F.Y.B.Com

Commerce paper
B.D

Con. 13-13.

DW-12

(REVISED COURSE)

(3 Hours)

[Total Marks : 10

N.B. : (1) **All** questions are **compulsory**.
  (2) **Figures** to the **right** indicate **full** marks.
  (3) **Tie** the two sections **together**.

Section I

1. Explain the meaning of the following terms (any **five**) :—   10
   (a) Industry
   (b) Consumer satisfaction
   (c) Economic union
   (d) Mission
   (e) Project planning
   (f) Entrepreneur
   (g) Incentives
   (h) Growth of Business
   (i) Turnaround
   (j) Surgical strategy.

2. Answer any **three** questions from the following :—   30
   (a) Define business and explain the functions of business.
   (b) What is business environment ? Explain any five features of business environment.
   (c) " WTO failed to give fair treatment to developing countires". Explain the statement.
   (d) Distinguish between economic objectives and social objectives.
   (e) State and explain the steps involved in setting up of a business unit.
   (f) Explain the factors influencing business growth.

3. Study the case and answer the following questions :–   10
   Research and Development (R & D) is now considered the new star of the Indian economy. Americans who worry about the migration of call centres to India also consider rise of R & D in India as a potential threat. American companies are now setting up R & D centres in India. They are not coming for cheap labour but for India's brain. The list of MNCs setting up R & D centres in India includes General Electirc, Microsoft, IBM, Cisco, Intel, General Motors, Astra Zeneca, Motorola, Taxas Instruments etc. GE does research in Bangalore on aircraft engines and turbine components. This is helping to reverse the supposed brain drain. Several Indian scientists who had migrated to US are coming back to India. GE plans to raise R & D staff from 1,600 to 2,400 technicians. Bangalore has GE's second largest research centre in the world. The best known Indian R & D companies are in Pharmaceuticals. Biotechnology is a now hot spot with **Biscon** and **Shanta Biotech** leading the way. Less high profile but more significant may be the mushrooming of new companies to do contract R & D for global corporations.
   ʼor auto industry is another beehive of innovation. Multinational car companies ʻlly came to India for the huge domestic market. In order to cut costs they used ʼmponents of lower quality. But soon the interaction between component ʼars and MNC's led to not just quality improvement but innovations that ʼeamed of earlier.

   ʼas occupied the status of star industry in India ? Give reasons.
   ʼming of R & D in India favoured by MNCs ?

[**TURN OVER**

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Section II

4. Explain the meaning of the following terms (any **five**) :—   10
   - (a) **B**anking system
   - (b) **A**TMs
   - (c) **D**ouble Insurance
   - (d) **R**ural Telephony
   - (e) **H**ospitality
   - (f) Food court
   - (g) Survival strategy
   - (h) Call centres
   - (i) K. P. O.
   - (j) Medical Tourism.

5. Answer **any three** questions from the following :—   30
   - (a) **W**hat is Merchant banking ? Explain the functions of merchant banking.
   - (b) **W**hat is FDI ? Discuss about the Government policies related to FDI.
   - (c) **S**tate and explain the principles of insurance.
   - (d) **D**iscuss career options available in Transport sector.
   - (e) **D**istinguish between organised and unorganised retailing in india.
   - (f) "**O**ut sourcing has bright prospects in india". Discuss this statement.

6. Study the case and answer the following questions :–   10

   Recognising the contribution and undisputable position that the company enjoys in the retial segment today, Koutons has recently won the most admired fashion group for the year 2008 by Image Fashion Awards. Further, Koutons Retail Chairman D. P. S. Kohli has been chosen as the most admired fashion face of the year. Mr. Kohli was the clear winner in a consumer poll conducted by Images across the country and had views of fashion experts, designers and consumers. The poll was conducted in 10 cities in India and 4 cities abroad including Vancouver, Dubai, Karachi and Bangkok and was among the largest consumer survey in the fashion and lifestyle segment in India.

   Koutons Retail, a leading manufacturer of readymade fashion wear, has more than 1,100 outlets and cater to all men, women and children markets. Koutons garments are available in both large and small cities and the product range is comprehensive to meet the fashion needs of all. The New Delhi based Koutons plans to open 1,400 more outlets over the next few years.

   Koutons is an integrated apparel manufacturing and retail company with annual revenue of Rs. 800 crore. The in-house team of Koutons works on the designs but the corporate is also in touch with fashion forecast houses in Italy and Europe to decide on the kind of fabric that will be in demand for the coming season.

   Questions :
   - (a) What are the reasons for Koutons to cater to men, women and children markets ?
   - (b) What strategies Koutons must adopt to foray into overseas markets ?

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(मराठी रूपांतर)

(३ तास)

[एकूण गुण

सूचना : (१) **सर्व** प्रश्न **अनिवार्य** आहेत.

(२) **उजवी**कडील अंक **पूर्ण** गुण दर्शवितात.

(३) दोन्ही **विभाग** एकत्रीत बांधा.

विभाग १

१. खालील संकल्पनेचे अर्थ स्पष्ट करा (कोणतेही **पाच**) :-   १०

(अ) उद्योग

(ब) ग्राहकांचे समाधान

(क) युरोपियन युनियन

(ड) ध्येय / मोहिम

(इ) प्रकल्प नियोजन

(फ) उद्योजक

(ग) अतिरिक्त मोबदला

(ह) व्यवसायाची वाढ

(स) पूनर्रचना / फेरपालट

(द) सर्जीकल स्ट्रटेजी.

२. खालीलपैकी कोणत्याही **तीन** प्रश्नांची उत्तरे द्या :-   ३०

(अ) व्यवसायाची व्याख्या द्या आणि व्यवसायाचे कार्य स्पष्ट करा.

(ब) व्यवसायिक पर्यावरण म्हणजे काय ? व्यवसायिक पर्यावरणांची कोणतेही पाच वैशिष्ट्ये स्पष्ट करा.

(क) विकसनशील देशांस डब्लू. टी. ओ. योग्य वागणूक देण्यास असमर्थ ठरते. स्पष्ट करा.

(ड) आर्थिक उद्दिष्टे व सामाजिक उद्दिष्टे यातील फरक स्पष्ट करा.

(ई) व्यवसायाच्या उभारणीतील पायऱ्या नमूद करून स्पष्ट करा.

(फ) व्यवसायाच्या वाढीवर परिणाम करणारे घटक स्पष्ट करा.

३. **प्रसंगाचा** सविस्तर अभ्यास करून खालील प्रश्नांची उत्तरे द्या :-   १०

संशोधन आणि विकास हा भारतीय अर्थव्यवस्थेचा नवीन तारा म्हणून संबोधिला जातो. भारतामध्ये होणाऱ्या कॉल सेंटर वाढीस तेथील संशोधन व विकास हा भविष्य कालीन धोका आहे असे अमेरिकन यांना वाटते. म्हणून अमेरिकन कंपन्या भारतामध्ये त्याचे संशोधन व विकास केंद्रे उभारतात. ते स्वस्त कामगार म्हणून भारताकडे येत नाहीत, तर येथील बौद्धिक गुणवत्ता यासाठी येतात. भारतामध्ये येणाऱ्या बहुराष्ट्रीय कंपन्यांमध्ये जनरल इलेक्ट्रीक , मायक्रोसॉफ्ट आयबीएम, सीसको, इनटेल, जनरल मोटार्स , ऑस्ट्राझेनेका, मोटोरोला व टेक्सास इन्स्ट्रुमेन्टस इत्यादीचा समावेश होतो. जी. ई. ही कंपनी बंगलोरमध्ये हवाईजहाज इंजन व टरबाईन कंपोनंटवर संशोधन करते. हे भारतामध्ये परत येणाऱ्या बौद्धिक कामाला मदत करते.

अशा या कामामुळे बरेच भारतीय वैज्ञानिक, अमेरिकेतून भारतात परत आले. जी. ई. कंपनीने त्याच्या बंगलोर केंद्रातली कामगार संख्या ही १६०० पासून २४०० पर्यंत वाढवून हे केंद्र दुसऱ्या नंबरचे मोठे केंद्र म्हणून उदयास आणले.

बायस्कॉन आणि शांता बॉयोटेक या भारतातील वैद्यकीय व जैविक तंत्रज्ञान संशोधनात अग्रेसर कंपन्या म्हणून ओळखल्या जातात.

वाहन उद्योग हा नावीन्याचा दुसरा अविष्कार आहे. बहुराष्ट्रीय कंपन्या या भारतामध्ये प्रामुख्याने तेथील बाजार पेठांकडे आकर्षिले आहेत. ते तेथील स्थानिक घटकांचा वापर करून किमत कपात करत आहेत. लवकरच स्थानिक उत्पादक व बहुराष्ट्रीय कंपन्या यात गुणवत्तेविषयक समन्वय होऊन त्यांच्यामध्ये जे नावीन्य रूपास येणार आहे ते यापूर्वी कोणीही पाहिले नसेल.

१. भारतामध्ये संशोधन व विकास या संकल्पनेने कशा प्रकारे नाविन्यपूर्ण उद्योगाची जागा घेतली आहे ? कारणे द्या.

२. भारतातील संशोधन व विकास वाढ ही बहुराष्ट्रीय कंपन्यांसाठी कशी हितकारक आहे ?

विभाग २

४. खालील संकल्पनेचे अर्थ स्पष्ट करा (कोणतेही **पाच**) :-

(अ) अधिकोष पद्धत   (फ) अन्न संग्रह

(ब) ए.टी.एम.   (ग) जैविक व्यूहरचना

(क) दुप्पट विमा   (ह) कॉल सेंटर

(ड) ग्रामीण दूरवाणी   (स) के. पी. ओ.

(इ) पाहुणचार   (द) वैद्यकीय पर्यटन.

५. खालीलपैकी कोणत्याही **तीन** प्रश्नांची उत्तरे द्या :-   ३०

(अ) व्यापारी अधिकोष म्हणजे काय ? व्यापारी अधिकोषाची कार्ये स्पष्ट करा.

(ब) थेट परकीय गुंतवणूक म्हणजे काय ? विदेशीय थेट गुंतवणुकीसंबंधी सरकारी धोरणांची चर्चा करा.

(क) विम्यांची तत्त्वे सांगून ती स्पष्ट करा.

(ड) वाहतूक क्षेत्रातील उपलब्ध असलेल्या रोजगारांच्या संधींची चर्चा करा.

(इ) भारतातील संघटीत व असंघटीत किरकोळ व्यापारातील फरक स्पष्ट करा.

(फ) ''भारतातील बाह्य संसाधनाचे भवितव्य'' –चर्चा करा.

६. **प्रसंगाचा** सविस्तर अभ्यास करून खालील प्रश्नांची उत्तरे द्या :-   १०

किरकोळ व्यापाराचे आजच्या काळातील योगदान आणि अविवादितपणा यांच्या जोरावर कौटान्स यांनी २००८ चा सर्वोत्कृष्ट फॅशन गट हा फॅशन सन्मान जिंकला. कौटान्सचे किरकोळ व्यापार विभागाचे प्रमुख डीपीएस कोहली हे या सन्मानाचे खरे चेहरे होते. कोहली हे पूर्ण देशभरातून फॅशन तज्ञ, डिझाइनर्स व ग्राहकामार्फत निवडून दिलेले विजेते होते. हि निवडणूक भारतातल्या १० शहरातून व बाहेरगावच्या चार मोठ्या शहरातून जसे- वनकोवर, दुबई, कराची, बँकॉक आणि सर्वात मोठ्या ग्राहक सर्वेक्षण यातून निवडून आले होते.

कौटान्स किरकोळ व्यापारी हे एक अग्रेसर तयार कपडे करणारे उपक्रम ११०० दुकानातून सर्वच प्रकारचे जसे पुरुष, स्त्रीया आणि मुलांसाठी वस्त्र विक्री करावयाचे. कौटान्स गारमेंट हे मोठ्या व लहान शहरातून सर्व प्रकारच्या उत्पादनाची गरज भागवत असे. नवी दिल्लीचे कौटास यांनी पुढील वर्षी १४०० नवीन दुकाने सूरु करण्याचे ठरविले आहे. कौटास यांची उत्पादक करणारी व किरकोळ व्यापार करणारी कंपनी या दोन्हीचे मिळून ₹ ८०० करोड उत्पन्न होते. त्याचबरोबर कौटास हे डिझाईन बनविण्यासोबतच इटली व युरोपमध्ये कशा प्रकारची फॅशन डेव्हलप होते याचा अंदाज बांधून तेथे येणाऱ्या मोसमात कोणत्या प्रकारचे फॅब्रीकस् तयार करायचे हे ठरवितात.

प्रश्न :-

(१) कौटासला पुरुष, महिला व मुलांचे विपणन विभाजन करण्यास कोणती कारणे कारणीभूत आहेत ?

(२) आंतरराष्ट्रीय बाजारपेठेमध्ये जम बसविण्यासाठी कौटासने कोणती निती अवलंबिली ?

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(3 Hours)   [Total Ma___ ___06

N.B. : (1) Answer any **two** questions from **Section I**.
      (2) Answer any **three** questions from **Section II**.
      (3) Answer to **both** sections is to be written in the **same** answer book.
      (4) **All** questions carry **equal** marks.
      (5) **Figures** to the **right** indicate **marks** to a sub-question.
      (6) **Graph paper** will be provided on **request**.
      (7) Use of **non-programmable** calculator is **allowed**.

Section I

1. (a) A piece of land was sold for ₹19,00,000 through a broker who received 1.25%   **5**
   commission from the seller and 1.75% from the buyer. Find the amount paid by
   the buyer. Also find the amount received by the seller and the broker.

   (b) An article was listed at ₹5,000. It was sold by the shop owner at a 30% discount   **5**
   and thus a profit of 75% on cost was earned. Find the cost price of the shop owner.

   (c) Mr. X, Mr. Y and Mr. Z shared a transport business by investing ₹ 1 lakh each.   **5**
   Mr. X left after 5 months from the commencement of business and Mr. Y left
   3 months later. At the end of the year the business realized a profit of ₹ 37,500.
   Find the share of profit of each partner.

   (d) At what price should goods costing ₹16,000 be sold through an agent so that after   **5**
   paying her a commission at 4% on sales, a net profit of 20% on cost can be made ?

2. (a) Mr. Umesh purchased 75 shares of L & T at market value ₹ 325 per share. He sold   **5**
   them at the rate of ₹335 each. Find the investment of Mr. Umesh if he has 0.1%
   brokerage on each transaction, also state whether he got profit or loss.

   (b) Mr. Pollard has purchased 135 units at NAV ₹ 70 with entry load 2%. He sold all   **5**
   units at NAV ₹ 75 without exit load. At the end he received profit of ₹ 891 find
   the dividend on each unit.

   (c) Mr. Mohan has invested ₹ 4,000 to purchase shares at market price ₹ 40 each.   **5**
   After 1 year he sold all his shares at price of ₹ 45 and he earned a profit of ₹
   1,400 on this transaction. Find number of bonus share.

   (d) Solve the following LPP graphically   **5**
   Minimize Z = 5x + 8y
   Subject to constraints 4x + 3y ≤ 60
                         2x + 5y ≤ 50
                         and x ≥ 0, y ≥ 0.

[TURN OVER

3. (a) Differentiate the following with respect of x.

    (i) $y = x^4 \log x$ (ii) $y = \dfrac{x^3 - 1}{x^2 + 1}$.

 (b) The cost of producing x items is given by $2x^2 + 5x + 20$. Find the total cost,   5
average cost and marginal cost when $x = 10$.

 (c) The total cost of producing x unit is $(x^2 + 2x + 5)$ and the price is ₹ $(30 - x)$ per unit.   5
Find x for which the profit is maximum.

 (d) A profit making company wants to launch a new product. It observes that the fixed   5
cost of new product is ₹ 35,000 and the valuable cost per unit is ₹ 500. The revenue
function for the sale of x unit is given by $5000x - 100x^2$. Find the (i) Profit function,
(ii) breakeven function, (iii) the values of x that result in a loss.

4. (a) Abhay borrowed ₹ 50,000, partly at 8% p.a. and the remaining at 9% p.a. After 2½   5
years, he returned the total amount with a total simple interest of ₹ 10,500. Find
the amounts he borrowed at each of these rates.

 (b) The population of a city is 50 lakhs. If it increases to 73,20,500 after four years   5
what will be the rate of increase per year if interest compounded annually ?

 (c) Sayali will get ₹ 5,000 every year for 3 years, at the beginning of each year.   5
Find the present value of these payments at 8% p.a.

 (d) Anil had taken a loan of ₹ 60,000 from a moneylender with 10 % interest per month.   5
He had to repay the loan in 4 months with flat interest rate. Find her EMI.

Section II

5. (a) Explain the word "Statistics" and discuss the limitations of statistics.   6
 (b) The number of students in AVS college in the year 1990 was 500, of which 200   7
were rural students. In 1991, the number of students increased by 150 and the
urban students increased by 75. In 1992, the number of rural students increased
by 20%, while the total number of students increased by 50%. Tabulate the data.
 (c) The following is the distribution of monthly salaries of 925 employees of a company.   7
Represent the data by a frequency polygon.

Income in ₹	No. of employees
10,000 - 20,000	100
20,000 - 30,000	150
30,000 - 40,000	175
40,000 - 50,000	250
50,000 - 60,000	125
60,000 - 70,000	75
70,000 - 80,000	50
Total	925

6. (a)   The average daily wages for 120 workers in a factory are ₹ 78. The average wage for 8̶ workers out of them is ₹ 92 find the average wages for the remaining female work̶

    (b)   Find the mean and mode for the following data :—

Daily wages (in ₹)	20-40	40-60	60-80	80-100	100-120	120-140	140-160
No. of employes	21	28	35	40	24	18	10

    (c)   The following data gives the frequency of divorces of couples in America after marriage.   7
         Find the M.D from median.

Period in months	0-6	6-12	12-18	18-24	24-30	30-36	36-42	42-48
No. of couples	32	45	50	20	10	15	08	20

7. (a)   Write the characteristics of the normal distribution.   6

    (b)   A random variable follows the probability distribution given below,   7

X	0	1	2	3	4
P(x)	0.12	0.23	0.35	0.20	0.10

         Obtain the expected value and variance of X.

    (c)   A bag contains 3 white and 6 black balls. If two balls are drawn at random, find the   7
         probability that (i) both the balls are white, (ii) both the balls are black, (iii) One of each color.

8. (a)   State the difference between Correlation and Regression.   6

    (b)   Find Spearman's rank correlation coefficient for the following data :—   7

X	50	66	34	21	15	79	42
Y	31	64	53	41	17	73	29

    (c)   Find the regression equations for the following data and hence estimate Y when   7
         X = 15 and X when Y = 18.

X	10	12	14	19	8	11	17
Y	20	24	25	21	16	22	20

9. (a)   Explain the simple average method to find the seasonal indices of a time series.   6

    (b)   Fit a straight line trend equation by method of least squares and estimate the trend   7
         values. Also find an estimate for the year 2009.

Year	2001	2002	2003	2004	2005	2006	2007	2008
Production	80	90	92	83	94	99	92	104

    (c)   From the following data calculate the cost of living index number by the family   7
         budget method. Also obtain the expenditure of the person in the year 2010 if his
         expenditure in 2010 is ₹ 600.

Group	Price in 2007	Price in 2010	Weight
Food	5	12	60
Clothing	16	32	5
Rent	10	30	10
Education	20	60	15
Misc.	15	30	10

[TURN OVER

10. (a) Write all necessary steps in decision tree analysis.

(b) Ganesh Bakery would like to know how many cakes of particular type to stock on daily basis. Past data generated the following pattern of demand.

Cakes sold per day	50	55	60	65	70
No. of days	21	20	24	16	19

The cost of the cakes is ₹ 30 per unit and the selling price is ₹ 45 per unit a day. Old stock is worthless. Determine the optimal stock level using EMV.

(c) Consider the following pay-off matrix.   7

State of nature / Actions	E_1	E_2	E_3	E_4
A_1	5	10	18	25
A_2	8	7	8	23
A_3	21	18	12	21
A_4	30	22	19	15

For each of the following decision criterion state of optimal decision and associated pay-off. (i) Maximin (ii) Maximax (iii) Laplace.

————S————

(3 Hours)   [Total M~~

N.B. : (1) From **Section I** Question No.1 and **2** are **compulsory** and attempt any **one** que~~
from Question No **3** and **4**.

    (2) From **Section II** Question No. **5** and **6** are **compulsory** and attempt any **one** question
from the question No. **7** and **8**.

    (3) **Figures** to the **right** indicate **full** marks.

    (4) **Working notes** should form part of your answer.

Section I

1. From the following Trial Balance of M/s. Omkar Associates, Talegaon, prepare Trading   **18**
and Profit & Loss Account for the year ended 31st March, 2013 and the Balance Sheet
as on that date :—

	Dr. ₹	Cr. ₹
Capital		3,40,000
Drawings	5,000	
Plant & Machinery	50,000	
Land & Building	2,00,000	
Fixtures & Fittings	30,000	
Loose Tools	50,000	
Goodwill	25,000	
Stock (1.4.2012)	50,000	
Purchases	4,10,000	
Sales		11,20,000
Returns Inwards and Outwards	20,000	10,000
Discounts	10,000	15,000
Wages	2,10,000	
Carriage Inwards	30,000	
Salaries	1,04,000	
General Expenses	1,28,000	
Insurance	52,000	
Rent & Taxes	36,000	
Postage and Telegrams	10,000	
Packing Distribution	23,000	
Debtors	1,22,000	
Creditors		60,000
Provision for Bad and Doubtful Debts		5,000
Cash at Bank	35,000	
Loan from Jay taken on 1st January, 2013@10% p.a.		50,000
	16,00,000	16,00,000

[TURN OVER

Also take the following adjustments into consideration :—

   (a) Stock on 31st March, 2013 was valued at ₹ 77,000.

   (b) Depreciate Land & Building at 5% p.a. Plant and Machinery at 10% p.a. and Fixtures and fittings at 20% p.a. and revalue Loose Tools at ₹ 40,000.

   (c) ₹ 2,000 included in debtors are not recoverable. Provision for bad and doubtful debts is to be maintained at 5% on debtors.

   (d) Omkar drew ₹ 2,000 per month which he charged to Salaries Account.

   (e) Prepaid insurance ₹ 1,000.

2. (a) State with reasons whether following are statements are **true** or **false** :—   8

     (1) Depreciation is provided to arrive at correct amount of profit.

     (2) Land is Non- Depreciable asset.

     (3) All factory expenses are debited to manufacturing A/c.

     (4) Income received in advance is shown on the asset side of the Balance Sheet.

     (5) Sale of scrap is debited to Manufacturing A/c.

     (6) Depreciation on Office Equipment is debited to Manufacturing A/c.

     (7) Manufacturing A/c gives us cost of production.

     (8) Installation expenses of new machinery is debited to Machinery account.

  (b) Rewrite the following statements by using the proper choice given under the statement :—   8

     (1) The amount of depreciation appears on
         Debit side of Receipts & Payments A/c.
         Debit side of Income & Expenditure A/c.
         Credit side of Receipts & Payments A/c.
         Credit side of Income & Expenditure A/c.

     (2) Sale of furniture appears on
         Debit side of Receipts & Payments A/c.
         Debit side of Income & Expenditure A/c.
         Credit side of Receipts & Payments A/c.
         Credit side of Income & Expenditure A/c.

     (3) Following is deferred revenue expense
         Salesman salaries and commission
         Heavy advertisement expenses
         Rent of the warehouse
         Depreciation of Delivery Van

     (4) Stock is always valued at
         Cost price
         Market price
         Cost price or Market Price whichever is higher
         Cost price or Market Price whichever is lower

(5) Goods lost by fire is shown on
   Credit side of Trading Account
   Debit side of Sales Account
   Debit side of Profit and loss Account
   Credit side of Purchases account

(6) Outstanding expense appearing in the trial balance should be shown
   Credit side of Trading account
   Debit side of trading account
   Liability side
   Asset side

(7) Revenue expense is that expense
   Which is not recurring in nature
   Benefit of which is exhausted in one year
   Which increases the useful life and productivity of the asset
   Which is shown on the asset side of the Balance Sheet

(8) Donations received for a special purpose are
   Debited to that fund
   Credited to that fund
   Credited to capital fund
   Debited to capital fund

3. M/s. Sirona Industries manufactures & sells special chairs required by the dentists. **16**
They have incurred following expenses during the year ended 31st March, 2013 you
are requested to state whether these expenses are capital expenses, revenue expenses
or deferred revenue expenses.

   (1) Rent paid ₹ 25,000.00 to the landlord for the month of May, 2012 during the
   month of June, 2012.

   (2) Import duty paid ₹ 35,000.00 on purchase of New Machinery.

   (3) Professional Fees paid ₹ 25,000.00 to the advocate for preparing documents
   for purchase of new office premises.

   (4) Annual Membership fees paid ₹ 5,000.00 to the Machinery Manufactures
   Association of India

   (5) Bank interest paid ₹ 35,000 on loan taken for purchase of Land & Buildings.

   (6) Vat tax paid ₹ 15,000.00

   (7) Printing charges paid ₹ 28,000.00

   (8) Transfer fees paid ₹ 25,000.00 to the society where the has purchased new office
   Premises.

[TURN OVER

4. Following is Receipts and payment Account of Mangaon Gymnasium for the year ended
31st March, 2013.

Receipts		₹	Payments	₹
To balance B/d		71,150	By Audit Fees	25,000
To Member's Subscription			By Tournament Expenses	1,80,000
2011-12	50,000		By Club house	3,25,000
2012-13	8,75,000		By Rates & Insurance	20,100
2013-14	48,000	9,73,000	By Telephone	42,500
To Members Admission fees		35,000	By Printing and Stationary	43,300
To Miscellaneous Receipts		42,600	By General Charges	55,700
To Hire of Ground		63,250	By Honorarium to Secretary	84,000
To Tournament Contributions		2,30,000	By Fixed Deposit in Bank	5,70,000
To Donations for club house		3,25,000	By Sports Equipment	1,50,000
			By Repair & maintenance	37,400
			By Salaries	1,44,000
			By Balance C/d	63,000
		17,40,000		17,40,000

Assets As on 1st April, 2012 were :—

Particulars	₹
Sports Equipment	1,30,000
Prepaid Insurance	12,000
Club House	6,75,000
Subscription outstanding	50,000
Liabilities on 1st April, 2012 were :	
Printing and Stationary	6,000
Club House Fund	6,75,000

You are furnished with the following further information :—
Subscription outstanding as on 31st March, 2013 are ₹ 40,000/-. Fixed Deposit with
the bank carries interest at 10% per annum. Interest is accrued and due for 6 months.
Write off 30% of Sport Equipments. Prepaid insurance amounts to ₹15,000/- and the
secretary is to be given a bonus of ₹ 25,000/-.
Prepare the Income & Expenditure Account for the year ended 31st March, 2013 and
the Balance Sheet as that date.

Section II

5. From the following particulars of Tedha Medha Associates, prepare Trading, Profit &   **18**
Loss A/c. for the year ended 31st March, 2013 and Balance sheet as on that date :—

Assets and Liabilities	31st March, 2012	31st March, 2013
	₹	₹
Furniture	18,250	30,600
Stock	25,120	25,140
Debtors	45,000	?
Creditors	29,260	34,590
Outstanding General Expenses	2,500	2,800
Cash at Bank	22,330	25,670

(a) Receipts and Payments during the year

Particulars	₹
Receipts from Debtors	3,05,620
Payments to Creditors	2,64,500
Carriage	12,420
Paid for Printing & Stationary	18,350
Paid for Salaries	11,240
Paid for Rent	12,400
Paid for General Expenses	12,460
Commission received	14,550
Furniture purchased	15,750

(b) Goods costing ₹ 5,000 were used by the proprietor for his personal use.

(c) Goods are sold at a profit margin of 20% on sales.

(d) Goods costing ₹ 2,400 were distributed as free samples.

(e) Discount allowed to debtors ₹1,480 and discount received from creditors ₹ 1,820.

(f) Any difference in cash book should be assumed to be drawings made or capital introduced by the proprietor.

6. (a) Rewrite the following statements by using the proper choice given under the statement. 8
    (1) Following method of stock valuation is recognized by AS-2
        FIFO method
        LIFO method
        Simple Average method
        Sliding scale method
    (2) Carriage on Sales is
        Added to cost of inventory
        Deducted from cost of inventory
        Multiplied by cost of inventory
        Not considered in the cost of inventory
    (3) Items of Incomes not pertaining to any department are
        Allocated to various departments on the basis of purchases
        Charged to General Profit and Loss Account
        Charged to that department which shows more sales
        Shown in the Balance Sheet as income
    (4) Staff welfare expenses are allocated among different departments on the basis of
        Sales
        Purchases
        Number of employees
        Floor space area

[TURN OVER

(5) Carriage inwards is allocated between the various departments on the basis of
    Departmental sales
    Departmental purchases
    Ratio of area occupied
    Ratio of purchase returns

(6) Credit purchases can be ascertained by preparing
    Total debtors A/c
    Total creditors A/c
    Cash A/c
    Bank A/c

(7) Single Entry system of maintaining A/c can not be followed by
    Sole proprietor
    Professional
    Ltd. company
    Partnership firm

(8) G. P. Ratio 25% means
    Gross profit is 25% on sales
    Gross profit is 25% on purchases
    Gross profit is 25% on capital
    Gross profit is 25% on cost

(b) Match the Following :— 8

Complete system of maintaining books of Accounts	Profit 33 1/3 % on Cost
Profit 20% on Sales	Double entry bookkeeping system
Purchase Returns	Trial Balance credit side
Profit 25% on Sales	Single entry bookkeeping system
Sales returns	Trial balance debit side
Incomplete system of maintaining books of Accounts	Profit 25% on Cost
Sundry debtors credit side	Credit purchases
Sundry creditors credit side	Discount allowed
	Discount received
	Cash purchases

7. Nidhi Industrial Suppliers gives you following information regarding one of their stores item for the month of June, 2012.

June 1, Stock in hand 1600 units @₹ 40 each.

Purchases :

June	3	1200 units	@ ₹ 41 each
June	10	1000 units	@ ₹ 42 each
June	18	400 units	@ ₹ 43 each
June	24	1200 units	@ ₹ 44 each
June	30	400 units	@ ₹ 45 each

Issues :

June	2	800 units
June	9	1000 units
June	16	600 units
June	23	200 units
June	29	300 units

You are required to prepare stores ledger A/c for the month of June , 2012 under FIFO Method & Weighted Average Method of Stock valuation.

8. M/s. Tejas Traders, Worli has two departments namely Electronic Equipments and Electrical Appliances.

From the following information prepare departmental trading profit and Loss A/c for the year ended 31st March, 2013, allocating various expenses and incomes on suitable basis.

Particulars	Electronic Equipments ₹	Electrical Appliances ₹
Stock of goods on 1st April, 2012	2,25,450	3,46,750
Stock of goods on 31st March, 2013	2,79,840	4,13,780
Purchases	6,89,720	8,56,620
Sales	8,01,490	12,06,280
Returns outwards	9,720	6,620
Returns inwards	1,490	6,280
Wages	74,630	84,740
Additional information		
No. of employees	8	16
Area occupied :	500 Sq. Feet	700 Sq. Feet

Other Expenses :

Particulars	₹
Salaries	36,000
Printing & Stationery	24,000
Postage	15,720
Sundry Expenses	5,750
Carriage inwards	4,950
Carriage outward	7,250
Discount Received	2,250
Discount Allowed	3,450
Rent and Rates	2,880
Insurance (to be allocated equally.)	3,250
Advertising	5,550
Professional charges (to be allocated equally.)	6,740

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Con. 09-13.

(3 Hours) [Total Marks

N.B. : (1) Question No. **1** and **7** are **compulsory**.
    (2) Besides **compulsory** questions, answer any **two** questions from **each** section.
    (3) Figures to the **right** indicate **full** marks.

Section I

1. (a) Define the following (any **four**) :—   12
      (i) Utility
      (ii) Budget line
      (iii) Price elasticity of demand
      (iv) Production function
      (v) Opportunity cost
      (vi) Fixed cost.
   (b) Distinguish between (any **two**) :—   6
      (i) Total utility and Marginal utility
      (ii) Elastic and Inelastic Demand
      (iii) Private and Social Cost.

2. (a) Explain the properties of indifference curve.   8
   (b) Write a note on income effect.   8

3. (a) Explain different types of price elasticity of demand.   8
   (b) What are the statistical methods of demand forecasting ?   8

4. (a) Explain the concepts of short-run and long-run production function.   8
   (b) Explain the law of variable proportions.   8

5. (a) Explain the nature of and the relationship between average cost and marginal cost. 8
   (b) Write explanatory note on long-run average cost curve.   8

6. Write short notes on (any **two**) :—
      (a) Cross elasticity of demand
      (b) Price effect
      (c) Economies and diseconomies of scale
      (d) Learning curve

Section II

7. (a) Define the following (any **four**) :—   12
      (i) Marginal Revenue   (iv) Oligopoly
      (ii) Industry   (v) Dumping
      (iii) Selling Cost   (vi) Pay-Back Period.

   (b) Distinguish between (any **two**) :—
      (i) Normal profit and super normal profit
      (ii) Perfect competition and Monopoly
      (iii) Average Cost and Marginal Cost.

8. Explain any **two** of the following objectives of firm :—   16
      (i) Profit Maximisation
      (ii) Growth Maximisation
      (iii) Sales Maximisation

9. (a) Explain the features of monopolistic competition.   8
   (b) Explain the equilibrium of a firm under monopolistic competition.   8

10. (a) Write a note on kinked demand curve.   8
   (b) Explain different types of price discrimination.   8

11. (a) What is the significance of Capital budgeting ?   8
   (b) Explain any two of the pricing methods.   8

12. Write short notes on (any **two**) :—   16
      (a) Break even Analysis
      (b) Shut-down point
      (c) Features of oligopoly
      (d) Net Present Value.

(मराठी रूपांतर)

(३ तास)

[एकूण गुण : १००

सूचना : (१) प्रश्न क्रमांक १ आणि ७ **अनिवार्य** आहेत.

(२) **अनिवार्य** प्रश्नाशिवाय **प्रत्येक** विभागातून **दोन** प्रश्न सोडवा.

(३) **उजवीकडील** अंक प्रश्नांचे **पूर्ण** गुण दर्शवितात.

विभाग १

१. (अ) खालील व्याख्या द्या (कोणत्याही **चार**) :-   १२

(१) उपयोगिता   (४) उत्पादन फलन

(२) किंमत रेषा   (५) संधीखर्च

(३) मागणीची किंमत लवचिकता   (६) स्थिर खर्च

(ब) फरक स्पष्ट करा (कोणतेही **दोन**) :-   ६

(१) पूर्ण उपयोगिता आणि सीमान्त उपयोगिता

(२) लवचिक आणि अलवचिक मागणी

(३) खाजगी आणि सामाजिक खर्च

२. (अ) समवृत्ती वक्राची वैशिष्ट्ये स्पष्ट करा.   ८

(ब) उत्पन्न परिणामावर एक टीप लिहा.   ८

३. (अ) मागणीच्या किंमत लवचिकतेचे विविध प्रकार स्पष्ट करा.   ८

(ब) मागणीच्या अंदाजाच्या संख्यात्मक पध्दती कोणत्या आहेत ?   ८

४. (अ) अल्पकालीन आणि दीर्घकालीन उत्पादन फलनाची संकल्पना स्पष्ट करा.   ८

(ब) बदलत्या प्रमाणाचा सिध्दांत स्पष्ट करा.   ८

५. (अ) सरासरी आणि सीमांत खर्चाचे स्वरुप आणि त्यातील परस्पर संबंध स्पष्ट करा.   ८

(ब) दीर्घकालीन सरासरी खर्च वक्रावर टीप लिहा.   ८

६. टीपा लिहा (कोणत्याही **दोन**) :-   १६

(अ) मागणीची छेदक लवचिकता

(ब) किंमत परिणाम

(क) परिमाणाच्या अनुकूलता (बचती) आणि प्रतिकूलता

(ड) अनुभव वक्र (Learning curve).

<div align="center">विभाग २</div>

७. (अ) खालील व्याख्या द्या (कोणत्याही **चार**) :-   १२

   (१) सीमान्त प्राप्ती   (४) अल्पाधिकार

   (२) उद्योग समूह   (५) अवपूंजन

   (३) विक्री खर्च   (६) परतावा काळ.

 (ब) फरक स्पष्ट करा (कोणतेही **दोन**) :-   ६

   (१) सर्वसाधारण आणि अतिरिक्त नफा

   (२) पूर्ण स्पर्धा आणि मत्तेदारी

   (३) सरासरी खर्च आणि सिमान्त खर्च

८. उद्योगसंस्थेची खालीलपैकी कोणतीही **दोन** उद्दिष्ट्ये स्पष्ट करा.   १६

  (अ) नफा महत्तमता

  (ब) वाढ-दर महत्तमता

  (क) विक्री महत्तमता

९. (अ) मक्तेदारीयुक्त स्पर्धेची वैशिष्ट्ये स्पष्ट करा.   ८

 (ब) मक्तेदारीयुक्त स्पर्धेमधील उद्योगसंस्थेचा समतोल स्पष्ट करा.   ८

१०. (अ) दंतूर मागणीवक्रावर टीप लिहा.   ८

 (ब) मूल्यभेदाचे विविध प्रकार स्पष्ट करा.   ८

११. (अ) भांडवली अंदाजपत्रकाचे महत्त्व कोणते ?   ८

 (ब) कोणत्याही दोन किंमत पध्दती स्पष्ट करा.   ८

१२. टीपा लिहा (कोणत्याही **दोन**) :-   १६

  (१) संबिंदू विश्लेषण

  (२) 'बंद ठेवा' बिंदू (Shut-down point)

  (३) अल्पाधिकाराची वैशिष्ट्ये

  (४) निव्वळ वर्तमान मूल्य.

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Con. 16–13.

DW

(3 Hours) [Total Marks :

N.B. : (1) Question Nos. **1, 2** and **3** of Section I and Question Nos. **7, 8** and **9** of **Section II** are **compulsory**.

(2) Attempt any **one** question from question Nos. **4, 5** and **6** of **Section I** and any **one** question from Question Nos. **10, 11** and **12** from **Section II**.

Section I

1. (a) Study the world map given below and answer the following questions :– 5
      (i) What is the theme of this map ?
      (ii) Name the cartographic technique used in this map.
      (iii) State the amount of foreign debt of Mexico, India and Hongkong.

WORLD : FOREIGN DEBT
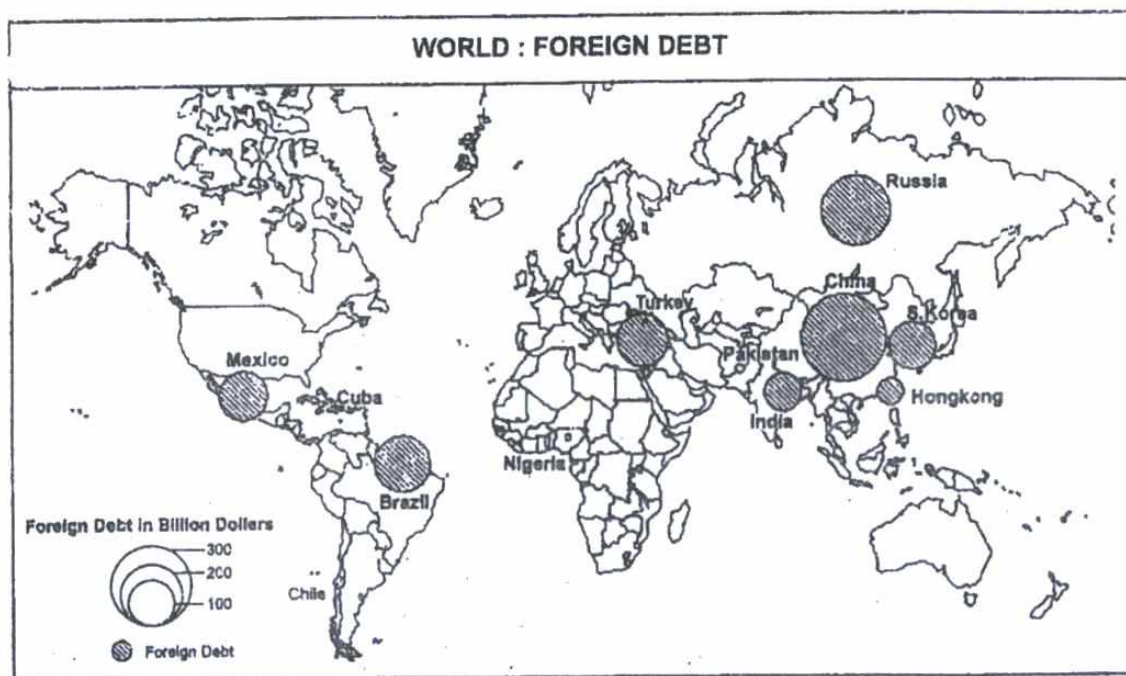
(b) Mark and name of the following in the world map (Refer Page No. 7) :– 5
      (i) Major rice and wheat producing countries
      (ii) Desert in Africa
      (iii) Pacific Ocean
      (iv) Any **two** hill stations
      (v) Any **two** developed countries.

[TURN OVER

2. Write short notes (any **three**) :–
    (a) Nitrogen cycle
    (b) Solar energy
    (c) Producers
    (d) Optimum Population
    (e) Importance of forest
    (f) Human resource.

3. Read the case study and answer the associated questions.
    Rising waters may leave Mumbai at sea

    A recent study has warned that the predicted sea level rise of 50 cm by 2050 could prove seriously damaging for Mumbai. The research, carried out by Alex De Sherbinin and two other scholars, suggest that storm surges, coupled with a rise of 50 cm in the sea level, will render coastal and low-lying areas uninhabitable.

    The researchers claimed that Mumbai vulnerability to climate extremes such a storms playing up in tandem with the sea level rise was higher because of the poor drainage system and the fact that the city lies in a flood-prone region.

    According to the researchers, the city's location on several seismic faults as well as its unsanitary methods of disposing raw sewage and industrial waste into the water and air surrounding it adds to the risk. They warned that the susceptible railways system would need to be elevated and the drainage system upgraded in order to reduce the threat from the rising sea. They noted that while projects were underway to upgrade the drains running alongside the rail lines, they had not been designed keeping in mind the sea level rise. The team cited another study which showed that among all the coastal cities Mumbai was most likely to experience damage because of a rise in sea level.

    Moreover, the report said, with shifting likely in the subsurface of reclaimed lands, many buildings might become uninhabitable due to structural instability.

    Mumbai, with almost 55% of its population residing in slums, is also vulnerable because of lack of dykes and other coastal 'armaments' to deal with the sea level rise. The study says the overall vulnerability of the city remains high and it will find it hard to cope with flooding and sub-surface shifting of reclaimed and landfilled areas despite the fact it has a resilient unofficial social response to crisis and nelaborate disaster management plan.

    Questions :
    (a) What will be impact of climate change on coastal low lying areas in Mumbai?   4
        Why ?
    (b) Why is Mumbai likely to become vulnerable to climate change ?   2
    (c) What were the flaws in planning which made Mumbai vulnerable to storms?   2
    (d) What are the suggestions made by the researchers to reduce vulnerability of   2
        Mumbai to storm water ?

4. (a) Write note on 'Ecosystem'.
   (b) Explain carbon cycle.

5. (a) 'Conservation of resources is essential'. Explain.
   (b) Explain Fund resources.

6. (a) 'Poverty is a major problem.' Explain.   8
   (b) Explain the concept of 'Malnutrition'.   7

Section II

7. (a) Mark and name the following in the outline map of Mumbai (Refer Page No. 8):–   5
      (i) Churchgate to Andheri railway route   (ii) Sahar   (iii) Kanheri Caves
      (iv) Elephanta   (v) Haji ali   (vi) Thane Creek.
   (b) Mark and name the following in the outline map of Konkan (Refer Page No. 8) :–   5
      (i) Mumbai Suburban district (ii) Amboli Ghat (iii) Konkan railway from
      Ratnagiri to Kudal (iv) Raigad district (v) N.H. No. 17 (vi) Thane City.

8. Write short notes (any **three**) :–   15
      (a) Flood (b) Modes of transport (c) Desertification (d) Cyclones (e) Dot map
      (f) New tourism.

9. Read the case study and answer the associated questions :–
   Villages to get climate managers
      The battle against climate change is all set to go down to every village in the country.
      In a bid to create awareness about global warming, the government has decided to
      train and appoint "Climate managers" in villages whose main task will be to create
      awareness and take steps for sustainable development at the grassroots level. Besides,
      they will be trained to handle natural disasters and prepare their areas to face such
      crises. Three agencies have been tasked with implementing the project-the ministries
      of panchayati raj and science and technology and the chair sustainable development
      at the Indira Gandhi National Open University (Ignou).
      The programme was aimed at meeting the challenges of climate change and sustainable
      development. "People at the grassroots will be the first to bear the brunt of climate
      change. So, we have decided to train people in villages to be climate managers.
      "The task of managing climate change will be customized as per local needs. A man
      and a woman climate manager from each gram sabha will be trained in the science
      and art of managing climate change and enhance their capacity to cope with natural
      calamities."
   Questions :
      (a) Why did the Government decided to appoint climate managers in every village?   2
      (b) What will be the main task of the climate managers ?   2
      (c) Name the agencies which will shoulder the responsibility of training climate manager.   2
      (d) Suppose you are a climate manager in coastal village in Konkan. How will you   4
          plan your programme to overcome climate change ?

[TURN OVER

10. (a) 'India is an ideal country for the development of tourism.' Explain.   10

     (b) State the various problems related to tourism.   5

11. (a) Explain the causes and effects of man-made disasters.   10

     (b) Write note on 'Earthquakes.   5

12. (a) Explain the impact of tourism on Environment.   10

     (b) Write note on 'Acid rain'.   5

_____

(मराठी रूपांतर)

(३ तास)   [एकूण गुण : १००

सूचना : (१) **विभाग १** मधील प्रश्न क्रमांक १, २ आणि ३ व **विभाग २** मधील प्रश्न क्रमांक ७, ८ आणि ९ हे **अनिवार्य** आहेत.

       (२) **विभाग १** मधील प्रश्न क्रमांक ४, ५ आणि ६ पैकी कोणताही **एक** व **विभाग २** मधील १०, ११ आणि १२ पैकी कोणताही **एक** प्रश्न सोडवा.

विभाग १

१. (अ) तुम्हाला दिलेल्या जगाच्या नकाशाचा अभ्यास करून खालील प्रश्नांची उत्तरे लिहा :-   ५

       (१) नकाशाचा विषय कोणता आहे ?

       (२) नकाशात कोणत्या नकाशाच्या शास्त्रीय तंत्राचा वापर केला आहे ?

       (३) मेक्सिको, भारत व हाँगकाँग यांच्या परकीय कर्जाची रक्कम सांगा.

WORLD : FOREIGN DEBT
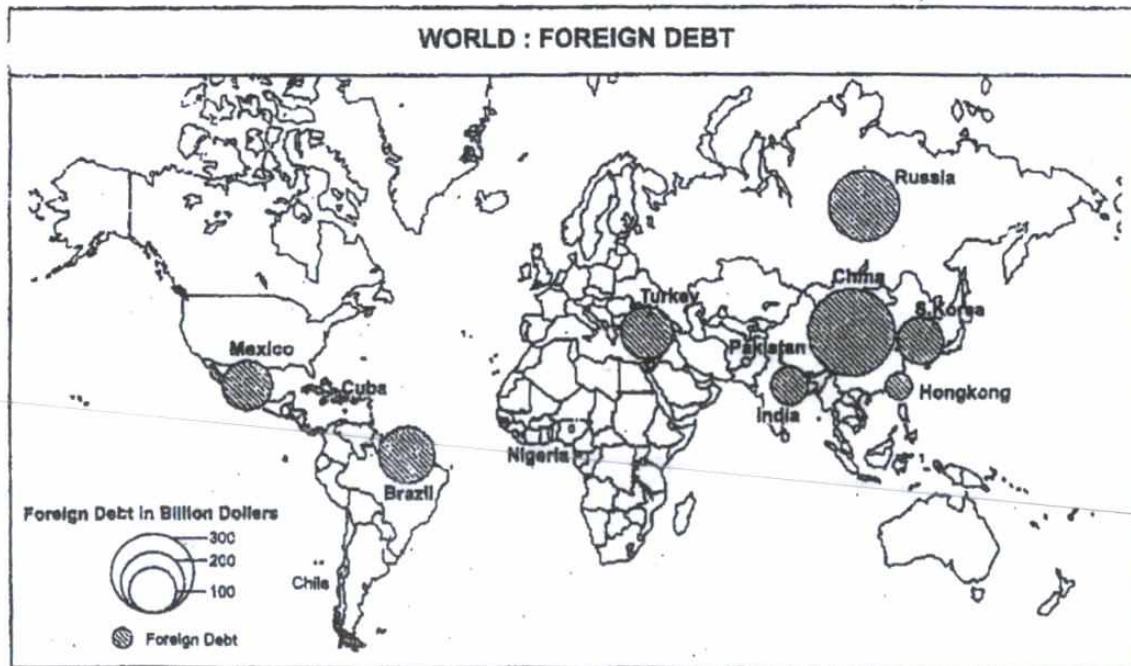
(ब) जगाच्या नकाशात पुढील घटक दाखवून नावे द्या (नकाशा पान क्र. ७ वर पहा) :-

   (१) प्रमुख भात (तांदूळ) व गहू उत्पादक देश

   (२) अफ्रिकेतील वाळवंट

   (३) प्रशांत महासागर

   (४) कोणतीही **दोन** थंड हवेची ठिकाणे

   (५) कोणतेही **दोन** विकसित देश.

२. टिपा द्या (कोणत्याही **तीन**) :-   १५

   (अ) नायट्रोजन चक्र (ब) सौर ऊर्जा (क) उत्पादक (ड) पर्याप्त लोकसंख्या (इ) वनांचे महत्त्व

   (फ) मानवी साधनसंपत्ती.

३. पुढील प्रश्न घटना अभ्यास (Case Study) वरचे आहेत. (घटना अभ्यासासाठी-Case Study-कृपया इंग्रजी
   प्रश्नपत्रिका पहावी) :-

   (अ) हवामान बदलाचा मुंबईच्या किनाऱ्यावरील सखल प्रदेशात कोणता परिणाम होईल ? का ?   ४

   (ब) हवामान बदलाचा फटका मुंबईला बसण्याची शक्यता का आहे ?   २

   (क) नियोजनातील कोणत्या त्रुटीमुळे मुंबईला वादळाचा धोका संभवतो ?   २

   (ड) मुंबईचा वादळाच्या-पुराच्या पाण्यापासून बचाव करण्यास तज्ञांनी कोणत्या सूचना केल्या आहेत ?   २

४. (अ) परिसंस्थेवर टीप लिहा.   ८

   (ब) कार्बन-चक्र स्पष्ट करा.   ७

५. (अ) 'साधनसंपत्तीचे संवर्धन आवश्यक आहे'. स्पष्ट करा.   ८

   (ब) अप्रवाही साधनसंपत्तीचे स्पष्टीकरण द्या.   ७

६. (अ) 'दारिद्र्य ही प्रमुख समस्या आहे'. स्पष्ट करा.   ८

   (ब) 'कुपोषणाची' संकल्पना स्पष्ट करा.   ७

विभाग २

७. (अ) मुंबईच्या नकाशात पुढील घटक दाखवून नावे द्या (नकाशा पान क्र. ८ वर पहा) :-   ५

   (१) चर्चगेट ते अंधेरी लोहमार्ग   (२) सहार   (३) कान्हेरी केव्हज् (गुंफा)   (४) एलिफंटा

   (५) हाजी अली   (६) ठाणे खाडी.

(ब) कोकणच्या नकाशात पुढील घटक दाखवून नावे द्या (नकाशा पान क्र. ८ वर पहा) :-   ५

   (१) मुंबई उपनगर जिल्हा   (२) आंबोली घाट   (३) रत्नागिरी ते कुडाळ कोंकण रेल्वे

   (४) रायगड जिल्हा   (५) राष्ट्रीय महामार्ग क्र. १७   (६) ठाणे शहर.

८. टिपा द्या (कोणत्याही **तीन**) :-   १५

   (अ) पूर   (ब) वाहतूक प्रकार   (क) वाळवंटीकरण   (ड) आवर्त/वादळ   (इ) टिंबाचा नकाशा

   (फ) नवे पर्यटन.

[TURN OVER

९. पुढील प्रश्न घटना अभ्यास (Case Study) वरचे आहेत. (घटना अभ्यासासाठी - Case Study - कृपया इंग्रज
प्रश्नपत्रिका पहावी) :-

   (अ) प्रत्येक गावात हवामान व्यवस्थापक नेमण्याचे सरकारने का ठरविले ?   २

   (ब) हवामान व्यवस्थापकाचे प्रमुख कार्य कोणते असेल ?   २

   (क) हवामान व्यवस्थापकाला प्रशिक्षण देऊ शकणाऱ्या संस्थांची नावे द्या.   २

   (ड) समजा, तुम्ही कोंकण किनारपट्टीवरील खेड्यातील हवामान व्यवस्थापक आहात. हवामान बदलावर मात   ४
        करण्यासाठी तुम्ही कोणत्या कार्यक्रमांची आखणी (नियोजन) कराल ?

१०. (अ) 'पर्यटनाच्या विकासासाठी भारत योग्य देश आहे'. स्पष्ट करा.   १०

    (ब) पर्यटनाशी संबंधित विविध समस्या सांगा.   ५

११. (अ) मानवनिर्मित आपत्तींची कारणे व परिणाम सांगा.   १०

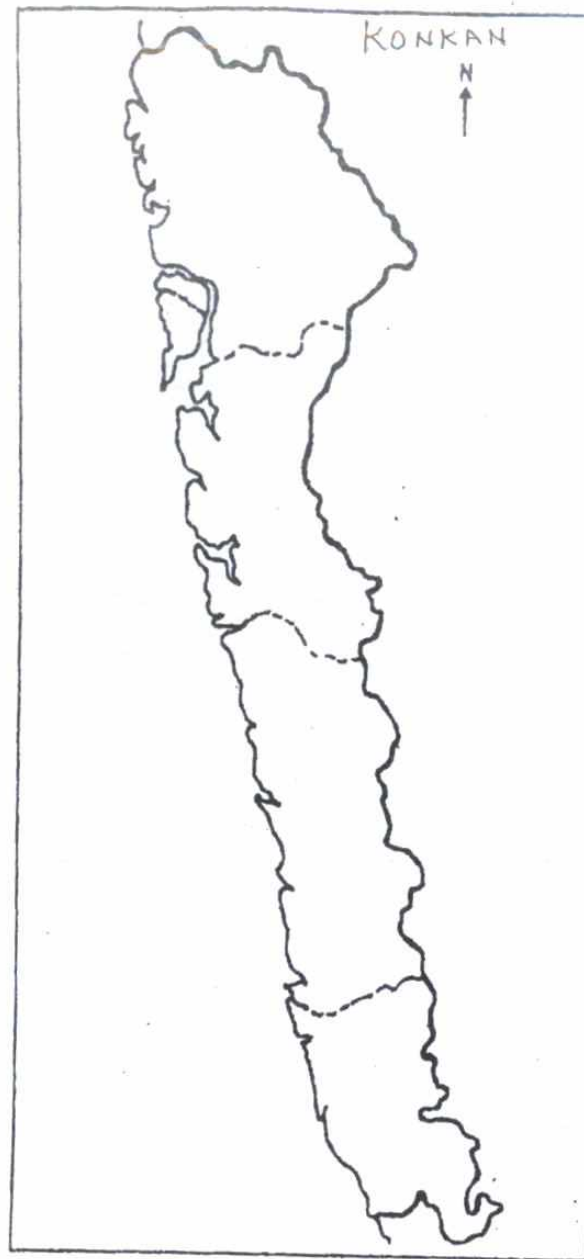   (ब) भूकंपावर टीप द्या.   ५

१२. (अ) पर्यटनाचा पर्यावरणावरील परिणाम स्पष्ट करा.   १०

    (ब) आम्ल पर्जन्यावर टीप द्या.   ५
                        _____
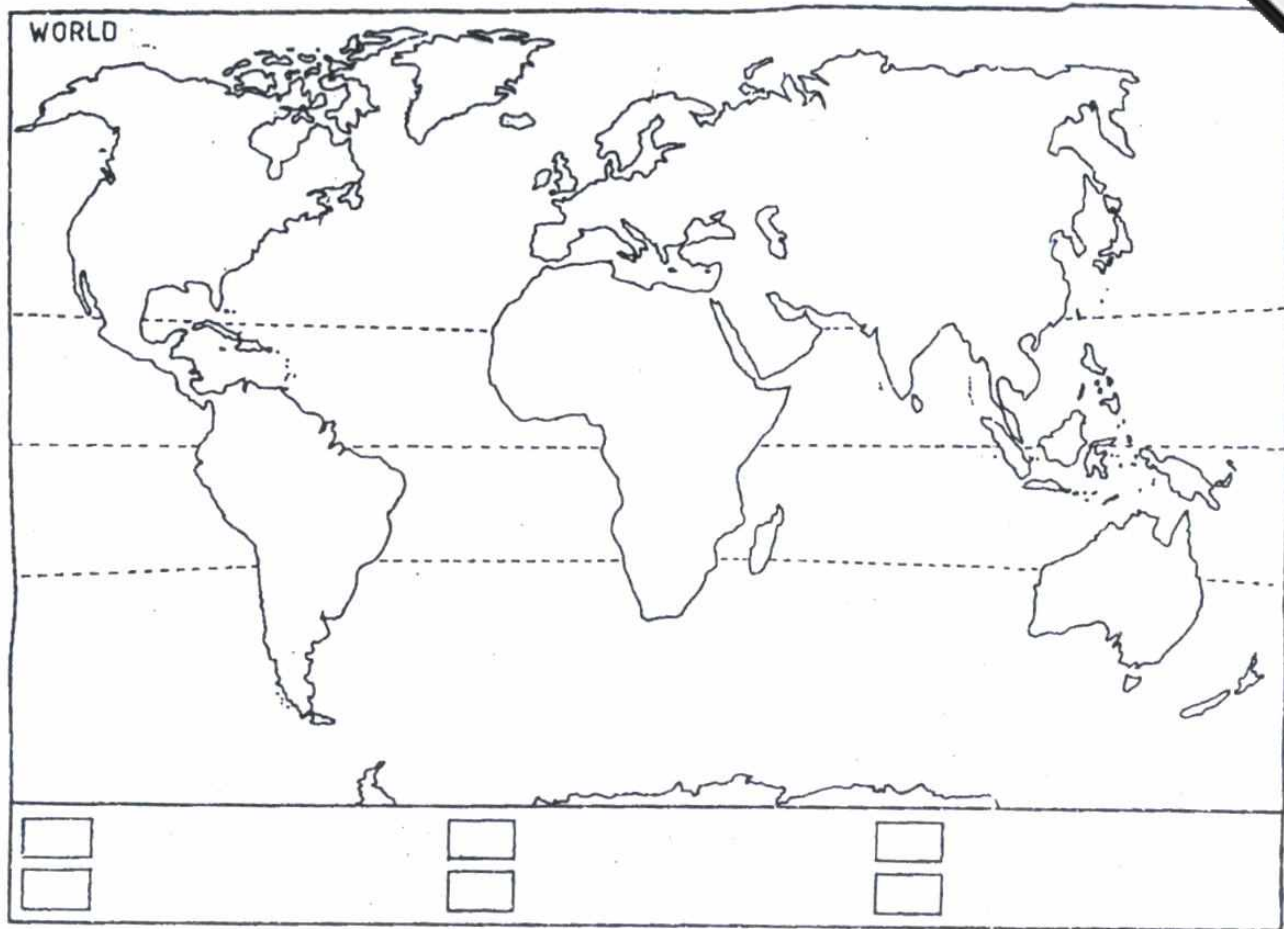
WORLD

GREATER MUMBAI

N

KONKAN

N

(3 Hours)   [Total Ma~~   ~~02

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

(2) Figures to the **right** indicate **full** marks.

1. (a) Correct the following sentences :—   6
   (i) Suvarna have a scooter
   (ii) He walk slowly
   (iii) Dogs is barking.

   (b) Fill in the blanks :—   6
   (i) Receiver sends _____ to sender (Message/Feedback)
   (ii) A person who decodes is called _____ (Sender/Receiver)
   (iii) Sender sends the _____(Message/Feedback)

2. Write short notes on any **four** of the following :—   20
   (i) Interwiew   (ii) Meeting   (iii) Horizontal Communication
   (iv) Report   (v) Conference   (vi) Agenda

3. (i) Discuss in detail any **two** types of interviews.   10
   OR
   (ii) Write a detailed note on 'Group Discussion'.   10

4. Write a letter of application in response to the following advertisement :—   10
   "Wanted Sales-Excceutives. Condidates should be a graduate, smart and result-oriented. Knowledge of computer preferred. Write to Box No. B–420, the Times of India, Mumbai-400 001."

5. Write any **four** letters out of following :—   24
   (a) Write Sales letter to promote the sale of a Frost-Free Refrigerator.
   (b) Draft RTI Queries for the following situation :—
       Your application for an home loan is rejected.
   (c) You have purchased a Konku computer. It is not working. Draft a redressal letter.
   (d) You have placed an order for 10 dozen wall-clocks by paying ₹ 17,000/-. The supplier assured to deliver your order within 5 days. You have not received after 10 days. Write a complaint letter.
   (e) You have received a complaint letter from your customer. He claims that Ultra-Washing machine is not working properly. He wants replacement for this. Draft a letter refusing his claim.
   (f) Assume that you are working as a sales executive at Reliance Company. Now you want to resign from the copany for continuing your further study. Draft a resignation letter to Reliance Company Ltd.

6. (a) Draft the individual report for 'Traffic suggestions for Mumbai City'.   6
   (b) Draft the Notice and Agenda of the Sixth Board Meeting of a Company. Also draft   8
       carefully worded resolutions for any two items on the Agenda.

7. (a) A committee has been appointed to investigate the causes of decline in sales of your   10
       company's product. Write a report.
                         OR
   (b) For the academic year 2012-2013, a committee has been appointed to look into the   10
       causes of the decline in results of ATKT college at University examinations. Draft
       the report.

(मराठी रूपांतर)

सूचना : (१) **सर्व** प्रश्न **अनिवार्य** आहेत.

(२) **उजवीकडील अंक पूर्ण** गुण दर्शवितात.

१. (अ) खालील वाक्ये **बरोबर** लिहा :-   ६

(१) Suvarna have a scooter

(२) He walk slowly

(३) Dogs is barking.

(ब) रिकाम्या जागी योग्य शब्द लिहा :-   ६

(१) संदेश ग्राहक, प्रेषकाकडे ---------- पाठवितो (संदेश/प्रतिक्रिया)

(२) जी व्यक्ती विसंकेतन करते त्यास ---------- म्हणतात. (प्रेषक/संदेशग्राहक)

(३) प्रेषक --------- पाठवितो. (संदेश/प्रतिक्रिया).

२. खालीलपैकी कोणत्याही **चारांवर** टिपा लिहा :-   २०

(अ) मुलाखत   (ब) सभा   (क) समान्तर संप्रेषण   (ड) अहवाल   (इ) परिषद   (ई) विषयसुची.

३. (अ) कोणत्याही दोन प्रकारच्या मुलाखतींची विस्तृत चर्चा करा.   १०

किंवा

(ब) 'समूह चर्चा' या विषयावर विस्ताराने चर्चा करा.   १०

४. खालील जाहिरातीला उद्देशून नोकरीकरीता अर्ज लिहा :-   १०

"विक्रि अधिकारी पाहिजेत : उमेदवार पदविधर, चुणचुणीत व लक्ष्य साध्य करण्याला महत्व देणारा हवा. संगणकाचे ज्ञान असणाऱ्यास प्राधान्य, पेटी क्र. ब-४२०, टाईम्स ऑफ इंडिया, मुंबई - ४०० ००१ यांच्या नावे अर्ज करावा."

५. खालीलपैकी कोणतीही **चार** पत्रे लिहा :-   २४

(अ) एका ''फ्रॉस्ट फ्री रेफ्रीजरेटरच्या'' विक्रीस उत्तेजन मिळेल असे विक्रिपत्र लिहा.

(ब) खालील कारणाकरिता माहितीच्या अधिकाराखाली चौकशीपत्र लिहा :-
तुमच्या घरासाठीच्या कर्जाचा अर्ज नाकारण्यात आला आहे.

(क) तुम्ही कोंकू कम्प्युटर विकत घेतला आहे. तो चालत नाही. पैसे परत मिळण्याकरिता पत्र लिहा.

(ड) तुम्ही ₹ १७,०००/- जमा करून १० डझन भिंतीवरील घड्याळे पुरविण्याची मागणी केली आहे. पुरवठादाराने तुमची मागणी ५ दिवसात पूर्ण करण्याचे आश्वासन दिले. १० दिवसानंतरही तुम्हाला ती पुरविण्यात आलेली नाही. एक तक्रारपत्र लिहा.

(इ) तुमच्या ग्राहकाने तुम्हाला एक तक्रारपत्र पाठविले आहे. तो असे म्हणतो की, अल्ट्रा वॉशिंग मशीन बरोबर चालत नाही. त्यांचा दावा खोडून काढणारे पत्र लिहा.

(फ) गृहित धरा की, तुम्ही रिलायन्स कंपनीमध्ये विक्री अधिकारी म्हणून कार्यरत आहात. आता तुम्ही तुमचा पुढील अभ्यासक्रम पूर्ण करण्याकरिता या कंपनीचा राजीनामा देऊ इच्छिता. रिलायन्स कंपनी लिमिटेड करीता राजीनामा पत्र लिहा.

६. (अ) 'मुंबई शहरातील वाहतुकीकरिता सूचना' या विषयावर वैयक्तिक अहवाल तयार करा.   ६

(ब) एका कंपनीच्या सहाव्या सभेसाठीची सूचना व विषयसुची तयार करा. तसेच या सभेमध्ये घेण्यात आलेल्या   ८ कोणत्याही दोन विषयावरचे ठरावही तयार करा.

७. (अ) आपल्या कंपनीच्या उत्पादनाच्या विक्रीमध्ये होत असलेल्या घसरणीची कारणे शोधण्यासाठी एक समिती   १० नेमण्यात आली आहे. त्या समितीचा अहवाल लिहा.

किंवा

(ब) विद्यापीठातील एटीकेटी महाविद्यालयाचा शैक्षणिक वर्ष २०१२-२०१३ चा निकाल कमी लागल्यामुळे   १० एक समिती स्थापन केली आहे. त्याचा अहवाल तयार करा.

P3-upq-Feb.-13KL-12

Con. 41-13. (REVISED COURSE)

(3 Hours) [Total Marks

N.B. : (1) Attempt any **three** questions from Question **1** to Question **5** from **Section I**.
(2) Attempt any **three** questions from Question **7** to Question **11** from **Section II**.
(3) Question **6** in Section **I** is **compulsory**.
(4) Question **12** in Section **II** is **compulsory**.
(5) **Figures** to the **right** indicate **full** marks.
(6) **Both** the sections should be written in the **same** answerbook.

Section I

1. "Indian Society is multi-cultural in nature." Discsuss. 12

2. Write a note on the Declining Sex Ratio in India. 12

3. Describe the different racial, religious and linguistics groups in India. 12

4. Describe the Unique hallmarks of the Indian Constitution. 12

5. Write a note on 73rd Cotitutional Amendment Act. 12

6. Write short notes on the following (any **two**) :— 14
   (a) Causes of Alcoholism   (c) Effects of HIV/AIDS on Indian Society
   (b) Problems of Senior Citizens   (d) Causes of Child Labour in India.

Section II

7. Explain liberalization. Discuss Important changes brought about after liberalisation. 12

8. What are fundamental rights ? Explain the main classification of fundamental rights. 12

9. Discuss factors that have led to enviornment Degradation. 12

10. Describe the various agents of Socialization. 12

11. Examine the different types of conflicts faced by an individual. Discuss methods of conflict resolution. 12

12. Write short notes on the following (any **two**) :— 14
    (a) Impact of globalization on housing   (c) Genetically modified food
    (b) Effects of globalization on Culture   (d) Farmer's suicides.

(मराठी रूपांतर)
(सुधारित अभ्यासक्रम)

(३ तास) [एकूण गुण : १००

सूचना : (१) विभाग १ मधून प्रश्न १ ते ५ पैकी कोणतेही ३ प्रश्न सोडवा.
(२) विभाग २ मधून प्रश्न ७ ते ११ पैकी कोणतेही ३ प्रश्न सोडवा.
(३) विभाग १ मधून प्रश्न ६ **अनिवार्य** आहे.
(४) विभाग २ मधून प्रश्न १२ **अनिवार्य** आहे.
(५) **उजवीकडील अंक पूर्ण** गुण दर्शवितात.
(६) **दोन्ही** विभाग **एकाच** उत्तरपत्रिकेत लिहावेत.
(७) **आवश्यक** वाटल्यास **इंग्रजी** प्रश्नपत्रिका पहा.

विभाग १

१. "भारतीय समाज हा बहु-संस्कृतीचे अंग आहे." चर्चा करा. १२

२. भारतामध्ये कमी होत जाणारे लिंग-गुणोत्तर यावर टीप लिहा. १२

३. भारतातील विविध वांशिक, धार्मिक व भाषिक गटांचे वर्णन करा. १२

४. भारतीय संविधानाच्या विशिष्टतेचे वर्णन करा.

५. ७३व्या घटना दुरूस्तीचे कलम यावर टीप लिहा.

६. खालीलपैकी कोणत्याही **दोन**वर टिपा लिहा :-   १२
    (अ) मद्यपानाची कारणे   (क) भारतीय समाजावर एचआयव्ही/एड्सचा होणारा परिणाम
    (ब) वयोवृध्द व्यक्तिच्या समस्या   (ड) भारतातील बालमजुरीची कारणे.

विभाग २

७. आर्थिक उदारीकरण ही संकल्पना स्पष्ट करा आणि आर्थिक उदारीकरणांतर्गत प्रमुख बदलाचा आढावा घ्या. १२

८. नागरिकांचे मूलभूत हक्क कोणते ? मूलभूत हक्कांचे वर्गीकरण करा.   १२

९. पर्यावरणाच्या अवमूल्यनाच्या कारणांची चर्चा करा.   १२

१०. सामाजिकीकरणाच्या विविध घटकांचे वर्णन करा.   १२

११. व्यक्तिला सामोरे जावे लागणाऱ्या विविध तंत्यांचे परीक्षण करा. हे तंटे सोडविण्यासाठी उपयोगी असणाऱ्या १२
पध्दतींची चर्चा करा.

१२. खालीलपैकी कोणत्याही **दोन**वर टिपा लिहा :-   १४
    (अ) भारतातील गृहरचना यावर झालेला जागतिकरणाच्या प्रभाव
    (ब) संस्कृतीवरील जागतिकीकरणाचा प्रभाव स्पष्ट करा
    (क) जनुकीय पध्दतीने सुधारित केलेले अन्न
    (ड) शेतकऱ्यांच्या आत्महत्या.

Con. 41-13.   **(OLD COURSE)**   DW-1166

(3 Hours)   [Total Marks : 100

N.B. : (1) **All** questions are **compulsory**.
    (2) **Figures** to the **right** indicate **full** marks.
    (3) **Both** the sections should be written in the **same** answerbook.

Section I

1. (a) Describe the multi-religious characters of India.   6
    OR
    (a) Explain the factors responsible for regional imbalance in India.
    (b) Explain the meaning and characteristics of drug addiction.   8
    OR
    (b) What are the factors leading to alcoholism ? Explain how to deal with the same.

2. (a) What is communalism ? Explain with examples, how it leads to inter group conflict.   8
    OR
    (a) Describe the main features of linguistic conflicts in India.
    (b) How AIDS can be prevented ?   4
    OR
    (b) What are the effects of smoking ?

3. (a) Discuss the various types of violence against women.   8
    OR
    (a) What is handicap ? Explain about physically handicaped.
    (b) Explain the problems of Senior Citizen in India.   4
    OR
    (b) State the welfare measures to solve the problems of elderly.

4. (a) Discuss the basic features of Indian Constitution.

                           OR

  (a) What are the fundamental duties of Indian Citizens ?

  (b) State the effect of Child Labour.   4

                           OR

  (b) What are the legal protection to children ?

Section II

5. (a) Examine the arguments against Privatisation.   6

                           OR

  (a) Explain the role of Multi national companies in Indian Economy.

  (b) Discuss the causes of stress. Suggest measures to control stress.   8

                           OR

  (b) Discuss the importance of heredity in individual development.

6. (a) Discuss the disadvantages of globalization on agriculture in developing countries.   8

                           OR

  (a) Study the impact of globalization on housing and sanitation in India.

  (b) Explain any two agents of socialization.   4

                           OR

  (b) State the direct ways of conflict Resolution.

7. (a) Explain the changing values and life styles in India as a result of globalization.   8

                           OR

  (a) Explain impact of Globalization on employment with special reference to outsorcing and Migration.

  (b) Write a note on Realistic Goal setting.   4

                           OR

  (b) Discuss the salient features of Self-Actualization theory.

8. (a) What is urbanization ? What are its effects on health ?   8

                           OR

  (a) Bring out the impact of globalization on Indian economy.

  (b) Describe the importance of Time Management in our career.   4

                           OR

  (b) Elaborate on significance of Aptitude Test.

(मराठी रूपांतर)

(जुना अभ्यासक्रम)

               (३ तास)   [एकूण गुण : १००

सूचना : (१) **सर्व** प्रश्न **अनिवार्य** आहेत.

         (२) **उजव्या** बाजूचे **अंक** **पूर्ण** गुण दर्शवितात.

         (३) **दोन्ही** विभागातील उत्तरे **एकाच** उत्तरपत्रिकेत लिहा.

         (४) **आवश्यक** वाटल्यास **इंग्रजी** प्रश्नपत्रिका पहा.

विभाग १

१. (अ) भारताच्या बहुधार्मिक वैशिष्ट्यांचे वर्णन करा.   ६

       किंवा

  (अ) भारतातील प्रादेशिक समतोलास कोणते घटक जबाबदार आहेत ते स्पष्ट करा.

  (ब) अंमली पदार्थाच्या व्यसनाचा अर्थ आणि वैशिष्ट्ये स्पष्ट करा.   ८

       किंवा

  (ब) मद्यासक्तीचे कारणात्मक घटक कोणते आहेत ? त्यावरील उपचाराच्या पध्दतींचा थोडक्यात आढावा घ्या.

                                          [TURN OVER

(अ) जातीयवाद म्हणजे काय ? तो गटाअंतर्गत कलहास कसा कारणीभूत ठरतो ते उदाहरणासह स्पष्ट क

किंवा

(अ) भारतातील भाषिक संघर्षाच्या मुख्य वैशिष्ट्यांचे वर्णन करा.

(ब) 'एड्स' त्याला कसा प्रतिबंध घालता येईल ?   ४

किंवा

(ब) धुम्रपानाचे परिणाम कोणते आहेत ?

३. (अ) स्त्रियांविरोधी हिंसाचाराच्या विविध प्रकारांची चर्चा करा.   ८

किंवा

(अ) अपंगत्व म्हणजे काय ? शारीरिक अपंगत्वाची सविस्तर चर्चा करा.

(ब) भारतातील जेष्ठ नागरिकांच्या समस्या स्पष्ट करा.   ४

किंवा

(ब) प्रौढांच्या समस्या सोडविण्यासाठी कल्याणकारी उपाय सांगा.

४. (अ) भारतीय राज्यघटनेच्या मूलभूत वैशिष्ट्यांची चर्चा करा.   ८

किंवा

(अ) भारतीय नागरीकांची मूलभूत कर्तव्ये कोणती आहेत ?

(ब) बालमजूरीचे परिणाम स्पष्ट करा.   ४

किंवा

(ब) लहान मुलांना कायदेशीर संरक्षण कोणते आहे ?

विभाग २

५. (अ) खाजगीकरणाच्या बाजूचे व विरोधातील युक्तीवादांचे परीक्षण करा.   ६

किंवा

(अ) बहुराष्ट्रीय कंपन्यांची वैशिष्ट्ये व भारतीय अर्थव्यवस्थेमधील त्यांची भूमिका स्पष्ट करा.

(ब) तणावाच्या कारणांची चर्चा करा. तणाव नियंत्रणाचे उपाय सूचवा.   ८

किंवा

(ब) व्यक्तिच्या विकासामध्ये अनुवंशिकतेच्या महत्त्वाची चर्चा करा.

६. (अ) जागतिकीकरणामुळे विकसनशील देशांच्या कृषिला झालेले तोटे यांची चर्चा करा.   ८

किंवा

(अ) भारतातील गृहरचना व आरोग्यरक्षण यांवर झालेला जागतिकीकरणाच्या प्रभावाचा अभ्यास करा.

(ब) सामाजिकीकरणाचे कोणतेही दोन घटक स्पष्ट करा.   ४

किंवा

(ब) संघर्ष निवारणाचे प्रत्यक्ष मार्ग सांगा.

७. (अ) स्थलांतर म्हणजे काय ? स्थलांतराची कारणे व त्याच्याशी निगडीत समस्यांचा अभ्यास करा.   ८

किंवा

(अ) नोकरी आणि व्यवसाय क्षेत्रावर जागतिकीकरणाचा परिणाम देशांतर आणि स्थलांतर यांच्या आधारे स्पष्ट करा.

(ब) वास्तववादी ध्येय निश्चितीवर टीप लिहा.   ४

किंवा

(ब) सेल्फ ॲक्चूअलायझेशन सिध्दांताचे महत्त्व व वैशिष्ट्ये स्पष्ट करा.

८. (अ) शहरीकरण म्हणजे काय ? शहरीकरणाचा आरोग्यावर काय परिणाम होतो ?   ८

किंवा

(अ) जागतिकीकरणाचा भारतीय अर्थव्यवस्थेवर होणारा परिणाम विशद करा.

(ब) आपल्या करिअरमध्ये वेळेच्या नियोजनाचे महत्त्व वर्णन करा.   ४

किंवा

(ब) अभिप्राय प्रत्ती चाचणी यावर स्पष्टीकरण द्या.