FYBMS/Paper/Subject Code: ..... sem-ISùiject: IFA
Q. P. Code:

02|11|2023
N.B. 1. All the questions are compulsory
1 Revenue Receipt is disclosed in the $\qquad$ (Trading A/c/ Profit and Loss $\mathrm{A} / \mathrm{c} /$ Balance Sheet)
2. Trial Balance ensures of Books of account. (Quaditative/ Arithmetical/ Other)
3. In errors of commission entry is recorded on $\qquad$ side. (Onc/Both/Nonc)
4. Errors cam be removed by $\qquad$ (Reclification/ Assessment / Audit)
5. Casting neans $\qquad$ (Totaling/ Cross checking/ Selecting)
6. Revenue expendiaure is $\qquad$ expendirure. (Abnormal/ kecurring / Nonrecurring)
7. Under $\qquad$ method, depreciation is calculated on written down value. (Scrap method/Straight line method/Reducing Baiance)
8. Temporary difference in trial balance is transferred to $\qquad$ account. (Suspense/ Compensating/ Profit \& Lcss $\mathrm{A} / \mathrm{c}$ )
9. Trial balance is $\qquad$ (A statement / An account/ A Subsidiary book)
10. Cross profit is iransfored to the $\qquad$ account. (Trading A/c / Profil \& L.oss A $(\mathrm{c} /$ Final $\mathrm{A} / \mathrm{c})$
Q.1. B. State whether the following statements are True or False
7 Marles (AII 7)

1. Ledger is book where indiwoual accounts are recerded.
2. Fersuail Aic is credited when the person gives something to business.
3. The expenditire incurred on installation of machinery is capital expenditure.
4. Under fixed insiallation method, depreciarion amount remains constant.
5. Wrong balancing of an account wiil affect the Trial Ealance.
6. Bant: Account is a Personal Accomint.
7. Canite! Accoun shows a Credit Balance
8. Diso mat Colum of the Cash book ane hiver hatane ol
\%. The jotimat is a hook of Primie entiy.
9. Arculitiais records only those facts and evalts which are capable of being expressed in money.
Q.2. A. Joumalize the following transactions in the books of Yusra Ltd. io: January 2023.

8 Marks

Jan. 1 Started business with cash 60,000
Jan. 3 Paid Rent by cheque by 7,000 .
Jan. 4 Sold goods worth 40,000 to Yash@10\% T.D. \& 5\% C.D. \& received cash immediately.
Jan. 16 Deposited Rs. 9000 in State Bank of India
Jan. 20 Cheque received from Mr. Jay of Rs. 10000 and deposited into the bank but dishonored.
Jan. 22 Paid insurance premium Rs. 500
Jin. 24 Placed an orde: for goods with XYZ Ltd. for $1,00,000$.
Jan. 26 Goocis nurchased ser cash from ABE Ltd. 1,00,000.
Jan 30 Good parchased forn Fatcon itd 50, 20.
O.2. B. Journalise the following transactions in the books of Mr. Hamza:

7 Marks

| Date | Particulars | Ks. |
| :---: | :---: | :---: |
| $\begin{aligned} & \text { Aprid } 2023 \\ & 2^{\text {nud }} \end{aligned}$ | Mr Hamza stated his business with cash | 300,000 |
| 3 | Deposited into bank | 40,000 |
| 5 | Bougin goods on credit from Ms. Jimal | 20,000 |
| 6 | Relurned goods to Ms. Jinial | 2,000 |
| 10 | Sold goncis for cash to Mr. Rehan | 5.000 |
| 17 | Drew from bank for personal use | 4,000 |
| 25 | Paid to Ms. Jinal in full settlement by chequi | 42800 |
| 30 | Paid satarics to staff | 4,000 |
| 30 | Withdrew gouds for personal use | 5000 |

$G R$
Q.2.C Journalise the following ransactions in the books of Yusra and post them to the ledger accounts:

15 Marts

## June 2023

$1 \quad \mathrm{Miss}$. Yusm invested in the business 6,000 cash, goods worth 3,000 and a building worth 12,000.
2 Borrowed from Bank 8000
3 Purchased goods fin cash 5000
4 Sold goods on credit to Ga.bbar 3000
5 Cash received from Gabbar 1000
6 Purchased goods on credit basis from Karan ..... 6000
9. Sold goods on credit to Karan ..... 3000
10 Paid Salarics ..... 1500
16 Faid Ôtle Rent ..... 350
17 Received Commission ..... 175
19 Paid salary of salesman ..... 110
20 Paid Commission ..... 50
25 Paid on account to Karan ..... 2200
26 Reccived from Gabbar ..... 690
27 Rcpaid loan to Bank ..... 3400
28 Sold Building for cash ..... 3900
29 Received on accoumi from Gabbar ..... 1400
30 Paid carriages for Karm ..... 220
Q.3.A State with reasons whether the foliowing are capital, revenue or deferred revenue reccipts or expenses:

1. I.egal expentes incurred in an action for infringement of trademarks 5,000 .
2. 25,000 spent on art cuiditioning the offec of the Managing Director.
3. 7,000 spent on registration of design.
4. Legal expenses incurred in an income tax appeal 2.000.
5. Legal expenses 5.000 incurred in connection with the purchase of business premises.

6. Legal expenses of 8,00 n incurred in defending a suit for breach of contract to supply of goods
7. Umbrellas were purchased for employees at a cost of Rs. 3000 .
8. Preliminary Expenses paid Rs. 42000.
iv. Carriage outward paid Rs 40000.
Q.3. B. State with reasuns whether the foliowing are capital, revenue or deferred revenue receipts or expenses:

1 Sold 4\% Govemment Sectirities (Investment) for Rs. 1,40,000.
2. Prelininary Expenses paid 42,000.
3. Carrage outward paio 40,000.

1. Import duty pard on purchase of Compuicr Equipment Rs. 85.000 to be used in the
office.
E. Received Res. $5.00,000$ on the Issue of $5 \%$ Debentures.
2. Paid 10,000 underwriting commission on issue of shares.
3. Legal expenses 6,000 paid in connection with Purchase of Land.
4. Repairing charges 15,000 paid for keeping the machinery in working condition.
5. Rent paid Rs. 20000
6. Machinery purchased Rs. 200000
Q.4.A. From the given Trial Balance of Ms. Aaliyalı prepare Manufacturing, Trading and Profit and loss account for the year coded 31.3.2023 and Balance sheet as at that date.

15 Marks

| Particulars | Rs. | Particulars | Rs. |
| :---: | :---: | :---: | :---: |
| Stuck as on 1-4-2022 |  | Capitai of Aaliyah | 90000 |
| Raw materiai | 13090 | Sales | 112000 |
| Work in Progress | 8000 | Interest received | 450 |
| Finished Goods | 19000 | Discount received | 250 |
| Machinery (at cost) | 40000 | Creditors | 16000 |
| Furniure (at cost) | 18000 |  |  |
| Drawing | 3000 |  |  |
| Debtors | 18500 | Prov. fer Depreciations: |  |
| Salarics | 3820 | On Machinery | 20000 |
| Factory insurance | 1070 | On Funiture | 10000 |
| Balatiewth bank | 13500 |  |  |
| Cash on hand | 810 |  |  |
| Parchase of Raw Material | 79000 |  |  |
| Retuminwards | 390 |  |  |
| wages | 8500 |  |  |
| manufacturirig Expenses | 2300 |  |  |
| Factory Reni | 2500 |  |  |
| Ulfice Rem | 2200 |  |  |
| Power expenses | 1200 |  |  |
| linvesiment | i0100 |  |  |
| Factory Lighting | 760 |  |  |
| Office Lighting | 1200 |  |  |
| Carriage outwards | 550 |  |  |
| Printing \& stationary | 1000 |  |  |
| Bad debts | 300 |  |  |
| Total | 24870 | Totai | 248700 |

## Adjustments:

1. Additional bad debts of 500 are to be written off an RDD to be provided at $5 \%$ on Debtors.
2. Outstanding office rent 200.
3. Depreciation Machinery at $10 \%$ p.a., Fumiture at $15 \%$ p.a.
4. Closing Stock are:

| Raw material | 72,000 |
| :--- | :--- |
| W.I. P | 16,330 |
| Finished goods | 28000 |

OR
Q.4.B. From the given Trial Balance of Mr Remtish prepare Marnufacturing, Trading and Profit and loss account for the year ended 313.2023 and Balance sheet as at that date.


The following additional information is provided to you:

Page 5/2

1. Closing stock: raw materiz.l Rs. 26,000 , work in progress Rs. 28,000 and Finisheri goods Rs. 25,000.
2. Outstanding wages for the year end was Rs. 2,000
3. Advertisement prepaid for the next year Rs. 400
4. Depreciation Plant and Machinery @ 7\%, factory shed @3.5\%
5. Bills receivable dishonoured for the year end Rs. 4,000
6. Goods los: by fiie worth R.s. 5,000 and Znsurance Company admitted claim worth Rs. 4,000 oniy.

Q. 5. A. What is Computerised Accounting System? Explain the features of it. 8 Marks<br>B. Distinguish between Fook-keeping and accounting

OR
Q. 5. Shorl Notes (Any 3)
15 Marks
A) Capital expenditure
B) Revenue Expenditure
C) Going Concern
D) Loss of Stock by fire
E) Objectives of Book-keeping

Semester Examination
Class / Semester: FY-BNMS/'t
N.B. 1.All the questions are compulsory
2. Figures to the right indica te full marks
$03|11| 2023$
Subject : Lushness Law.
Q. 1 Answer the following.
a. Fill in the blanks (Any 8) 08

1. Goods means $\qquad$ property
2. Company is a $\qquad$ person
3. $\qquad$ is the person to whom the money is to be i paid.
4. In case of unfair ,nears, the consumer has the right of $\qquad$ .
5. Negotiable instrument must be in $\qquad$ .
6. The age limit to make a contract is $\qquad$ .
7. Types of cheques $\qquad$ and $\qquad$ $\ldots$
8. The term offer must be $\qquad$ and vague.
9. $\qquad$ is arr person who buys any goods, for consideration.
10. Darjeeling tea is a example of $\qquad$ ..
b. Tine or False (Any 7)
11. Past consideration is no consideration.
12. Caveat Emptor means buyer be beware.
13. Geographical indication are granted for 10 years.
14. A company cannot be limited by share, guarantee or unlimited.
15. Negotiable instrument is of five types.
16. There is not any consumer council.
17. One person company is not a compar ty.
18. Without consideration given something io someone is called gift.
19. God and diets can can be a member; of the company.
20. The person making the proposal is called the "promisor".

## Q. 2 Answer the following:

(A) Explain Consideration.Essentail of consideration. 8
(B) Distinguish between sale and hire purchase.

OR
(A) State the implied condition $S$ and warranties under the sale of goods act.. 8
(B) Define Contract. What are the essential of contract.

## Q. 3 Answer the foilowing:

(A)What are the different types of Consur:ner comeil's?8(B) Explain the essential of Negotiable instrument. ..... 7OR
(A)Explain in detail the term unfair traile practice under Consumer protection act. ..... 8
(B) Define promissory note. What are the chacracteristics of promissory note. ..... 7
Q. 4 Answer the following:
(A) Explain kinds of meeting. ..... 8
(B) Explain Doctrine of Ultra Vires ..... 7
OR
(A) What are the different kinds of Company ..... 8
(B) Who is the member. Explain rights of the member. ..... 7
Q. 5 Auswer the following:
(A)What is copyright as por Intellectual property Rights? ..... 8
(B) Explain Geographical Indications in detail. ..... 7 ..... 7
OR
Q. 6 Short Notes:(Any 3).15
1.lien.
2.Cheque.
3.Defects and Deficiency.
4.patent
5. Doctrine of Caveat emptor.
2. Figures to the right indicate marks.
3. Use of nun-programmable calculator is allowed.
| 75 Marks |

## QI. (A) Eiii in the blanks with the correct alternative: (any 8)

1. In a survey, the data is collected in a $\qquad$ -.
(Random manner, Systematic meuner, Haphazadd maner)
2. The middlemost observation, dividing the entire distribution into two equal parts is kinown as $\qquad$ (Arshunetic Mean, Mode, Median)
3. The diagram showing a circle divided into sectors is called a $\qquad$ (Pie diagram, Circular chart, Sectorial diagram)
4. Quartile deviation is also called as $\qquad$ (Quarter Range, Senti - Quartile Range, Semi - inter Ouartice Range)
5. Coefficient of correlation lies between $\qquad$ ( -1 and $+i,-2$ and $+2,0$ and $i j$
6. It the two regression lines comeide then $\qquad$ $(r=1, r=-1, r=1$ or -1 )
7. There are $\qquad$ components of a time series $(2,3,4)$
8. If the quantitics are measured in kgs and prices in mpees, then the index maniber is measued in $\qquad$ (iupecs, tros. none of these)
9. Probability has $\qquad$ unit of measuremeni. (runees, hours, no)
10. In decision making problems there is only one $\qquad$ and a number of aitematives. (policy inaker, policy, states of nature)

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

1. The data collected for the first tume is known as Sccondary data.
2. Mode can be located with the help of a histogram.
3. Suantiies divide the entire distribution into four equal parts
4. Mean deviation is a measure of dispersion.
5. Correlation coefficient cannot be negative
6. If the two regression lines are perpendicular then $\mathrm{r}=0$.
7. A series of vaiues of a variate arranged as per alphabetical order is calied time series.
8. In Laspeyre's index number, curtent year quantities are used.
9. The probability of an impossible event is 0
10. For calculating minimax, we use á regret table.

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

(A) (i) E:xw a muliphe bar diagram to re oresent the revenue generaied by the three companies.

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

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

| Daily wages in ₹ | $300-400$ | $4016-500$ | $500-600$ | $600-700$ | $700-800$ | $800-900$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| No. of workers | 10 | 20 | 40 | 16 | 8 | 6 |

OR
(B) (i) Thit following data gives the consumption of electricity. Represent it by a Histogram and a Frequency Curve. (both on the same graph)

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

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

| Class | 0-5 | 5-10 | 10-15 | 15-20 | 20-25 | 25-34 | 30-35 | 35-40 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Frequency | 2 | 5 | - | 13 | 21 | 16 | 8 | 3 ? |

Q3. Attentpt either (A) or (B) :
(A) (i) Calculate Karl Pearson's cocficien of co:relation for the following data and interpret it

| X | 4 | 5 | 10 | 11 | 8 | 7 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Y | 13 | 9 | 4 | 3 | 12 | 6 |

(ii) Find mean deviation from mean and its coefficient for the following data representing age distribution of 50 boys. (8)

| 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.

## OR

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

| $x$ | 10 | 12 | 14 | 19 | 8 | 17 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $y$ | 20 | 24 | 25 | 121 | 16 | 22 | 20 |

(ii) Calculate Spearman's Rank correlation coefficient frem the billowing data representing marks in Mathemaics ( X ) and Accountancy (Y).

| Mathernaticj $(X)$ | 13 | 14 | 16 | 10 | 12 | 13 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| A.countancy $(Y)$ | 12 | 11 | 15 | 16 | 19 | 17 |

## Q4. Aiternpt chitter (A) or (B) :

(A) (i) Calculate 3 Yearly Moving Averages for the following time series.
(7)

| Year | 1997 | 1998 |  | 1999 | 2000 | 2001 | 2002 | 2003 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Production | 75 | 82 |  | 85 | 90 | 198 | 102 | 120 |

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

| Commodity | 2004 |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :---: |
|  | Price | Quantity | Price | Quantity |  |
| A | 5 | 4 | 214 | 12 |  |
| B | 13 | 2 | 4 | 4 |  |
| C | 4 | 15 | 5 | 16 |  |
| D | 6 | 31 | 11 | 17 |  |
| E | 12 | 24 | 13 | 8 |  |

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 |

(ii) The following table represents the number of workers employed in a small-scale industry during the years : 995
2006. Calculate 5 yearly moving averages. Plot the given data and the moving averages on a graph paper

| Year | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| No. of <br> workers | 32 | 70 | 48 | 59 | 78 | 70 | 70 | 97 | 80 | 84 |

Q5. 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 heart (b) Ace of diamonds (c) A spade or a club
(ii) For the following payoff table, tinct tine upsinal decision using (a)Naxumin criterion (b) Maximax criterion (c)

Laplace criterion (d) Minimax Regret criterion

| Course of Action | States of Nature |  |  |
| :--- | :--- | :--- | :--- |
|  | $S_{1}$ | $S_{2}$ |  |
| $A_{1}$ | 35 | 100 | 38 |
| $A_{2}$ | 58 | 95 | 105 |
| $A_{3}$ | 45 | 30 | 91 |

OR
(B) Write short nates on: (Any 3 out of 5)
(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 eceitecting primary data.
(iv) Types of Index ivumbers
(v) Explain the meaning of statistics ard discuss it.
(3)

FYBMS/BAF/BBI
SEM-I KEGUIAR\&ATKT

## $06 \mid 11 / 2023$

Subject: Business communication-I
75 Marks
N.B.I. All the questions are compuisory
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 $\qquad$ oí messages.
a) fiitering
b)distorting
c) hiding
2._EEfect implies hatred or distiust in a person.
a) Halo
b) Horn
c) Horror.
2. A $\qquad$ ietter is a ietter which expresses tie personal opinion of a referee.
a) recommendation
b) termitiation
c) appointment.
4)A $\qquad$ resume can camouflage breahs or gaps in employment.
a) chronological
b) functional
c) combined
5) $\qquad$ insans to talk or wite aimlessiy without conizection of ficeas.
a) rambling begrumbinc c) fonding
6) One must always keep his/ her business card $\qquad$ .
a)uplated
b)oudated
c) back dateú
7) Kinesics is the science of $\qquad$ .
a) body language
b) cuiture
c) money
8) _._._ iype of paragraph uses phrases like, "in my opmion", "It seems to me".
a) evaluation paragraph b) explanation paragraph cjchoice paragraph
9) In __form of layout. most parts are a!igned with the left margin.
a) full block
b) hangince indention
c) modified block
10) A jargon is $\qquad$ a) gong of a bell
b) an inert gas
c) technical language
Q.1. B. State whether the following statements are True or False
i. 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 shond 'iwe 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.
Q.2. B. What is Vertical communication. List it's advantages \& disadvantages?

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

## 8

Q.2.D. What are business etiquettes? Explain its types.
Q.3. A. What is meant iy personal integrity? How can it make a difference at the work place? 8
Q.3. B. How does language act as a barriei to communication?How can you overcome?
Q.3. C. What are the obstacles or barriers to effective listening. How will you overicume them? 8
Q.3. D. Give practical examples of failure of communication arising from the different communication barriers that you have sludied. 7
Q. 4 A. Paresh is secking admission to Melboume Enversity. He has passed R.Com with a Ist clas: and has finished his MBA. He loves travelling and siinging. Draft an SOP for him. (8) Q. 4 B. Mr. Raj Biswas has been werking as a Company Secretary with Universe Travels. Jaipur for the past 5 years and would nuw like to resign from his post. Draft a !etter of Resignation on his behalf. Use the Semi Block laynut.(7)

OR
Q. 4 C. Write an application letter in response to the following advertisemen:: "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 iviarathi fluently. Apply with BioData to Box No.348, The Times of India, Mumbai - 40000 I. Use the Complete block format.(8)
Q. 4 D. Mr. Mohit Kohli has been offered the joh of an Accountant with Hotel Globus, Worli Seaface Mumbai. Diaf a Letter of lob Acceptance on his bchalf. Use the Modified Blne:n layout.(7)
Q.5. A. Write a paragraph on 'Croze for Apple products- Ilype or worth' (8)
Q.5. B. Use the outline of incidents given beiow to harrate the entire incident in a coherent paragraph.
I wanted to huy mobile phone - sisked relatives to gift money on my
birthday - a friend convinced me to buy second hand mobile- at first worked weli - later- (7),

## OR

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

15 Marks
I. Impact of tiechnological advancements on communication
2. State thiee advantages \& disadvantages of Oral \& written communication
3. Importance of Business ethics.
4. Corporate sociai respónsibility
5. You attitude in communication

XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
N.B. : 1. All questions are compulsory.
2. Figures to right indicate full marks.
3. Working notes are part of your answer.

## Q. 1 (A) Multiple Choice Questions

1. Each person is a result of $\qquad$
a. Only Heredity
b. Heredity and Environment
c. Only Environment
d. Family
2. Heredity comes from $\qquad$
a. Parents
b. Friends
c. Teachers
d. Dizygotic Twins
3. Identical Twins are also known as $\qquad$
a. Dizygotics Twins
b. Monozygotic Twins
c. Chronmosomes
d. Educated
4. A command group is a made up of individual who report directly to $\qquad$
a A given manager.
b. Worker
c. Forming Stage
d. Elaborative ability
5. People join groups for $\qquad$
a. Self esteem and power
b. Elaborative Ability
c. Identifying main comporients.
d. Norming Stage
$\qquad$ on another person.
a. Dependence
b. Conflicts
c, Negative behaviour
d. motive
6. In carrot and stick theory $\qquad$
a. Focus at lower level needs
b. avoid responsibility
c. carrot means positive reinforcement or rewards and stick means punishment
d. motive
7. Facters for organizational change are of two types $\qquad$
a. Internal tactors and external factors
b. Abstract and cognitive factors
c. New Gee tagging Terminai
d. Nominal Group technique

## Q. 1 (B) True and False

1. All individual s have identically the same ringer prints.
2. Wages do not help an organization in retaining its employees.
3. Studies have shown the. the eldest child is a spoiled one.
4. A dominant gen.e always forms a remarkable characteristic.
5. Creative people are always curious to learn new things.
6. K.rrt Lewins model of organizational change is one of the early models of planned change.
7. Yoga is one most effective remedy for stress.
8. Organizational development I is not needed to meel the organization's goal
Q.2A) Detine leaming. Explain in detail how leatning takes place through the different theories. [8]
B) Explain cognitive dissonance. With examples and suggest ways to reduce it.

OR
Q. 2 C) Explain the pre-natal and post- natal environment affecting individuais.
D) Discuss in detail the Johari window model. Explain which one do you fit in?
Q. 3 A) Define group. Explain the different types of groups and the influence it has on interaction skills. [8]
B) Define Team. Discuss ways of forming an effective team and goal setting for teams.

## OR

Q. 3 C) What is politics? What are the causes of organizational politics?
D) What do you mean Hij' $^{\prime}$ conflict? Discuss the types and ways of resciving conflicts.
Q. 4 A) Explain various Characteristics of Orannizational Culture
B) Write a note of Motivation

## OR

Q,4 C) Explain the Types of Monetary Reward
D) Explain the Benefits of Organizational Development
Q. 5 (a) What is MBO. Explain the Advantages of MBO.
(b) Explain the caines of Stress

## OR

Q. 5 Write short notes on: (Any 3)

1. Political Games.
2. Jot Enlargement.
3. Reasons for Resistance.
4. Six thinking Haits and its benefits.
5. Managerial Skills.

## FYBMS <br> Foundation course - i

## 75 Marks

Q1. (A) Choose the correct alternative (any eight)

1) In India the state of $\qquad$ has the lowest gender ratio. (Punjab, ilaryana, Bihar)
2) Shwetambar and Digambar are the two major sects of $\qquad$
(Sikhism, Jainism, Buddhism)
3) Marathi belongs $\qquad$ to language family.
(Dravidian, Indo-Aryan, Austric)
4) Deficiency of Vitamin $\qquad$ may cause blindness.
( $A, B, C$ )
5) The practice of untouchability is prohibited in India by Article
$\qquad$ of the Constitution.
$(15,16,17)$
6) Demand for "son of the soil "is an example of $\qquad$ (communalism, casteism, regionalism)
7) $\qquad$ has the final power to interpret the Constitution.
(Legislature, Executive, Judiciary)
8) According to Indian Constitution there are $\qquad$ types of emergencies. (iwo, three, four)
9) The word $\qquad$ implies equal treatment to all religions. (Sovereign, secular, socialist
10: Panchayati Raj was given constitutional status by $\qquad$ Amendment Act. (72nd 73rd 74th)
Q) (B) State whether the following statements are True or Faise (any seven).
10) The Constitution of India recognizes 22 languages.
11) English iss the secondary official language of Indian IJnion.
12) Mahareshtra was the first state to be formed on linguistic basis.
13) The terms 'Secular' was added to the Preamble of Indian Constitution by 44 th Amendment Act.
14) Trach:mma is a serious form of conjunctivitis.
15) Down's syndrome is a defect due to extra chromosome.
16) Indian Constitution does not confer double citizenship.
17) Fundamental rights are justiciable in nature
18) Indian constitutior: has adopted Parliamentary democracy
19) Trinamool congre:ss is a national party.

Q2.) Explain the causes and consequences of declining gender ratio in India.
OR
Examine the various problerns faced by the people, with disabilities in india.
Q3) Discuss the reasons for communal violence in modern India. Suggest measures to overcome the problems of communalism.

## OR

Explain the various issues related to regional conflicts in India.

Q4) Discuss the significance for Fundamental Duties as incorporated in Indian Constitution.

OR
Explain the outstanding features of Indian Constitution.

Q5) '73 ${ }^{\text {rd }}$ Constitutional Amendment Act ensures democratic participation at the grassroot
level' - Discuss.

OR

Write short notes on any three:

1. Rural-urban divide in India.
2. Religious diversity in India
3. Portrayal of women in media
4. Linguistic corflicts in India
5. Features of Indian party system

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.IAState true or false for the following (any8)

1) Miero 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 Jnggery is positive
4) Demand forecasting helps in resource planning.
5) Two isoquant do not intersect each other
6) Production creates utility
7) Transportation charges and purchase of raw naterial are the examples of fixed cost
8) Selling cost is an important feature of monopolistic competition
9) Learaing curve depiets that firm gains with experience

| Q.1B Match the pairs (Any7) |
| :--- |
| A B <br> 1.Function a.External diseconomies <br> 2 Promotional elasticity C.future expectation about demand <br> 3.Pollution of lakes and rivers C. Fixed cost plus variable cost <br> 4.Demand forecasting d.Monopoly <br> 5. Explicit cost e.zerprofit <br> 6. Total cost g.Accounting cost <br> 7. Total revenue h.increase in advertisement expenses <br> 8. Break even point i.varietyof products <br> 9.Price discrimination j Price* Quantity <br> 10.Multi product pricing  |

Q2a.What is Business Econamics?Write about Opportunity cost with example
Q2b.The demand equation for soap is given as $\mathrm{Qd}=300-5 \mathrm{p}$ and the price of soarr is given in the following table-

| Price of chocolate per soap (ins) | Quantity demand |
| :---: | :--- |
| 15 |  |
| 20 |  |
| 25 |  |

Answer the foilowing question-

1. Calculate quantity demand of sos, at given prices. ..... $3 m$
2 With the help of above demand schedule draw a demand curve. ..... 2m
3 Calculate price elasticity of demani when price rises irom ₹ 15 to ₹ 20 ..... 3mOR
Q2c. Explain degrees of ciasticity of nith the help of diagram ..... 8m
Q2d. State the significance of demand forecasting . ..... 7 m
Q3a. Dlscuss the law of returns to scale with diagram ..... 8m
Q3b. State the different types of isoquant. ..... 7 m
OR
Q3c.Explain the different types of internal economies of scale. ..... 7m
Q3 d. Given TFC as'..्~ $\mathbf{1 0 0}$ calculate $\mathbb{K}, ~ A C, ~ A F C, ~ A V C ~ a n d ~ M C ~$ ..... 8m

| UNITS | 2 | 3 | 3 | 5 | 6 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| TVC | 30 | 91 | 50 | 100 | 140 | 180 |

Q4.a Discuss the features of Perfect Competition ..... $7 m$
Q4.b Expain Kinked demand curve ..... 8m
orQ4a.Explain the concept of break t/en analysis
Variable cost繁 6 ..... 8 n
Qubwhat is price discrimination? Explain the concept of dumping with the help of diagram ..... ? m
Q5 a Write a nuteôn transfer pricing ..... 7m
Q5 b State and Explain fufl cost pricing ..... 8m
OR
Q5 . Write short Notes on any three of the following.
2. Scope of business Economics
2. Law of demand
3. Surveymethod
4. Short fan and bng run production function
5. Impicti and Explicit cost

