(OLD COURSE)

(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) Identify the different types of minorities in India.   6
               OR
  (a) Discuss how Indian society is multi-cultural in nature.
  (b) What is alcholism ? Why do people drink ?   8
               OR
  (b) How AIDS is transmitted ? How can it be prevented ?

2. (a) 'Regional imbalances are the major causes of regionalism in India'. Discuss.   8
               OR
  (a) Explain the main features of communalism as inter group conflict.
  (b) Why do people smoke ?   4
               OR
  (b) Explain the problem of aged.

3. (a) Explain various types of handicapped.   8
               OR
  (a) Discuss the role of youth in promoting communal harmony.
  (b) What measures have been adopted to the welfare of senior citizens ?   4
               OR
  (b) Explain the effect of Child Labour.

4. (a) How National Integration can be promoted in Indian society ?   8
               OR
  (a) Write a note on women and mass media.
  (b) What is meant by drug addiction ?   4
               OR
  (b) What are the legal protection to children in India ?

Section II

5. (a) Explain the advantages of multi-national companies.   6
               OR
  (a) Explain the term Liberalization and discuss important changes brought about after Liberalization.
  (b) What are factors of socialization ?   8
               OR
  (b) Examine Maslow's theory of self actualization.

[TURN OVER

6. (a) What is Privatisation ? How can privatisation be achieved ? 8

OR

(a) Discuss the impact of globalization on employment in India.

(b) Discuss various sources of stress. 4

OR

(b) How can time be best managed ?

7. (a) Explain the term globalisation. What are the impact of globalisation on Indian 8
agriculture ?

OR

(a) Explain the impact of globalisation on culture.

(b) Explain the term aggression and violence. 4

OR

(b) How is stress managed ?

8. (a) Explain the effect of urbanization on health. 8

OR

(a) Discuss in detail the causes and consequences of migration.

(b) What is IQ ? How it is measured ? 4

OR

(b) Discuss conflict of motives.

(मराठी रूपांतर)

(जुना अभ्यासक्रम)

(३ तास) [एकूण गुण : १००

सूचना : (१) सर्व प्रश्न अनिवार्य आहेत.

(२) उजवी कडील अंक पूर्ण गुण दर्शवितात.

(३) दोन्ही विभागाची उत्तरे एकाच उत्तरपत्रिकेत लिहा.

(४) आवश्यक वाटल्यास इंग्रजी प्रश्नपत्रिका पहावी.

विभाग १

१. (अ) भारतातील अल्पसंख्यांकाचे विविध प्रकार स्पष्ट करा. ६

किंवा

(अ) भारतीय समाजाचे स्वरूप बहुसांस्कृतिक कसे आहे याची चर्चा करा.

(ब) मद्यपान म्हणजे काय ? लोक मद्यपान का करतात ? ८

किंवा

(ब) एड्सचा प्रसार कसा होतो ? तो कसा नियंत्रित करता येईल ?

२. (अ) 'प्रादेशिक असमतोल भारतातील प्रांतिय वादाचे महत्त्वाचे कारण आहे'. चर्चा करा. ८

किंवा

(अ) एक आंतरसमूह संघर्ष म्हणून जमातवादाची मुख्य वैशिष्ट्ये स्पष्ट करा.

(ब) लोक धुम्रपान का करतात ? ४

किंवा

(ब) ज्येष्ठ नागरिकांच्या समस्या स्पष्ट करा.

३. (अ) अपंगत्वाचे विविध प्रकार स्पष्ट करा. ८

किंवा

(अ) सामुदायिक एकता वाढविण्यास युवापिढीचे योगदान या बद्दल चर्चा करा.

(ब) वयोवृध्द व्यक्तीच्या कल्याणार्थ कोणत्या उपाय योजना घेतल्या आहेत ? ४

किंवा

(ब) बालकामगारांचे परिणाम स्पष्ट करा.

४. (अ) भारतीय समाजामध्ये राष्ट्रीय एकता कशाप्रकारे वाढविता येईल ? ८

किंवा

(अ) स्त्री आणि प्रसारमाध्यमे यावर टीप लिहा.

(ब) मादक द्रव्यांची व्यसनाधीनता म्हणजे काय ? ४

किंवा

(ब) भारतातील मुलांना असलेले कायदेशीर संरक्षण कोणते ?

विभाग २

५. (अ) बहुराष्ट्रीय कंपन्यांचे फायदे यावर चर्चा करा. ६

किंवा

(अ) आर्थिक उदारीकरण ही संकल्पना स्पष्ट करा आणि आर्थिक उदारीकरणांतर्गत प्रमुख बदलाचा आढावा द्या.

(ब) सामाजिकीकरणाचे घटक कोणते ? ८

किंवा

(ब) मास्लोच्या 'स्व-प्रगटीकरण' सिध्दांताचे परीक्षण करा.

६. (अ) खाजगीकरण म्हणजे काय ? खाजगीकरण आपण कसे संपादन करू शकतो ? ८

किंवा

(अ) भारतातील रोजगारावरील जागतिकीकरणाच्या प्रभावाची चर्चा करा.

[TURN OVER

(ब) तणावांच्या विभिन्न कारणांची चर्चा करा.   ४

किंवा

(ब) वेळेचे व्यवस्थापन चांगल्यारित्या कसे करू शकतो ?

७. (अ) 'जागतिकीकरण' ही संकल्पना स्पष्ट करा. जागतिकीकरणाचे भारतीय शेतीक्षेत्रावर कोणते परिणाम   ८
झाले आहेत?

किंवा

(अ) संस्कृतीवरील जागतिकीकरणाचा प्रभाव स्पष्ट करा.

(ब) आक्रमकता आणि हिंसा या संकल्पना स्पष्ट करा.   ४

किंवा

(ब) तणावाचे व्यवस्थापन कसे केले जाते ?

८. (अ) शहरीकरणामुळे स्वास्थ्यावर झालेले परिणाम स्पष्ट करा.   ८

किंवा

(अ) स्थलांतराच्या कारणांची व परिणामांची सविस्तर चर्चा करा.

(ब) बुध्दी गुणांक म्हणजे काय ? त्याचे मापन कसे करतात ?   ४

किंवा

(ब) संघर्षाचे प्रकार चर्चा करा.

(REVISED COURSE)

(3 Hours)   [Total Marks : 100

N.B. : (1) Attempt any **three** questions from question Nos. 1 to **5** from **section I**

    (2) Attempt any **three** questions from question Nos. 7 to 11 from **section II**

    (3) Question No. **6** in **section I** and Question No. **12** in **section II** are **compulsory.**

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

    (6) **Both** the sections should be written in the **same** answerbook.

Section I

1. Discuss 'Unity in Diversity' among Indian people.   12

2. What are the causes of decline sex ratio in India ?   12

3. Explain the characteristics of 'Caste' and 'Caste system in India'.   12

4. Explain the various problems faced by Indian political parties.   12

5. Explain the various features of Indian Constitution.   12

6. Write short notes on the following (any **two**) :—   14
    (a) Effects of smoking.
    (b) Problems faced by aged.
    (c) Causes of Drug Addication.
    (d) Consequences of Child Labour.

Section II

7. Explain Privatization. Discuss the advantages of privatization.   12

8. Make an inquiry into the Right of Equality as enshrined in the Indian Constitution.   12

9. Define Environment and explain its nature and scope.   12

10. Discuss various techniques of stress management.   12

11. Explain the term 'Realistic Goal setting'. Discuss the factors that influence realistic goal setting.   12

12. Write short notes on the following (any **two**) :—   14
    (a) Effects of globalisation on health.
    (b) Impact of globalisation on agriculture.
    (c) Effects of Migration.
    (d) Disadvantages of GM crops.

[TURN OVER

(मराठी रूपांतर)

(सुधारित अभ्यासक्रम)

(३ तास)   [एकूण गुण : १००

सूचना : (१) **विभाग १** मधून प्रश्न क्रमांक **१** ते **५** पैकी कोणतेही **तीन** प्रश्न सोडवा.

        (२) **विभाग २** मधून प्रश्न क्रमांक **७** ते **११** पैकी कोणतेही **तीन** प्रश्न सोडवा.

        (३) **विभाग १** मधून प्रश्न क्रमांक **६** आणि **विभाग २** मधून प्रश्न क्रमांक **१२ अनिवार्य** आहे

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

        (५) **दोन्ही विभाग एकाच** उत्तरपत्रिकेत लिहावेत.

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

विभाग १

१. 'भारतीय लोकांमधील विविधतेतून एकता आहे'. चर्चा करा.   १२

२. भारतामध्ये घसरणाऱ्या लिंग प्रमाणावर कारणे काय ?   १२

३. 'जाती' आणि जाती पद्धतीची वैशिष्ट्ये स्पष्ट करा.   १२

४. भारतीय राजकीय पक्षांना भेडसावणाऱ्या विविध समस्या स्पष्ट करा.   १२

५. भारतीय राज्यघटनेची विविध वैशिष्ट्ये स्पष्ट करा.   १२

६. खालीलपैकी कोणत्याही **दोनवर** टीपा लिहा :–   १४

      (अ) धुम्रपानाचे परिणाम.

      (ब) वयस्कांना भेडसावणाऱ्या समस्या.

      (क) अंमली पदार्थांची कारणे.

      (ड) बाल मजुरीचे परिणाम.

विभाग २

७. खाजगीकरण ही संकल्पना स्पष्ट करा. खाजगीकरणाचे फायद्यांची चर्चा करा.   १२

८. भारतीय संविधानात नमूद केलेल्या समानतेच्या हक्काचा तपास करा.   १२

९. पर्यावरणाची व्याख्या सांगून त्याचे स्वरूप व व्याप्ती स्पष्ट करा.   १२

१०. तणाव नियोजनाच्या विविध तंत्राविषयी चर्चा करा.   १२

११. 'वास्तविक ध्येय निश्चिती' ही संकल्पना स्पष्ट करा. वास्तविक ध्येय निश्चितीस प्रभावित करणारे घटक चर्चा करा.   १२

१२. खालीलपैकी कोणत्याही **दोनवर** टीपा लिहा :–   १४

      (अ) जागतिकीकरणाचा आरोग्यावर परिणाम.

      (ब) जागतिकीकरणाचा कृषीक्षेत्रावर परिणाम.

      (क) स्थलांतराचे परिणाम.

      (ड) जनकीयदृष्ट्या उन्नत पीकाचे तोटे.

(OLD COURSE)   RS-6544

(3 Hours)   [Total Marks : 100

N.B. : (1) Question Nos. **1** and **7** are **compulsory.**

(2) Attempt any **two** questions from the remaining from **both** the sections.

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

Section I

1. (a) Explain briefly the following (any **four**) : –   12
   - (i) Cardinal Utility
   - (ii) Budget Line
   - (iii) Indifference Curve
   - (iv) Iso-quant Curve
   - (v) Opportunity Cost
   - (vi) Social Cost.

   (b) Distinguish between (any **two**) : –   6
   - (i) Total Utility and Marginal Utility
   - (ii) Consumer's Surplus and Producer's Surplus
   - (iii) Fixed and Variable Cost.

2. (a) Explain the properties of indifference curve.   8
   (b) Derive the demand curve from price consumption curve (PCC).   8

3. (a) Discuss different types of Price elasticity of demand.   8
   (b) Explain various methods of demand forecasting.   8

4. (a) What is least cost combination ? Discuss the conditions for producer's eqilibrium.   8
   (b) Explain the various economies of scale.   8

5. (a) Explain behaviour of cost curves in the short run.   8
   (b) Discuss the salient feautures of Long-run Average Cost (LAC) curve.   8

6. Write notes on any **two** of the following :–   16
   - (a) Consumer Equilibrium
   - (b) Promotional Elasticity of Demand
   - (c) Law of Variable Proportions
   - (d) Learning Curve.   [TURN OVER

Section II

7. (a) Explain briefly the following (any **four**) : –   12
         (i) Total Revenue
         (ii) Normal Profit
         (iii) Excess Profit
         (iv) Oligopoly
         (v) Multi-product Pricing
         (vi) Pay Back Period Method.

     (b) Distinguish between (any **two**) : –   6
         (i) Firm and Industry
         (ii) Average and Marginal Revenue
         (iii) Marginal Cost Pricing and Full Cost Pricing.

8. (a) Explain different objectives of a firm.   8
     (b) Explain the concept of Break-even analysis.   8

9. (a) What are the features of perfect competition ?   8
     (b) Explain long-run equilibrium of a firm under perfect competition.   8

10. (a) Distinguish between Monopoly and Monopolistic Competition.   8
     (b) Explain price rigidity with the help of kinked demand curve.   8

11. (a) Discuss different degrees of price discrimination.   8
     (b) Explain the meaning and importance of capital budgeting.   8

12. Write notes on any **two** of the following :–   16
     (a) Relationship between AR and MR under monopoly
     (b) Dumping
     (c) Transfer Pricing
     (d) Net Present Value Method.

(मराठी रूपांतर)
(जुना अभ्यासक्रम)
(३ तास)   [एकूण गुण : १००

सूचना :(१) प्रश्न क्र. १ व ७ अनिवार्य आहेत.
      (२) अनिवार्य प्रश्नांशिवाय प्रत्येक विभागातून दोन प्रश्न सोडवा.
      (३) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

विभाग १

१. (अ) खालील संकल्पना स्पष्ट करा (कोणत्याही चार) :-   १२
         (१) संख्यात्मक उपयोगिता
         (२) किंमत रेषा
         (३) समवृत्ती वक्र
         (४) समउत्पादन वक्र
         (५) संधी खर्च
         (६) सामाजिक खर्च.
    (ब) फरक स्पष्ट करा (कोणतेही दोन) :-   ६
         (१) पूर्ण उपयोगिता व सिमांत उपयोगिता
         (२) उपभोक्त्याचे लाभाधिक्य व उत्पादकाचे लाभाधिक्य
         (३) स्थिर खर्च व बदलता खर्च.

२. (अ) समवृत्ती वक्राच्या वैशिष्ट्यांची चर्चा करा.   ८
    (ब) किंमत उपभोग वक्रानुसार मागणी वक्राची निश्चिती स्पष्ट करा.   ८

३. (अ) मागणीच्या किंमत लवचिकतेच्या विविध प्रकारांची चर्चा करा.   ८
    (ब) मागणीच्या अंदाजाच्या विविध पध्दती स्पष्ट करा.   ८

४. (अ) किमान परिचय संयोग म्हणजे काय ? उत्पादकाच्या समतोलाच्या आवश्यक अटींची चर्चा करा. ८
    (ब) परिमाणांच्या विविध अंतर्गत बचती स्पष्ट करा.   ८

५. (अ) खर्च वक्राच्या अल्पकालीन पध्दती स्पष्ट करा.   ८
    (ब) दीर्घकालीन सरासरी वक्राच्या वैशिष्ट्यांची चर्चा करा.   ८

६. खालीलपैकी कोणत्याही दोहोंवर टीपा लिहा :-   १६
         (अ) उपभोक्त्याचा समतोल
         (ब) प्रवर्तक लवचिकता
         (क) बदलत्या प्रमाणाचा सिध्दांत
         (ब) विद्वत्ता / अनुभव वक्र.

[TURN OVER

विभाग २

७. (अ) खालील संकल्पना स्पष्ट करा (कोणत्याही **चार**) :-   १२
   (१) एकूण प्राप्ती
   (२) सर्वसाधारण नफा
   (३) अतिरिक्त नफा
   (४) अल्पाधिकार
   (५) बहुविध किंमत पध्दती
   (६) परतावा काळ पध्दती.

   (ब) फरक स्पष्ट करा (कोणतेही **दोन**) :-   ६
   (१) पेढी व उद्योग
   (२) सरासरी प्राप्ती व सिमांत प्राप्ती
   (३) सिमांत खर्च पध्दती व पूर्ण खर्च पध्दती.

८. (अ) उद्योगसंस्थेची विविध उद्दिष्ट्ये स्पष्ट करा.   ८
   (ब) सम खर्च-प्राप्ती बिंदू विश्लेषण स्पष्ट करा.   ८

९. (अ) पूर्ण स्पर्धेची वैशिष्ट्ये स्पष्ट करा.   ८
   (ब) पूर्ण स्पर्धेतील उद्योगसंस्थेचा दीर्घकालीन समतोल स्पष्ट करा.   ८

१०. (अ) मक्तेदारी व मक्तेदारीयुक्त स्पर्धेतील फरक स्पष्ट करा.   ८
    (ब) विकुंचित मागणी वक्रच्या साहाय्याने किंमत ताठरता स्पष्ट करा.   ८

११. (अ) मूल्यभेदाच्या विविध श्रेणींची चर्चा करा.   ८
    (ब) भांडवली अंदाजपत्रकाचा अर्थ व महत्त्व स्पष्ट करा.   ८

१२. खालीलपैकी कोणत्याही **दोहों**वर टीपा लिहा :-   १६
    (अ) मक्तेदारी बाजारातील सरासरी व सिमांत प्राप्ती संबंध
    (ब) अवपुंजन
    (क) हस्तांतरित किंमत पध्दती
    (ब) निव्वळ वर्तमानमूल्य पध्दती.

———————————

(REVISED COURSE)

(3 Hours)   [Total Marks : 100

N.B. : (1) Question Nos. **1** and **7** are **compulsory**.

        (2) Attempt any **two** questions from the remaining from **both** the sections.

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

Section I

1. (a) Explain briefly the following (any **four**) : –   12

           (i) Demand Function

           (ii) Production Function

           (iii) Iso-quant Curve

           (iv) Opportunity Cost

           (v) Marginal Cost

           (vi) Total Revenue.

    (b) Distinguish between (any **two**) : –   6

           (i) Income Elasticity of Demand and Cross Elasticity of Demand

           (ii) Economic and Accounting Cost

           (iii) Average Revenue and Marginal Revenue.

2. (a) Explain different degrees of Price elasticity of demand.   8

    (b) Explain various methods of demand forecasting.   8

3. (a) Discuss the Law of variable proportions.   8

    (b) Explain the various economies of scale.   8

4. (a) Explain why LAC curve is known as a Planning Curve.   8

    (b) Discuss the concept of Producer's surplus.   8

5. (a) Discuss the relationship between TR, AR and MR under monopoly.   8

    (b) Explain the concept of Break-even analysis.   8

6. Write notes on any **two** of the following :–   16

        (a) Consumer's Surplus

        (b) Producer's Equilibrium

        (c) Fixed Cost and Variable Cost

        (d) Objectives of a Firm.

[TURN OVER

Section II

7. (a) Explain briefly the following (any **four**) : –   12
          (i) Perfect Competition
          (ii) Selling Cost
          (iii) Kinked Demand Curve
          (iv) Dumping
          (v) Market Failure
          (vi) Capital budgeting.

  (b) Distinguish between (any **two**) : –   6
          (i) Monopoly and Discriminating Monopoly
          (ii) Production Cost and Selling Cost
          (iii) Marginal Cost Pricing and Cost Plus Pricing.

8. (a) Explain equilibrium of a firm in the long-run under perfect competition.   8
  (b) Explain the meaning and features of oligopoly market.   8

9. (a) Explain the short-run equilibrium of a monopoly firm.   8
  (b) Discuss the wastes of monopolistic competition.   8

10. (a) Explain the concept of market failure and inefficiency.   8
   (b) Explain the role of government intervention in economic development.   8

11. (a) What is the importance of capital budgeting ?   8
   (b) Describe the Pay Back Period method of project appraisal.   8

12. Write notes on any **two** of the following :–   16
          (a) Features of Monopolistic Competition
          (b) Multi Product Pricing
          (c) Causes of Market Failure
          (d) Net Present Value Method.

(मराठी रूपांतर)

(सुधारित अभ्यासक्रम)

(३ तास)

[एकूण गुण : १००

सूचना : (१) प्रश्न क्र. १ व ७ अनिवार्य आहेत.

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

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

विभाग १

१. (अ) खालील संकल्पना स्पष्ट करा (कोणत्याही **चार**) :-   १२

    (१) मागणी फलन

    (२) उत्पादन फलन

    (३) समउत्पादन वक्र

    (४) संधी खर्च

    (५) सिमांत खर्च

    (६) एकूण प्राप्ती.

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

    (१) मागणीची उत्पन्न लवचिकता व मागणीची अन्योन्य लवचिकता

    (२) आर्थिक व वित्तीय खर्च

    (३) सरासरी प्राप्ती व सिमांत प्राप्ती.

२. (अ) मागणीच्या किंमत लवचिकतेच्या विविध श्रेणी स्पष्ट करा.   ८

  (ब) मागणीच्या अंदाजाच्या विविध पध्दती स्पष्ट करा.   ८

३. (अ) बदलत्या परिमाणाच्या सिध्दांतांची चर्चा करा.   ८

  (ब) परिमाणांच्या विविध अंतर्गत बचती स्पष्ट करा.   ८

४. (अ) दीर्घकालीन सरासरी वक्राला (LAC) नियोजन वक्र का म्हणतात ते स्पष्ट करा.   ८

  (ब) 'उत्पादकाचे लाभाधिक्य' ही संकल्पना स्पष्ट करा.   ८

५. (अ) मक्तेदारीतील एकूण प्राप्ती, सरासरी प्राप्ती व सिमांत प्राप्ती यामधील सहसंबंधाची चर्चा करा.   ८

  (ब) समविच्छेदन बिंदू विश्लेषण ही संकल्पना स्पष्ट करा.   ८

६. खालीलपैकी कोणत्याहि **दोहोंवर** टीपा लिहा :-   १६

    (अ) उपभोक्त्याचे लाभाधिक्य

    (ब) उत्पादकाचा समतोल

    (क) स्थिर खर्च व बदलता खर्च

    (ब) उत्पादन संस्थेची उद्दिष्ट्ये.   [TURN OVER

विभाग २

७. (अ) खालील संकल्पना स्पष्ट करा (कोणत्याही **चार**) :- १२
   - (१) पूर्ण स्पर्धा
   - (२) विक्री खर्च
   - (३) विकुंचित मागणी वक्र
   - (४) अवपूंजन
   - (५) बाजार अपयश
   - (६) भांडवली अंदाजपत्रक.

   (ब) फरक स्पष्ट करा (कोणतेही **दोन**) :- ६
   - (१) मक्तेदारी व विभेदक मक्तेदारी
   - (२) उत्पादन खर्च व विक्री खर्च
   - (३) सिमांत खर्च पध्दती व पूर्ण खर्च पध्दती.

८. (अ) पूर्ण स्पर्धेतील उत्पादनसंस्थेचा दीर्घकालीन समतोल स्पष्ट करा. ८
   (ब) अल्पाधिकार बाजाराचा अर्थ व वैशिष्ट्ये स्पष्ट करा. ८

९. (अ) मक्तेदारी उद्योगसंस्थेचा अल्पकालीन समतोल स्पष्ट करा. ८
   (ब) मक्तेदारीयुक्त स्पर्धा बाजारातील अतिरिक्त क्षमतेची चर्चा करा. ८

१०. (अ) बाजार अपयश व अकार्यक्षमता संकल्पना स्पष्ट करा. ८
    (ब) आर्थिक विकासामध्ये सरकारी हस्तक्षेपाची भूमिका स्पष्ट करा. ८

११. (अ) भांडवली अंदाजपत्रकाचे काय महत्त्व आहे ? ८
    (ब) गुंतवणूक प्रकल्पाच्या परतावा काळ पध्दतीचे विश्लेषण करा. ८

१२. खालीलपैकी कोणत्याहि **दोहोंवर** टीपा लिहा :- १६
    - (अ) मक्तेदारीयुक्त स्पर्धा बाजाराची वैशिष्ट्ये
    - (ब) बहुविध किंमत पध्दती
    - (क) बाजार अपयशाची कारणे
    - (ब) निव्वळ परतावा पध्दती.

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F.Y.B.Com   Mathematical & Statistical
D:\AG–Feb.–14–150   Technique   April 2014

Con. 159–14.   RS–6648

(3 Hours)   [Total Marks : 100

N.B. : (1) Answers any **two** questions from **Section I.**
(2) Answers any **three** questions from **Section II.**
(3) Write **Section–I** and **Section–II** separately on **same** answer book.
(4) **All** questions carry **equal** marks.
(5) **Figures** to the **right** indicate **full** marks to a sub-question.
(6) **Graph papers** will be provided on **request.**
(7) Use of **non-programmable** calculator is allowed.

Section I

1. (a) A Salesman gets 5% commission on first ₹ 25,000/-, 8% on the next ₹ 25,000/- and 12%   5
on the excess. He also receives an incentive at the rate of 4% on total sales, if it exceeds
₹ 60,000/-. Find the total earnings of the salesman on total sales ₹ 68,000/-.

   (b) A piece of land was sold for ₹ 40,00,000/- through the agent who charges 2.5%   5
brokerage from the buyer and 2% brokerage from the seller. Find the amount paid
by the buyer. Find also the amounts received by seller and broker.

   (c) A goods is marked 60% above the cost price, ₹ 400/- it is sold with 20% trade discount   5
and further discount of 8% for cash payment. Find the percentage profit.

   (d) A trader allows 25% discount on list price and a further discount of 10% on cash   5
payment. Find the cost price of an article which is listed for ₹ 1,200/- and is sold
with a profit at the rate of 30%.

2. (a) Mr. Sahil purchased 500 shares of Hindusthan Liver Limited Company at the market   5
price at ₹ 1,600/- before the date of dividend declaration. The company declared 20%
dividend on the face value. Of the share ₹ 100/- after one year he sold all the shares
at market price of ₹ 2,000/- each. He paid 0.2% brokerage on both the transactions.
Find the total earning in this transactions.

   (b) Mr. Soham invested ₹ 18,000/- in a mutual fund on 5th April, 2008 with NAV of   5
₹ 76/- and entry load of 2.25% of a NAV. He sold all the units on 22nd September,
2008 with a NAV of ₹ 98/- without any exit load. Find his total gain.

   (c) Daily requirement of certain person is atleast 30 units of vitamins, 60 units of   5
Carbohydrates and 50 units of minerals. He meets this requirement by taking two
types of foods packets, food A and food B. Food A contains 3 units of vitamins, 5
units of carbohydrates and 4 units of minerals. Food B contains 4 units of vitamins,
7 units of carbohydrates and 4 units of minerals. The costs are per packet of Food
A ₹ 50/- and Food B ₹ 75/-. Formulate the above linear programming problem to
minimize his expenditure.

   (d) Maximize $Z = 5x + 3y$; subject to $x + y \leq 5$ and $x + 2y \leq 7$; $x \geq 0$, $y \geq 0$. Solve it   5
by graphical method.

[TURN OVER

15

3. (a) Find the derivative of given function with respect to x :—   5

$$Y = \frac{x^3 + 4x - 1}{3x - 5}$$

  (b) The total cost function is given by $C = x^2 + 12x + 64$. Find total cost, average cost   5 and marginal cost if $\boxed{x = 10}$

  (c) Find the elasticity of demand if $D = P^2 + P$, $\boxed{P = 2}$.   5

  (d) Examine the maxima and minima using sufficient conditions the function :—   5

$$F(x) = 2x^3 - 9x^2 - 24x + 11.$$

4. (a) Ajay borrowed ₹ 50,000/-, partly at 8% p.a. and the remaining at 9% p.a. after $2\frac{1}{2}$ year.   5 He returned the total amount with a total simple interest of ₹ 10,500/-. Find the amounts be borrowed at each of these rates.

  (b) Find the maturity amount after two years of fixed deposit of ₹ 20,000/- at the rate   5 of interest 9% p.a. :—

       (i) Compounded yearly
       (ii) Compounded half yearly.

  (c) Find the sum of annuity of ₹ 8,000/- payable at the end of each year. For 4 years if   5 the interest rate is 4.8% compounded semiannually.

  (d) A Hero Honda Motorcycle is purchased by taking a loan of ₹ 40,000/- for four EMI   5 at the rate of 24% per annum on reducing balance basis. Find the equated monthly installment.

Section II

5. (a) Define statistics and describe functions of statistics.   6

  (b) Tabulate the following information. In 2010 out of total of 3000 workers in a factory,   7 2300 were skilled workers. The number of women employed was 300 of which 250 were unskilled. In 2011, the number of skilled workers was 2750 of which 2500 were men. The number of unskilled workers was 760 of which 300 were women.

  (c) Calculate three quartiles graphically for the following data :—   7

Class	0-50	50-100	100-150	150-200	200-250	250-300
Frequency	12	18	28	32	16	14

6. (a) Calculate mode and median for the following data :—   6

Daily wages in ₹	200-300	300-400	400-500	500-600	600-700	700-800
No. of Employees	15	26	36	20	8	5

(b) Calculate quartile deviation and coefficient of quartile deviation for the following data :—   7

Class	0-50	50-100	100-150	150-200	200-250	250-300
Frequency	10	16	28	22	14	10

(c) Find standard deviation and coefficient of variation distributions for the following :—   7

Class interval	0-10	10-20	20-30	30-40	40-50	50-60
Frequency	8	14	20	18	10	10

7. (a) Describe the following terms :—   6
     (i) Sample space
     (ii) Complementary events
     (iii) Exclusive events.

(b) Two dice are rolled. Find the probability that the sum of their upper most faces is :—   7
     (i) Even number
     (ii) Divisible by 4
     (iii) Divisible by 3 and 4.

(c) For the following data, find $E(x)$ and $V(x)$:—   7

X	1	2	3	4	5	6
P(x)	$\frac{1}{6}$	$\frac{1}{6}$	$\frac{1}{6}$	$\frac{1}{6}$	$\frac{1}{6}$	$\frac{1}{6}$

8. (a) What is correlation ? Explain types of correlation.   6

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

X	35	42	15	38	35	25	28	30	32	36
Y	12	18	17	19	18	20	19	16	21	20

(c) Find the regression equation for y on x for the following :—   7

X	1	3	4	8	9	11
Y	1	2	4	5	7	8

[TURN OVER

9. (a) Define Index number and describe the types of Index number.   6

(b) Calculate four yearly moving averages for the following data :–   7

Year	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990
Sales (in crores)	242	250	253	249	254	256	250	257	262	268	280

(c) From the following data, calculate the cost of living index number :–   7

Group	Price		Weight
	Base	Current year	
Food	5	12	60
Clothing	16	30	5
Fuel	10	25	10
Rent	20	60	15
Miscellaneous	18	36	10

10. (a) Explain the following term :–   6
    (i) State of nature
    (ii) Pay of matrix
    (iii) Decision making under risk.

(b) Construct the opportunity loss or regret table and find the best act using minimax   7
criteria from the following pay-off table :–

State of action nature	E_1	E_2	E_3	E_4
A_1	18	12	14	09
A_2	15	14	11	11
A_3	13	16	17	16
A_4	14	15	16	17

(c) A businessman has option to buy 2-plants. The choice depends on the expected sale   7
volume. The pay of matrix is given as :–

Plant	Demand		
	Low	Moderate	High
A1	–5	5	20
A2	2	8	8
Probability	0.3	0.4	0.3

Construct a decision tree and recommend which plant should be bought.

N.B. : (1) Answers to the **two** sections should be written in the **same** answer book.

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

Section I

1. (a)   What is meant by communication ? What are the elements or components of   **8**
communication ?

OR

Write short notes on any **two** of the following : –
   (i)   Importance of e-mail
   (ii) Gesture and Posture
   (iii) Written and Oral Communication
   (iv) Barriers to Communication.

(b)   What is conference ? State the advantages and disadvantages of conference.   **7**

OR

Write short notes on any **two** of the following : –
   (i)   Advantages and disadvantages of Interview
   (ii) Preparation to be made by the Interviewee
   (iii) Advantages of Committee
   (iv) External Public Relations.

2.   Write notes on any **three** of the following :–   **15**
   (a) Advice and Counselling
   (b) Group Discussion
   (c) Horizontal Communication
   (d) Internal Public Relations.

3. (a)   What is meeting ? State advantages and disadvantages of meeting.   **10**

OR

(b)   What is Public Relations ? State its ways of contacting to public.

4.   Draft a notice and an agenda of the second meeting of your company and also draft the   **8**
resolution for the following :
   (a) Appointment of Auditor
   (b) Appointment of new Secretary.

[TURN OVER

Section II

5. (a) Write a congratulatory letter to a business associate in another company for having   8
secured a promotion in his job.

OR

Draft an open testimonial for your personal assistant who applied for steno-cum-receptionist in your office.

(b) As a retailer of electronics. Write a letter of order of DVD players to shared   8
electronics company limited, Mumbai. Ask for prompt service.

OR

Write a letter of complaint to the wholsaler stating that the order you placed for the goods is different in quality from that you received.

6. (a) Draft a sales letter to promote the sales of indigenous herbal perfumes manufactured   6
in your company.

(b) You have received unfavourable credit information about M/s. Lunge and Co. Draft   6
a tactful letter to them, refusing credit but inducing to buy on cash basis.

7. (a) You have ordered Paithani sarees to Kothiwala Shalu suppliers, Dist. Aurangabad, and   7
after delivery, you have settled the bill. The suppliers, however, mistakenly sent the
reminder. Write a letter to them pointing out the settlement of the bill.

(b) You have been receiving Telephone bills for an amount of Rs. 5000/- evenly two   7
months. In spite of many complaint letter to MTNL Regional Office in-charge explaining
fewer cells you make, there is no reply from them. Write a letter to the District Forum
for redren of grievance.

8. (a) A committee has appointed for manufacturing of new products in the company. Draft 10
a report as a Chairman on the salability of the product.

OR

(b) Write a report on the possibility of opening Xerox center in your college premises.

_____

20

(मराठी रूपांतर)
(जुना अभ्यासक्रम)
(३ तास)   [एकूण गुण : १००

सूचना : (१) **दोन्ही** विभागांची उत्तरे **एकाच** उत्तरपत्रिकेत लिहा.
    (२) **उजवीकडील अंक पूर्ण** गुण दर्शवितात.
    (३) इंग्रजी मूळ प्रश्नपत्रिका **प्रमाण** मानावी.

विभाग १

१. (अ) संप्रेषण म्हणजे काय ? संप्रेषणाचे घटक कोणते आहेत ?   ८
        किंवा
    खालीलपैकी कोणत्याही **दोहोंवर** टिपा लिहा : –
        (अ) ई-मेल चे महत्त्व
        (ब) हावभाव आणि शारीरिक ठेवण
        (क) लिखित आणि मौखिक संप्रेषण
        (ड) संप्रेषणातील अडथळे.
    (ब) परिषद म्हणजे काय ? परिषदांचे फायदे-तोटे सांगा.   ७
        किंवा
    खालीलपैकी कोणत्याही **दोहोंवर** टिपा लिहा : –
        (अ) मुलाखतीचे फायदे-तोटे
        (ब) मुलाखती देणाऱ्यांनी करावयाची तयारी
        (क) समितीचे फायदे
        (ड) बहिर्गत जनसंपर्क.

२. खालीलपैकी कोणत्याही **तिहींवर** थोडक्यात टिपा लिहा : –   १५
        (अ) सल्ला आणि समुपदेशन
        (ब) समुह चर्चा
        (क) क्षितीज समांतर संप्रेषण
        (ड) अंतर्गत जनसंपर्क.

३. (अ) सभा म्हणजे काय ? सभेचे फायदे-तोटे सांगा.   १०
        किंवा
    (ब) जनसंपर्क म्हणजे काय ? जनतेला संपर्क करण्याचे त्याचे मार्ग स्पष्ट करा.

४. तुमच्या कंपनीच्या सभेची सूचना व कार्यक्रम पत्रिका तयार करा आणि खालील मुद्द्यांकरिता ठराव लिहा:   ८
        (अ) लेखा परीक्षकाची नियुक्ती
        (ब) नविन सचिवाची नियुक्ती.

                                                    [TURN OVER

२१

विभाग २

५. (अ) तुमच्या कंपनीतील एका सहकाऱ्याला पदोन्नती मिळाल्याबद्दल अभिनंदनपर पत्र लिहा.   ८

किंवा

तुमच्या पर्सनल असिस्टंटने रिसेप्शनीस्ट व स्टेनो या पदासाठी अर्ज केला आहे. त्यासाठी एक खुला दाखला लिहा.

(ब) एक इलेक्ट्रॉनिक किरकोळ विक्रेता म्हणून इलेक्ट्रॉनिक कंपनी लिमिटेड, मुंबई यांना DVD players   ८
चा आदेश द्या व जलद सेवा मागा.

किंवा

एका घाऊक व्यापाऱ्याला तक्रार पत्र लिहा की, तुम्ही आदेश दिलेल्या मालापेक्षा तुम्हाला मिळावलेल्या मालाची गुणवत्ता वेगळी आहे.

६. (अ) तुमच्या कंपनीत तयार केलेल्या देशी आयुर्वेदिक परफ्यूमचा प्रसार करण्यासाठी विक्रीपत्र लिहा.   ६

(ब) मेसर्स लुंगे व कंपनी पतविषयी तुम्हाला वेगळी माहिती मिळाली आहे. म्हणून एक टॅक्टफूल पत्र   ६
लिहून त्यांना पतपेक्षा रोख रकमेने घेण्यास प्रवृत्त करा.

७. (अ) कोठीवाला शाहू सप्लायर्स, जिल्हा औरंगाबाद, तुम्ही पैठणी साड्यांचे आदेश दिले होते व माल   ७
मिळाल्यावर बील पण दिले. पण चुकून त्यानी तुम्हाला रिमांडर दिले. त्यांना पत्र लिहून बील पूर्ण केल्याचे लक्षात आणून द्या.

किंवा

(ब) दर दोन महिन्याचे टेलिफोनचे बील रू ५,०००/- येत आहे. तुम्ही बऱ्याच वेळा तक्रार पत्र पण   ७
MTNL च्या रिजनल ऑफीसला केली. परंतु तुम्हाला उत्तर मिळाले नाही. म्हणून जिल्हा तक्रार निवारण समितीला पत्र लिहा.

८. (अ) एका कंपनीत नवीन मालाची तयारी करण्यासाठी एक समिती नेमलेली आहे. त्या समितीचा अध्यक्ष   १०
या नात्याने त्या मालाची विक्रीकुवत यावर अहवाल लिहा.

किंवा

(ब) तुमच्या महाविद्यालयाच्या परिसरात एक झेरॉक्स सेंटर उघडता येणे शक्य आहे यावर एक अहवाल लिहा.

(REVISED COURSE)

(3 Hours) [Total Marks : 100

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

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

1. (a) Correct the following sentences : – 6
     (i) Romeo are an honest person
     (ii) Juliet sing a song
     (iii) Mumbai is an Capital of Maharashtra.
   (b) Fill in the blanks : – 6
     (i) Receiver sends _____ to sender (Message / Feedback).
     (ii) A person who encodes is called _____ (Sender / Receiver).
     (iii) Sender sends the _____ (Message / Feedback).

2. Write notes on any **Four** of the following :– 20
     (a) Conference   (d) Horizontal Communication
     (b) Encoding   (e) Notice for a formal meeting
     (c) Feedback   (f) Report.

3. Discuss in detail the advantages and disadvantages of upward or downward communication. 10
   OR
   Write a detailed note on 'Group Discussion'.

4. Write a letter of application in response to the following advertisement : – 10
   "Wanted Sales-Executives, candidates should be a graduate, smart and result oriented. Knowledge of computer preferred. Write to Box No. L-540, The Times of India, Mumbai-400 001."

5. Write any **Four** letters out of the following :– 24
     (a) Assume that you are working as a sales executive at ABC company. Now you want to resign from the company for continuing your further study. Draft a resignation letter to ABC company.
     (b) Draft a complaint for the following : –
        Mr. XYZ placed an order for ABC food processor by paying ₹4,000/-. The food processor makes alarming noise while grinding.
     (c) Draft an attractive sales letter for 'XYZ washing machine'.
     (d) Your mobile service provider has charged you ₹ 500/- for 'latest ringtones on your mobile' facility, though you had not subscribed for it. Draft a redress letter for this.
     [TURN OVER

२३

(e) Draft RTI queries for the following situation. You have applied for an N.O.C. for a piece of land you purchased in Kalina, Mumbai. You have made several trips to the concerned office, but in vain.

(f) Mrs. ABC has asked for replacement of her washing machine which caught fire as soon as it was swithched on.

6. (a) Draft an individual report for "The condition of roads in Thane city".   6

(b) Draft the 'Notice' and 'Agenda' for second board meeting of a company. Also draft   8 a carefully warded 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.

<div align="center">OR</div>

(b) For the academic year 2013-2014, a committee has been appointed to look into the causes of the decline in results of ATKT college at Central University examinations. Draft the report.

<div align="center">

(मराठी रूपांतर)
(सुधारित अभ्यासक्रम)
(३ तास)

</div>

[एकूण गुण : १००

सूचना :(१) **दोन्ही** विभागांची उत्तरे **एकाच** उत्तरपत्रिकेत लिहा.

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

१. (अ) खालील वाक्ये बरोबर लिहा :–   ६

(1) Romeo are an honest person

(2) Juliet sing a song

(3) Mumbai is an Capital of Maharashtra.

(ब) रिकाम्या जागी योग्य शब्द लिहा :–   ६

(१) संदेश ग्राहक, प्रेषकाकडे _____ पाठवितो. (संदेश / प्रतिक्रिया)

(२) प्रसंकेतन करण्याऱ्यास _____ म्हणतात. (प्रेषक / संदेशग्राहक)

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

२. खालीलपैकी कोणत्याहि **चारवर** टिपा लिहा :–   २०

(१) परिषद   (४) समांतर संप्रेषण

(२) प्रसंकेतन   (५) औपचारिक सभेची सूचना

(३) प्रतिक्रिया   (६) अहवाल.

३. अधोगामी अथवा अधोगामी संप्रेषणाचे फायदे व तोटे यावर विस्ताराने चर्चा करा. १०

किंवा

'समुह चर्चा' या विषयावार विस्तराने चर्चा करा.

४. खालील जाहिरातीत, उद्देशून नोकरीकरिता अर्ज लिहा. "विक्री अधिकारी पाहिजेत : उमेद्वार पदवीधर, १० चुणचुणीत व लक्ष्य साध्य करण्याला महत्त्व देणारा हवा. संगणकाचे ज्ञान असणान्यांस प्राधान्य, पेटी क्र. ल-५४०, टाईम्स ऑफ इंडिया, मुंबई-४०० ००१ यांच्या नावे अर्ज करावा.

५. खालीलपैकी कोणतिही **चार** पत्रे लिहा :– २४

(अ) गृहीत धरा की, तुम्ही अबक कंपनीमध्ये विक्री अधिकारी म्हणून कार्यरत आहात. आता तुम्ही तुमचा पुढील अभ्यासक्रम पूर्ण करण्याकरिता या कंपनीचा राजीनामा देऊ इच्छिता. अबक कंपनीकरिता राजीनामा पत्र लिहा.

(ब) खालील कारणासाठी तक्रार पत्र लिहा :–
श्री. क्षयज्ञ यांनी रू ४,०००/- जमा करून, अबक फुड प्रोसेसर विकत घेतले. मात्र वापरताना त्यातून मोठा आवाज येतो.

(क) "क्षयज्ञ वॉशिंग मशिन" करिता एक आकर्षक विक्रीपत्र लिहा.

(ड) तुमच्या भ्रमणध्वनी सेवा विक्रेत्याने तुमच्या भ्रमणध्वनीमध्ये नविन रिंगटोन्स पुरविल्यामुळे रू ५००/- आकारले आहेत. तुम्ही अशा प्रकारच्या कोणत्याही सेवेची मागणी केलेली नाही. हि रक्कम परत मिळविण्याकरिता तक्रार निवारण पत्र लिहा.

(इ) खालील कारणासाठी माहितींच्या अधिकारा खाली माहिती मागविण्यासाठी पत्र लिहा :–
तुम्ही कालिना, मुंबई येथे विकत घेतलेल्या जमिनीसंदर्भात "ना हरकत" प्रमाणपत्रासाठी अर्ज केलेला आहे. त्या संदर्भात तुम्ही बन्याच वेळा भेट दिली. पण त्यांचा काहिही फायदा झालेला नाही.

(फ) श्रीमती अबक यांची वॉशिंग मशीन सुरू होताच जळाली, म्हणून ती बदलून मिळविण्यासाठी मागणी करतात.

६. (अ) 'ठाणे शहरातील रस्त्यांची अवस्था' यावर एक वैयक्तीक अहवाल सादर करा. ६

(ब) एका कंपनीच्या दुसन्या सभेची सूचना व विषय सुची तयार करा. तसेच विषय सुचीतील कोणत्याही ८ दोन विषयांवर ठराव तयार करा.

७. (अ) कंपनीच्या मालाची विक्री घसरल्यामुळे कंपनीने त्याची कारणे शोधण्यासाठी एक समिती नेमली आहे. १० त्याचा अहवाल लिहा.

किंवा

(ब) सेंट्रल विद्यापीठातील ए टी के टी महाविद्यालयाचा शैक्षणिक वर्ष २०१३-२०१४ चा निकाल कमी लागल्यामुळे एक समिती स्थापन केली आहे. त्याचा अहवाल तयार करा.

RT–Exam.–Feb.–14–1

Con. 13–14.   **(OLD COURSE)**   **RS–6550**

(3 Hours)   [Total Marks : 100

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

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

Section I

1. Explain the meaning of the following terms (any **five**) :–   **10**

(a) Project Report	(f) Economic Environment
(b) Growth	(g) Diversification
(c) Mission	(h) Foreign Collaboration
(d) Takeovers	(i) Incentives
(e) Mergers	(j) Turnaround

2. Answer any **three** questions from the following :–   **30**
   - (a) Discuss the nature of business.
   - (b) Explain the economic, political and Technological business environment.
   - (c) Distinguish between economic objectives and Social Objectives.
   - (d) State and explain the steps involved in setting up of a business unit.
   - (e) Explain the types of foreign collaboration.
   - (f) What are the factors influencing business growth ? Discuss.

3. Study the **case** in detail and answer the following questions :–

   L.G. elctronics is planning to consolidate some of its business. L.G. said it would merge its home theatre, DVD and Blu-ray player business with its global No.1 T.V. business as a part of its restructuring plan. It will also more its digital music player. Laptop Computer and Setup box business from its digital media business to the telecommunication network business setup boxes bring interent movie download to T.V. sets.

   Questions :–
   - (a) Can it lead to new market ?   **5**
   - (b) Whose effect do you think it would have on operating costs ?   **5**

Section II

4. Explain the meaning of the following terms (any **five**) :–   **10**

(a) Ethics in Retailing	(f) Merchant Banking
(b) B.P.O.	(g) Tourism
(c) Retailing	(h) Insurance
(d) Discount Stores	(i) E-Communication
(e) A.T.M.	(j) Food Court

[TURN OVER

26

5. Answer any **three** questions from the following :–   30
    (a) Explain the functions of merchant banking.
    (b) Discuss the different types of Insurance.
    (c) What are the career options available in banking sector ? Explain it.
    (d) Discuss the importance of Transportation.
    (e) Distinguish between organised Retailing and Unorganised Retailing.
    (f) State and explain various types of tourism.

6. Study the **case** in detail and answer the following questions :–
    The Gosey brown staff that ocean currents are depositing on to Goa's beaches is
    turning people away. This could tend to a serious problem for the tourism industry
    about 72% of the oil pollution is caused by vessels illegally cleaning their tanks
    at sea. Scientists say that this coating on beaches of Goa affects natural life and
    could be injurious to the health of people. Goa environment minister acknowledged
    the problem but has expressed help-lessness. There are international protocols but
    invariably they are ignored.

Questions :–
    (a) Your own a hotel on the beach affected by this porblem ? What steps would   5
        you take to attract tourists ?
    (b) What effect you think it would have on tourism industry in Goa ?   5

(मराठी रूपांतर)
(जुना अभ्यासक्रम)
(३ तास)   [एकूण गुण : १००

सूचना : (१) सर्व प्रश्न अनिवार्य आहेत.
    (२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

विभाग १

१. खालील शब्दांचे अर्थ स्पष्ट करा (कोणतेही **पाच**) :–   १०
    (अ) प्रकल्प अहवाल   (फ) आर्थिक पर्यावरण
    (ब) वाढ   (ग) विस्तारीकरण
    (क) मोहिम   (ह) विदेशी संगनमत
    (ड) अधिकारग्रहण   (स) अतिरिक्त मोबदला
    (इ) विलिनीकरण   (द) फेरपालट.

२. खालीलपैकी कोणत्याही **तीन** प्रश्नांची उत्तरे द्या :–   ३०
    (अ) व्यवसायाच्या स्वरूपाची चर्चा करा.
    (ब) आर्थिक, राजकीय व तंत्रज्ञान विषयक व्यवसायीक पर्यावरणाचे स्पष्टीकरण द्या.
    (क) आर्थिक उद्दिष्टे व सामाजिक उद्दिष्टे यातील भेद स्पष्ट करा.
    (ड) व्यवसायाच्या उभारणीतील पायऱ्या नमूद करून स्पष्ट करा.
    (इ) विदेशी संगनमताचे प्रकार स्पष्ट करा.
    (फ) व्यवसायाच्या वाढीवर परिणाम करणारे घटक कोणते ? चर्चा करा.

३. प्रसंगाचा सविस्तर अभ्यास करून खालील प्रश्नांची उत्तरे द्या :—

एल.जी. इलेक्ट्रॉनिक कंपनी आपल्या कंपनी विस्तारासाठी नियोजन करीत आहे. ती आपल्या पुर्नबांधणी कार्यक्रमाअंतर्गत आपण होम थिएटर, डिव्हीडी, ब्ल्यु-प्लेअर व्यवसाय आंतरराष्ट्रीय मान्यताप्राप्त व्यवसायात एकत्रीत करण्याच्या विचारात आहे. तसेच कंपनी त्यांचा लॅपटॉप प्लेअर व संगणक व्यवसाय टेलीकम्युनिकेशन नेटवर्क व्यवसायाकडे वळविण्याच्या विचारात आहे. सेटअप बॉक्सच्या माध्यमानातून टि.व्ही. मध्ये सिनेमा डाऊनलोड करणार आहेत.

प्रश्न :—

(अ) ह्या कार्यक्रमाद्वारे कंपनी विपणन काबीज कसे करू शकेल ?   ५

(ब) आपल्या मतानुसार ऑपरेटींग खर्चावर त्याचा काय परिणाम होईल ?   ५

विभाग २

४. खालील शब्दांचे अर्थ स्पष्ट करा (कोणतेही **पाच**) :—   १०

    (अ) किरकोळ व्यापारातील नैतिकता   (फ) व्यापारी अधिकोष

    (ब) बी पी ओ   (ग) पर्यटन

    (क) किरकोळ व्यापार   (ह) विमा

    (ड) सुट देणारी व्यवसाय गृहे   (स) ई-संदेशवहन

    (इ) ए.टी.एम्   (द) अन्न संग्रह

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

    (अ) व्यापारी अधिकोषाचे कार्ये स्पष्ट करा.

    (ब) विम्याच्या वेगवेगळ्या प्रकारांची चर्चा करा.

    (क) अधिकोष क्षेत्रातील उपलब्ध असलेल्या रोजगाराच्या संधी कोणत्या ? स्पष्ट करा.

    (ड) वाहतुकीच्या महत्त्वाची चर्चा करा.

    (इ) संघटीत किरकोळ व्यापार व असंघटीत किरकोळ व्यापार यातील भेद स्पष्ट करा.

    (फ) पर्यटनाचे वेगवेगळे प्रकार सांगून स्पष्ट करा.

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

सद्य स्थितीनुसार गोव्याच्या समुद्रकिनारी जमा झालेल्या घनकचऱ्यामुळे लोक त्या समुद्र किनाऱ्यापासून दूर जात आहेत. त्यामुळे पर्यटक व्यवसायासमोर मोठे संकट निर्माण झालेले आहे. तसेच ७२% तेल प्रदूषण तेथील तेल टँकर समुद्रात स्वच्छ केल्यामुळे निर्माण झालेले आहे. तज्ञांच्या मतानुसार प्रदूषित समुद्र किनाऱ्यामुळे तेथील जनजीवनावर व सजीव प्राण्यांवर त्याचा विपरित परिणाम झालेला असून त्याची कल्पना तेथील प्रशासनाला आहे. तरी ते जागतिक नियमामुळे डोळेझाक करीत आहेत.

प्रश्न :—

(अ) वरील समस्येमुळे समुद्रकिनारी असलेल्या तुमच्या हॉटेल व्यवसायावर परिणाम होतो. पर्यटकांना   ५
आकर्षित करण्यासाठी उपाययोजना कोणत्या सांगा ?

(ब) गोव्याच्या पर्यटन व्यवसायावर काय परिणाम होईल असे तुम्हाला वाटते ?   ५

—————————————

[TURN OVER

(REVISED COURSE)

(3 Hours)   [Total Marks : 100

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

Section I

1. Answer any **two** questions from the following :–   **16**
　　(a) What are the functions of business ? Explain it.
　　(b) Discuss the positive impact of privatisation.
　　(c) Explain the functions of WTO.

2. Answer any **two** questions from the following :–   **16**
　　(a) Explain the importance of project planning.
　　(b) What are the types of Entrepreneur ?
　　(c) Discuss the problems faced by women entrepreneurs.

3. Write short notes (any **three**) :–   **18**
　　(a) Human Objectives.
　　(b) Impact of education on business.
　　(c) Positive impact of Trading Blocs.
　　(d) Types of feasibility study.
　　(e) Distinguish between Entrepreneur and Intrapreneur.

Section II

4. Answer any **two** questions from the following :–   **16**
　　(a) Explain the characteristics of services.
　　(b) Discuss the elements of marketing mix.
　　(c) What are the career options available in Retailing ?

5. Answer any **two** questions from the following :–   **16**
　　(a) Discuss the importance of FDI.
　　(b) Explain the elements of Logistics.
　　(c) What are the features of E-Commerce ?

6. Write short notes (any **three**) :–   **18**
　　(a) Scope of services
　　(b) Distinguish between Organized Retailing and Unorganized Retailing
　　(c) Arguments in favour of FDI in Retail
　　(d) Advantages of ERP system
　　(e) Advantages of on-line marketing research.

(मराठी रूपांतर)

(सुधारित अभ्यासक्रम)

(३ तास)   [एकूण गुण : १००

सूचना : (१)   **सर्व** प्रश्न **अनिवार्य** आहेत.
         (२)   उजवीकडील **अंक पूर्ण** गुण दर्शवितात.

विभाग १

१. खालीलपैकी कोणत्याही **दोन** प्रश्नांची उत्तरे लिहा :-   १६
    (अ) व्यवसायाची कार्य कोणती ? ते स्पष्ट करा.
    (ब) खाजगीकरणाच्या सकारात्मक परिणामांची चर्चा करा.
    (क) जागतिक व्यापार संघटनेच्या कार्याचे स्पष्टीकरण द्या.

२. खालीलपैकी कोणत्याही **दोन** प्रश्नांची उत्तरे लिहा :-   १६
    (अ) प्रकल्प नियोजनाचे महत्त्व स्पष्ट करा.
    (ब) उद्योजकाचे प्रकार कोणते ?
    (क) महिला उद्योजकाना सामोरे जाव्या लागणाऱ्या समस्यांची चर्चा करा.

३. थोडक्यात टिपा लिहा (कोणत्याही **तीन**) :-   १८
    (अ) मानवतावादी उद्दिष्टे
    (ब) व्यवसायावर होणारा शिक्षणाचा परिणाम
    (क) व्यापारी गटाचे सकारात्मक परिणाम
    (ड) व्यवहार्यता अभ्यासाचे प्रकार
    (इ) उद्योजक व प्रवर्तक यातील भेद.

विभाग २

४. खालीलपैकी कोणत्याही **दोन** प्रश्नांची उत्तरे लिहा :-   १६
    (अ) सेवेची वैशिष्ट्ये स्पष्ट करा.
    (ब) विपणन मिश्राच्या घटकांची चर्चा करा.
    (क) किरकोळ व्यापारातील उपलब्ध असलेल्या रोजगार संधी कोणत्या ?

५. खालीलपैकी कोणत्याही **दोन** प्रश्नांची उत्तरे लिहा :-   १६
    (अ) विदेशी थेट गुंतवणूकीच्या फायद्यांची चर्चा करा.
    (ब) व्यूहशास्त्राचे घटक स्पष्ट करा.
    (क) ई-कॉमर्सची वैशिष्ट्ये कोणती ?

६. थोडक्यात टिपा लिहा (कोणत्याही **तीन**) :-   १८
    (अ) सेवेची व्याप्ती
    (ब) संघटीत व असंघटीत किरकोळ व्यापार यातील भेद
    (क) किरकोळ व्यापारातील विदेशी थेट गुंतवणूकीवरील सकारात्मक टिका
    (ड) इ.आर.पी. पद्धतीचे फायदे
    (इ) ऑन-लाईन विपणी संशोधनाचे फायदे.

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Con. 8-14.　　　　　**(OLD COURSE)**　　　　　**RS-6752**

(3 Hours)　　　　　**[Total Marks : 100**

Note:
1) Attempt **all** questions from the following.
2) **Figures** to the right indicate full marks assigned to the questions.
3) Working note should form part of answer wherever it necessary.

Section-I

Q. 1: Following is the Trial Balance of M/s SAB Traders as on 31st March, 2014:　　　(18)

Particulars	Debit Balances (₹)	Credit Balances (₹)
Capital		1,25,000
Bank of India	10,000	
Bank of Baroda		40,000
Stock (1.4.2013)	37,500	
Salaries	15,000	
Wages	55,000	
Rent, Rates and Taxes	5,000	
Machinery	75,000	
Furniture	7,500	
Power and Fuel	10,000	
Purchases and Sales	4,50,000	7,50,000
Sales Returns and Purchases Returns	37,500	25,000
Prepaid Insurance as on 1.4.2013	1,500	
Outstanding Wages as on 1.4.2013		3,750
Insurance	3,750	
Postage, Telephones and Telegrams	5,000	
Traveling Expenses	20,000	
Debtors and Creditors	1,25,000	1,00,000
Bad Debts	17,250	
Provision for Doubtful Debts (1.4.2013)		7,500
Investments	2,50,000	
Income from Investments		25,000
Commission	50,000	90,000
Recovery of Bad Debts		8,750
	11,75,000	11,75,000

Additional Information:
1) Following transactions of last week of March, 2014 were not recorded:
   a) Purchases　　　₹ 10,000
   b) Sales　　　　　₹ 30,000
   c) Purchase Returns　₹ 3,000
   d) Sales Returns　　₹ 4,000.

2) Stock on 31.3.2014 was worth ₹ 75,000.

(31)

[TURN OVER

3) Insurance includes ₹ 1,750 relating to the next year.
4) Expenses outstanding as on 31.3.2014:
   a) Wages   ₹ 4,000
   b) Rent, Rates and Taxes   ₹ 800
   c) Power and Fuel   ₹ 1,500
   d) Travelling Expenses   ₹ 1,500
   e) Interest on Overdraft   ₹ 1,000.
5) Provision for Doubtful Debts is to be carried forward @ 5% of Closing Debtors.
   Mr. Sunil desires to create a provision for discount to customers @ 2%.
6) Depreciate Machinery and Furniture @ 10%.
7) Following transactions of the year were not recorded in any of the books:
   a) Samples distributed free ₹ 6,000.
   b) Goods utilized for personal consumption of the family of the proprietor Rs. 2,500.
   c) On 31st March, 2014 Sunil received a cheque for Rs. 7,000 from an insurance company in respect of goods lost in fire, the cost of which was Rs. 9,000. The cheque was deposited in the bank only on 1.4.2014.

You are required to prepare Trading and Profit and Loss Account of Mr. Sunil for the year ended 31st March, 2014. Also prepare Balance Sheet as on 31st March, 2014 after considering the additional information.

Q. 2:

A) State whether the following statements are true or false.   (08)

1) Compliance with any accounting standard is mandatory.
2) Fees paid for renewal of license of factory is revenue expenditure.
3) Depreciation is non-cash expenditure.
4) The balance of the Profit and Loss Account is normally transferred to Capital Account.
5) The object of non-profit organization is to give social service.
6) Income and Expenditure Account shows only the expenses pertaining to the current year.
7) Specific fund means money set apart for a specific purpose.
8) Fixed installment method of depreciation is also known as original cost method.

B) Fill in the blanks with most suitable words and rewrite the sentence.   (08)

1) Goodwill is _____ Asset.
2) Under the reducing balance method, depreciation is calculated on the _____ of an asset.
3) Receipts & Payments Account is a _____ account.
4) Interest on drawings is credited to _____.
5) Entrance fees should be treated as _____ as per AS-9.
6) Profit on sale of asset is debited to _____ Account.
7) _____ Expenditure is intended to maintain the fixed assets.
8) Repayment of bank loan is an example of _____ Expenditure.

Q. 3: Following is the Receipts and Payments Accounts of M/s. Loyal Club for the year ended 31st March, 2014.   (16)

Receipts	₹	Payments	₹
To cash in hand on 1st April, 2013	67,500	By Rent for building	1,00,000
To Fashion show proceeds	3,78,750	By Equipments purchased	90,000
To Subscription	3,37,500	By Payments for Cosmetics	1,15,000
To Interest on Investments	22,500	By Fashion show expenses	2,56,250
To Donation	40,000	By Honorarium to Beautician	60,000
		By Sundry Expenses	57,500
		By Salaries	1,35,000
		By Cash in hand on 31st March, 2014	32,500
	8,46,250		8,46,250

Additional Information:

Particulars	On 1st April, 2013 (₹)	On 31st March, 2014 (₹)
i. Salary outstanding	11,250	15,000
ii. Stock of Cosmetics	75,000	52,500
iii. Value of Equipments	1,62,500	2,20,000
iv. Value of Furniture and Fixture	3,00,000	2,70,000
v. Amount due to Cosmetic Suppliers	60,000	82,500
vi. Rent paid in advance	7,500	11,250
vii. Subscription due	11,250	18,750
viii. Subscription received in advance	13,750	16,250

Interest on Investments received for the full year @ 6% p.a. You are required to prepare Income and Expenditure Account for the year ended 31st March, 2014 and Balance sheet as on date of M/s Loyal Club. (Show all working).

OR

Q. 3: State with reasons whether following are capital or revenue expenses or receipts. (16)

     a) Cost of labour and material used for producing a Machinery for use in own factory.
     b) Import duty on raw materials.
     c) Legal expenses in connection with newly acquired land.
     d) Compensation received for Land acquired by the Government.
     e) Recovery of a debt previously written off as bad.
     f) Proceeds of Machinery sold at a loss.
     g) Cost of whitewashing the factory building.
     h) Subsidy received from State Government.

Section-II

Q.4: The following information is supplied from which you are required to prepare the Trading and Profit & Loss Account for the year ended 31st March, 2014 and Balance Sheet as at that date: (18)

Assets and Liabilities	31.03.2013 ₹	31.03.2014 ₹
Sundry Assets	2,70,000	3,00,000
Stock	2,10,000	2,85,000
Cash in hand	1,23,000	72,000
Cash at bank	33,000	1,20,000
Debtors	?	3,05,000
Creditors	1,80,000	1,47,000
Miscellaneous Expenses Outstanding	15,000	9,000

Current year's transactions are:

Particulars	₹
Discount credited to Debtors A/c.	30,000
Returns from Debtors	90,000
Bad Debts	30,000
Sales : Cash and Credit	45,00,000
Returns to Creditors	45,000
Payments to Creditors by cheque	35,43,000
Receipt from Debtors deposited into Bank	38,25,000
Cash Purchases	1,50,000
Salaries and Wages paid out of Bank	2,70,000
Miscellaneous expenses paid in cash	75,000
Drawings by cash	1,41,000
Purchase of Sundry Assets by cheque	30,000
Cash withdrawn from Bank	3,15,000
Cash Sales deposited in Bank	?
Discount allowed by Creditors	60,000

Q.5:

A) **State whether the following statements are true or false with appropriate reason. (08)**
   1) Carriage Inward and Returns Inwards both show debit balance.
   2) E- Commerce has made it possible to buy and sell goods on-line.
   3) In computerized accounting alter option is accessible only to authorized users.
   4) Bad debts are charged to General Profit and Loss account.
   5) Under FIFO method, closing stock is valued at quite closer to the present value.

6) Selling price is taken into consideration while preparing stores ledger.

7) Departmental Accounts are necessary for evaluating departmental efficiency.

8) Cost of Insurance is allocated on the basis of purchases of each department.

B) Answer the following: **(08)**

1) Calculate the amount paid to creditors if Opening balance ₹ 6,72,000; closing balance ₹ 7,06,800; total purchases ₹ 11,86,800; Discount received ₹ 11,040; sales return ₹32,500; cash purchases ₹ 57,120; Carriage inward ₹ 50,250; Bills Receivable endorsed ₹ 75,000 Endorsed Bills dishonoured ₹ 15,000.

2) Find out purchases ratio of the departments if purchases of Dept.X ₹ 6,06,600; Dept.Y ₹8,08,800 and Dept. Z ₹ 14,15,400.

3) Find out Sales ratio of the departments if Sales of Dept. A ₹3,76,440; Dept. B ₹ 5,24,316; and Dept. C ₹ 6,75,192.

4) Find out the interest on Capital & Drawings if Capital ₹ 6,00,000 and Drawings ₹1,08,000. Rate of Interest @12% p.a. on capital and @18% p.a. on drawings

Q-6: From the following Trial Balance, prepare Departmental Trading & Profit & Loss Account for the year ended 31st March, 2014 & the Balance Sheet as at that date.   **(16)**

Particulars	Debit (₹)	Credit (₹)
Stock : (1.4.2013)		
Department X	34,000	
Department Y	29,000	
Purchases and Sales		
Department X	70,800	1,21,600
Department Y	60,400	1,02,500
Wages :		
Department X	16,400	
Department Y	5,400	
Rent, Rates and Insurance	18,780	
Sundry Expenses	7,200	
Salaries	6,000	
Light and Heating	4,200	
Discount allowed and Received	4,440	1,300
Advertising	7,360	
Carriage Inwards	4,680	
Furniture and Fittings	6,000	
Plant and Machinery	42,000	
Sundry Debtors and Creditors	12,120	37,200
Drawings and Capital	9,000	95,320
Cash in hand	340	
Cash at Bank	19,800	
	3,57,920	3,57,920

The following information is also provided:

a) Internal transfer of goods from Department X to Department Y ₹ 840.

b) The items Rent, Rates & Insurance, Sundry Expenses, Light & Heating, Salaries and Carriage Inwards to be apportioned to Department X & Y in the ratio 2:1.

c) Discount allowed and received are apportioned on the basis of departmental sales and purchases (excluding transfers).

d) Advertisements to be apportioned equally.

e) Depreciation at 10% per annum on Furniture and Fittings and Plant and Machinery to be charged to the Departments X and Y in the ratio 3:1.

f) Services rendered by Department Y to Department X ₹ 1,000.

g) Stocks as at 31.3.2014, X Department ₹ 33,480, Y Department ₹ 24,100.

h) Fixed Assets remain unchanged during the year.

OR

Q-6: From the following particulars, prepare stock register by FIFO as well as Weighted Average Method and also find out cost of goods sold by both methods.   (16)

Date	Transaction	Units	Rate per unit (₹)
01/01/2014	Opening stock	14,000	3.50
03/01/2014	Purchases	24,000	3.80
07/01/2014	Sales	26,000	4.20
11/01/2014	Purchases	30,000	3.90
15/01/2014	Sales	34,000	4.30
19/01/2014	Purchases	32,000	4.05
23/01/2014	Sales	27,000	4.40
27/01/2014	Purchases	37,000	4.10
31/01/2014	Sales	31,200	4.55

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(REVISED COURSE)

(3 Hours)

[Total Marks : 100

Note:
1) Attempt all questions from the following.
2) Figures to the right indicate full marks assigned to the questions.
3) Working note should form part of answer wherever it necessary.

Section-I

Q. 1: Following is the Trial Balance of M/s SAB Traders as on 31ˢᵗ March, 2014: (18)

Particulars	Debit Balances (₹)	Credit Balances (₹)
Capital		1,25,000
Bank of India	10,000	
Bank of Baroda		40,000
Stock (1.4.2013)	37,500	
Salaries	15,000	
Wages	55,000	
Rent, Rates and Taxes	5,000	
Machinery	75,000	
Furniture	7,500	
Power and Fuel	10,000	
Purchases and Sales	4,50,000	7,50,000
Sales Returns and Purchases Returns	37,500	25,000
Prepaid Insurance as on 1.4.2013	1,500	
Outstanding Wages as on 1.4.2013		3,750
Insurance	3,750	
Postage, Telephones and Telegrams	5,000	
Traveling Expenses	20,000	
Debtors and Creditors	1,25,000	1,00,000
Bad Debts	17,250	
Provision for Doubtful Debts (1.4.2013)		7,500
Investments	2,50,000	
Income from Investments		25,000
Commission	50,000	90,000
Recovery of Bad Debts		8,750
	11,75,000	11,75,000

Additional Information:
1) Following transactions of last week of March, 2014 were not recorded:
   a) Purchases ₹ 10,000
   b) Sales ₹ 30,000
   c) Purchase Returns ₹ 3,000
   d) Sales Returns ₹ 4,000.

2) Stock on 31.3.2014 was worth ₹ 75,000.

87

[TURN OVER

3) Insurance includes ₹ 1,750 relating to the next year.
4) Expenses outstanding as on 31.3.2014:
   a) Wages   ₹ 4,000
   b) Rent, Rates and Taxes   ₹ 800
   c) Power and Fuel   ₹ 1,500
   d) Travelling Expenses   ₹ 1,500
   e) Interest on Overdraft   ₹ 1,000.
5) Provision for Doubtful Debts is to be carried forward @ 5% of Closing Debtors. Mr. Sunil desires to create a provision for discount to customers @ 2%.
6) Depreciate Machinery and Furniture @ 10%.
7) Following transactions of the year were not recorded in any of the books:
   a) Samples distributed free ₹ 6,000.
   b) Goods utilized for personal consumption of the family of the proprietor ₹ 2,500.
   c) On 31st March, 2014 Sunil received a cheque for ₹ 7,000 from an insurance company in respect of goods lost in fire, the cost of which was ₹ 9,000. The cheque was deposited in the bank only on 1.4.2014.

You are required to prepare Trading and Profit and Loss Account of Mr. Sunil for the year ended 31st March, 2014. Also prepare Balance Sheet as on 31st March, 2014 after considering the additional information.

Q-2:

A) State whether the following statements are true or false.   (08)

1. Compliance with any accounting standard is mandatory.
2. Fees paid for renewal of license of factory is revenue expenditure.
3. Carriage Inward and Returns Inwards both show debit balance.
4. Bad debts are charged to General Profit and Loss account.
5. Under FIFO method, closing stock is valued at quite closer to the present value.
6. Selling price is not to be taken into consideration while preparing stores ledger.
7. Departmental Accounts are necessary for evaluating departmental efficiency.
8. Cost of Insurance is allocated on the basis of purchases of each department.

B) Fill in the blanks with most suitable words and rewrite the sentence.   (08)

1. Goodwill is _____ Asset.
2. Interest on drawings is credited to _____.
3. Profit on sale of asset is debited to _____ Account.
4. _____ Expenditure is intended to maintain the fixed assets.
5. Repayment of bank loan is an example of _____ Expenditure.
6. Provision for unrealized profit on opening stock should be _____ to General Profit & Loss A/c.
7. Under _____ method of stock valuation, fluctuations in prices are overcome.
8. _____ are the debts from customers, which are not recoverable.

Q-3: From the following Trial Balance, prepare Departmental Trading & Profit & Loss Account for the year ended 31st March, 2014 & the Balance Sheet as at that date.   (16)

Particulars	Debit (₹)	Credit (₹)
Stock : (1.4.2013)		
Department X	34,000	
Department Y	29,000	
Purchases and Sales		
Department X	70,800	1,21,600
Department Y	60,400	1,02,500
Wages :		
Department X	16,400	
Department Y	5,400	
Rent, Rates and insurance	18,780	
Sundry Expenses	7,200	
Salaries	6,000	
Light and Heating	4,200	
Discount allowed and Received	4,440	1,300
Advertising	7,360	
Carriage Inwards	4,680	
Furniture and Fittings	6,000	
Plant and Machinery	42,000	
Sundry Debtors and Creditors	12,120	37,200
Drawings and Capital	9,000	95,320
Cash in hand	340	
Cash at Bank	19,800	
	3,57,920	3,57,920

The following information is also provided:
a) Internal transfer of goods from Department X to Department Y ₹ 840.
b) The items Rent, Rates & Insurance, Sundry Expenses, Light & Heating, Salaries and Carriage Inwards to be apportioned to Department X & Y in the ratio 2:1.
c) Discount allowed and received are apportioned on the basis of departmental sales and purchases (excluding transfers).
d) Advertisements to be apportioned equally.
e) Depreciation at 10% per annum on Furniture and Fittings and Plant and Machinery to be charged to the Departments X and Y in the ratio 3:1.
f) Services rendered by Department Y to Department X ₹ 1,000.
g) Stocks as at 31.3.2014, X Department ₹ 33,480, Y Department ₹ 24,100.
h) Fixed Assets remain unchanged during the year.

OR

[**TURN OVER**

Q-3: From the following particulars, prepare stock register by FIFO as well as Weighted Average Method and also find out cost of goods sold by both methods.   (16)

Date	Transaction	Units	Rate per unit (₹)
01/01/2014	Opening stock	14,000	3.50
03/01/2014	Purchases	24,000	3.80
07/01/2014	Sales	26,000	4.20
11/01/2014	Purchases	30,000	3.90
15/01/2014	Sales	34,000	4.30
19/01/2014	Purchases	32,000	4.05
23/01/2014	Sales	27,000	4.40
27/01/2014	Purchases	37,000	4.10
31/01/2014	Sales	31,200	4.55

Section-II

Q.4: The following information is supplied from which you are required to prepare the Trading and Profit & Loss Account for the year ended 31st March, 2014 and Balance Sheet as at that date: (18)

Transactions during the year ended 31st March, 2014 are:

Particulars	₹
Discount credited to Debtors A/c.	30,000
Returns from Debtors	90,000
Bad Debts	30,000
Sales : Cash and Credit	45,00,000
Returns to Creditors	45,000
Payments to Creditors by cheque	35,43,000
Receipt from Debtors deposited into Bank	38,25,000
Cash Purchases	1,50,000
Salaries and Wages paid out of Bank	2,70,000
Miscellaneous expenses paid in cash	75,000
Drawings by cash	1,41,000
Purchase of Sundry Assets by cheque	30,000
Cash withdrawn from Bank	3,15,000
Cash Sales deposited in Bank	?
Discount allowed by Creditors	60,000

Assets and Liabilities	31.03.2013 ₹	31.03.2014 ₹
Sundry Assets	2,70,000	3,00,000
Stock	2,10,000	2,85,000
Cash in hand	1,23,000	72,000
Cash at bank	33,000	1,20,000
Debtors	?	3,05,000
Creditors	1,80,000	1,47,000
Miscellaneous Expenses Outstanding	15,000	9,000

Q.5:

A) State whether the following statements are true or false. (08)
1) Single entry system follows the basic Accounting principal of accrual.
2) All expenses incurred by the consignee are debited to his Account.
3) In consignment Accounting, sales account & account sales are synonymous terms.
4) Balance in good sent to branch account is transferred to credit of Profit & loss account.
5) Branch account under debtors system is a real account.
6) Output device are the brain of the computer.
7) Hard disk is not a storage devise.
8) Load in opening stock is adjusted by crediting stock reserve account.

B) Fill in the blanks with most suitable words and rewrite the sentence. (08)
1) Tally follows the _____ concept of accounting.
2) _____ is the basic software forming the link between the Computer and the User.
3) _____ is both an Input and Output Device.
4) The designers, programmers and operators together are known as _____.
5) The first step in Tally 9 is _____
6) Del credere commission is calculated at a certain percentage on _____.
7) Cash remitted by Branch to Head Office is credited to _____.
8) Loading is a difference between _____ and cost.

Q.6: Fancy dress maker of Mumbai consigned 1,600 bales of goods to Mr. Avdhoot of Kalyan. The cost price was ₹800 per bale but the invoice was made out to show a gross profit of 25% on cost price. Mr. Avdhoot sold Three fourth of the consignment at a profit of 25% on sales and incurred ₹10,000 on account of freight and landing charges and also paid ₹6,000 of godown rent exclusive commission. Consignor spent ₹5,000 earlier as expenses. Mr. Avdhoot is entitled to a commission of 5% on sales and 20% of sales less consignee's expenses as bonus after charging both commission and bonus. Mr. Avdhoot sent a Bank Draft for the balance due. Prepare necessary accounts in the books of Consignor and Consignee.   (16)

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OR

Q.6: A Head office in Mumbai has a Branch at Bhiwandi to which goods are invoiced at cost plus 25%. All expenses of branch are to be paid by head office except petty cash expenses and branch remits all cash received to the head office. From the following particulars show how the Branch Account will appear in the Head office books.   (16)

Particulars	₹
Balances on 01/04/2010:	
Stock	2,00,000
Branch Debtors	1,94,000
Computer	3,60,000
Petty Cash	10,000
Furniture	40,000
Goods sent to the Branch	11,20,000
Returns from Debtors	40,800
Total sales	16,80,000
Cash sales	3,60,000
Cash received from Debtors	11,00,000
Goods returned to the Head office	48,000
Petty Expenses paid by Branch Manager	13,600
Cheques sent to branch for:	
Salaries	1,68,000
Rent and Taxes	72,000
Petty Cash	14,000
Showroom Expenses	40,800
Stationery	10,400
Allowances to Debtors	7,200
Discount allowed to Debtors	9,600
Bad Debts	7,600
Balances on 31/03/2011:	
Stock	2,40,000
Branch Debtors	?
Computer	?
Petty Cash	?
Stationery	1,600
Furniture	?

Provide depreciation on Computer @ 15% p.a. and on Furniture @ 10% p.a.

(3 Hours)   [Total Marks : 100

N.B. : (1) Question No. **1, 2** and **3** of **section–I** and question No. **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 queston from question nos. **10, 11** and **12** from **section-II.**

Section I

1. (a)   Study the world map printed below and answer the following questions :–   5
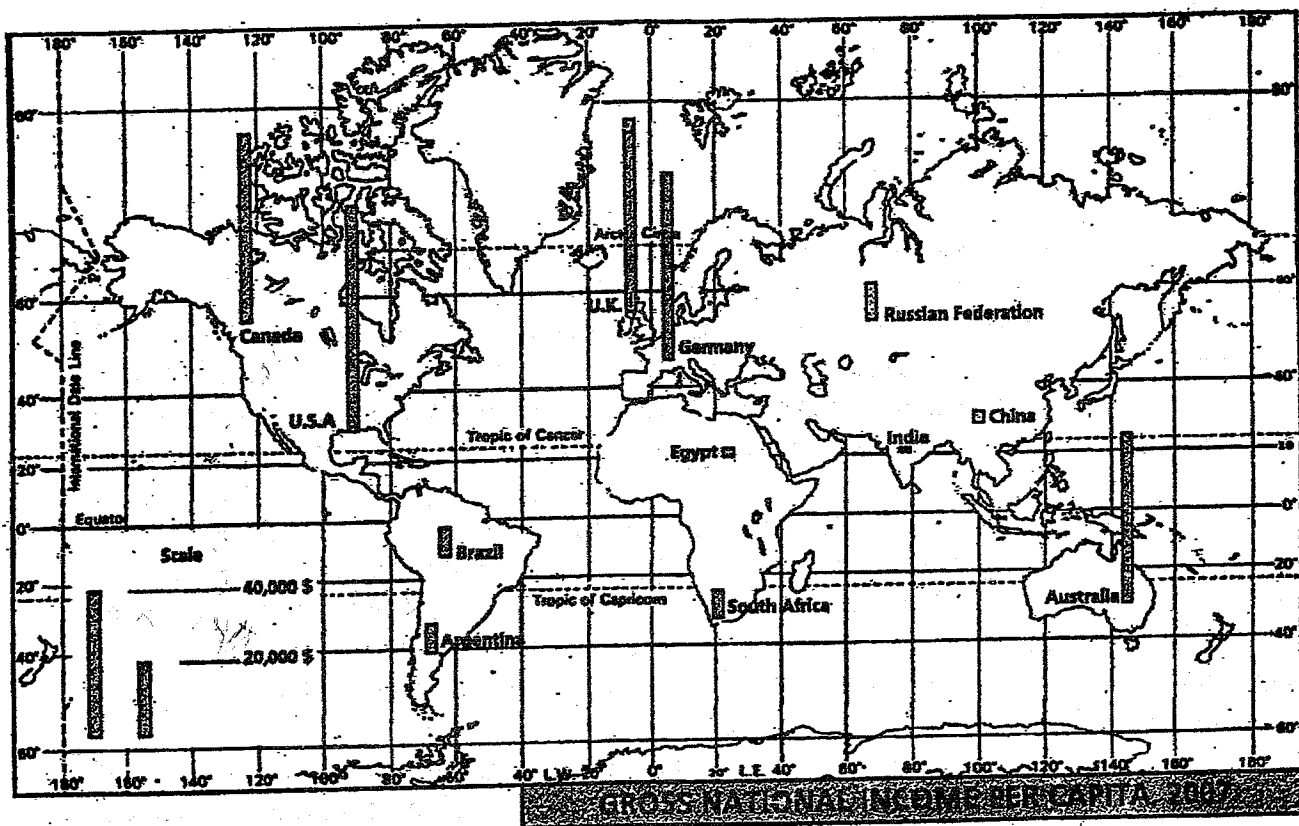
(i) What is the theme of the map ?

(ii) Name the cartographic technique used to represent the theme.

(iii) Name the countries having the least and maximum gross national income per capita 2007.

(iv) With the help of the scale find out gross national income per capita of South American countries ?

[TURN OVER

(b) Mark and name the following features on the outline map of world provided to you 5
(Refer Page No. 8) :–
   (i) A country with highest deforestation rate in South America.
   (ii) An area rich in biodiversity in India.
   (iii) An area in North America having physical water scarcity.
   (iv) A Gulf in the West Asia having problems of oil spill.
   (v) An earthquake prone island country in far East Asia.

2. Write short notes on (any **three**) :– 15
   (a) Causes of Starvation
   (b) Man–environment relationship
   (c) Non–renewable source of energy
   (d) Population policy of India
   (e) Food chain and Food web
   (f) Conservation of water.

3. Read the following 'Case Study' carefully and answer the questions asked :– 10
   Case Study I :– Raigad farmers vote against reliance SEZ
   In a recent first-ever referendum involving farmers held in India, more than 6,000 farmers of 22 Raigad villages have expressed their dissent against the proposed special economic zone of the Reliance Group there. It is a clear indication that acquiring land in the Konkan area for its multi-crore SEZ project is not going to be an easy task for the Reliance Group.
   The proposed SEZ of the Reliance Group is going to be amongst the biggest in India. It requires 10,000 hectares of land, of which 3,000 hectares fall in the 22 villages located in the Hetwane dam area. Maharashtra has a total of 131 SEZs that will see an investment of ₹ 1.35 lakh crore in the state. In the process, it will create 6-lakh job opportunities. As per reports, Mukesh Ambani is offering profitable compensation packages to farmers, but they are still not ready to budge from their stance.
   The notification issued by the Maharashtra Government in June, 2007 for the land acquisition under Section 6 of the Land Acquisition Act in some villages for the RIL-promoted Mumbai Special Economic Zone Ltd. project in coastal Raigad district of Maharashtra lapsed on 8ᵗʰ June, 2009. The company has therefore put on hold the ₹ 40,000 crore, 10,000 hectare multi-product SEZ project until the Bombay High Court rules on a clutch of petitions on land acquisition for the project filed by NGO's and local farmers. Earlier on the 5ᵗʰ June, 2009, the Supreme Court had dismissed RIL's plea to stay the land acquisition process. The company thus does not want land acquisition against the backdrop of the apex court order and the prevailing opposition in villages.
   Questions :–
   (a) Why it is not easy task for the Reliance Group to acquiring land for 'SEZ' project in the Konkan area ?
   (b) Explain in detail the notification issued by the Maharashtra Government in June, 2007 for the land acquisition.
   (c) Which 'SEZ' project are coming up in Maharashtra ?

4. (a) Explain the inter-relationship between the various components of environment. **8**

   (b) Explain with suitable examples the role played by technology and man in bringing about environmental disorder. **7**

5. (a) Explain the term resource, explain different types of resources with examples. **8**

   (b) Explain the various methods of conservation of forest. **7**

6. (a) Describe the contemporary trends in growth and distribution of world population. **8**

   (b) Describe the Human Development Index (HDI). **7**

Section II

7. (a) Mark and name the following on the outline map of Mumbai supplied to you (Refer Page No. 9) :— **5**

   (i) Creek lies between Mumbai suburb and the main land.

   (ii) The northern most hill of Mumbai.

   (iii) Highly polluted river flowing nearer from International Airport of Mumbai.

   (iv) Locate any one suburban railway station on central railway between C.S.T. and Kurla stations.

   (v) Mark the largest lake of Mumbai.

   (b) Mark and name the following on the outline map of Konkan supplied to you (Refer Page No. 9) :— **5**

   (i) Southern most district of Konkan.

   (ii) Mark the railway station on Konkan railway located in between Rajapur Road and Kudal railway station.

   (iii) The port of Ratnagiri district experiences the problem of marine erosion.

   (iv) The area famous for horticulture in Thane district.

   (v) A famous hill station of Raigad district.

8. Write short notes on any **three** of the following :— **15**

   (a) Medical tourism in India

   (b) Types of drought

   (c) Desertification

   (d) Special economic zones (SEZ)

   (e) Disposal of garbage

   (f) Acid rain.

9. Read the **Case Study** listed below and answer the associated questions :— **10**

   Case Study 9 :– Mumbai Floods 26/7

   The Mumbai floods were caused by the eighth heaviest ever recorded 24-hour rainfall figure of 994 mm (39.1 inches) which lashed the metropolis on 26 July, 2005, and intermittently continued for the next day. 644 mm (25.4 inches) was received within the 12-hr period between

45

8am and 8pm. Torrential rainfall continued for the next week. The highest 24-hour period in India was 1,168 mm (46.0 inches) in Aminidivi in the Union Territory of Lakshadweep on 6 May, 2004 although some reports suggest that it was a new Indian record. The previous record high rainfall in a 24-hour period for Mumbai was 575 mm (22.6 inches) in 1974.

The financial cost of floods was unprecedented and these floods caused a stoppage of entire commercial, trading, and industrial activity for days. Preliminary indications indicate that the floods caused a direct loss of about ₹. 450 crores (£80 million or US $100 million). The financial impact of the floods were manifested in a variety of ways.

For the first time ever, Mumbai's domestic and international airports (including Chatrapati Shivaji International Airport, Sahar and Juhu aerodrome) were shut for more than 30 hours due to heavy flooding of the runways and extremely poor visibility. Over 700 flights were cancelled or delayed. The airports reopened on the morning of 28 July, 2005. Within 24 hours of the airports becoming operational, there were 185 departures and 184 arrivals, including international flights. Again from early morning of 31 July, with increase in water logging of the runways and different parts of Mumbai, most of the flights were indefinitely cancelled.

Rail links were disrupted, and reports on late evening of 30 July indicated cancellation of several long distance trains up to 6 August, 2005.

The Mumbai-Pune Expressway, which witnessed a number of landslides, was closed for the first time ever in its history, for 24 hours.

According to the Hindustan Times, an unprecedented 5 million mobile and 2.3 million MTNL landline users were hit for over four hours.

According to the .in registrar (personal communication), the .in DNS servers in Mumbai had to be reconfigured because the servers were not operational.

Factors aggravating the disaster in Mumbai :—

Antiquated drainage system : The present storm-water drainage system in Mumbai was put in place in the early 20th century and is capable of carrying only 25 millimeters of water per hour which was extremely inadequate on a day when 994mm of rain fell in the city. The drainage system is also clogged at several places.

Uncontrolled, unplanned development in Northern Suburbs : Unlike South Mumbai, development in northern suburbs of Mumbai is haphazard and buildings are constructed without proper planning. The drainage plans in northern suburbs is chalked out as and when required in a particular area and not from an overall point of view.

Questions :—

    (a) Why did Mumbai causes flood ?

    (b) What was the financial loss due to 26/7 flood in Mumbai ?

    (c) What were the effects of the 26/7 flood in Mumbai ?

    (d) Explain the factor aggravating the disaster in Mumbai.

10. (a) Explain in brief the economic and environmental impact of tourism.   8

     (b) Explain the role of transport and telecommunication in spatial interaction.   7

11. (a) Explain the important types of Natural Disasters.   8
    (b) Explain the causes and consequences of flood.   7

12. (a) Explain in brief the major environmental movements in India.   8
    (b) Explain in brief :–   7

       (1) Wild life (protection) Act, 1972.
       (2) The Air (prevention and control of pollution) Act, 1981.

(मराठी रूपांतर)
(३ तास)   [एकूण गुण : १००

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

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

    (३) **आवश्यक** वाटल्यास मूळ इंग्रजी प्रश्नप्रत्रिका पहावी.

विभाग १

१. (अ) तुम्हाला दिलेल्या जगाच्या नकाशाचा सखोल अभ्यास करुन खालील प्रश्नांची उत्तरे लिहा   ५
(नकाशा पान नं १ वर पहा) :-
    (१) नकाशाचा विषय कोणता आहे ?
    (२) नकाशात कोणत्या नकाशाशास्त्रीय तंत्राचा वापर केला आहे ?
    (३) २००७ प्रमाणे जास्तीत-जास्त आणि कमीत-कमी एकूण राष्ट्रीय उत्पन्न असणाऱ्या देशांची नावे लिहा.
    (४) नकाशातील प्रमाणाचा उपयोग करुन दक्षिण अमेरिकेतील देशांचे एकूण राष्ट्रीय उत्पन्न लिहा.

  (ब) जगाच्या नकाशात पुढील घटक दाखवून नावे लिहा (संदर्भ पान नं ८ वर पहा) :-   ५
    (१) सर्वाधिक जंगल तोड झालेला दक्षिण अमेरिकेतील देश
    (२) भारतातील 'जैवविविधतेमध्ये' विपुलता असणारे क्षेत्र
    (३) उत्तर अमेरिकेतील नैसर्गिक पाणी टंचाई क्षेत्र
    (४) दक्षिण आशियातील 'समुद्री आखात' जेथे 'तेलतरंग समस्या' भेडसावते
    (५) पूर्व आशियातील भूकंप प्रवण बेट.

२. टीपा लिहा (कोणत्याही **तीन**) :-   १५
    (अ) उपासमारीची कारणे
    (ब) मानव-पर्यावरण परस्पर संबंध
    (क) पूननिर्मित न होणारी उर्जा साधने
    (ड) भारताचे लोकसंख्या धोरण
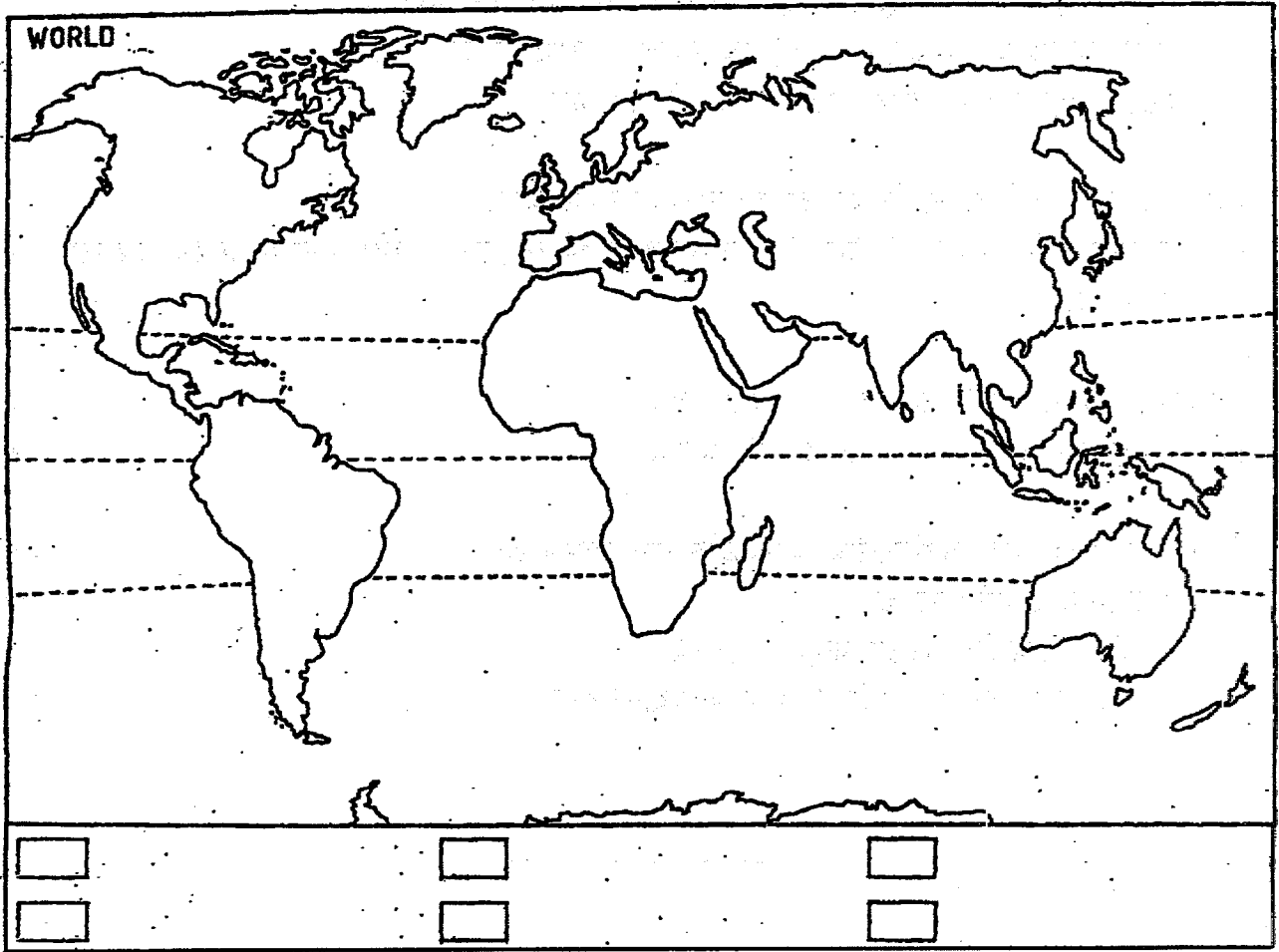   (इ) अन्न-साखळी व अन्न-जाळे
    (फ) जल संवर्धन.

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३. पुढील प्रश्न घटना अभ्यासावरचे (Case study) आहेत ते सोडवा (इंग्रजी प्रश्नपत्रिका पहा) :-   १०

     (अ) रिलायन्स ग्रुपला SEZ करिता कोकणामध्ये जमीन संपादन करणे म्हणावे तेवढे सोपे नाही ?

     (ब) महाराष्ट्र शासनाचा जमीन संपादन अध्यादेश–२००७ सविस्तरपणे स्पष्ट करा.

     (क) कोणते SEZ प्रकल्प सध्या महाराष्ट्रात सुरु आहेत ?

४. (अ) पर्यावरणातील विविध घटकांचे परस्परातील संबंध विशद करा.   ८

   (ब) पर्यावरणाच्या ऱ्हासामध्ये मानव आणि तंत्रज्ञानाचा सहभागाचे स्पष्टीकरण द्या.   ७

५. (अ) साधनसंपत्तीचे स्पष्टीकरण करून विविध प्रकारच्या साधन संपत्तीचे उदाहरणे देऊन विश्लेषण करा.   ८

   (ब) वनसंपत्तीचे संवर्धन करण्याच्या विविध पद्धती स्पष्ट करा.   ७

६. (अ) सद्यस्थितीतील लोकसंख्येचे जागतिक वितरण आणि वृध्दी यांचे वर्णन करा.   ८

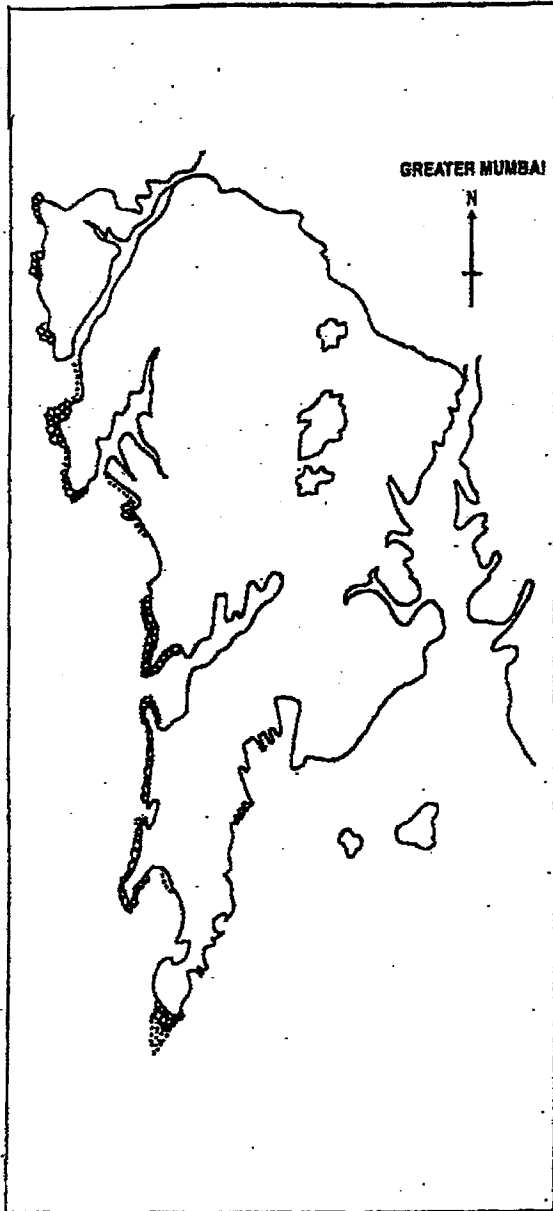   (ब) मानवी प्रगती निर्देशक (HDI) वर्णन करा.   ७

विभाग २

७. (अ) मुंबईच्या नकाशात पुढील घटक दाखवून त्यांची नावे लिहा (संदर्भ पान नं. ९ पहा) :-   ५

     (१) मुंबई शहर आणि मुंबई उपनगरे यांच्यामध्ये असणारी खाडी

     (२) मुंबईच्या उत्तरेकडे असणारी टेकडी

     (३) सर्वाधिक दूषित नदी आंतरराष्ट्रीय विमानतळाजवळून वाहते

     (४) सी.एस.टी. आणि कुर्ला दरम्यानचे कोणतेही एक रेल्वेस्टेशन मध्य रेल्वेवरील

     (५) मुंबईतील सर्वात मोठा तलाव.

   (ब) कोकणच्या नकाशात पुढील घटक दाखवून त्यांची नावे लिहा (संदर्भ पान नं. ९ पहा) :-   ५

     (१) कोकणातील सर्वात दक्षिणेकडील जिल्हा

     (२) कोकण रेल्वेवरील राजापूर रोड आणि कुडाळ रेल्वेस्टेशनच्या मध्ये असणारे रेल्वेस्टेशन

     (३) रत्नागिरी जिल्ह्यातील सागरी झीज होत असणारे बंदर

     (४) फळफळांच्या बागांसाठी ठाणे जिल्ह्यात प्रसिद्ध असणारे ठिकाण

     (५) रायगड जिल्ह्यातील प्रसिद्ध थंड हवेचे ठिकाण.

८. टीपा लिहा (कोणत्याही तीन) :-   १५

     (अ) भारतातील वैद्यकीय पर्यटन

     (ब) दुष्काळाचे प्रकार

     (क) वाळवंटीकरण

     (ड) विशेष आर्थिक क्षेत्र (SEZ)

     (इ) कचऱ्याची विल्हेवाट
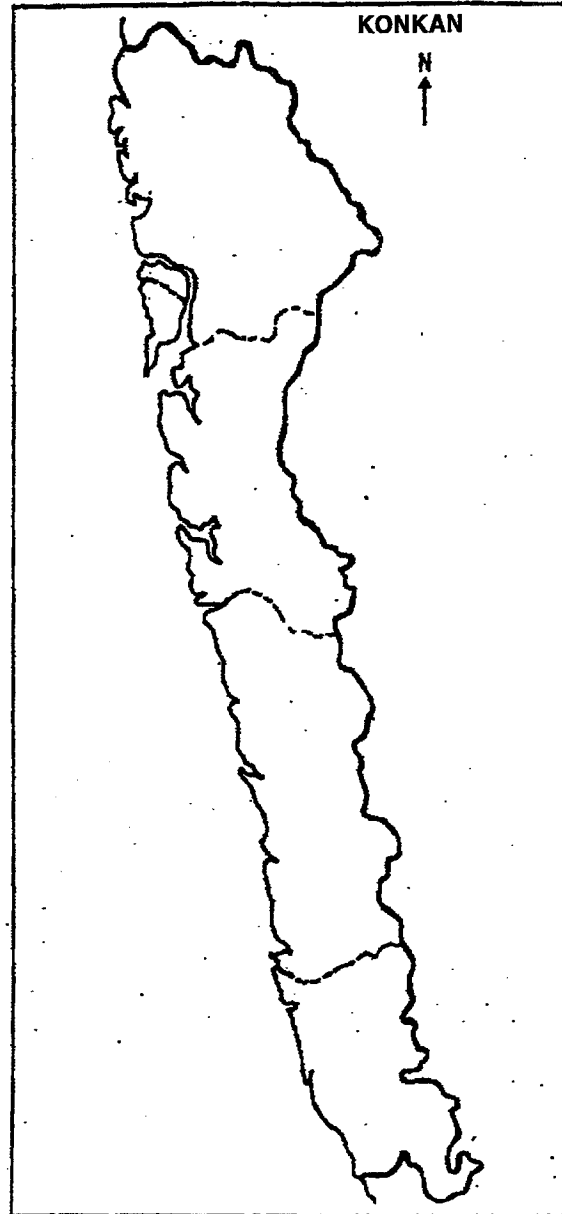
     (फ) ऑसिड रेन / आम्ल पर्जन्य.

९. पुढील प्रश्न घटना अभ्यासावरचे (Case study) आहेत ते सोडवा (इंग्रजी प्रश्नपत्रिका पहा) :–   १०

    (अ) मुंबईत महापूर कशामूळे आला ?

    (ब) २६/७ च्या महापूरात मुंबईचे किती आर्थिक नुकसान झाले ?

    (क) २६/७ च्या महापूराचे मुंबईवरचे विविध परिणाम कोणते ?

    (ड) मुंबईत महापूर येण्यामागची कारणे विशद करा.

१०. (अ) पर्यटनाचे आर्थिक आणि पर्यावरणीय परिणाम स्पष्ट करा.   ८

    (ब) स्पेशिअल इंटरऑक्सन / विभागीय परस्परसंबंधामध्ये वाहतूक व संदेशवहन व्यवस्थेचा सहभाग   ७
स्पष्ट करा.

११. (अ) नैसर्गिक आपत्तीचे महत्त्वाचे प्रकार स्पष्ट करा.   ८

    (ब) महापूराची कारणे आणि परिणाम विशद करा.   ७

१२. (अ) भारतातील प्रमुख पर्यावरणीय चळवळींचे स्पष्टीकरण द्या.   ८

    (ब) थोडक्यात स्पष्टीकरण करा :–   ७

       (१) वन्यजीव संरक्षण कायदा–१९७२

       (२) हवा प्रदूषण आणि नियंत्रण कायदा–१९८१.

––––––––––––––––––––

WORLD

GREATER MUMBAI
N

KONKAN
N