹ 18
Sales (kgs)		
On 6/3/2021	2600	5000
On 15/3/2021	2800	4000
On 18/3/2021	1400	2600
On 29/3/2021	2200	3400

OR

Q.3.B. From the following information relating Product 'XYZ' value of closing stock on 31/12/2022 applying LIFO Method (Weighted Average Method). [15 M]

	'XYZ'
Stock (kgs) on 1/3/2022	5000 units @ ₹ 14
Purchases (kgs)	
On 18/12/2022	4200 @ ₹ 13
On 23/12/2022	3800 @ ₹ 9
Sales (kgs)	
On 7/12/2022	1200 units
On 16/12/2022	2600 units
On 19/12/2022	1800 units
On 30/12/2022	3400 units
On 31/12/2022	200 units

Q.4. A. On 1st April 2010 HSC & Co. purchased a lathe machine from HMT Ltd. On hire Purchase basis. The cash price of the machine was ₹ 2, 50,000. The payment was to be Made ₹ 50,000 on the date of agreement and the balance in 4 instalments of ₹ 50,000 Plus interest at 5 percent per annum payable on 31st December each year, the first instalment being payable on 31/12/2010. Show journal entries and ledger accounts in the books of HSC & Co. and HMT Ltd. Assuming that the accounts are closed on 31st December 2009 each year and depreciation at 10% p.a. is written off on the original cost. Also show how the items will appear in the Balance sheet of HSC & Co. as on 31/12/2010, 2011, 2021, 2013. [15M]

OR

Q.4. B. Answer the following:

1. Define the term Accounting and explain the principles of Accounting? [8M]
2. What is the meaning of Accounting? Explain its importance. [7M]

Q.5 The following Trial Balance as on 31st March 2019 is extracted from the books of Mr. Joshi. You are required to prepare Trading A/c and Profit and Loss A/c for the year ended on 31st March 2019 and the Balance sheet as on that date. [15M]

Particulars	Debit ₹	Credit ₹
Drawings and Capital	10000	100000

Bank of Maharashtra		40000
Debtors and Creditors	72000	60000
Opening stock	80000	
Purchases and sales	600000	710000
Buildings	60000	
Furniture	3000	
Advertisement expenses	4000	
Insurance	6000	
Sundry expenses	12000	
Salaries	40000	
Commission		400
Provision for doubtful debts		5000
Bad debts	4000	
Carriage inwards	8000	
Printing and stationery	1000	
Postage Telephone and Telegram	1000	
Cash on hand	600	
Bank of India	300	
Carriage outwards	800	
Total	9,06,000	9,06,000

Adjustment:

1. Closing stock: at cost ₹ 90000
2. Purchases worth ₹ 3000 made on 24/3/2019 were passed through sales day book.
3. A cheque for ₹ 5600 received from a customer was realized by Bank of Maharashtra
4. A sum of ₹ 600 received from a customer whose account was written off as bad in a previous year, was credited to his account.
5. Provisional for doubtful debts to be maintained @ 5%
6. Old furniture worth ₹ 800 was sold at ₹ 1200. This entry was recorded in sales book.
7. Depreciation building @5% and furniture @ 10%.

(4)

FYBMS/BAF/BBI
SEM - I REGULAR & ATKT

06/11/2023
Subject: Business communication-I
75 Marks

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

Q.1. A. Fill in the blanks (10 Sentence each with three options Any 8) 8 Marks

1. Slanting means _____ of messages.
a) filtering b)distorting c) hiding
2. _____ Effect implies hatred or distrust in a person.
a) Halo b) Horn c) Horror.
3. A _____ letter is a letter which expresses the personal opinion of a referee.
a) recommendation b) termination c) appointment.
- 4) A _____ resume can camouflage breaks or gaps in employment.
a) chronological b) functional c) combined
- 5) _____ means to talk or write aimlessly without connection of ideas.
a) rambling b) grumbling c) fondling
- 6) One must always keep his/ her business card _____.
a) updated b) outdated c) backdated
- 7) Kinesics is the science of _____.
a) body language b) culture c) money
- 8) _____ type of paragraph uses phrases like, "in my opinion", "It seems to me".
a) evaluation paragraph b) explanation paragraph c) choice paragraph
- 9) In _____ form of layout, most parts are aligned with the left margin.
a) full block b) hanging indention c) modified block
- 10) A jargon is _____.
a) gong of a bell b) an inert gas c) technical language

Q.1. B. State whether the following statements are True or False 7 Marks
(10 Sentence each with three options Any 7)

1. Paralanguage must be expressed consciously.
2. ALL CAPS should be used often in the E-mail to emphasize the urgency of the message.
3. Passive verbs should be used in letters rather than active voice.

4. Sender encodes a message while receiver decodes the message.
5. Oral communication becomes a permanent record.
6. E-mails can be marketing tools.
7. Hanging Indention letter denotes friendly relation between correspondents.
8. Interrupting a speaker is a good listening habit.
9. Oral communication is easier than written communication.
10. Take at least a few days before responding to your E-mails.

Q.2. A. What is non-verbal communication? Explain its different forms. 8

Q.2. B. What is Vertical communication. List it's advantages & disadvantages? 7

OR

Q.2.C. Explain the various objectives of communication. 8

Q.2.D. What are business etiquettes? Explain its types. 7

Q.3. A. What is meant by personal integrity? How can it make a difference at the work place? 8

Q.3. B. How does language act as a barrier to communication? How can you overcome? 7

OR

Q.3. C. What are the obstacles or barriers to effective listening. How will you overcome them? 8

Q.3. D. Give practical examples of failure of communication arising from the different communication barriers that you have studied. 7

Q.4 A. Paresh is seeking admission to Melbourne University. He has passed B.Com with a 1st class and has finished his MBA. He loves travelling and singing. Draft an SOP for him.(8)

Q.4 B. Mr. Raj Biswas has been working as a Company Secretary with Universe Travels, Jaipur for the past 5 years and would now like to resign from his post. Draft a Letter of Resignation on his behalf. Use the Semi Block layout.(7)

OR

Q.4 C. Write an application letter in response to the following advertisement: "Wanted a sales representative for a reputed company in Mumbai, with experience of 'House to House' sale. The candidate should be able to speak English, Hindi and Marathi fluently. Apply with Bio-Data to Box No.348, The Times of India, Mumbai - 400 001. Use the Complete block format.(8)

Q.4 D. Mr. Mohit Kohli has been offered the job of an Accountant with Hotel Globus, Worli Seaface Mumbai. Draft a Letter of Job Acceptance on his behalf. Use the Modified Block layout.(7)

Q.5. A. Write a paragraph on '*Craze for Apple products- Hype or worth*'(8)

Q.5. B. Use the outline of incidents given below to narrate the entire incident in a coherent paragraph.

I wanted to buy mobile phone - asked relatives to gift money on my birthday - a friend convinced me to buy second hand mobile- at first worked well - later- (7)

OR

Q. 5. Short Notes (out of 5 Any 3)

15 Marks

1. Impact of technological advancements on communication
2. State three advantages & disadvantages of Oral & written communication
3. Importance of Business ethics.
4. Corporate social responsibility
5. Your attitude in communication

XXX

External Examination

FYBBI / Semester I

N.B. 1. All the questions are compulsory

2. Figures to the right indicate marks.

3. Use of non-programmable calculator is allowed.

07/11/23

Subject : Quantitative Methods I

Date : 07/11/2023

Time : 2 $\frac{1}{2}$ hours

[75 Marks]

Q1. (A) Fill in the blanks with the correct alternative: (any 8)

(8)

1. Collection of data for a sample of the population is known as _____.
(Sample Survey method, Census method, Questionnaire method)
2. In _____, the data is arranged into various groups according to common characteristics.
(Classification, Presentation, Analysis)
3. The mode of the data: 35, 12, 35, 10, 12, 10, 12 is _____.
(35, 10, 12)
4. Variance is the _____ of Standard deviation.
(Square, square root, cube)
5. To calculate the rank correlation coefficient, we find _____ between the _____.
(sum, difference, product)
6. Index number for the base year is always _____.
(0, 100, 1000)
7. There are always _____ lines of regression for a paired set of data.
(one, two, three)
8. The probability of a certain event is _____.
(0, 1, 0.5)
9. EOL stands for Expected _____ Loss.
(Occupancy, Objective, Opportunity)
10. The extra time period given after the due date of premium is known as _____.
(grace period, maturity period, minimum period)

Q1. (B) State whether the following statements are true or false: (any 7)

(7)

1. The data collected for the first time is known as Secondary data
2. Class width of the interval 20 - 30 is 15.
3. Percentiles divide the entire distribution into 100 equal parts.
4. Range is determined only by two points in a data set.
5. If $r = -1$, then there is positive correlation between the two variables.
6. Index number carries no unit of measurement.
7. If 2000 is the current year, then base year can be 2004.
8. The sum of all probabilities is 0.
9. In decision theory, EMV is calculated for taking a decision under risk.
10. The tabulated rate of annual premium is expressed per 1000 ₹.

Q2. Attempt either (A) or (B) :

(A) (i) If the daily wages of workers are given then, find mean and median wages of the workers. (8)

Daily wages in ₹	300 - 400	400 - 500	500 - 600	600 - 700	700 - 800	800 - 900
No. of workers	10	20	40	16	8	6

(ii) The following data gives the consumption of electricity. Represent it by a Histogram and a Frequency Curve. (both on the same graph) (7)

Number of Units	Number of Consumers
0 - 200	9
200 - 400	18
400 - 600	27
600 - 800	35
800 - 1000	28
1000 - 1200	11

OR

(B) (i) Draw a multiple bar diagram to represent the revenue generated by the three companies. (7)

Year	Revenue (in Lakhs of ₹)		
	Company X	Company Y	Company Z
1997	36	25	25
1998	20	30	35
1999	40	45	42

(ii) Find the missing frequency if the mean is 21.9 (8)

Class	0 - 5	5 - 10	10 - 15	15 - 20	20 - 25	25 - 30	30 - 35	35 - 40
Frequency	2	5	-	13	21	16	8	3

Q3. Attempt either (A) or (B) :

(A) (i) Calculate Karl Pearson's coefficient of correlation for the following data and interpret it. (8)

X	33	16	21	10	15	27
Y	12	7	2	4	14	16

(ii) Calculate Spearman's Rank correlation coefficient from the following data representing marks in Mathematics (X) and Accountancy (Y). (7)

Mathematics (X)	35	90	81	78	56	43
Accountancy (Y)	44	62	29	52	37	89

OR

(B) (i) Find the regression equation of x on y for the following data and hence estimate x when y = 18. (8)

x	10	12	14	19	8	11	17
y	20	24	25	21	16	22	20

(ii) Find mean deviation from mean and its coefficient for the following data representing age distribution of 50 boys. (7)

Age (in yrs.)	17	18	19	20	21	22	23
No. of boys	8	12	15	8	4	2	1

Also compute the coefficient of variation.

Q4. Attempt either (A) or (B) :

(A) (i) A card is drawn at random from a well – shuffled pack of cards. What is the probability that the card drawn is (a) A diamond (b) Ace of spades (c) A spade or a club (7)

(ii) From the following data, calculate Laspeyre's, Paasche's and Fishers' index number. (8)

Commodity	1995		2005	
	Price	Quantity	Price	Quantity
Iron	13	14	14	23
Bronze	6	5	50	17
Gold	7	13	14	26
Silver	6	26	28	12
Copper	14	31	41	15

OR

(B) (i) Find chain base index numbers for the following data. (7)

Year	2000	2001	2002	2003	2004	2005	2006
Prices	45	49	51	50	52	53	50

(ii) For the following probability distribution, obtain (8)

- (a) $P(X > 2)$
- (b) $P(X \leq 1)$
- (c) $P(2 < X \leq 3)$
- (d) $E(X)$
- (e) $V(X)$

X	-2	-1	0	1	2	3
P(X)	0.3	0.2	0.1	0.2	0.04	0.16

Q5. Attempt either (A) or (B) :

(A) (i) Bhavana has a savings policy for 25 years term for ₹ 15,00,000 as the sum assured. He paid 15 annual premiums, out of the total of 25 annual premiums. Then the policy was converted to a paid-up policy as he was unable to pay the remaining premiums. A bonus of ₹ 1,50,000 was announced during this period. Find the paid-up value of the policy. (7)

(ii) For the following payoff table, find the optimal decision using (a) Maximin criterion (b) Maximax criterion (c) Laplace criterion (d) Minimax Regret criterion (8)

Course of Action	States of Nature		
	S ₁	S ₂	S ₃
A ₁	25	74	23
A ₂	80	38	16
A ₃	56	53	85

OR

(B) Write short notes on: (Any 3 out of 5) (15)

- (i) Discuss the functions of statistics.
- (ii) What is correlation? Explain the following terms:
 - (a) Positive correlation (b) Negative correlation (c) Perfect correlation (d) Imperfect correlation
- (iii) Define Primary data and discuss the different methods of collecting primary data.
- (iv) Types of Index Numbers
- (v) Explain the meaning of statistics and discuss it.

- Instructions:** (a) All questions are compulsory and carry equal marks
(b) Figures to the right indicate marks
(c) Support answers with examples wherever necessary

Q.1. A. Fill in the blanks:(Any 8)**(08)**

1. The concept of Panchayati raj was propounded by _____.
a) Mahatma Gandhi b) Indira Gandhi c) Rajiv Gandhi d) Mahatma Phule
2. The holy book of Sikhs is _____.
a) Bible b) Quran c) Guru Granth Sahib d) Zend Avastha
3. Deficiency of vitamin ____ may cause blindness.
a) A b) Bc) C d) D
- 4) Indian Constitution has adopted _____ democracy.
a) Presidential b) Parliamentary c) Direct d) None of these
- 5) Demand for son of soil is _____.
a) regionalism b) Casteism c) communalism d) Religionism
- 6) Article ____ of the constitution is against untouchability.
a) 17 b) 14 c) 13 d) 15
- 7) Dowry harassment is a type of _____ violence against women.
a) social b) sexual c) domestic d) Political
- 8) The Constitution of India came into effect on _____.
a) 26th Nov b) 26th Dec c) 26th Jan d) 26th Aug
- 9) Lord Mahavir is the 24th Tirthankar of _____.
a) Hinduism b) Buddhism c) Jainism d) Islam
10. Caste system is a _____ phenomenon.
a) Hereditary b) traditional c) Old d) New

Q.1. B. State whether the following statements are True or False: (Any 7)**(07)**

1. The Indian Constitution is the shortest written constitution of the world.
2. Congress is an example of a regional party.
3. Christianity is the largest majority religion in India.

4. Raja Ram Mohan Roy opposed Sati system.
5. Anti-Hindi agitations took place in southern India.
6. Caste system brings about unity in Indian society.
7. Depression is caused due to mental stress.
8. Kerala has the worst gender ratio among the states of India.
9. Mayor is the first citizen of the city.
10. India is a secular state.

2. a). Explain the regional variations in India. (08)
 b) India is a diverse country. Highlight the positive aspects? (07)

OR

- c) What do you mean by social stratification. Explain its characteristics & types. (08)
 d) What are the factors responsible for declining sex ratio in India? (07)

3. a) Discuss the causes and consequences of communalism in India with examples.? (08)
 b) What are the inequalities caused due to caste system. Suggest measures to solve ! (07)

OR

3. c) What are the basic features of Indian constitution? (08)
 d) Define fundamental duties. Explain its significance. (07)

4. a) What are the challenges to women's political participation in India? Suggest Measures to overcome? (08)

- b) Discuss the evolution and disadvantages of a multi party system? (07)

OR

- c) Explain tolerance and communal harmony as crucial values in Indian society. (08)

- d) Discuss the constitutional 73rd Amendment Act 1992. (07)

5. a) Bring out the role and significance of women in Politics. (15)

OR

- Q. 5. Short Notes: (Any 3) (15)**

1. Religious Diversity
2. Portrayal of women in India
3. Mental retardation
4. Preamble
5. Caste Conflicts in India

ALL THE BEST

- NOTE- 1) Draw diagrams wherever necessary.
 2) All questions have internal choice.
 3) Use of simple calculator is allowed.
 4) All questions are compulsory.

Q.1A State true or false for the following (any 8)

8m

- 1) Micro Economics deals with individual units.
- 2) Demand curve slopes upward
- 3) Expansion in demand and increase in demand means same.
- 4) Cross elasticity of demand for Sugar and Jaggery is positive
- 5) Demand forecasting helps in resource planning.
- 6) Two isoquant do not intersect each other
- 7) Production creates utility
- 8) Transportation charges and purchase of raw material are the examples of fixed cost
- 9) Selling cost is an important feature of monopolistic competition
- 10) Learning curve depicts that firm gains with experience

Q.1B Match the pairs (Any 7)

7m

A	B
1. Function	a. External diseconomies
2. Promotional elasticity	b. future expectation about demand
3. Pollution of lakes and rivers	c. Fixed cost plus variable cost
4. Demand forecasting	d. Monopoly
5. Explicit cost	e. zero profit
6. Total cost	f. Accounting cost
7. Total revenue	g. shows relationship between variables
8. Break even point	h. increase in advertisement expenses
9. Price discrimination	i. variety of products
10. Multi product pricing	j. Price* Quantity

Q2a. What is Business Economics? Write about Opportunity cost with example

7m

Q2b. The demand equation for soap is given as $Q_d = 300 - 5p$ and the price of soap is given in the following table-

Price of chocolate per soap (in ₹)	Quantity demand
15	
20	
25	
30	

Answer the following question-

1. Calculate quantity demand of soap at given prices. 3m
2 With the help of above demand schedule draw a demand curve. 2m
3 Calculate price elasticity of demand when price rises from ₹15 to ₹20 . 3m

OR

- Q2c. Explain degrees of elasticity of with the help of diagram 8m
Q2d. State the significance of demand forecasting . 7m

- Q3a. Discuss the law of returns to scale with diagram 8m
Q3b. State the different types of Isoquant. 7m

OR

- Q3c. Explain the different types of Internal economies of scale. 7m

- Q3 d. Given TFC as ₹ 100 calculate TC, AC, AFC, AVC and MC 8m

UNITS	1	2	3	4	5	6
TVC	30	50	60	100	140	180

- Q4.a Discuss the features of Perfect Competition 7m

- Q4.b Explain Kinked demand curve 8m

OR

- Q4a. Explain the concept of break even analysis

5. Calculate break even point with the help of following information - Fixed cost ₹ 3000, selling price ₹ 10,

- Variable cost ₹ 6 8m

- Q4 b What is price discrimination? Explain the concept of dumping with the help of diagram 7m

- Q5 a Write a note on transfer pricing 7m

- Q5 b State and Explain full cost pricing 8m

OR

- Q5 . Write short Notes on any three of the following. 15m

1. Scope of business Economics
2. Law of demand
3. Survey method
4. Short run and long run production function
5. Implicit and Explicit cost