

(3 Hours)

[Total Marks : 100

- N.B. :** (1) Attempt any three questions from question No.1 to question 5 from section I
- (2) Attempt any three questions from Question No. 7 to Question No.11 from section II.
- (3) Question 6 in sections 1 is compulsory.
- (4) Question 12 in section 11 is compulsory.
- (5) Figure to the right indicate full marks.
- (6) Both the section should be written in the same answer book.

SECTION - I

1. 'Indian society is multi-cultural in nature'. Discuss. 12
2. Discuss the different types of violence faced by women in India. 12
3. Write a detailed note on the problem of regionalism. Explain the measures to overcome the problem of language difference. 12
4. Explain the various features of Indian constitution. 12
5. Explain the classification of political parties in India ? Discuss in brief various problems faced by Indian political parties. 12
6. Write short notes on the following (any two): 14
 - (a) Effects and controlling measures of smoking.
 - (b) Effects of HIV/AIDS on Indian society
 - (c) Wash out of child labour
 - (d) Measures adopted for the welfare of the senior citizens.

TURN OVER

SECTION - II

7. Define privatization and explain features of privatization. 12
8. Give details information of the universal declaration of human rights and articles of it. 12
9. Define environment and explain the forms of environmental degradation. 12
10. What are the major causes of conflict ? Briefly discuss the various ways of resolving social conflicts. 12
11. Explain the terms 'Realistic goal setting'. Discuss the factors that influence realistic goal setting. 12
12. Write short notes on the following (any two) : 14
- (a) Maslow's theory of self actualisation
 - (b) Globalisation and changes in agrarian sector
 - (c) Causes of migration
 - (d) Effect of urbanisation on health.
-

मराठीत रूपांतर
(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 क्र. ६ अनिवार्य आहे.
 (४) विभाग २ मधून प्रश्न क्र. १२ अनिवार्य आहे.
 (५) उजवीकडील अंक पूर्ण गुण दर्शवितात
 (६) दोन्ही विभाग एकाच उत्तर पत्रिकेत लिहावेत.
 (७) आवश्यक वाटल्यास इंग्रजी प्रश्नपत्रिका पहावी.

विभाग - १

१. "भारतातील समाज हा बहु-सांस्कृतीक समाज आहे." चर्चा करा. १२
२. भारतात महिलांवरील होणाऱ्या विविध अत्याचारांची चर्चा करा. १२
३. प्रादेशिकतेच्या समस्येवर सविस्तर टिप लिहा आणि भाषिक विविधतेच्या समस्या सोडविण्यासाठी उपाय स्पष्ट करा. १२
४. भारतीय राज्य घटनेची विविध वैशिष्ट्ये स्पष्ट करा. १२
५. भारतीय राजकिय पक्षांचे वर्गीकरण करून भारतीय राजकिय पक्षांना भेडसावणाऱ्या समस्यांची थोडक्यात चर्चा करा. १२
६. खालीलपैकी कोणत्याही दोन व टिपा लिहा. १४
 - (अ) धूम्रपानाचे परिणाम व नियंत्रणाचे उपाय
 - (ब) भारतीय समाजावर एच.आय.व्ही./एडसचा होणारा परिणाम
 - (क) बालमजुरीचे उच्चाटन
 - (ड) जेष्ठ नागरिकांच्या कल्याणासाठी योजलेले उपाय.

TURN OVER

विभाग - २

७. खाजगीकरणाची व्याख्या सांगून, खाजगीकरणाची वैशिष्ट्ये स्पष्ट करा. १२
८. मानवी हक्कांच्या वैश्विक जाहिरनाम्याची माहिती देऊन जाहिरनाम्याची कलमे सांगा. १२
९. पर्यावरणाची व्याख्या सांगून पर्यावरण ज्हासांचे प्रकार कोणते ? ते स्पष्ट करा. १२
१०. संघर्षाची प्रमुख कारणे सांगा ? सामाजिक संघर्ष सोडविण्यासाठी वेगवेगळ्या मार्गांची थोडक्यात चर्चा करा. १२
११. 'वास्तव ध्येय निश्चिती' ही संकल्पना स्पष्ट करा. वास्तव ध्येय निश्चितीस प्रभावित करणाऱ्या घटकांची चर्चा करा. १२
१२. खालीलपैकी कोणत्याही दोनवर टिपा लिहा. १४
- (अ) मॅस्लोचा आत्मवास्तवीकरणाचा सिध्दांत
- (ब) जागतिकीकरण आणि शेतीक्षेत्रातील बदल
- (क) स्थलांतराची कारणे
- (ड) शहरीकरणाचा आरोग्यावर परिणाम.

Con. 94-15.

SD-2428

(OLD COURSE)

(3 Hours)

[Total Marks : 100

- N.B. :** (1) Answer to two sections should be written in the same answer book.
(2) Figures to the right indicate full marks.

Section - I

1. (a) Define communication. Discuss the importance of communication in business. 8

OR

Write short notes on any two of the following :

- (i) Communication cycle.
 - (ii) Written and oral communication.
 - (iii) Barriers to Communication.
 - (iv) Internet and e-mail.
- (b) What is conference ? Explain the merits and demerits of conference. 7

OR

Write short notes on any two of the following :

- (i) Internal Public Relations
- (ii) Upward Communication
- (iii) Listening as an art
- (iv) Job Selection Interview

2. Write notes on any three of the following : 15

- (a) Group Discussion
- (b) Horizontal Communication
- (c) Language as a barrier to communication
- (d) Public relations

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

OR

- (b) What is public relations ? Discuss the important functions of public relations activities.

4. Draft a notice and an Agenda of the first Board meeting of a company and also draft the resolutions of the following : 8

- (a) Appointment of Auditor
- (b) Appointment of Bankers

TURN OVER

Section - II

5. (a) Write a letter of application in response to the following advertisement. "Wanted Clerks-cum-typist, should be a graduate and knowledge of computer operation is a must. Minimum two years experience is a required. Write to Box No. 2132 C/o. The Times of India, D.N. Road, Fort, Mumbai - 400001. (Give your Bio-Data)" 8

OR

Draft an open testimonial for your personal assistant who has applied for the post of a steno-cum-receptionist in your office.

- (b) Write a complaint letter to the wholesaler stating that the order you placed for the goods is different in quality from that you have received. 8

OR

As a retailer of electronics, write a letter of order for computers to be placed with Spark Electronics Company Limited, Mumbai. Ask for prompt service.

6. (a) Draft a sales letter to promote the sale of any one of the following : 7
 (i) A luxury carpet
 (ii) A health tonic
 (iii) An economy refrigerator
- (b) You had placed an order for "quality fruits" and the supplier had promised to deliver them within 24 hours. They have not been delivered even after three days. Write a complaint letter. 7

7. (a) You have been invited by a social work organisation to inaugurate a medical aid centre for the poor and needy people in your area. Write a letter accepting the invitation and appreciation of the social service done by the organisation. 6
- (b) Shah and Sangvi, Aurangabad have placed an order with you of Rs. 90,000/- and have asked for credits of 6 months. Your inquiries reveal that it is not safe to grant them credit for such a big amount. Write a reply granting them parital credit. 6

8. (a) Write a report on the possibility of opening a Zerox Centre in your college premises. 10

OR

- (b) A plastic factory for which you are a manager has been damaged by fire. Draft a report to be submitted to your directors informing them of the accident and your preliminary findings.

(मराठी रूपांतर)
(जुना अभ्यासक्रम)
(३ तास)

एकूण गुण : १००

- सूचना : (१) सर्व प्रश्न अनिवार्य आहे.
(२) उजवीकडील अंक पूर्ण गुण दर्शवितात.
(३) दोन्ही विभागांची उत्तर एकाच उत्तर पत्रिकेत लिहा.

विभाग - १

१. (अ) संज्ञापन म्हणजे काय? व्यवसाय संज्ञापनाचे महत्त्व स्पष्ट करा.

किंवा

खालीलपैकी कोणत्याही दोहोंवर टीपा लिहा.

- (१) संज्ञापन चक्र (२) मौखिक आणि लिखित संप्रेषण
(३) संप्रेषणातील अडथळे (४) इंटरनेट आणि ई-मेल

- (ब) परिषदेची व्याख्या लिहा. परिषदेचे फायदे व तोटे विषद करा.

किंवा

खालीलपैकी कोणत्याही दोहोंवर टीपा लिहा.

- (१) अंतर्गत जनसंपर्क
(२) उर्ध्वगामी (upward) संप्रेषण
(३) ऐकणे ही एक कला आहे
(४) नोकरी निवडीसाठी मुलाखत

२. खालीलपैकी कोणत्याही तीनवर टीपा लिहा.

- (अ) समूहचर्चा (ब) क्षितिज समांतर संज्ञापन
(क) संप्रेषणातील भाषा अडथळा (ड) जनसंपर्क

३. (अ) सभा म्हणजे काय? सभेचे फायदे आणि तोटे विषद करा.

किंवा

- (ब) जनसंपर्क म्हणजे काय? जनसंपर्क उपक्रमातील महत्वाच्या कार्याची चर्चा करा.

४. (अ) एका कंपनीच्या पहिल्या सर्वसाधारण सभेची सूचना कार्यक्रम पत्रिका तयार करा. खालील ठराव तयार करा.

- (अ) ऑडिटरची नियुक्ती (ब) बँकर्सची नियुक्ती

विभाग २

५. (अ) खालील जाहिरातीला उद्देशून नोकरीकरिता अर्ज लिहा. ८
क्लर्क-कम-टायपिस्ट पदासाठी
उमेदवार पदवीधर असावा. संगणकाचे ज्ञान असणे बंधनकारक, कमीतकमी दोन वर्षे कामाचा अनुभव असावा. पेटी क्र. २१३२ द्वारा - टाईम्स ऑफ इंडिया, डी. फन. रोड, फोर्ट, मुंबई - ४००००१ (आपला बायोडेटा द्या.)
किंवा
तुमच्या पर्सनल असिस्टंटने रिसेप्शनीस्ट व स्टेनो पदासाठी अर्ज केला आहे. त्यासाठी एक खुला दाखला लिहा.
- (ब) एका घाऊक व्यापाराला पत्र लिहा की, तुम्ही आदेश दिलेल्या मालापेक्षा तुम्हाला मिळालेल्या मालाची गुणवत्ता वेगळी आहे. ८
किंवा
एका इलेक्ट्रॉनिक किरकोळ विक्रेता म्हणून इलेक्ट्रॉनिक कंपनी लिमिटेड, मुंबई यांना कॉम्प्युटरचा आदेश द्या (order) व जलद सेवा मागा.
६. (अ) खालील वस्तूची विक्री वृद्धी करण्यासाठी एकावर विक्री पत्र लिहा. ७
(१) लक्झरी कारपेट
(२) हेल्थ टॉनिक
(३) इकॉनॉमी रेफ्रिजरेटर (शीत कपाट)
- (ब) उत्तम फळांच्या खरेदीसाठी आपण तात्काळ आदेश दिला होता व चौवीस तासांच्या आत सदर माल पुरविणे असे पुरवठा करण्याचे वचन दिले होते. तथापि तीन दिवस उलटून गेले तरीही सदर माल आपणास मिळालेला नाही. ७
७. (अ) एका समाजसेवा संस्थेने तुमच्या वसाहतीत गरीब व गरजूंसाठी सुरू केलेल्या 'मेडिकल एड सेंटर' (वैद्यकीय मदत केंद्र) चे उद्घाटन करण्यास तुम्हास निमंत्रित केले आहे. त्यांच्या निमंत्रणाचा स्विकार करून, त्या समाजसेवा संस्थेचा सामाजिक कार्याविषयी प्रशंसा करणारे पत्र लिहा. ६
(ब) शाह अँड सन्स, औरंगाबाद यांनी आपल्याकडे रु. ९०,०००/- चा माल ६ महिन्यांच्या उधारीवर मागणी केला आहे. चौकशीअंती तुम्हास असे आढळून आले आहे की, त्यांना इतक्या मोठ्या रकमेचा माल उधारीवर देणे योग्य नाही. त्यांना थोड्या रकमेवर माल उधारीवर देण्याच्या आशयाचे पत्र लिहा. ६
८. (अ) तुमच्या महविद्यालयाच्या परिसरात झेरॉक्स मशीन सेंटर चालू करण्याच्या शक्यतेबाबत अहवाल लिहा. १०
किंवा
(ब) तुम्ही व्यवस्थापक असलेल्या प्लास्टिक फॅक्टरीचे आगीमुळे आतोनात नुकसान झालेले आहे. तुमच्या संचालकांना या दुर्घटनेची माहिती देणारा व आगीचा आढळलेल्या प्राथमिक कारणांचा 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) He is satisfied in may work.
 (ii) I walk over the road.
 (iii) Rhoda run fast
- (b) Fill in the blanks : 6
 (i) The understanding response from the listerner to the speaker is called _____ (feedback, message)
 (ii) _____ is the most important objective of communication (information, motivation)
 (iii) Interview is a _____ communication. (one way, two way)
2. Write notes on any four of the following : 20
 (a) Feedback (b) Report (c) Agenda
 (d) Interview (e) Encoding (f) Horizontal Communication
3. (a) Explain with examples, the language as a barrier to communication.
OR
 (b) Discuss in detail any two types of Interviews.
4. Write a letter of application in response to the following advertisement "Wanted Clerks-cum-typist, Candidate should be a graduate smart and result-oriented. Knowledge of computer's preferred. Write to Box No. 3800 C/o. The Times of India, D.N. Road, Fort, Mumbai - 400001. (Give your Bio-Data) 10
5. Write any four letters of the following : 24
 (a) Write a sales letter to promote the sale of a smartphone.
 (b) Mrs. Jain has asked for replacement of her washing machine which caught fire as soon as it was switched on.
 (c) Assume that you are working as an accountant at Jindal Company. Now you want to pursue your further study. Draft a resignation letter addressed to the company.
 (d) You have purchased a smartphone and it is not working smoothly. Write a redressal letter.
 (e) You had placed on order for 25 micro ovens by paying Rs. 1,50,000/-. The supplier had promised to deliver your order within 7 days. You have not received them even after 10 days. Write a complaint letter.

TURN OVER

- (f) You have applied for N.O.C. for a plot of land at Karjat. You have made several visits to the concerned office, but in vain. Draft RTI queries for the above situation.
6. (a) Draft an individual report for the bad conditions of roads in your suburb. 6
(b) Draft the Notice and Agenda of the Annual General Body meeting of a company. 8
Also draft 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 company's products. Write a report. 10
- OR**
- (b) For the academic year 2014-2015 a committee has been appointed to look into the causes of the decline in results at Central University examinations. Draft a report.
-

(मराठी रूपांतर)

(३ तास)

एकूण गुण : १००

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

विभाग - १

१. (अ) खालील वाक्ये बरोबर लिहा. ६
- (i) He is satisfied in may work.
(ii) I walk over the road.
(iii) Rhoda run fast
- (ब) रिकाम्या जागी योग्य शब्द लिहा. ६
- (१) श्रोत्याने वक्त्याला समजून दिलेली प्रतिक्रिया म्हणजे _____ (प्रतिसाद, संदेश)
(२) _____ हे एक संप्रेषणाचे महत्वाचे उद्देश आहे. (माहिती, प्रोत्साहन)
(३) मुलाखत ही _____ संप्रेषण प्रक्रिया आहे.
२. खालीलपैकी कोणत्याही चारवर टीपा लिहा. २०
- (अ) प्रतिक्रिया (ब) अहवाल (क) विषयसूची
(ड) मुलाखत (ड) प्रसंकेतन (इ) समांतर संप्रेषण
३. संप्रेषणातील भाषीय अडथळ्यांची उदाहरणासह चर्चा करा. १०
- किंवा
- कोणत्याही दोन प्रकारच्या मुलाखतीची विस्तृत चर्चा करा.
४. खालील जाहिरातीला उद्देशून नोकरीसाठी अर्ज लिहा. १०
- पाहिजे "क्लर्क-कम-टायपिस्ट"
- उमेदवार पदवीधर चुणचुणीत व लक्ष्य साध्य करण्याला महत्व देणारा हवा. संगणकाचे ज्ञान असणाऱ्यास प्राधान्य पेटी क्र. ३८०० द्वारा - टाईम्स ऑफ इंडिया, डी. फन. रोड, फोर्ट, मुंबई - ४००००१. यांच्या नावे अर्ज करावा.

५. खालीलपैकी कोणतीही चार पत्रे लिहा.

२४

- (अ) स्मार्टफोनची विक्री वृद्धी करण्यासाठी विक्री पत्र लिहा.
- (ब) मिस्टर जैन यांची वॉशिंग मशीन सुरू होताच जळाली, म्हणून ती बदलून मिळविण्यासाठी मागणी करतात
- (क) गृहीत धरा की, तुम्ही 'जिंदाल' कंपनीमध्ये अकाउंटन्ट म्हणून कार्यरत आहात. आता तुम्ही तुमचा पुढील अभ्यासक्रम पूर्ण करण्याकरिता या कंपनीचा राजीनामा देऊ इच्छिता. जिंदाल कंपनीकरिता राजीनामा पत्र लिहा.
- (ड) तुम्ही नुकताच नवीन भ्रमणध्वनी विकत घेतला असून तो नीट चालत नाही आहे. मोबाईलची रक्कम परत मिळण्याकरिता तक्रार निवारण पत्र लिहा.
- (इ) तुम्ही रू. १,५०,००० जमा करून २५ मायक्रो अवन पुरविण्याची मागणी केली आहे. पुरवठादाराने तुमची मागणी ७ दिवसात पूर्ण करण्याचे आश्वासन दिले. ७ दिवसानंतरही तुम्हाला ती पुरवण्यात आलेली नाही. एक तक्रारपत्र लिहा.
- (ई) खालील कारणासाठी माहितीच्या अधिकाराखाली माहिती मागविण्यासाठी पत्र लिहा. तुम्ही कर्जत येथे विकत घेतलेल्या जमिनीसंदर्भात "ना हरकत" प्रमाणपत्रासाठी अर्ज केलेला आहे. त्या संदर्भात तुम्ही बऱ्याच वेळा भेट दिली. पण त्याचा काहीही फायदा झालेला नाही.

६. (अ) 'उपनगरामधील रस्त्यांची खराब अवस्था' यावर एक वैयक्तिक अहवाल सादर करा. ६
- (ब) एका कंपनीच्या वार्षिक सभेची सूचना व विषयसूची तयार करा. तसेच विषयसूचीतील कोणत्याही दोन विषयांवर ठराव तयार करा. ८
७. (अ) कंपनीच्या मालाची विक्री घसरल्यामुळे कंपनीने त्याची कारणे शोधण्यासाठी एक समिती नेमली आहे. त्याचा अहवाल लिहा. १०

किंवा

- (ब) केंद्रीय विद्यापीठाच्या शैक्षणिक वर्ष २०१४-१५ तील परीक्षेचा निकाल कमी लागल्यामुळे एक समिती स्थापन केली आहे. त्याचा अहवाल तयार करा.

(OLD COURSE)
(3 Hours)

[Total Marks : 100]

- 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) Elasticity of Demand
 (ii) Production function
 (iii) Internal Economies
 (iv) Social cost
 (v) Total cost
 (vi) Opportunity cost
- (b) Distinguish between (any two) : 6
 (i) Income and Cross elasticity of demand
 (ii) Fixed cost and Variable cost
 (iii) Short-run and Long-run production function
2. (a) Explain the properties of indifference curve. 8
 (b) Write a note on income effect 8
3. Explain various methods of demand forecasting. 16
4. (a) Explain the law of variable proportions 8
 (b) Explain the properties of iso-quant 8
5. (a) Discuss various concepts of cost 8
 (b) Write an explanatory note on Long Run Average Cost Curve. 8
6. Write notes on (any two) : 16
 (a) Consumer's surplus
 (b) Producer's surplus
 (c) Learning curve
 (d) External Economies

TURN OVER

SECTION - II

7. (a) Define the following (any four) : 12
- (i) Monopoly
 - (ii) Oligopoly
 - (iii) Product differentiation
 - (iv) Capital Budgeting
 - (v) Dumping
 - (vi) Investment criteria
- (b) Distinguish between (any two) : 6
- (i) Firm and Industry
 - (ii) Production cost and Selling cost
 - (iii) Pay back period and Net Present Value method.
8. (a) What are the features of perfect competition ? 8
- (b) Explain long run equilibrium of a firm under perfect competition. 8
9. (a) Discuss features of monopoly. 8
- (b) Explain equilibrium of a firm under monopolistic competition. 8
10. Explain different methods of pricing. 16
- 11.(a) Explain the importance of capital budgeting. 8
- (b) Discuss Internal Rate of Return method. 8
12. Write notes on (any two) : 16
- (a) Objectives of firm
 - (b) Features of oligopoly
 - (c) Types of price discrimination
 - (d) Problems of capital budgeting.
-

TURN OVER

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

विभाग - १

- | | | |
|--------|--|----|
| १. (अ) | खालील व्याख्या द्या. (कोणत्याही चार) : | १२ |
| | (i) मागणीची लवचिकता | |
| | (ii) उत्पादन फलन | |
| | (iii) अंतर्गत बचती | |
| | (iv) सामाजिक खर्च | |
| | (v) एकूण खर्च | |
| | (vi) संधी खर्च | |
| १. (ब) | फरक स्पष्ट करा (कोणतेही दोन) : | ६ |
| | (i) उत्पन्न आणि अन्योन्य मागणीची लवचिकता | |
| | (ii) स्थिर खर्च आणि बदलता खर्च | |
| | (iii) अल्पकालीन आणि दीर्घकालीन उत्पादन फलन | |
| २. (अ) | समवृत्ती वक्राची वैशिष्ट्ये स्पष्ट करा. | ८ |
| | (ब) उत्पन्न परिणामावर टिप लिहा. | ८ |
| ३. | मागणीचा अंदाज वर्तविण्याच्या विविध पध्दती स्पष्ट करा. | १६ |
| ४. (अ) | बदलत्या परिमाणाचा सिध्दांत स्पष्ट करा. | ८ |
| | (ब) समउत्पादन वक्राची वैशिष्ट्ये कोणती ? | ८ |
| ५. (अ) | खर्चाच्या विविध संकल्पनांची चर्चा करा. | ८ |
| | (ब) दीर्घकालीन सरासरी खर्च वक्रावर स्पष्टीकरणात्मक टीप लिहा. | ८ |

६. टीपा लिहा (कोणत्याही दोन) : १६
- (अ) उपभोक्त्याचे संतोषाधिक्य
 (ब) उत्पादकाचे संतोषाधिक्य
 (क) अनुभव वक्र
 (ड) बहिर्गत बचती.

विभाग - २

७. (अ) खालील व्याख्या द्या (कोणत्याही चार) : १२
- (i) मक्तेदारी
 (ii) अल्पाधिकार
 (iii) वस्तुभेद
 (iv) भांडवली अंदाजपत्रक
 (v) अवपूजन
 (vi) गुंतवणुकीचे निकष

- (ब) फरक स्पष्ट करा (कोणतेही दोन) : ६
- (i) व्यवसायसंस्था आणि उद्योग
 (ii) उत्पादन खर्च आणि विक्री खर्च
 (iii) परतावा काळ आणि निव्वळ वर्तमान मूल्य पध्दती

८. (अ) पूर्ण स्पर्धेची वैशिष्ट्ये कोणती ? ८
- (ब) पूर्णस्पर्धेतील उद्योगसंस्थेच्या दिर्घकालीन संतुलनाचे स्पष्टीकरण द्या. ८

९. (अ) मक्तेदारीच्या वैशिष्ट्यांची चर्चा करा. ८
- (ब) मक्तेदारीयुक्त स्पर्धेतील उद्योगसंस्थेच्या संतुलनाचे स्पष्टीकरण द्या. ८

१०. (अ) किंमत ठरविण्याच्या विविध पध्दती स्पष्ट करा. १६

११. (अ) भांडवली अंदाजपत्रकाचे महत्त्व स्पष्ट करा. ८
- (ब) अंतर्गत परतावा दर पध्दतीवर चर्चा करा. ८

१२. टीपा लिहा. (कोणत्याही दोन) : १६

- (अ) उद्योग संस्थेची उद्दिष्ट्ये (ब) अल्पाधिकाराची वैशिष्ट्ये
 (क) मूल्यविभेदाचे प्रकार (ड) भांडवली अंदाजपत्रकाच्या समस्या

[TURN OVER

(REVISED COURSE)

(3 Hours)

[Total Marks : 100

- N.B. : (1) Quesin 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) Demand function
 (ii) Production function
 (iii) Total revenue
 (iv) Budget line
 (v) Demand forecasting
 (vi) Breakeven point
- (b) Distinguish between (any two) : 6
 (i) Income and cross elasticity of demand
 (ii) Fixed cost and variable cost
 (iii) Average Revenue and marginal revenue.
2. (a) Discuss various determinants of demand 8
 (b) Explain the concept of consumer surplus with the help of diagram. 8
3. (a) Write a note on law of variable proportions. 8
 (b) What are the economies and diseconomies of scale ? 8
4. Explain various objectives of a firm. 16
5. (a) Explain different concepts of revenue 8
 (b) Discuss fully the concept of 'break even analysis'. 8
6. Write short notes on (any two) : 16
 (a) Importance of demand forecasting
 (b) Types of elasticity of demand
 (c) Producer's surplus
 (d) Returns to scale

TURN OVER

SECTION - II

7. (a) Define the following (any four) : 12
- (i) Monopoly
 - (ii) Selling cost
 - (iii) Price discrimination
 - (iv) Public goods
 - (v) Capital budgeting
 - (vi) First degree price discrimination
- (b) Distinguish between (any two) : 6
- (i) Firm and Industry
 - (ii) Marginal cost pricing and Transfer pricing
 - (iii) Pay Back period and Net Present Value method.
8. (a) Discuss important features of perfect competition. 8
- (b) Explain long-run equilibrium of monopoly firm. 8
9. (a) Explain various objectives of pricing policy 8
- (b) Discuss any two methods of pricing. 8
- 10.(a) Discuss significance of capital budgeting. 8
- (b) What are the problems involved in capital budgeting ? 8
- 11.(a) What are the features of monopolistic competition ? 8
- (b) Explain the wastes under monopolistic competition. 8
- 12.(a) Write short notes (any two) : 16
- (a) Product differentiation
 - (b) Dumping
 - (c) Kinked demand curve
 - (d) Stages of capital budgeting.

TURN OVER

सुधारीत अध्यासक्रम
मराठी रूपांतर
(३ तास)

[एकूण गुण : १००]

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

विभाग - १

१. (अ) खालील संकल्पना स्पष्ट करा (कोणत्याही चार) : १२
 (१) मागणी फलन (२) उत्पादन फलन
 (३) एकूण प्राप्ती (४) किंमत रेषा
 (५) मागणीचा अंदाज (६) समविच्छेदन बिंदू
- (ब) फरक स्पष्ट करा. (कोणतेही दोन) : ६
 (१) उत्पन्न आणि अन्योन्य मागणीची लवचिकता
 (२) स्थिर खर्च आणि बदलता खर्च
 (३) सरासरी प्राप्ती आणि सीमान्त प्राप्ती
२. (अ) मागणी ठरविणाऱ्या विविध घटकांची चर्चा करा. ८
 (ब) आकृतीच्या सहाय्याने उपभोक्त्याच्या संतोषाधिक्याचे स्पष्टीकरण करा. ८
३. (अ) बदलत्या परिमाणाच्या सिध्दांतावर टीप लिहा. ८
 (ब) परिमाणाच्या बचती आणि अपव्यय कोणते ? ८
४. उत्पादनसंस्थेच्या विविध उद्दिष्ट्यांचे स्पष्टीकरण करा. १६
५. (अ) प्राप्तीच्या विविध संकल्पना स्पष्ट करा. ८
 (ब) समविच्छेदन बिंदू विश्लेषण यावर सविस्तर चर्चा करा. ८

TURN OVER

६. टीपा लिहा : (कोणत्याही दोन) : १६
- (अ) मागणीच्या अंदाजाचे महत्त्व (ब) मागणीच्या लवचिकतेचे प्रकार
(क) उत्पादनाचे संतोषाधिक्य (ड) अनुमाप प्रत्याय सिद्धांत

विभाग - २

७. (अ) खालील संकल्पना स्पष्ट करा. (कोणत्याही चार) : १२
- (i) मक्तेदारी
(ii) विक्री खर्च
(iii) मूल्यविभेद
(iv) सार्वजनिक वस्तू
(v) भांडवली अंदाजपत्रक
(vi) पहिल्या श्रेणीचा किंमती विभेद
- (ब) फरक स्पष्ट करा (कोणतेही दोन) : ६
- (१) व्यवसायसंस्था आणि उद्योग
(२) किंमत ठरवण्याची सिमांत खर्च पद्धती आणि हस्तांतर किंमत पद्धती
(३) गुंतवणूक प्रकल्पाचा परतावा काळ आणि निव्वळ वर्तमान मूल्यपद्धती
८. (अ) पूर्ण स्पर्धेच्या महत्त्वाच्या वैशिष्ट्यांची चर्चा करा. ८
- (ब) मक्तेदारी उद्योगसंस्थेच्या दीर्घकालीन संतुलनाचे स्पष्टीकरण करा. ८
९. (अ) किंमत धोरणाच्या विविध उद्दिष्ट्यांचे स्पष्टीकरण करा. ८
- (ब) कोणत्याही दोन किंमतपद्धतींची चर्चा करा. ८
१०. (अ) भांडवली अंदाजपत्रकाचे महत्त्व कोणते ? ८
- (ब) भांडवली अंदाजपत्रकाच्या समस्या कोणत्या ? ८
११. (अ) मक्तेदारीयुक्त स्पर्धेची वैशिष्ट्ये कोणती ? ८
- (ब) मक्तेदारीयुक्त स्पर्धेतील अपव्ययाचे स्पष्टीकरण करा. ८
१२. टीपा लिहा. (कोणत्याही दोन) : १६
- (अ) वस्तूभेद (ब) दंतूर मागणीवक्र
(क) अवपुंजन (ड) भांडवली अंदाजपत्रकातील टप्पे

(OLD COURSE)

(3 Hours)

[Total Marks : 100]

- N.B. :** (1) All questions are compulsory.
 (2) Figures to the **right** indicate full marks.
 (3) Answers of **both** the section should be written in the **same** answer sheet.

Section - I

1. Explain the meaning of the following terms. (any five) 10
- | | |
|-------------------------------|-----------------------|
| (a) Industry | (b) Mission |
| (c) Technological environment | (d) Merger |
| (e) Three-fold objectives | (f) Feasibility study |
| (g) Business growth | (h) Profit |
2. Answer any **three** questions from the following : 30
- What is business ? Explain the function of business.
 - Give the meaning of business environment and explain its features.
 - Distinguish between economic objectives and social objectives.
 - State and explain the steps involved in setting up a business unit.
 - What are the challenges faced by Indian entrepreneurs ? Discuss.
 - Define the terms 'Turnaround' . When is turnaround is needed ? Explain.
3. Study the case in detail and answer the following questions. 10
- Nirmala Pandhare after completion of her M.Sc. degree from University of Mumbai decided to start her own business instead of doing a job. For that, she took training of manufacturing washing powder product. She thought that there will be good demand for her product so she invested a huge amount of Rs. 25 lakhs. She collects required material & resources. Later on she realised that there is stiff competition in this field. She also came to know that MNCs are also entered in the field. Therefore now, it was a great challenge for her to stay in the field & survive.
- Questions : (a) Is it the right decision taken by Nirmala Phandare to manufacture washing powder ? Explain.
 (b) How will she survive in such a stiff competition ?

Section II

4. Explain the meaning of the following terms (any five) 10
- | | |
|----------------------|--------------------------|
| (a) Banking System | (b) BPO |
| (c) E-communication | (d) Double Insurance |
| (e) Development Bank | (f) Call centers |
| (g) Medical Tourism | (h) Ethics in Retailing. |

TURN OVER

5. Answer any three questions from the following.

30

- (a) What are the various principles of Insurance ? Explain.
- (b) Distinguish between organised and unorganised retailing.
- (c) What are career options available in transport sector ?
- (d) "Outsourcing has bright prospects in India" . Discuss this statement.
- (e) Explain the functions of merchant banking.
- (f) What are the features of bank customer relationship ? Explain.

6. 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 Electric, Microsoft, IBM, Cisco, Intel, General Motors, Astra Zeneca, Motorola, Texas 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.

The auto industry is another beehive of innovation. Multinational car companies originally came to India for the huge domestic market. In order to cut costs they used local components of lower quality. But soon the interaction between component manufactures and MNC's led to not just quality improvement but innovations that nobody had dreamed of earlier.

Questions : (a) How R& D has occupied the status of star industry in India ? Give reasons

(b) Why is mushrooming of R & D in India favoured by MNCs ?

TURN OVER

(मराठी रूपांतर)
(जुना अभ्यासक्रम)
(३ तास)

एकूण गुण : १००

- सूचना : (१) सर्व प्रश्न अनिवार्य आहे.
(२) उजवीकडील अंक पूर्ण गुण दर्शवितात.
(३) दोन्ही विभाग एकत्रित बांधावेत

विभाग - १

१. खालील संकल्पनांचा अर्थ स्पष्ट करा (कोणतेही पाच) १०
- | | |
|----------------------------|------------------------|
| (अ) उद्योग | (ब) मोहीम |
| (क) तांत्रिक पर्यावरण | (ड) विलिनीकरण |
| (इ) त्रिस्तरीय उद्दिष्ट्ये | (फ) व्यवहार्यता अभ्यास |
| (ग) व्यवसाय वृद्धि | (ह) नफा |
२. खालीलपैकी कोणत्याही तीन प्रश्नांची उत्तरे लिहा. ३०
- (अ) व्यवसाय म्हणजे काय? व्यवसायाची कार्ये स्पष्ट करा.
- (ब) व्यवसाय पर्यावरणाचा अर्थ सांगा आणि त्यांची वैशिष्ट्ये स्पष्ट करा.
- (क) आर्थिक उद्दिष्ट्ये आणि सामाजिक उद्दिष्ट्ये यामधील फरक सांगा.
- (ड) व्यवसाय स्थापनेच्या प्रक्रियेतील पायऱ्या नमूद करून स्पष्ट करा.
- (इ) भारतीय उद्योजकांना कोणत्या आव्हानांना सामोरे जावे लागते? चर्चा करा.
- (फ) फेरपालट या संकल्पनेची व्याख्या द्या. फेरपालट केव्हा गरजेचा असतो? स्पष्ट करा.
३. खालील व्यष्टिचे अध्ययन करा आणि विचारलेल्या प्रश्नांची उत्तरे द्या. १०
- निर्मला पांढरे यांनी मुंबई विद्यापीठाची एम.एस्सी. ही पदवा संपादन केल्यानंतर नोकरी ऐवजी व्यवसाय करण्याचा निर्णय घेतला. त्यासाठी त्यांनी वॉशिंग पावडर या उत्पादनाचे प्रशिक्षण केले. आपल्या उत्पादनाला मुंबईमध्ये भरपूर मागणी येईल असे त्यांना वाटले म्हणून त्यांनी २५ लाख रूप. खर्च करून प्रकल्प सुरू केला. सामग्री गोळा केली. त्यानंतर त्यांच्या असे लक्षात आले की या उत्पादनामध्ये प्रचंड स्पर्धा आहे त्याशिवाय बहुराष्ट्रीय कंपन्या या उत्पादनामध्ये उतरल्या आहेत. त्यामुळे या स्पर्धेमध्ये प्रवेश करणे आणि टिकून राहणे याबाबत त्यांच्यासमोर मोठे आव्हान आहे.
- प्रश्न १ निर्मला पांढरे यांनी वॉशिंग पावडर उत्पादन करण्याचा घेतलेला निर्णय योग्य आहे काय?
- प्रश्न २ निर्मला पांढरे या स्पर्धेमध्ये टिकाव धरू शकतील काय?

TURN OVER

विभाग २

४. खालील संकल्पनांचा अर्थ स्पष्ट करा.

१०

- | | |
|---------------------|--------------------------------|
| (अ) आधिकोष प्रणाली | (ब) बी.पी.ओ. |
| (क) ई-संदेशवहन | (ड) दुहेरी विमा |
| (इ) विकास बँक | (फ) कॉल सेंटर |
| (ग) वैद्यकीय पर्यटन | (ह) किरकोळ व्यापारातील नैतिकता |

५. खालीलपैकी कोणतेही तीन प्रश्नांची उत्तरे लिहा.

३०

- (अ) विन्याची विविध तत्वे कोणती ते स्पष्ट करा.
- (ब) संघटित आणि असंघटित किरकोळ व्यापारातील फरक स्पष्ट करा.
- (क) वाहतूक क्षेत्रातील रोजगाराच्या संधी कोणत्या ?
- (ड) "भारतातील बाह्य संसाधनाला उत्तम भविष्य आहे" चर्चा करा.
- (इ) व्यापारी बँकांचे कार्ये स्पष्ट करा.
- (फ) बँक ग्राहक संबंधाच वैशिष्ट्ये कोणती ते सांगा.

१०

६. खालील व्यष्टिचे अध्ययन करून विचारलेल्या प्रश्नांची उत्तरे लिहा.

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 तेथील बौद्धिक गुणवत्ता यासाठी येतात. भारतामध्ये येणाऱ्या बहुराष्ट्रीय कंपन्यांमध्ये जनरल इलेक्ट्रीक, मायक्रोसॉफ्ट आयबीएम, सीसको, इनटेस, जनरल मोटर्स, ऑस्ट्राझेनेका, मोटोरोला व टेक्सास इन्स्ट्रुमेंट्स इत्यादींचा समावेश होतो. जी.ई. ही कंपनी बंगलोरमध्ये हवाईजहाज इंजन व टरबाईन कंपोनेंटवर संशोधन करते. हे भारतामध्ये परत येणाऱ्या बौद्धिक कामाला मदत करते. अशा या कामामुळे बरेच भारतीय वैज्ञानिक, अमेरिकेतून भारतात परत आले. जी.ई. कंपनीने त्यांच्या बंगलोर केंद्रातील 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 संशोधन अग्रेसर कंपन्या म्हणून ओळखल्या जातात. वाहन उद्योग हा नाविन्याचा दुसरा अविष्कार आहे. बहुराष्ट्रीय कंपन्या या भारतामध्ये प्रामुख्याने तेथील बाजारपेठांकडे आकर्षिते आहेत. ते तेथील स्थानिक घटकांचा वापर करून किंमत 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 कशाप्रकारे नाविन्यपूर्ण उद्योगाची जागा घेतली आहे ? कारणे द्या.
२. भारतातील संशोधन व विकास वाढ ही बहुराष्ट्रीय कंपन्यांसाठी कशी हितकारक आहे ?

[TURN OVER

(REVISED COURSE)

(3 Hours)

[Total Marks : 100]

- N.B. :** (1) All questions are compulsory.
 (2) Figures to the right indicate full marks.
 (3) Answers of both the section should be written in the same answer sheet.

Section - I

1. Answer any two from the following : 20
- Define the term business. Explain the features of business.
 - Discuss the steps involved in setting business objectives.
 - What is Business environment? Explain the importance of business environment.
 - Explain the component of external environment in detail.
2. Answer any two from the following : 20
- Distinguish between project report and feasibility report.
 - Explain the factors affecting location of business units.
 - What is importance of entrepreneurship ? Explain.
 - Describe the problems faced by woman entrepreneurs in India ?
3. Write short notes (ANY TWO) 10
- Economic Objectives
 - Liberlization
 - Project Planning
 - Qualities of an entrepreneur

Section II

4. Answer any two from the following : 20
- What is service ? Bring out its features.
 - Discuss the challenges faced by service sectors in India.
 - What are the career options available in the field of retailing?
 - What are the factors responsible for the growth of organising retailing in India ?
5. Answer any two from the following. 20
- Explain the importance of logistics.
 - What is ATM ? Explain its advantages.
 - Define the term E-commerce. Explain the limitations of E-commerce.
 - What are the types of E-commerce ? Explain B2B form of E-commerce.

TURN OVER

6. Write short notes (ANY TWO)

10

- (a) Physical evidence
 - (b) Store format
 - (c) BPO
 - (d) On-line marketing research
-

TURN OVER

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

एकूण गुण : १००

- सूचना : (१) सर्व प्रश्न अनिवार्य आहे.
(२) उजवीकडील अंक पूर्ण गुण दर्शवितात.
(३) दोन्ही विभाग एकत्रित बांधावेत

विभाग - १

१. खालीलपैकी कोणत्याही दोनांची उत्तरे लिहा. २०
- (अ) व्यवसायाची व्याख्या करा. व्यवसायाचे वैशिष्ट्ये स्पष्ट करा.
(ब) व्यवसायांची उद्दिष्ट्ये ठरविण्याच्या प्रक्रियेतील पायऱ्या चर्चा करा.
(क) व्यवसाय पर्यावरण म्हणजे काय ? व्यवसाय पर्यावरणांचे महत्त्व स्पष्ट करा.
(ड) बाह्य पर्यावरणाचे घटक सविस्तर स्पष्ट करा.
२. खालीलपैकी कोणत्याही दोनांची उत्तरे लिहा. २०
- (अ) प्रकल्प अहवाल आणि व्यवहार्यता अहवाल यांमधील फरक सांगा.
(ब) व्यवसायाच्या ठिकाणावर परिणाम करणारे घटक स्पष्ट करा.
(क) उद्योजकतेचे महत्त्व काय ? स्पष्ट करा.
(ड) भारतातील स्त्री उद्योजकांना सामोरे जावे लागणाऱ्या समस्यांचे वर्णन करा.
३. टीपा लिहा (कोणत्याही दोन) १०
- (अ) आर्थिक उद्दिष्ट्ये
(ब) उदारिकरण
(क) प्रकल्प नियोजन
(ड) उद्योजकांची गुण-वैशिष्ट्ये

विभाग २

४. खालीलपैकी कोणतेही दोन प्रश्नांची उत्तरे लिहा. २०
- (अ) सेवा म्हणजे काय ? त्याची वैशिष्ट्ये सांगा.
(ब) भारतीय सेवा क्षेत्रांपुढील आव्हानांची चर्चा करा.

TURN OVER

- (क) किरकोळ व्यापार क्षेत्रातील रोजगार संधी कोणत्या ?
 (ड) भारतातील संघटित किरकोळ व्यापाराच्या वाढीसाठी कारणीभूत असलेले घटक कोणते ?
 (फ) बँक ग्राहक संबंधाचे वैशिष्ट्ये कोणती ते सांगा.

२०

५. खालीलपैकी कोणतेही दोनांची प्रश्नांची उत्तरे लिहा.

- (अ) मध्यस्थ साखळीचे महत्त्व स्पष्ट करा.
 (ब) ए.टी.एम. म्हणजे काय ? त्याचे फायदे स्पष्ट करा.
 (क) ई-कॉमर्स या संकल्पनेची व्याख्या द्या. ई-कॉमर्सच्या मर्यादा स्पष्ट करा.
 (ड) ई-कॉमर्सचे प्रकार कोणते ? ई-कॉमर्सचा बी२बी हा प्रकार स्पष्ट करा.

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६. टिपा लिहा. (कोणत्याही दोन)

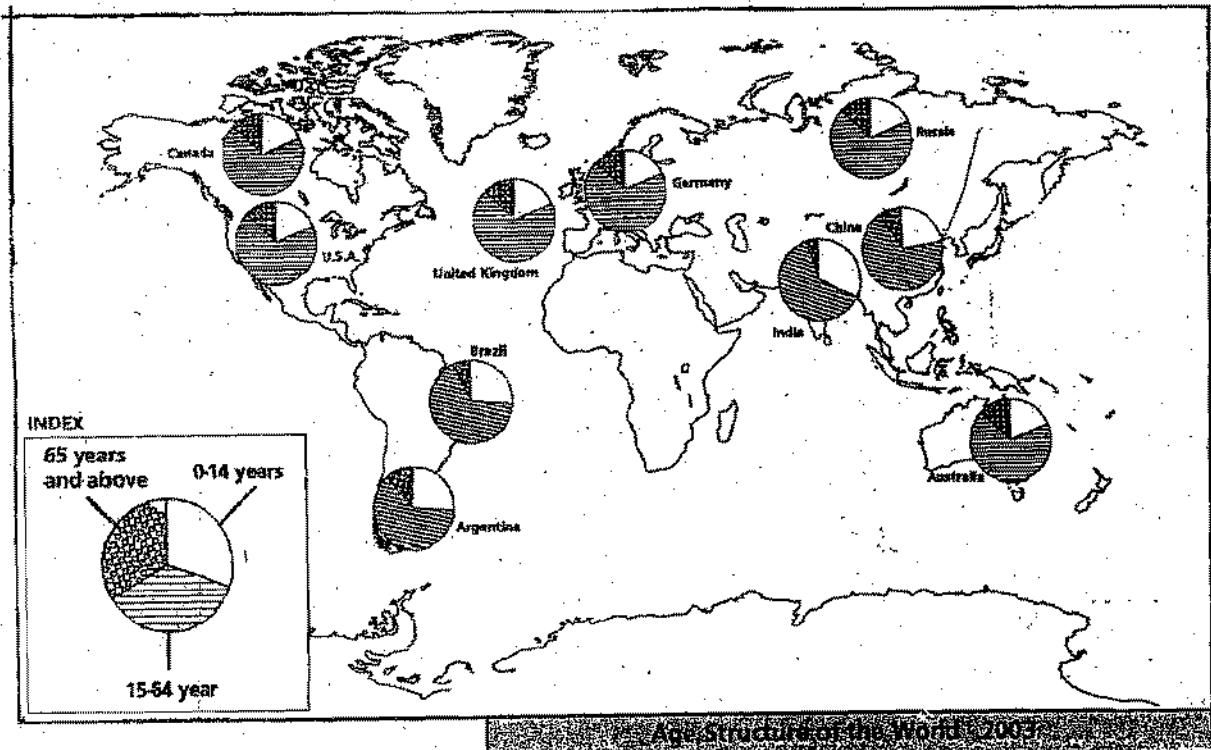
- (अ) भौतिक पुरावा (ब) दुकान आधारित किरकोळ व्यापार
 (क) बी.पी.ओ. (ड) ऑनलाईन विपणन संशोधन

- N.B. :** (1) Question No. 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.
(3) Figures to the right indicate full marks.

Section I

1. (a) Study the world map given below and answer the following questions :-

5



- What is the theme of the map ?
 - Which cartographic technique is used to represent the theme ?
 - With the help of the scale, find out the percentage of population between the age group of 15-64 years in Argentina.
 - With the help of the scale find out the percentage of senior citizens in North-American countries.
 - State the composition of 'Age Structure' in India.
- (b) Mark and Name the following on the outline Map of the World :-
- An 'earthquake' prone island in Far-East Asia.
 - Part of India with economic water scarcity.
 - A country in Africa with very high Deforestation rate.
 - A sea Experiencing oil spill.
 - An European country facing problem of 'Acid rain'.

5

[TURN OVER

2. Write short notes (any **three**) :- 15
- (a) Carbon cycle
 - (b) Importance of Forests
 - (c) Water Conservation
 - (d) Human Resources
 - (e) Solar Energy.
3. Read the following 'Case Study' and answer the questions asked :- 10
- India is one of few countries in the world, with well established nuclear plants. The nuclear reactors established in Maharashtra, Tamil Nadu, Rajasthan, Uttarpradesh and Karnataka have boosted India's economy and has contributed to its growth and given us international recognition. The nuclear energy generated in these reactors has helped India resolve power crisis in various states. The benefits derived from nuclear energy are multifold – from gamma radiation to improve the quality and life of vegetables to producing cancer drugs, nuclear energy has played a pivotal role. Our ability to produce and test the atom bomb was both appreciated and envied by its neighboring and first world countries into the classic case of Chernobyl or bombing of Hiroshima and Nagasaki cannot be over looked. The dangerous of radiations are immeasurable and leads to huge human and material loss.
- (a) Name five nuclear reactors of India. 3
 - (b) What are the dangers of radiations ? 3
 - (c) What are the benefits of nuclear energy ? 4
4. (a) Explain the important components of the environment. 8
 (b) Describe the 'Hydrological Cycle'. 7
5. (a) Explain the various types of Natural Resources. 8
 (b) Explain the various uses of Forests. 7
6. (a) Explain the concept of Malnutrition. 8
 (b) Describe the Human Development Index (HDI). 7

Section II

7. (a) Mark and Name the following in outline map of 'Mumbai' :- 5
- (i) A creek lies between Mumbai Main and Suburbs of Mumbai.
 - (ii) The Northern most Hill of Greater Mumbai.
 - (iii) The 'Largest Green Forest' area of North Mumbai.
 - (iv) A Famous beach in the North-Western part of Mumbai.
 - (v) An International 'Airport' of Mumbai.

[TURN OVER

- (b) Mark and name the following features on the outline map of 'Konkan' :- 5
- Northern most 'District' of Konkan.
 - A famous 'Hill Station' of Raigad district.
 - A famous sea shore pilgrimage centre of Ratnagiri district.
 - Famous 'Fishing Port' of Sindhudurg district.
 - Highly polluted river of Raigad district.
8. Write short notes (any three) :- 15
- Desertification
 - Special Economic Zone (SEZ)
 - Medical Tourism in India
 - Chipko Movement
 - Noise Pollution.
9. Read the following 'Case Study' and answer the question asked :- 10
- When it rains, it pours acid in Pune.
- Analysis of rainwater quality over the decade in Pune by the Indian Meteorological Department (IMD) shows a disturbing rise in levels of acid in rainwater. A study by Dr. Jayant Sarkar, Director, Air Pollution Unit IMD, and VK Soni, a meteorologist with IMD, Pune, shows a substantial rise in sulphate and nitrate concentration in rainwater in almost all parts of the country. Meteorologists say there is no need to panic yet, but environmentalists warn that the trend, if not checked now, may pose a grave risk to public health. Analysis of the sample reveals the mean sulphate concentration in rainwater at Pune rose from 0.94 mg/l in 1986-95 to 1.62 mg/l in 1996-2005, while nitrate went up from 2.43 mg/l to 3.04 mg/l. The study attributes this increase to rapid industrialisation and urbanisation in and around the city. Scientists at the National Environmental Engineering Research Institute (NEERI), Nagpur, warn that the low pH levels (acidity) in rainwater may affect human health, vegetation, forests and aquatic life adversely. Research has shown a rise in the frequency of chest cold, cough and allergies. High acid content in rainwater may pollute ground water, impacting farm yield and quality.
- Questions :-**
- What are findings of a study undertaken by meteorologist regarding rains in Pune? 2
 - Why is it rain in Pune becoming more and more acidic? 2
 - According to NEERI, what will be impact of Acid rain on man and environment in Pune? 2
 - Write 10 to 15 lines about Acid rain-its origin, areas and effects. 4

10. (a) Explain the role of 'Pre' and 'Post' Disaster Management. 8
(b) Explain the causes and consequences of Flood. 7
11. (a) Explain the need of Environmental Management. 8
(b) Write a note on 'Eco-tourism'. 7
12. (a) Explain in brief :- 8
(i) Wild Life Protection Act - 1972
(ii) The Air (Prevention and Control of Pollution) Act - 1981
(b) Write a note on - 7
'Solid Waste Management'.
-

(मराठी रूपांतर)

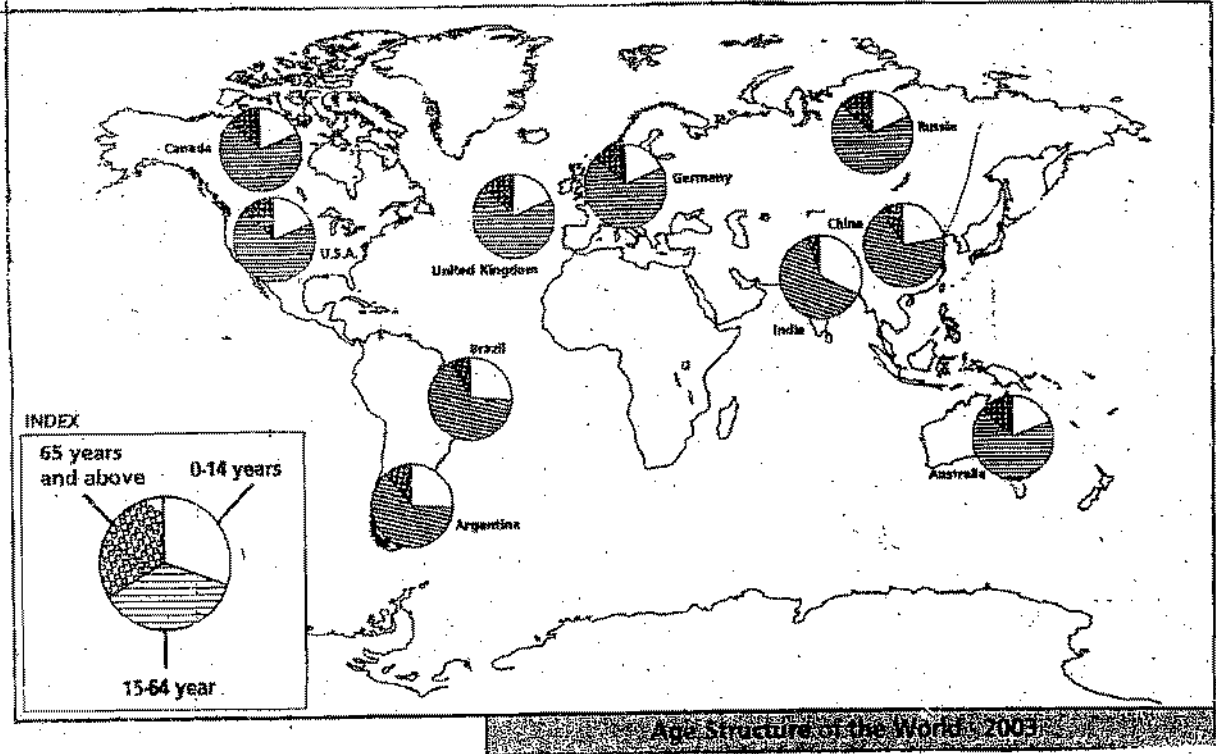
(३ तास)

[एकूण गुण : १००]

- सूचना : (१) विभाग १ मधील प्रश्न क्रमांक १, २ व ३ आणि विभाग २ मधील प्रश्न क्र. ७, ८ व ९ अनिवार्य आहेत.
- (२) विभाग १ मधील प्रश्न क्र. ४, ५ व ६ मधील कोणताही एक व विभाग २ मधील प्रश्न क्र. १०, ११ व १२ मधील कोणताही एक प्रश्न सोडवा.

विभाग १

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



- प्रश्न :- (१) नकाशाची संकल्पना काय आहे ?
- (२) संकल्पना स्पष्ट करण्यासाठी कोणत्या नकाशा-शास्त्रीय पद्धतीचा वापर केला आहे ?
- (३) नकाशा प्रमाणाच्या सहाय्याने अर्जेन्टिनामधील १५ ते ६४ या वयोगटातील लोकसंख्येची टक्केवारी लिहा.
- (४) नकाशा प्रमाणाचा उपयोग करून उत्तर अमेरिकेतील वरीष्ठ नागरिकांची टक्केवारी काढा.
- (५) भारतातील लोकसंख्येची वयोमानानुसार रचना सांगा.

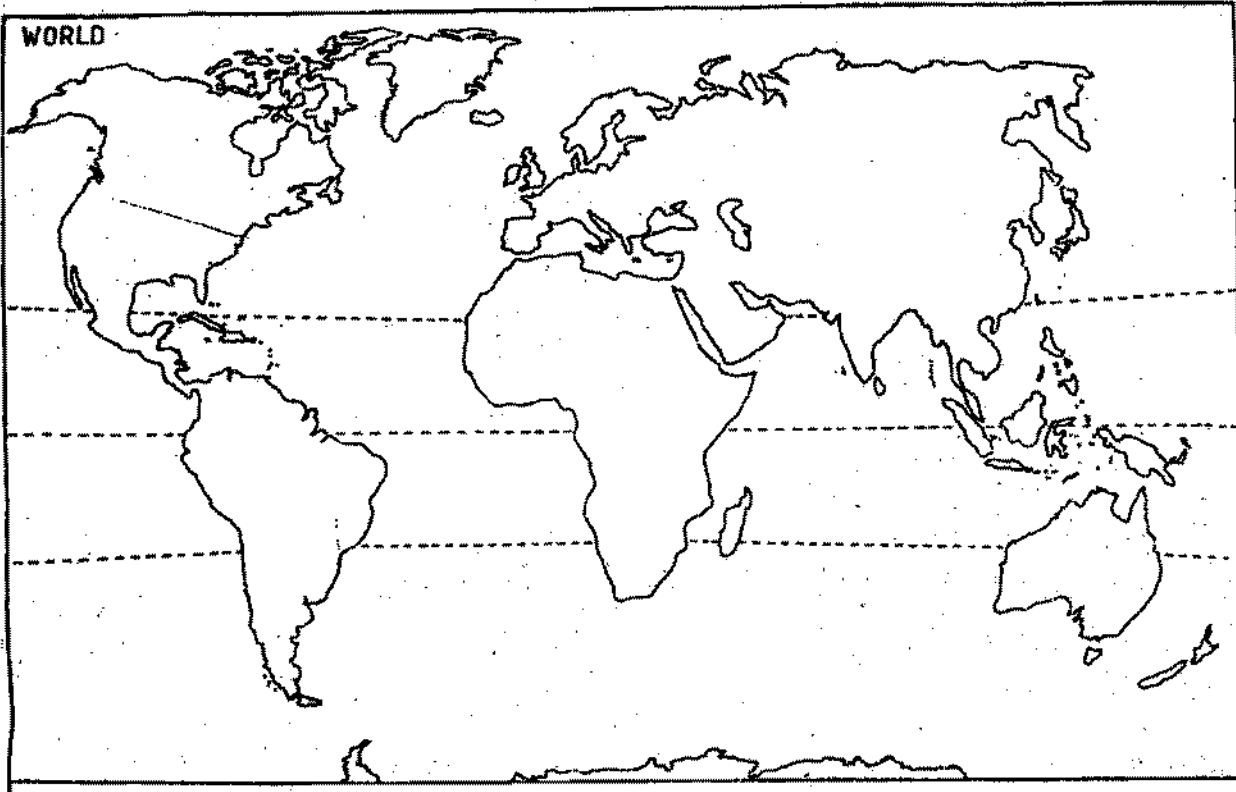
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- (ब) तुम्हाला दिलेल्या जगाच्या नकाशाच्या आराखड्यामध्ये खालील घटक दाखवून नावे द्या :- ५
- (१) आशियाच्या अतिपूर्वेकडील भूकंपप्रवण बेट.
 - (२) भारतातील आर्थिक पाणी टंचाई ग्रस्त क्षेत्र
 - (३) आफ्रिकेतील 'सर्वाधिक' जंगल तोडीचा दर असणारा देश
 - (४) 'तेल तवंग' आढळणारा समुद्र
 - (५) अॅसीड रेन (आम्लपर्जन्य) समस्या भेडसावणारा युरोपमधील देश.
२. टिपा लिहा (कोणत्याही तीन) :- १५
- (अ) कार्बन चक्र
 - (ब) जंगलांचे महत्त्व
 - (क) जल-संवर्धन
 - (ड) मानवी संसाधन
 - (इ) सौर ऊर्जा.
३. पुढील प्रश्न (Case Study) घटना अभ्यासावरचे आहेत ते सोडवा. (इंग्रजी प्रश्न पत्रिका पहा) :- १०
- प्रश्न : (अ) भारतातील पाच 'न्युक्लिअर रिअॅक्टरची' नावे लिहा. ३
- (ब) रेडिअेशनचे धोके कोणते ? ३
- (क) अणु उर्जेचे फायदे कोणते ? ४
४. (अ) पर्यावरणाच्या महत्त्वाच्या घटकांचे स्पष्टीकरण करा. ८
- (ब) 'जलचक्र' स्पष्टीकरण करा. ७
५. (अ) विविध प्रकारच्या नैसर्गिक साधन-संपत्तीचे विश्लेषण करा. ८
- (ब) वनांचे विविध उपयोग स्पष्ट करा. ७
६. (अ) 'कूपोषण' संकल्पना स्पष्ट करा. ८
- (ब) मानव उन्नती निर्देशांक (HDI) वर्णन करा. ७

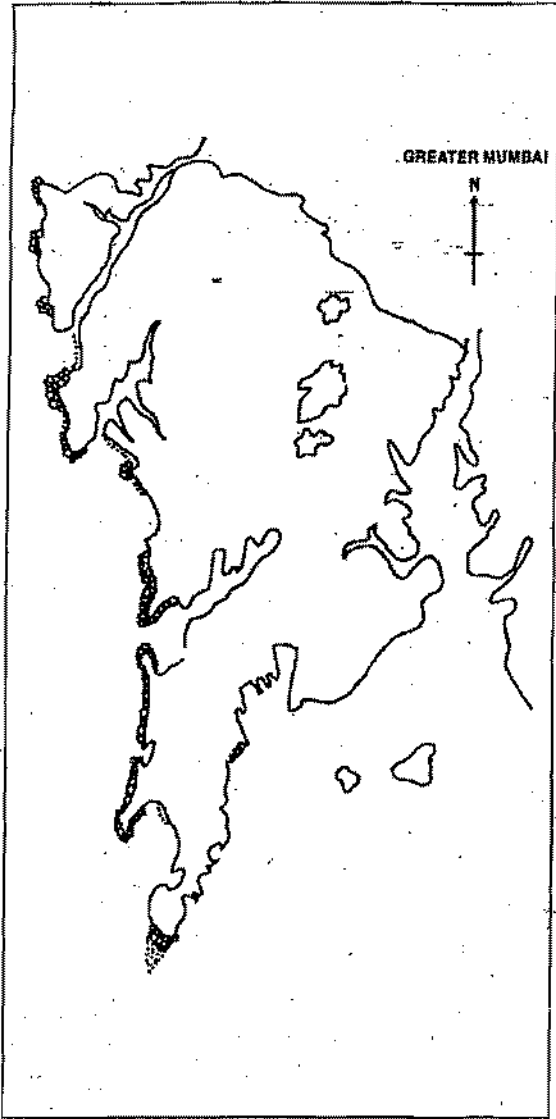
विभाग २

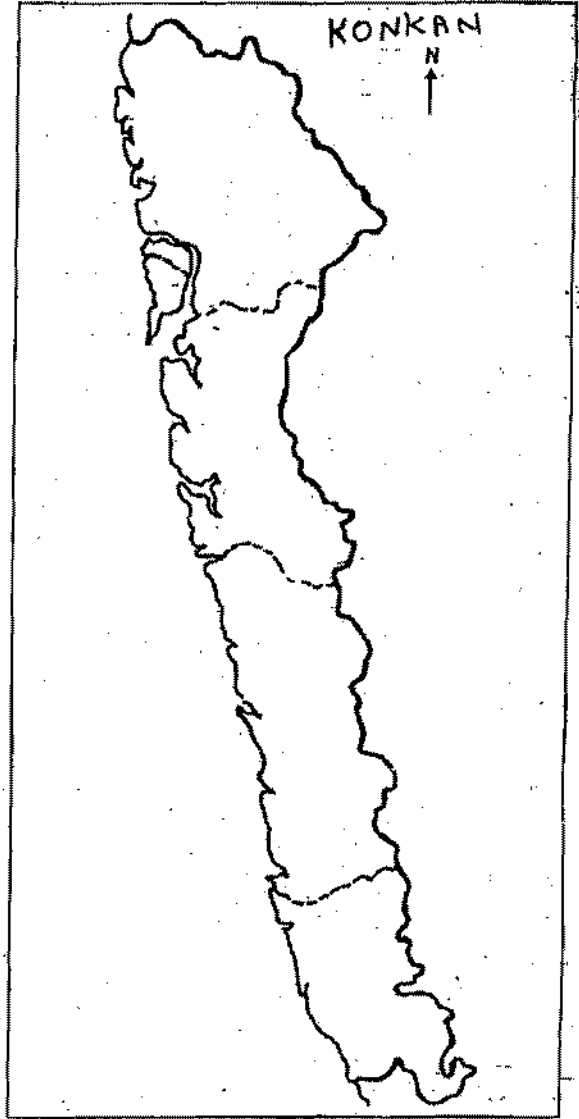
७. (अ) मुंबईच्या नकाशात पुढील घटक दाखवून त्यांची नावे लिहा :- ५
- (१) मुख्य मुंबई आणि मुंबई उपनगरे या दरम्यान असणारी खाडी.
 - (२) महामुंबईच्या उत्तर सिमेवरील टेकडी
 - (३) मुंबईच्या उत्तरेकडील मोठे हरित जंगल
 - (४) मुंबईच्या उत्तर-पश्चिम बाजूकडील प्रसिद्ध समुद्र किनारा (सी बीच)
 - (५) मुंबईचे आंतरराष्ट्रीय विमानतळ.
- (ब) कोकणच्या नकाशात पुढील घटक दाखवून त्यांची नावे लिहा :- ५
- (१) कोकण किनार पट्टीचा उत्तरेकडील जिल्हा
 - (२) रायगड जिल्ह्यातील प्रसिद्ध थंड हवेचे ठिकाण
 - (३) रत्नागिरी जिल्ह्यातील समुद्र किनाऱ्यावरील प्रसिद्ध 'धार्मिक क्षेत्र'
 - (४) सिंधुदुर्ग जिल्ह्यातील मासेमारीसाठी प्रसिद्ध असणारे बंदर
 - (५) रायगड जिल्ह्यातील अति-प्रदूषित झालेली नदी.
८. टीप लिहा (कोणतेही तीन) :- १५
- (अ) वाळवंटीकरण
 - (ब) विशेष आर्थिक क्षेत्र (सेझ)
 - (क) भारतातील वैद्यकीय पर्यटन
 - (ड) चिपको आंदोलन
 - (इ) ध्वनी प्रदूषण.
९. पुढील प्रश्न (Case Study) घटना अभ्यासावरचे आहेत ते सोडवा (इंग्रजी प्रश्न पत्रिका पहा) :- १०
- (अ) पुण्यामध्ये पडणाऱ्या पावसाच्या केलेल्या अभ्यासांतर्गत हवामान खात्याच्या तज्ञांना काय सापडले ? २
 - (ब) पुण्यामध्ये पडणारा पाऊस अधिका-अधिक आम्लयुक्त होतांना का दिसतो ? २
 - (क) NEERI (निरी) च्या मते पुण्यात पडणाऱ्या ॲसिड-रेन (आम्ल-पर्जन्य) चा मानव आणि पर्यावरणावर कोणता परिणाम होईल ? २
 - (ड) ॲसिड-रेन, उगमस्थान, विभाग आणि परिणाम १० ते १५ ओळीत स्पष्ट करा. ४
१०. (अ) आपत्ती व्यवस्थापनाची आपत्ती पूर्वीची आणि आपत्ती नंतरची भूमिका स्पष्ट करा. ८
- (ब) महापूराची कारणे आणि परिणाम विषद करा. ७
११. (अ) पर्यावरण व्यवस्थापनाची गरज स्पष्ट करा. ८
- (ब) 'पर्यावरणीय पर्यटन' या विषयावर टीप लिहा. ७
१२. (अ) थोडक्यात स्पष्ट करा :- ८
- (१) वन्यजीव संरक्षण कायदा - १९७२
 - (२) वायूप्रदूषण नियंत्रण आणि प्रतिबंध कायदा - १९८१
- (ब) 'घन-कचरा व्यवस्थापन' वर टीप लिहा. ७

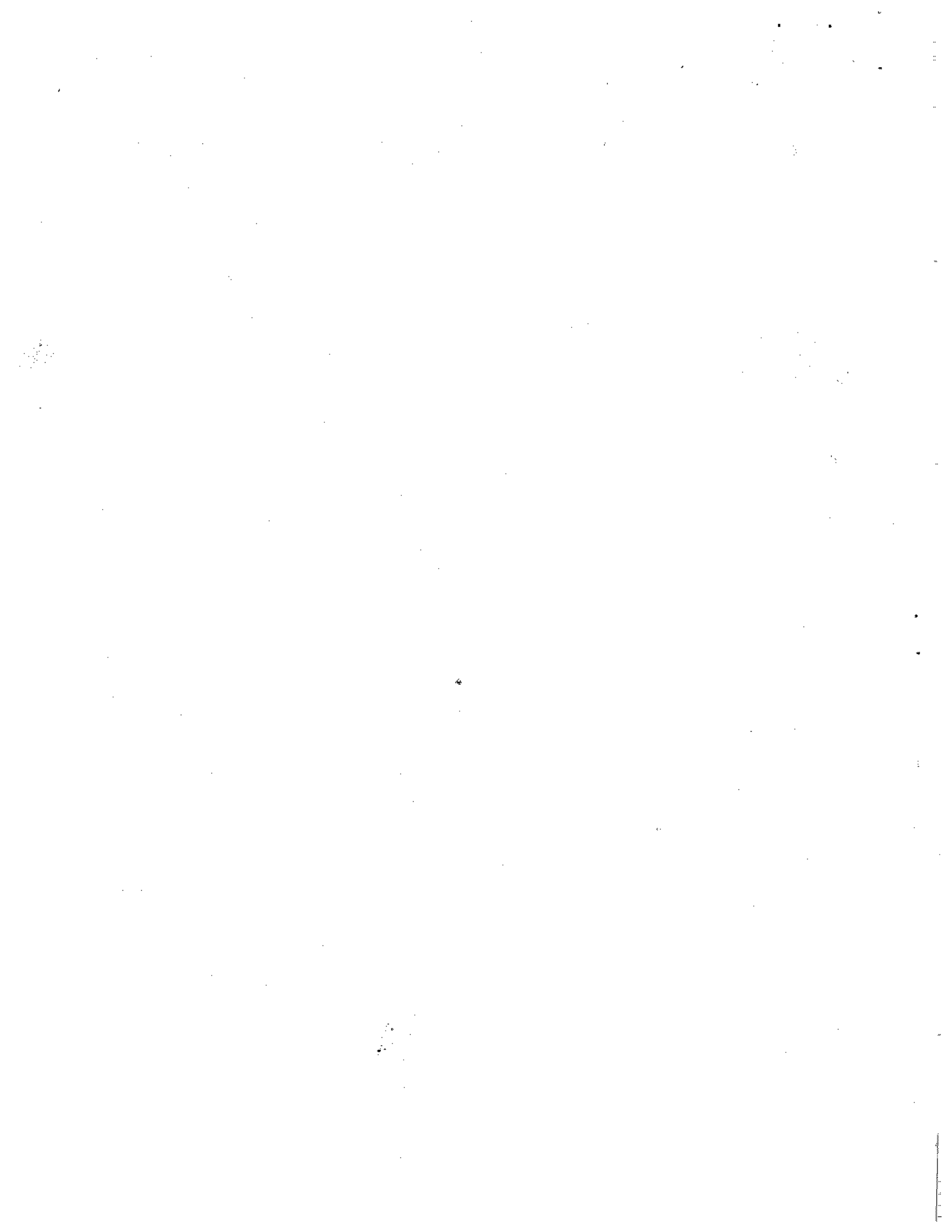
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- N.B. : (1) Answers any two questions from Section-I
 (2) Answer any three questions from Section-II
 (3) Write Section-I and Section-II separately on same answer book
 (4) All questions carry equal marks
 (5) Figures to the right indicate full marks 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 merchant instruct his agent to buy 5000 umbrella's. The agent gets 1% commission on purchase and 2% commission on the sales. He earns Rs.1380/- as a total commission. Find the price at which the agent buys an umbrella. 5
- (b) A trader allows 30% discount on the market price and further discount of 12% on cash payment. Find the net selling price of an article which is listed for Rs.1500/- 5
- (c) A flat is sold for Rs.60,00,000/- through an estate agent who charges 2.5% brokerage on purchase and 2% brokerage on the sales. Find the amount paid by the buyer. Find also the amounts received by the seller and the broker. 5
- (d) Mr. Sahil, Mr.Soham and Mr.Mahesh shared a trasport business by investing Rs.2lakhs each, Mr. Sahil left after 5 months from the commencement of business and Mr.Soham left 3 months later. AT the end of the year the business realised a profit of Rs.75,000/-. Find the share of profit of each partner. 5
2. (a) A TATA company produces two products Car and Jeep. The profits for per Car and per Jeep Rs.50 thousand and Rs.75 thousand respectively. The company has two machines M1 & M2 which are maximum available for 150hrs. and 200 hrs. respectively. One Car requires 12hrs. in M1 and 18 hrs. in M2. One jeep requires 15 hrs. in M1 and 20hrs. in M2. Formulate the linear programming problem to maximise the profit. 5
- (b) Mr. Aniket purchased 300 shares of Hindustan Liver Limited Company at the market price of Rs.1600/- each. Before the record date for dividend declaration. The company declared 40% dividend on the face value of the share Rs.100/- 5

- After one year he sold all the shares at the market price of Rs.2000/- each. He paid 8% brokerage on both the transactions. Find the total profit in this transaction. 5
- (c) Mr. Pratik invested Rs.50 thousand in a Reliance mutual fund on 28th January 2013 with NAV of Rs.110/- and entry load 2.2% of a NAV, he sold all the units on 21st December 2013 with a NAV of Rs.150 with exit load 2% find his total profit. 5
- (d) Minimise $Z = 4x + 5y$, Subject to $x + y \geq 5$, $2x + y \geq 8$, $x \geq 0$, $y \geq 0$ solve it by graphically. 5
3. (a) Find the derivative of given function with respect to x , $y = (2 \log x + 4e^x)(5x^{10} - 12x + 4)$ 5
- (b) The demand function is given by $P = 4D^3 - 3D^2 - 2D + 5$, find total revenue, average revenue and marginal revenue if $D = 3$. 5
- (c) The total cost function is given by $C = x^2 - 12x + 144$. Find total cost, average cost, marginal cost and marginal average cost if $x = 10$. 5
4. (a) In how many years will a sum of money double itself at 8% P.A. rate of interest using simple interest. 5
- (b) Sum of Rs.20000/- invested for 3 years at the rate of 12% P.A. find the total amount if interest compounded (i) yearly (ii) quarterly. 5
- (c) Find the amount at the end of one year of an annuity of Rs.4000/- payable quarterly rate of interest being 12% P.A. 5
- (d) A person borrows Rs.1,20,000 from a bank for a period of 8 months. Compute the EMI (i) 12% on flat rate of interest (ii) 12% P.A. on the reducing balance. 6

SECTION - II

5. (a) Define statistics and uses of statistics. 7
- (b) The total number of students in a college in Arts, Commerce and Science are 240, 780 and 480 respectively. In Arts number of girls are 160. In commerce numbers of Boys are more than 80 by number of Girls. In science number of Girls are double than number of Boys. Tabulate the above information in a suitable tabular form. 7
- (c) Calculate mode graphically for the following data : 6

Class	0-10	10-20	20-30	30-40	40-50	50-60
Frequency	9	16	22	26	24	13

TURN OVER

6. (a) Find percentage bar diagram from the budget of the family is given by: 7

Items	Food	Clothing	Rent	Light & Fuel	Miscellaneous
Expenditure	1600	800	600	200	800

(b) Find mean and mean deviation for the following data: 7

Class	0-50	50-100	100-150	150-200	200-250	250-300
Frequency	10	14	24	26	10	06

(c) Find three quartiles Q_1, Q_2, Q_3 for the following data: 6

Class	10-19	20-29	30-39	40-49	50-59	60-69
Frequency	7	14	18	20	16	5

7. (a) Write a short note on (i) Random Experiment (ii) Sample (iii) Events 6

(b) Two cards are drawn from 52 playing cards. Find the probability that:
 (i) Both are black cards (ii) Both are picture cards (iii) One spade and One diamond card. 7

(c) Find mean and variance for the following data: 6

x	2	3	4	5	6
P(X)	0.12	0.18	0.24	0.32	0.16

8. (a) Describe the types of correlation 7

(b) Calculate rank correlation coefficient for the following data: 6

x	10	12	9	10	12	13	15	14
y	11	13	11	12	14	15	15	16

(c) Find the regression equation for Y on X for the following data. 7

x	4	5	7	6	8
y	5	7	9	8	10

9. (a) Define time series and describe methods of time series. 7

(b) Find I_p, I_p, I_p for the following data: 6

Commodity	Base Year Price	Base year quantity	Current Year Price	Current year quantity
Rice	3	6	6	12
Wheat	2	8	5	10

TURN OVER

Oil	4	10	6	14
Pulses	4	5	6	7

- (c) Find weighted aggregative and weighted average index number for the following data. 7

Commodity	Base Year price	Current year Price	Weight
Food	2	5	25
Clothing	3	12	40
Rent	5	12	30
Light & Fuel	5	12	25

- 10.(a) Explain the following terms (i) Laplace criteria (ii) EMV (iii) Decision tree 6
 (b) Find the best act using Laplace criteria and Minimax criteria 7

Action	State of Nature			
	S1	S2	S3	S4
A1	24	20	11	20
A2	28	32	20	24
A3	16	20	16	16
A4	20	20	16	16

- (c) Draw a decision tree and answer which action should be followed for the following? 7
 Pattern of data :

Action	State of Nature	S1	S2	S3
	Probability	0.35	0.45	0.20
A1		100	350	-100
A2		450	50	150

(OLD COURSE)

(3 Hours)

[Total Marks : 100

- N.B. : (1) From Section I question no. 1 and 2 are compulsory and attempt any one question no. 3 and 4.
 (2) From Section II question no. 5 and 6 are compulsory and attempt any one question no. 7 and 8.
 (3) Figures to the right indicate full marks.
 (3) Working notes should part of your answer.

Section - I

1. From the following Trial Balance of M/s Rutuja Metals, Parel, prepare Trading and Profit & Loss Account for the year ended 31st March 2014 and the Balance Sheet as on that date : 18

Particulars	Debit Rs.	Credit Rs.
Miss Rutuja's Capital		2,85,000
Stock in Trade on 1st April, 2013	75,000	
Furniture	50,000	
Bills Receivable	42,600	
Bills Payable		43,500
Purchases	3,52,800	
Sales		4,94,600
Patents	25,000	
Returns Inward	4,600	
Returns Outward		12,800
Drawing	24,600	
Sundry Debtors	62,000	
Sundry Creditors		53,600
Salaries	52,150	
Wages	27,900	
Insurance	6,300	
Legal an Professional Charges	4,500	
General Expenses	18,300	

TURN OVER

Discount received		2,600
Loan from Mr. Ganesh @ 12% p.a. taken on 1st November 2013		25,000
Interest on above loan	1,250	
Bad debts	2,400	
Advertisement	18,700	
Reserve for doubtful debts		1000
Plant	1,50,000	
	9,18,100	9,18,100

Adjustments :

- (a) Stock as on 31st March 2014 is valued at Rs. 1,62,500
 - (b) Depreciation Plant at 10% p.a., Furniture at 20% p.a.
 - (c) Of the debtors Rs. 2000 are bad. Provide reserve for doubtful debts at 5%
 - (d) Wages outstanding Rs. 5,100.
 - (e) Goods costing Rs. 8,000 were destroyed by fire, insurance company admitted claim for Rs. 5,000 only.
 - (f) Rutuja withdrew Rs. 2,000 per month which she charged to Salaries Account.
2. (a) State with reasons whether following are statements are true or false.
- (i) Income receivable is shown on the asset side of the Balance Sheet.
 - (ii) Loss by fire is shown on Debit side of Profit and loss A/c.
 - (iii) Over valuation of closing stock results in over statement of profit.
 - (iv) Purchase of investments is credited to receipts and payments A/c.
 - (v) All office expenses are debited to manufacturing A/c.
 - (vi) Discount received is allocated among different departments on the basis of sales.
 - (vii) Return Inward are deducted from purchases.
 - (viii) Last in first out method of stock valuation is recognised by Accounting Standard.

(b) Match the following and rewrite.

8

Column A	Column B
Sale of Scrap	AS-1
Depreciation of Plant & Machinery	AS-2
Inventory Valuation	AS-9
Revenue Receipt	Credited to manufacturing Account
Revenue Expenditure	Repairs to Plant and Machinery
Capital Expenditure	Debited to Manufacturing Account
Revenue Recognition	Purchase of Furniture
Disclosure of Accounting policies	Interest received on Investments
	Debited to Profit & Loss Account.

3. State whether these expenses are capital expenses, revenue expenses or deferred revenue expenses. 16

- (a) Interest paid on bank overdraft Rs. 50,000.00 to State Bank of India for quarter ended 31st December 2014.
- (b) Custom duty paid Rs. 35,000.00 on import of Raw Materials.
- (c) Purchased old plant for Rs. 20000.
- (d) Rs. 300 were paid for the up-keep of a water pump.
- (e) Paid audit fees Rs. 5,000 to Mr. Jayesh, our Chartered Accountant.
- (f) Paid Rs. 1,000 for annual renewal of factory license.
- (g) Reimbursed Rs. 12,500. Travelling expenses to Mr. Abhishek our salesman.
- (h) Purchased 20 Box Files for office use at Rs. 20 per file.

4. Following is Receipts and Payment Account of Kawathewadi Sports Mandal for the year ended 31st March 2014. 16

Receipts	Rs.	Payments	Rs.
To Balance B/d.	7120	By Audit Fees	2500
To Member's Subscription		By Turnament Expenses	18000
2011-12 5000		By Building	32500
2012-13 87500		By Rates & Insurance	2010
2013-14 4800	97300	By Telephone	4250
To Member's Admission Fees	3500	By Printing & Stationary	4330

TURN OVER

To Miscellaneous Receipts	4260	By General Charges	5570
To Hire of Ground	6320	By Honorarium to Secretary	8400
To Tournament Contributions	23000	By Fixed Deposit in Bank	60000
To Donations for Building	32500	By Sports Equipment	12000
		By Repairs & Maintenance	3740
		By Salaries	14400
		By Balance C/d	6300
	174000		174000

Assets and liabilities As on 1st April 2013 were :

Particulars	Rs.
Sports Equipment	13000
Prepaid Insurance	1200
Building	67500
Subscription outstanding	5000
Printing and Stationary	600
Building Fund	67500

You are furnished with the following further information :

Subscription outstanding as on 31st March, 2014 are Rs. 4,000/-. Fixed Deposit with the bank carries interest at 12% per annum. Interest is accrued and due for 6 months. Write off 30% of Sport Equipments. Prepaid insurance amounts to Rs. 1,000/- and the secretary is to be given a bonus of Rs. 5,000/-

Prepare the Income & Expenditure Account for the year ended 31st March 2014 and the Balance Sheet as the date.

TURN OVER

Section - II

5. Mr. Shreenath does not maintain his books of accounts on double entry book keeping system. He supplies you the following information. 18

(a) Assests and Liabilities as on 1st April 2013 and 31st March 2014

Particulars	1st April 2013 Rs.	31st March 2014 Rs.
Sundry Debtors	11200	8200
Stock	12750	16800
Sundry Creditors	12410	9870
Furniture	12000	12000
Machinery	17500	?
Cash and Bank	500	4100

(b) Assests and Liabilities as on 1st April 2013 and 31st March 2014

Payment made to creditors	17,500
Salaries	7330
Cash Sales	??
Received from Debtors	39540
Capital Introduced	5000
Carriage	8210
Office Expenses	2900
Purchase of Machinery	5000
Drawings	6000

Discount allowed were Rs. 600 and discounts received Rs. 500. Bad debts written off were Rs. 400. Depreciation is to be provided on Furniture @ 20% p.a. and on Machinery @ 10% p.a. Salaries outstanding Rs. 1000.

Prepare Trading Profit and Loss Account of Mr. Shreenath for the year ended 31st March 2014 and Balance Sheet as on that date.

6. (a) State with reasons whether following are statements are true or false. 8
- Discount allowed is credited to Sundry Debtors A/c,
 - Rent is allocated between various departments on the basis of area occupied.

TURN OVER

- (iii) Returns Outwards are debited to Sundry Creditors A/c
- (iv) Sundry Debtors A/c is prepared to find out credit sales.
- (v) Bills payable A/c is prepared to find credit purchases.
- (vi) Gross profit 25% on sales is same as 20% on cost.
- (vii) Discount received is debited to profit & loss A/c.
- (viii) Bills receivable discounted are debited to debtors A/c.

8

(b) Match the following and rewrite.

Column A	Column B
Sundry Debtors A/c	Credit Purchases
Opening Balance sheet	Credit sales
Cash A/c	Credit to Debtors A/c
Sundry Creditors A/c	Net Profit
Profit & Loss A/c	No Proper books of Accounts
Single Entry System	Opening Capital
Discount Allowed	Cash Sales

16

7. From the following particulars of Rajendra Hardware Stores having two departments namely, Hardware & Paints prepare Trading and Profit and Loss Account of the two departments in columnar form for the year ended 31st March 2014.

	Hardware Rs.	Paints Rs.
Opening Stock	86,400	1,01,300
Purchases	4,26,800	5,64,300
Carriage Inwards	5,000	4,000
Wages	14,000	11,000
Sales	7,15,700	8,12,900
Return Inwards	15,700	12,900
Return Outwards	6,800	4,300

TURN OVER

	Rs.
Discount Received	7,700
Rent and Rates	38,000
Travelling Expenses	33,000
Carriage Outwards	49,500
General Expenses	18,000
Advertising	45,000
Discount Allowed	3,900
Insurance	6,800
Selling & Distribution Expenses	9,900

The further information is relevant :

- (a) General Expenses and insurance are to be allocated in the ratio 2 : 3
- (b) The area occupied is Hardware 4/5 and Paints 1/5.
- (c) The closing stock of the two departments were hardware Rs. 1,24,800, Paints Rs. 1,68,700.
- (d) Other expenses and incomes to allocated between the two departments on a suitable basis.
- (e) During the year Hardware Department transferred goods costing Rs. 15,000 to paints department.

8. Vishal Pharma Traders gives you following information regarding one of their stores item for the month of March 2015.

March 1		Stock in hand 550 kg @ Rs. 10	
Purchases :			
March	3	550 kg.	@ Rs. 10/Kg.
March	10	1010 kg.	@ Rs. 11/Kg.
March	18	660 kg.	@ Rs. 12/kg.
March	24	530 kg.	@ Rs. 13/kg.

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	March	30	470 kg.	@ Rs. 14/kg.
			Issues :	
1.	March	2	420 kg.	
2.	March	9	510 kg.	
3.	March	16	970 kg.	
4.	March	23	540 kg.	
5.	March	31	620 kg.	

You are required to prepare stores ledger A/c under FIFO and Weighted Average Method of Stock valuation.

[TURN OVER

(REVISED COURSE)

(3 Hours)

[Total Marks : 100]

- N.B. : (1) From Section I question no. 1 and 2 are **compulsory** and attempt any one question no. 3 and 4.
 (2) From Section II question no. 5 and 6 are **compulsory** and attempt any one question no. 7 and 8.
 (3) Figures to the **right** indicate **full** marks.
 (3) **Working notes** should **part** of your **answer**.

Section - I

1. From the following Trial Balance of M/s Rutuja Metals, Parel, prepare Trading and Profit & Loss Account for the year ended 31st March 2014 and the Balance Sheet as on that date : 18

Particulars	Debit Rs.	Credit Rs.
Miss Rutuja's Capital		2,85,000
Stock in Trade on 1st April, 2013	75,000	
Furniture	50,000	
Bills Receivable	42,600	
Bills Payable		43,500
Purchases	3,52,800	
Sales		4,94,600
Patents	25,000	
Returns Inward	4,600	
Returns Outward		12,800
Drawing	24,600	
Sundry Debtors	62,000	
Sundry Creditors		53,600
Salaries	52,150	
Wages	27,900	
Insurance	6,300	
Legal an Professional Charges	4,500	
General Expenses	18,300	

TURN OVER

Discount received		2,600
Loan from Mr. Ganesh @ 12% p.a. taken on 1st November 2013		25,000
Interest on above loan	1,250	
Bad debts	2,400	
Advertisement	18,700	
Reserve for doubtful debts		1,000
Plant	1,50,000	
	9,18,100	9,18,100

Adjustments :

- (a) Stock as on 31st March 2014 is valued at Rs. 1,62,500
- (b) Depreciate Plant at 10% p.a., Furniture at 20% p.a.
- (c) Of the debtors Rs. 2,000 are bad. Provide reserve for doubtful debts at 5%
- (d) Wages outstanding Rs. 5,100.
- (e) Goods costing Rs. 8,000 were destroyed by fire, insurance company admitted claim for Rs. 5,000 only.
- (f) Rutuja withdrew Rs. 2,000 per month which she charged to Salaries Account.

2. (a) State with reasons whether following are statements are true or false. 8
- (i) Income receivable is shown on the asset side of the Balance Sheet.
 - (ii) Loss by fire is shown on Debit side of Profit and loss A/c.
 - (iii) Over valuation of closing stock results in over statement of profit.
 - (iv) Hire purchase price = cash price + interest.
 - (v) All office expenses are debited to manufacturing A/c.
 - (vi) Discount received is allocated among different departments on the basis of sales.
 - (vii) Returns Inward are deducted from purchases.
 - (viii) Last in first out method of stock valuation is recognised by Accounting Standard.

TURN OVER

(b) Match the following and rewrite.

8

Column A	Column B
Sale of Scrap	AS-1
Depreciation of Plant & Machinery	AS-2
Inventory Valuation	AS-9
Revenue Receipt	Credited to manufacturing Account
Revenue Expenditure	Repairs to Plant and Machinery
Capital Expenditure	Debited to Manufacturing Account
Revenue Recognition	Purchase of Furniture
Disclosure of Accounting policies	Interest received on Investments
	Debited to Profit & Loss Account.

3. State whether these expenses are capital expenses, revenue expenses or deferred revenue expenses. 16

- Interest paid on bank overdraft Rs. 50,000.00 to State Bank of India for quarter ended 31st December 2014.
- Custom duty paid Rs. 35,000.00 on import of Raw Materials.
- Purchased old plant for Rs. 20,000.
- Rs. 300 were paid for the up-keep of a water pump.
- Paid audit fees Rs. 5,000 to Mr. Jayesh, our Chartered Accountant.
- Paid Rs. 1,000 for annual renewal of factory license.
- Reimbursed Rs. 12,500. Travelling expenses to Mr. Abhishek our salesman.
- Purchased 20 Box Files for office use at Rs. 20 per file.

TURN OVER

4. From the following particulars of Rajendra Hardware Stores having two departments namely, Hardware & Paints prepare Trading and Profit and Loss Account of the two departments in columnar form for the year ended 31st March 2014 16

	Hardware Rs.	Paints Rs.
Opening Stock	86,400	1,01,300
Purchases	4,26,800	5,64,300
Carriage Inwards	5000	4000
Wages	14,000	11,000
Sales	7,15,700	8,12,900
Return Inwards	15,700	12,900
Return Outwards	6,800	4,300

	Rs.
Discount Received	7,700
Rent and Rates	38,000
Travelling Expenses	33,000
Carriage Outwards	49,500
General Expenses	18,000
Advertising	45,000
Discount Allowed	3,900
Insurance	6,800
Selling & Distribution Expenses	9,900

The further information is relevant :

- General Expenses and insurance are to be allocated in the ratio 2 : 3
- The area occupied is Hardware $\frac{4}{5}$ and Paints $\frac{1}{5}$.
- The closing stock of the two departments were Hardware Rs. 1,24,800, Paints Rs. 1,68,700.
- Other expenses and incomes to allocated between the two departments on a suitable basis.
- During the year Hardware Department transferred goods costing Rs. 15,000 to paints department.

TURN OVER

Section - II

5. Mr. Shreenath does not maintain his books of accounts on double entry book keeping system. He supplies you the following information. 18

(a) Assests and Liabilities as on 1st April 2013 and 31st March 2014

Particulars	1st April 2013 Rs.	31st March 2014 Rs.
Sundry Debtors	11200	8200
Stock	12750	16800
Sundry Creditors	12410	9870
Furniture	12000	12000
Machinery	17500	?
Cash and Bank	500	4100

(b) Assests and Liabilities as on 1st April 2013 and 31st March 2014

Payment made to creditors	17,500
Salaries	7330
Cash Sales	??
Received from Debtors	39540
Capital Introduced	5000
Carriage	8210
Office Expenses	2900
Purchase of Machinery	5000
Drawings	6000

Discount allowed were Rs. 600 and discounts received Rs. 500. Bad debts written off were Rs. 400. Depreciation is to be provided on Furniture @ 20% p.a. and on Machinery @ 10% p.a. Salaries outstanding Rs. 1000.

Prepare Trading Profit and Loss Account of Mr. Shreenath for the year ended 31st March 2014 and Balance Sheet as on that date.

6. (a) State with reasons whether following are statements are true or false. 8

- (i) Consignee is agent of Consignor.
- (ii) Cost Price + Loading = Invoice Price.
- (iii) Branch Stock A/c is Real A/c.
- (iv) Godown Rent paid by consignee is not considered while valuing closing stock.

TURN OVER

- (v) Branch A/c is Real A/c,
- (vi) Bad Debts are to be borne by consignee.
- (vii) Bad Debts are debited to branch a/c under debtor method.
- (viii) Branch Stock a/c is always maintained at cost price.

(b) Match the following and rewrite.

8

Column A	Column B
Sundry Debtors A/c	Credit Purchases
Opening Balance sheet	Credit sales
Cash A/c	Credit to Debtors A/c
Sundry Creditors A/c	Net Profit
Profit & Loss A/c	No Proper books of Accounts
Single Entry System	Opening Capital
Discount Allowed	Cash Sales

7. M/s. Malkani Pesticides, Kalayn has a branch at Solapur. All purchases are made by head office. Goods are sent to Branch at invoice price which is cost plus 50%. Branch does not maintain double entry books of accounts, the books are kept at head office. Branch sell goods for cash as well as on credit. All the expenses of brach are paid by Head Office and all cash from cash sales and debtors is sent to head office every day. From the following information supplied to you, ascertain profit made by branch under Debtors System in the books of head office for the year ended 31st March 2014. 16

Particulars	Rs.	Rs.
Stock on 1st April 2013 (at invoice price)		2,23,500
Debtors on 1st April 2013		64,950
Goods sent to branch (at Invoice Price)		7,45,200
Remittance to Head Office		
Cash sales	2,69,000	
Cash received from debtors	<u>5,04,000</u>	7,73,000
Good returned to Head office (at Invoice Price)		36,000

TURN OVER

Cheque received from Kalayan Head Office :

Wages and Salaries	27,500	
Rent and Rates	37,500	
Printing and Stationery	21,270	
Sundry Expenses	18,700	83,700
Bad Debts at branch		5,310
Discount allowed to debtors		7,240
Goods returned by debtors		12,400
Stock on 31st March 2014 (at invoice price)		3,42,000
Debtors on 31st March 2014		??
Credit Sales		5,54,800

8. Neil of Latur consigned on 1st January 2015, 800 Hard disk costing, Rs. 1500 per piece to Denis of Barshi. Freight charges incurred on the consignment were Rs. 25,500. On 1st January 2015 Neil drew a bill on Denis for Rs. 4,50,000 payable on 31st March 2015 which was duly accepted by Denis. The bill was discounted by Neil with his bankers on the same day at 12% p.a. discount to be treated as consignment expenses. Denis rendered account to Neil on 31st March 2015 showing cash sales of 300 Hard Disk at Rs. 1700 per Hard Disks and credit sales of 500 Hard Disks at Rs. 1800 per Hard Disk. He incurred selling expenses of Rs. 44,080 Denis was entitled to a commission of 10% and additional 2% as Del Crdere commission. On 31st March 2015 Denis remitted to Neil the amount due to him. You are required to prepare consignment Account and Denis's Account in the books of Neil and Neil's Account in the books of Denis.

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