



**FYBCOM-II-REG/ATKT-MAY-2022-MATHS & STATS**

Time: 3 Hours 45 Min.

Max. Marks: 100

**Seat No.(In Figures):** \_\_\_\_\_

**Seat No. (In Words):**  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
**Supervisor's Signature**

- NOTE: 1) **All Questions** are **COMPULSORY**.  
2) **Answers to questions in SECTION – I must be written on the question paper itself.**  
3) **Answers to questions in SECTION – II should be written on the answer sheet provided separately.**  
4) **SECTION – I and II should be tied together and handed over to the supervisor.**  
5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.  
6) Figures to the right indicate full marks.  
7) Simple calculator is allowed.

**SECTION-I**

**Q.1 Multiple Choice Questions: (2 Marks each)**

[50]

- 1) The simple interest on Rs. 5000 at 5 % interest p.a. for 4 years is\_\_\_\_\_.  
A) 2000      C) 500  
B) 1000      D) 250
- 2) If P= Rs 70000, R= 10 % & Simple interest= Rs. 2100, then the number of years (N) is \_\_\_\_\_ years.  
A) 1      C) 3  
B) 2      D) 4
- 3) The compound interest on Rs. 10000 at 5% interest p.a. for 3 years is always\_\_\_\_\_ the simple interest on same amount at same rate and for same period.  
A) equal to      C) smaller than  
B) greater than      D) less than or equal to
- 4) The formula to calculate accumulated value of an immediate annuity of Rs. C per period for n periods at compound interest of i per period is given by  
A)  $C \times \left[ \frac{((1-i)^n - 1)}{i} \right]$       C)  $C \times \left[ \frac{((1+i)^n - 1)}{i} \right]$   
B)  $C \times \left[ \frac{((1-i)^n - 1)}{(i+1)} \right]$       D)  $C \times \left[ \frac{((1-i)^n - 1)}{(i-1)} \right]$
- 5) In case of \_\_\_\_\_, the payments are made at the beginning of each period.  
A) Annuity Due      C) Uniform Annuity  
B) Immediate Annuity      D) Deferred Annuity

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- 6) The derivative of  $(e^x + 5x)$  with respect to  $x$  is\_\_\_\_\_.
- A)  $e^x$                       C)  $e^x + 5$   
 B)  $e^x + 5x$                 D)  $e^x + 5^x$
- 7) When the total revenue is equal to total cost then there is \_\_\_\_\_.
- A) maximum profit        C) breakeven point  
 B) minimum loss            D) equilibrium point
- 8) If  $C$  is the total cost of producing  $X$  units then the average cost is given by \_\_\_\_\_.
- A)  $\frac{C}{X}$                       C)  $C + X$   
 B)  $C \times X$                 D)  $C - X$
- 9) If  $MR=30$ ,  $AR=60$  then elasticity of demand is\_\_\_\_.
- A) 3                          C) 2  
 B) -2                        D) 5
- 10) If  $R$  is total revenue and  $p$  is the unit price then the marginal revenue is given by\_\_\_\_\_.
- A)  $\frac{R}{p}$                       C)  $\frac{dp}{dR}$   
 B)  $R \times p$                 D)  $\frac{dR}{dp}$
- 11) The diagram which is used to study the nature of correlation between two variables only is called\_\_\_\_\_ diagram.
- A) bar                        C) line  
 B) scatter                    D) histogram
- 12) If both the variables ( $x$  and  $y$ ) change in the same direction then there is \_\_\_\_\_ correlation between these two variables.
- A) positive                  C) zero  
 B) negative                  D) both positive and negative
- 13) If  $b_{yx} = -1.6$  and  $b_{xy} = -0.4$ , then K. P. coefficient of correlation ( $r$ ) is equal to \_\_\_\_\_.
- A) 0.8                        C) 0.9  
 B) -0.8                       D) -0.9
- 14) In case of Spearman's Coefficient of rank correlation, the correction factor (C.F.) is calculated using formula\_\_\_\_\_.
- A)  $\frac{\sum m(m+1)}{12}$                 C)  $\frac{\sum m(m^2+1)}{12}$   
 B)  $\frac{\sum m(m-1)}{12}$                 D)  $\frac{\sum m(m^2-1)}{12}$

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- 15) If  $X = 1.2Y + 7$  is the regression equation of X on Y and if value of Y is 5 then estimated value of X is \_\_\_\_\_.
- A) 12      C) 14  
B) 13      D) 15
- 16) The tendency of time series data to increase or decrease continuously over a long period of time is known as \_\_\_\_\_.
- A) Secular trend      C) Irregular trend  
B) Seasonal trend      D) Cyclical trend
- 17) \_\_\_\_\_ variations in time series occur due to unpredictable natural calamities like floods, earthquakes etc.
- A) Seasonal      C) Regular  
B) Cyclical      D) Irregular
- 18) The formula to calculate Fisher's Index number ( $I_F$ ) using Paasche's index number ( $I_P$ ) and Laspeyre's index number ( $I_L$ ) is \_\_\_\_\_.
- A)  $\sqrt{\frac{I_L}{I_P}}$       C)  $\sqrt{I_L \times I_P}$   
B)  $\sqrt{I_L - I_P}$       D)  $\sqrt{I_L + I_P}$
- 19) Cost of living Index number by \_\_\_\_\_ method is weighted average of price relatives.
- A) Aggregative expenditure      C) Real income  
B) Family budget      D) Laspeyre's
- 20) The cost-of-living index for year 2020 is 150 with 2015 as base year. If the income of a person in 2020 is 15000, then what is his real income in 2020 with respect to 2015?
- A) 12000      C) 14000  
B) 10000      D) 13000
- 21) In case of Binomial Distribution if p is probability of success and q is probability of failure then  $p + q$  is \_\_\_\_\_.
- A) Equal to 0      C) Greater than 1  
B) Less than 1      D) Equal to 1
- 22) In case of Binomial Distribution with n trials if p is probability of success and q is probability of failure then the variance is given by \_\_\_\_\_.
- A) n      C) nq  
B) np      D) npq
- 23) If the mean of Poisson's distribution is 4 then its Standard Deviation is given by \_\_\_\_\_.
- A) 1      C) 3  
B) 2      D) 4

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- 24) If mean of binomial probability distribution is 8 and  $n = 20$  then what is the probability of failure?  
 A) 0.4      C) 0.2  
 B) 0.3      D) 0.6
- 25) The normal curve is a \_\_\_\_\_ curve about the line  $X = \mu$ (mean)  
 A) symmetric      C) regular  
 B) asymmetric      D) Irregular

**SECTION-II**

Q.2 Attempt **ANY TWO** of the following: [10]

- A) Differentiate with respect to  $x$  : i)  $(e^x + 3)(2x + 4)$  ii)  $\frac{(x^2 + 5)}{(3^x + 10)}$
- B) The total cost function is  $C = 9 + 9x + x^2$ . Find average cost & marginal cost when  $x = 2$ .
- C) The demand function is given by,  
 $D = 20 - p - p^2$  where  $D = demand$  and  $p = price$ . Find Elasticity of Demand with respect to price when price=2

Q.3 Attempt **ANY TWO** of the following: [10]

- A) Calculate compound interest on Rs. 10000 for 3 years at 5% rate of interest per annum.
- B) If Rs. 4,000 amounts to Rs. 5200 in 3 years at simple interest, find rate of interest.
- C) A loan of Rs. 60,000 is to be repaid in 6 monthly, installments at the rate 12% p.a. compounded monthly. Using reducing balance method, find the EMI.

Q.4 Attempt **ANY TWO** of the following: [10]

- A) Calculate Karl Pearson's correlation coefficient for the following data:

X:	10	12	5	7	8	11
Y:	12	15	18	15	16	12

- B) The two lines of regression are:  $4x + 2y = 80$  and  $6x + 5y = 160$ . Find (i)  $\bar{x}$  and  $\bar{y}$ , (ii) Coefficient of correlation ( $r$ ).
- C) For the following data find two regression equations.

	x	y
Arithmetic mean	35	84
Standard Deviation	11	8
Coefficient of correlation ( $r$ ) is 0.8		

Q.5 Attempt **ANY TWO** of the following: [10]

- A) Calculate five yearly moving averages for the following data:

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Profit in Lakhs Rs	25	28	24	32	34	31	36	40	38	42

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B) Calculate Laspeyer's and Pasche's Index numbers for the following:

Commodity	2016		2021	
	Price	quantity	Price	quantity
A	2	20	3	30
B	4	15	5	20
C	3	40	6	50

C) Calculate cost of living index number using family Budget Method for the following data:

Group	Weight	Price in 2012	Price in 2020
Food	30	30	60
Clothes	20	24	30
House rent	10	12	18
Fuel & lights	15	10	8
Miscellaneous	25	28	35

Q.6 Attempt **ANY TWO** of the following:

[10]

- A) It is observed that 2 students from every 5 students in a class are singers. From a group of 8 students randomly selected from the class, what is the probability that exactly 2 students are singers?
- B) It is observed that on an average 3% apples are bad in a box containing 200 apples. Find the probability that in a randomly selected box, exactly 2 apples are bad. Given that  $e^{-6} = 0.0025$
- C) For a normally distributed variable X, mean= 50, S.D.= 4 then find  $P(X \geq 54)$ . Given area under normal curve between  $Z=0$  and  $Z=1$  is 0.3413



**FYBCOM-II-REGULAR/ATKT-MAY-2022-F.C.**

Time: 3 Hours 10 Min.

Max. Marks: 75

**Seat No.(In Figures):** \_\_\_\_\_

**Seat No. (In Words):**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
**Supervisor's Signature**

- NOTE: 1) **All Questions** are **COMPULSORY**.  
2) **Answers to questions in SECTION – I must be written on the question paper itself.**  
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5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.  
6) Figures to the right indicate full marks.

**SECTION-I**

**Q.1 Multiple Choice Questions: (1 Mark each)**

[35]

- 1) Full form for NCRB is \_\_\_\_\_.  
A) National Crime Research Bureau                      C) National Crime Redevelopment Bureau  
B) National Crime Records Bureau                      D) National Crime Record Board
- 2) \_\_\_\_\_ means movement or shift of people from one place to another.  
A) Migration    C) Globalisation  
B) Liberalisation    D) Privatisation
- 3) \_\_\_\_\_ refers to coerced movement of people away from their home.  
A) Local Migration    C) Forced Migration  
B) Regional Migration                                      D) Mass Migration
- 4) \_\_\_\_\_ refers to freedom to business enterprises from excessive government control.  
A) Privatization    C) Globalization  
B) Liberalization    D) Disinvestment
- 5) In which year did India adopt the economic reforms?  
A) 1991    C) 1998  
B) 1993    D) 2001
- 6) \_\_\_\_\_ means integrating the national economy with the world economy.  
A) Privatization    C) Globalization  
B) Liberalization    D) Disinvestment
- 7) Article 14 of the Constitution provides equality before \_\_\_\_\_.  
A) Religion    C) Parliament  
B) Law    D) Society

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**FYBCOM-II-REGULAR/ATKT-MAY-2022-F.C.**

- 8) The UDHR was adopted by the \_\_\_\_\_.
 

A) United States of America	C) United Arab Emirate
B) China	D) United Nations
- 9) Magna Carta was signed in \_\_\_\_\_.
 

A) 1220	C) 1215
B) 1315	D) 1400
- 10) Human rights are derived from the principle of \_\_\_\_\_ law.
 

A) Government	C) Judiciary
B) Natural	D) Human
- 11) Human rights have \_\_\_\_\_ application.
 

A) Limited	C) Maximum
B) Universal	D) Most
- 12) Theology and \_\_\_\_\_ are main sources of human rights.
 

A) caste	C) religion
B) education	D) dignity
- 13) UDHR stands for-\_\_\_\_\_.
 

A) United Declaration of Human Rights	C) Universal Development of Human Rights
B) Universal Declaration of Human Rights	D) Universal Development of Human Resources
- 14) The UDHR consists of \_\_\_\_\_ articles.
 

A) 10	C) 30
B) 20	D) 40
- 15) \_\_\_\_\_ is not cash crop.
 

A) Wheat	C) Oilseed
B) Sugarcane	D) Cotton
- 16) Acid rain is one of the harmful effects of \_\_\_\_\_ pollution.
 

A) Air	C) Noise
B) Water	D) Land
- 17) The \_\_\_\_\_ comprises of all of the water on or near the earth.
 

A) Lithosphere	C) Hydrosphere
B) Biosphere	D) Atmosphere
- 18) \_\_\_\_\_ is the deterioration of the environment through depletion of resources.
 

A) Ecology	C) Environmental Degradation
B) Ecosystem	D) Sustainable Development
- 19) \_\_\_\_\_ is a situation in which two or more parties feel themselves in opposition.
 

A) Stress	C) Frustration
B) Conflict	D) Aggression
- 20) The \_\_\_\_\_ are the small living beings such as bacteria, insects and fungi.
 

A) Primary Producers	C) Decomposers
B) Consumers	D) Terrestrials

**FYBCOM-II-REGULAR/ATKT-MAY-2022-F.C.**

- 21) \_\_\_\_\_ means pre-judgment.
- |               |              |
|---------------|--------------|
| A) Stereotype | C) Prejudice |
| B) Aggression | D) Violence  |
- 22) \_\_\_\_\_ helps to develop the power of concentration.
- |               |                    |
|---------------|--------------------|
| A) Meditation | C) Time management |
| B) Exercise   | D) Social support  |
- 23) An arrested person cannot be detained in custody beyond \_\_\_\_\_ hours, except with the order of the magistrate.
- |       |       |
|-------|-------|
| A) 12 | C) 36 |
| B) 24 | D) 48 |
- 24) Human Rights in a more specified and well-defined manner came with the signing of \_\_\_\_\_ in 1215.
- |                |                              |
|----------------|------------------------------|
| A) UDHR        | C) Theory of Natural Law     |
| B) Magna Carta | D) The Natural Rights Theory |
- 25) In an ecosystem, the \_\_\_\_\_ are primary producers.
- |           |              |
|-----------|--------------|
| A) Animal | C) Plants    |
| B) Birds  | D) Consumers |
- 26) The \_\_\_\_\_ is the solid, rocky crust covering entire planet.
- |                |                |
|----------------|----------------|
| A) Atmosphere  | C) Biosphere   |
| B) Hydrosphere | D) Lithosphere |
- 27) \_\_\_\_\_ does not include the right to die and hence suicide or an attempt to commit suicide is an offence.
- |                       |                      |
|-----------------------|----------------------|
| A) Right to life      | C) Right to property |
| B) Right to education | D) Right to equality |
- 28) \_\_\_\_\_ is the term used to describe positive stress.
- |              |             |
|--------------|-------------|
| A) Eustress  | C) Ethics   |
| B) Prejudice | D) Conflict |
- 29) Factors or conditions that cause stress are called \_\_\_\_\_.
- |              |             |
|--------------|-------------|
| A) stressors | C) conflict |
| B) prejudice | D) eustress |
- 30) \_\_\_\_\_ conflict takes place when a disagreement occurs between two person.
- |                  |                  |
|------------------|------------------|
| A) Intrapersonal | C) Interpersonal |
| B) Intergroup    | D) Individual    |
- 31) Career changes can also bring \_\_\_\_\_ to a person.
- |                |             |
|----------------|-------------|
| A) frustration | C) stress   |
| B) violence    | D) conflict |
- 32) The basic purpose of the \_\_\_\_\_ strategy is to solve a problem and not to shift the blame on others.
- |                                   |                       |
|-----------------------------------|-----------------------|
| A) win/lose strategy              | C) win/win strategy   |
| B) rules and regulations strategy | D) lose/lose strategy |







**FYBCOM-II-REG/ATKT-MAY-2022-FA**

Time: 3 Hours 45 Min.

Max. Marks: 100

Seat No.(In Figures): \_\_\_\_\_

Seat No. (In Words): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
Supervisor's Signature

- NOTE: 1) **All Questions** are **COMPULSORY**. subject to internal choice if any  
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7) Working notes shall form part of your answer.  
8) Use of simple calculator is allowed.

Q.1) **Fill in the blanks with most appropriate alternative and rewrite the sentence.** [50]

- 1) Credit purchases is found out by preparing \_\_\_\_\_
  - a) Sundry Debtors Account
  - b) Sundry Creditors Account
  - c) Petty Cash Account
  - d) Cash Account
  
- 2) The Consignor sends \_\_\_\_\_ along with the Goods sent to Consignee.
  - a) Proforma Invoice
  - b) Account Sales
  - c) Bill of Entry
  - d) Bills of Exchange
  
- 3) The Goods saved from fire are called \_\_\_\_\_
  - a) Abnormal goods
  - b) Lucky goods
  - c) Salvaged goods
  - d) Extra goods
  
- 4) The Average Clause in the case of Fire insurance policy becomes applicable when there is \_\_\_\_\_
  - a) No Insurance
  - b) Under Insurance
  - c) Over Insurance
  - d) Sufficient Insurance

(P.T.O)

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- 5) When head office sends goods to branch at a loading of 60% on cost price means it is \_\_\_\_\_ on invoice price.
- 33.33 %
  - 66.67 %
  - 40 %
  - 37.5 %
- 6) If stock is undervalued at ₹ 37,500 which is 25 % below cost, the cost of the stock is \_\_\_\_\_
- 50,000
  - 46,875
  - 45,000
  - 28,125
- 7) If Del credere commission is given by the consignor to consignee then the bad debts will have following effect \_\_\_\_\_
- No effect in the books of Consignor
  - Consignment account Debit side
  - Consignee account Credit side
  - Bills Receivable account Debit side
- 8) When the amount of Assets and Liabilities in a statement are not extracted from books but are mere estimates, it is called as \_\_\_\_\_
- Balance sheet
  - Statement of Affairs
  - Trial Balance
  - Statement of Profit / Loss
- 9) "Branch Account" in the books of Head Office is a \_\_\_\_\_
- Real account
  - Personal account
  - Nominal account
  - Representative personal Account
- 10) The Loss of stock in case of goods destroyed by fire is ascertained as \_\_\_\_\_
- Closing stock + salvaged goods
  - Policy amount + salvaged goods
  - Closing stock – salvaged goods
  - Amount of Policy –salvaged goods
- 11) Opening Debtors ₹ 10,000  
Collection from Debtors ₹ 1,50,000  
Discount allowed and Bad debts ₹ 5,000  
Closing Debtors ₹ 15,000  
if these are the only transactions relating to Debtors, Credit sales will be ₹ \_\_\_\_\_
- 1,50,000
  - 1,30,000
  - 1,60,000
  - 1,40,000

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- 12) Discounting charges on Bill Receivable received from consignee and discounted with bank by Consignor will \_\_\_\_\_
- be Debited to Consignee's account
  - be Credited to Consignment Account
  - be Debited to Consignment account
  - be Credited to Consignee's account
- 13) Consignment account is made in the books of \_\_\_\_\_
- Consignor
  - Consignee
  - Transporter
  - Debtor
- 14) Closing stock with consignee is shown in the Balance sheet of \_\_\_\_\_
- Consignor
  - Consignee
  - Agency
  - Transporter
- 15) Under Single entry system, the opening capital can be ascertained from \_\_\_\_\_
- Total Debtors a/c
  - Total Creditors a/c
  - Cash a/c
  - Opening Statement of Affairs
- 16) Which of the following will appear on the Debit side of Debtors a/c \_\_\_\_\_
- Cash Sales
  - Credit Sales
  - Collection from Debtors
  - Bad Debts
- 17) The memorandum trading account prepared by a trader who has lost goods in fire, is made up \_\_\_\_\_
- From Date of fire till last date of accounting year
  - From 1<sup>st</sup> Day of accounting year till date of Fire
  - From date of insurance policy till date of Fire
  - From date of policy till date of claim
- 18) To lodge claim for loss of stock by Fire, the value of \_\_\_\_\_ on the date of fire has to be estimated from Memorandum trading account
- Opening stock
  - closing stock
  - Sales
  - claim
- 19) Goods costing ₹ 2,00,000 were sent out to consignee at Cost + 25 %. Invoice value of the goods will be \_\_\_\_\_
- ₹ 2,50,000
  - ₹ 2,40,000
  - ₹ 1,50,000
  - ₹ 2,25,000

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- 20) Profit from the Branch is transferred to \_\_\_\_\_  
 a) Head office a/c  
 b) Branch a/c  
 c) General profit & loss a/c  
 d) Branch expense a/c
- 21) Which of the following is not recorded on credit side of consignment a/c \_\_\_\_\_  
 a) Cash sales by consignee  
 b) Credit sales by consignee  
 c) Closing Stock  
 d) Stock reserve on Closing stock
- 22) Books of accounts are not maintained by \_\_\_\_\_  
 a) Foreign Branch  
 b) Independent Branch  
 c) Dependent Branch  
 d) Indian Branch
- 23) Consignment account is a \_\_\_\_\_  
 a) Real account  
 b) Personal account  
 c) Nominal account  
 d) Representative personal account
- 24) Commission is earned by \_\_\_\_\_  
 a) Consignor and consignee equally  
 b) Only Consignor  
 c) only Consignee  
 d) Third party
- 25) The balance in Goods sent to branch a/c is transferred to \_\_\_\_\_  
 a) Debtors a/c  
 b) Branch profit and loss a/c  
 c) Trading a/c  
 d) General profit and loss a/c

Q.2) Mr. Ghanchakkar does not maintain his account under double entry system. The following particulars have been extracted from his books: [20]  
 The Balance of Assets and Liabilities are as under:-

	1/4/2021 (₹)	31/3/2022 (₹)
Land and Building	1,50,000	1,50,000
Furniture and fixture	60,000	60,000
Stock	20,000	20,000
Debtors	50,000	80,000
Creditors	1,10,000	50,000

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**Cash Transactions for year ended 31-3-2022**

Receipts	Rs.	Payments	Rs.
Opening Balance	30,000	Payment to Creditors	2,60,000
Cash Sales	30,000	Salaries Paid	5,000
Collection from Debtors	2,67,000	Rent Paid	4,000
		Electricity Charges paid	3,000
		Drawings	15,000
		Closing Balance	40,000
	3,27,000		3,27,000

He further informs that the Outstanding salary for the year was ₹ 1,000 and Prepaid rent during the year was ₹ 1,000; Bad debts ₹ 2,000 and Discount allowed ₹ 1,000  
Prepare final accounts.

**OR**

Q.2) The James Bond of Mumbai has a branch at Delhi to which goods are sent at cost price to be sold [20]  
for cash and credit. Transactions during the year were as under:

Branch stock at cost as on 1-4-21	₹ 25,000
Branch debtors as on 1-4-21	₹ 25,000
Branch Cash & Bank balance as on 1-4-21	₹ 21,000

**Transactions during 2021-2022:**

Goods sent to branch at cost	1,50,000
Goods returned by branch (at cost)	20,000
Cash sales	30,000
Credit sales	2,50,000
Goods returned by customers at selling price	15,000
Collection from Customers	2,29,000
Discount allowed to customers	1,000
Bad Debts	1,000
Cash remitted to H.O. by branch	2,42,000
Expenses paid by branch:	
Salaries	5,000
Printing and Stationery	1,000
Miscellaneous expenses	2,000
Electricity Charges	1,000
Rent, rates and insurance paid by H.O.	1,000

**Balance as on 31-03-2022:**

Branch stock (at cost)	50,000
Branch debtors	?
Branch Cash & Bank	?

**Required:**

Compute the profit made by the branch under stock and debtors system after opening the following accounts.

- 1) Branch stock account
- 2) Branch expenses Account
- 3) Branch P & L Account
- 4) Branch debtors Account
- 5) Branch Cash & Bank account
- 6) Goods Sent to Branch account

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- Q.3) On 1st June, 2021; Mr. Chaman of Chandipur consigned goods to Mr. Baban of Bengal. [15]  
Mr. Baban is entitled to commission of 5 % on Sales. Goods costing Rs. 30,000 were consigned to Mr. Baban at the invoice price of Rs. 40,000. Mr. Chaman paid Rs. 1,000 for expenses.  
On 31st March, 2022; an account sale received from Mr. Baban shows that he made sales of Rs. 50,000 in respect of 75% of the quantity of goods consigned. Mr. Baban paid Rs. 2000 for Selling expenses and accepted a bill of Rs. 6,000 and remitted the balance to Mr. Chaman in settlement of his account.  
Show Consignment Account & Mr. Baban's Account in the books of Mr. Chaman

**OR**

- Q.3) A fire occurred in the premises of Mr. Cool on 15th May 2022. All the stock with exception of Rs. 26,000 was destroyed. From the following figures ascertain the loss of Stock suffered [15]

	<b>Rs.</b>
Stock on 1 <sup>st</sup> Jan 2021	72,000
Stock on 31 <sup>st</sup> Dec. 2021	1,32,000
Purchases during 2021	9,60,000
Sales during 2021	12,00,000
Purchases during 2022 upto the date of fire	4,60,000
Sales during 2022 upto the date of Fire	6,00,000

On 20.12.2021 also a fire broke out and destroyed stock at genuine cost of Rs 20,000. There was a practice in the firm to value stock at cost less 10 %. But all of a sudden, they changed this practice and valued stock on 31st Dec 2021 at cost plus 10 %.

- Q.4) Mr. Tubelight has a branch at Matunga & H.O. at Vidhyavihar. Head office sends Goods to Branch [15]  
at Cost + 25 %. Prepare Branch A/c in the books of Head office from the following relating to branch for year ended on 31<sup>st</sup> March 2022

<b>Sr.No.</b>	<b>Particulars</b>	<b>Amount</b>	<b>Amount</b>
1	<b><u>Balance as on 1/4/2021</u></b>		
	Stock	30,000	
	Debtors	40,000	
	Cash	50,000	
	Furniture	<u>1,00,000</u>	2,20,000
2.	Goods sent to branch		3,00,000
3.	Cash sent by H.O for Branch Expenses		5,000
4.	Cash sale		2,00,000
5.	Credit sale		2,50,000
6.	Goods lost in transit		3,000
7.	Insurance claim received by branch.		3,000
8.	Collection from debtors		2,20,000
9.	Discount to debtors		5,000
10	Sales return by customers to Branch		15,000
11	Goods Return by Branch to H.O.		20,000
12	<b><u>Branch expenses paid by H.O.</u></b>		
	Rent	5,000	
	Salary	<u>15,000</u>	20,000
13	Amount remitted by Branch to H.O.		3,50,000
14	<b><u>Balance as on 31<sup>st</sup> March 2022</u></b>		
	Cash	15,000	
	Stock	<u>45,000</u>	60,000
15	Furniture is to be Depreciated @ 10 %		

**OR**



**FYBCOM-II-REG/ATKT-MAY-2022-FA**

Q.4) Write short notes on: (**ANY THREE**)

[15]

- A) Dependent Branch
- B) Goods Invoiced to Branch at Higher Price
- C) Calculation of Fire Insurance claims
- D) Debtors and Bills Receivable Account
- E) Proforma Invoice in Consignment

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**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

Time: 3 Hours 45 Min.

Max. Marks: 100

Seat No.(In Figures): \_\_\_\_\_

Seat No. (In Words): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
Supervisor's Signature

- NOTE: 1) **All Questions are COMPULSORY.**  
2) **Answers to questions in SECTION – I must be written on the question paper itself.**  
3) **Answers to questions in SECTION – II should be written on the answer sheet provided separately.**  
4) **SECTION – I and II should be tied together and handed over to the supervisor.**  
5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.  
6) Figures to the right indicate full marks.

**SECTION-I**

Q.1 **Multiple Choice Questions: (1 Mark each)**

[50]

**Choose the correct option:**

- 1) The main management function of Public Relation is \_\_\_\_\_.
- A) To spread propaganda  
B) To maintain communication with the public  
C) To advertise on behalf of the company  
D) To conduct sales promotion activities
- 2) The kind of communication that Public Relations should have is \_\_\_\_\_.
- A) Honest  
B) Deceiving  
C) Internal  
D) Dishonest
- 3) \_\_\_\_\_ provides an opportunity not only to display and demonstrate products, but also to create interest among people.
- A) Press Releases and Newsletters  
B) Seminars and Conferences  
C) Exhibitions and Fairs  
D) Advertisements

(P.T.O)

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 4) Public Relations can use \_\_\_\_\_ as a source of mass publicity.
- A) radio and television
  - B) advertisements
  - C) brand placements
  - D) discounts
- 5) Customer grievances are often managed by \_\_\_\_\_.
- A) Sales department
  - B) Public Relations department
  - C) Accounting department
  - D) Social Media Marketing department
- 6) \_\_\_\_\_ is the purpose of press hand-outs or press releases.
- A) To ensure that the public buy the company's product in the face of competition
  - B) To keep the general public informed about various events and development
  - C) To make the customer believe that the product is the best in the market despite the product's flaws
  - D) To create suspense and buzz about the VIP visits in the company
- 7) A Public Relation job is very \_\_\_\_\_.
- A) flexible and casual
  - B) easygoing and laid-back
  - C) stressful and erratic
  - D) monotonous and pastoral
- 8) Creating a \_\_\_\_\_ is an important step in being accessible for an organization.
- A) fandom
  - B) website
  - C) propaganda
  - D) product
- 9) Press releases are prepared by giving \_\_\_\_\_ about the matter that is intended to be published in the press.
- A) subject related analogies
  - B) extended metaphors
  - C) facts and figures
  - D) superfluous information
- 10) \_\_\_\_\_ are periodic publications of an organization which help to inform and educated the employees on various aspects of the organization.
- A) House Organs
  - B) Press Releases
  - C) News Bulletin
  - D) Trade Bulletin

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 11) The \_\_\_\_\_ is employed to pass on messages very fast within the organization.
- A) Postures
  - B) Public Address System
  - C) Film shows
  - D) Excursion
- 12) \_\_\_\_\_ is not the content of House Organs and Bulletins.
- A) Company news
  - B) Social news
  - C) Local news
  - D) Live news
- 13) Crisis management is the work of \_\_\_\_\_ professionals.
- A) public relation
  - B) IT
  - C) webpage
  - D) films
- 14) \_\_\_\_\_ are situations in one's personal life or in the life of an organisation where timely decisions have to be taken cautiously and properly.
- A) Good fortune
  - B) Blessing
  - C) Crisis
  - D) Success
- 15) \_\_\_\_\_ arises due to external factors like rumours and negative competitive propaganda.
- A) Product Failure
  - B) Sudden Market Shift
  - C) Wrong Public Perception
  - D) Cash Crunch
- 16) The fire on ONGC rig in Bombay - high is an example of \_\_\_\_\_ crises.
- A) divine
  - B) supernatural
  - C) man-made
  - D) natural
- 17) Press release is prepared by the \_\_\_\_\_ department.
- A) public relations
  - B) financial
  - C) marketing
  - D) sales
- 18) A good press release should not be \_\_\_\_\_.
- A) factual
  - B) newsworthy
  - C) brief and precise
  - D) drafted in complex language

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 19) Committees are important in the workplace because they help to \_\_\_\_\_.
- A) take decision
  - B) dominate others
  - C) create problems
  - D) give promotion
- 20) Which of the following is called as a permanent committee?
- A) standing committee
  - B) Ad-hoc committee
  - C) Formal committee
  - D) informal committee
- 21) The committee that is established as a part of organisation structure is called as \_\_\_\_\_.
- A) Line Committee
  - B) Informal committee
  - C) Formal committee
  - D) Ad-hoc committee
- 22) \_\_\_\_\_ committee includes the top level people of the organization.
- A) staff committee
  - B) executive committee
  - C) standing committee
  - D) sub - committee
- 23) To "confer" means \_\_\_\_\_.
- A) converse
  - B) read
  - C) write
  - D) watch
- 24) Conferences are important because they help in analysing the \_\_\_\_\_.
- A) people
  - B) employee
  - C) delegates
  - D) problems
- 25) The conferences must have a \_\_\_\_\_.
- A) dominance
  - B) indiscipline
  - C) coordination
  - D) delay
- 26) The person who calls the conference is called as a \_\_\_\_\_.
- A) convener
  - B) delegate
  - C) manager
  - D) expert

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 27) \_\_\_\_\_ meetings do not follow strict rules of procedures.
- A) Executive
  - B) Special
  - C) Formal
  - D) Informal
- 28) Paperwork for a meeting is a responsibility of the \_\_\_\_\_.
- A) Participant
  - B) Chairman
  - C) Treasurer
  - D) Secretary
- 29) \_\_\_\_\_ meetings are conducted once in a year.
- A) Executive
  - B) Special
  - C) Annual General
  - D) General
- 30) Listed items to be discussed in a meeting are known as \_\_\_\_\_.
- A) Resolution
  - B) Minutes
  - C) Agenda
  - D) Notice
- 31) A written invitation mentioning time, date, place and business to be transacted at the meeting is known as \_\_\_\_\_.
- A) Notice
  - B) Agenda
  - C) Quorum
  - D) Resolution
- 32) The minimum attendance required to officially hold a meeting is known as \_\_\_\_\_.
- A) Attendance
  - B) Presence
  - C) Quorum
  - D) Turn up
- 33) \_\_\_\_\_ sees that all members are given equal opportunity to speak.
- A) Secretary
  - B) Manager
  - C) Participant
  - D) Chairman
- 34) Meetings have a \_\_\_\_\_ agenda.
- A) Fixed
  - B) Variable
  - C) Indefinite
  - D) Approximate

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 35) The meeting called to discuss an emergency issue is known as \_\_\_\_\_.
- A) Executive
  - B) Formal
  - C) Special
  - D) Advisory
- 36) The meetings conducted on regular intervals are called as \_\_\_\_\_.
- A) Special
  - B) Executive
  - C) Formal
  - D) General
- 37) \_\_\_\_\_ is the index of success in business.
- A) selling
  - B) Sharing
  - C) Inquiring
  - D) Helping
- 38) Sales letter can give complete information of a \_\_\_\_\_.
- A) business
  - B) Product
  - C) Customer
  - D) Company
- 39) \_\_\_\_\_ which does not prompt action is a wasted opportunity.
- A) advertising
  - B) quality
  - C) colour
  - D) company
- 40) \_\_\_\_\_ creates awareness of consumers legitimate rights.
- A) lawyers
  - B) consumer guidance cell
  - C) consumer rights
  - D) market
- 41) The success of the sales letter depends very much on the \_\_\_\_\_ of the opening paragraph.
- A) effectiveness
  - B) attractiveness
  - C) meaningful
  - D) popular
- 42) A consumer redress letter is drafted like any \_\_\_\_\_ letter.
- A) complaint
  - B) sales
  - C) inquiry
  - D) trade

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.**

- 43) The \_\_\_\_\_ is the centre of all business activities.
- A) seller
  - B) owner
  - C) consumer
  - D) manager
- 44) The consumer has right to \_\_\_\_\_.
- A) profit
  - B) opportunity
  - C) lose
  - D) safety
- 45) Interview that addresses the complaints of employees against each other is \_\_\_\_\_.
- A) Under-stress interview
  - B) Grievance interview
  - C) Punishment interview
  - D) Assessment interview
- 46) A good report should avoid \_\_\_\_\_ explanation.
- A) long
  - B) short
  - C) story
  - D) audience
- 47) The conference concludes with the formal \_\_\_\_\_ function.
- A) Inauguration
  - B) Valedictory
  - C) Cultural
  - D) Certificate distribution
- 48) \_\_\_\_\_ allows creation of video conference calls.
- A) Skype
  - B) Facebook
  - C) Telegram
  - D) Twitter
- 49) What is the full form of PIO?
- A) Public inquiry officer
  - B) public information officer
  - C) Public instruction officer
  - D) public inspector officer
- 50) Which bodies are not covered under ambit of RTI.
- A) Central Government
  - B) state Government
  - C) local bodies
  - D) security & intelligence agencies

**FYBCOM-II-REGULAR/ATKT-MAY-2022-B.C.****SECTION-II**

- Q.2 Attempt **ANY ONE** of the following questions: [10]
- A) Define Public Relations. Discuss the various methods used by Public Relations Department to influence the External Publics of an organization.
  - B) What is a Conference? List the advantages and disadvantages of conferences.
- Q.3 Write short notes on **ANY THREE** of the following: [15]
- A) Role of the chairperson in a meeting
  - B) Appraisal Interview
  - C) WASP technique of conducting an Interview
  - D) Principles of Group Dynamics
- Q.4 Draft **ANY THREE** of the following letters: [15]
- A) Your class has decided to go for a picnic. Write a letter of inquiry to the owner of a bus service, stating your requirements.
  - B) Draft a Sales letter to promote the sale of A washing Machine
  - C) You ordered for 200 Tea sets for your chains of Hotels which are made of fine bone china. Write a letter of complaint with claim as you found that 20 tea sets were in a damaged condition.
  - D) Your application for passport has not been processed in spite of having submitted all the required documents. Draft a RTI application.
- Q.5 Draft **ANY ONE** of the following: [10]
- A) Write a Business Proposal made by a catering company for a mega event arranged by Jacob and Company Ltd. on the occasion of the company's 25<sup>th</sup>, anniversary.
  - B) The workers of a large factory have been asking for a rise in wages and housing accommodation. The management appoints a committee to investigate the merits of the demand. Draft the committee's Report.





**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

Time: 3 Hours 45 Min.

Max. Marks: 100

**Seat No.(In Figures):** \_\_\_\_\_

**Seat No. (In Words):**  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
**Supervisor's Signature**

- NOTE: 1) **All Questions** are **COMPULSORY**.  
2) **Answers to questions in SECTION – I must be written on the question paper itself.**  
3) **Answers to questions in SECTION – II should be written on the answer sheet provided separately.**  
4) **SECTION – I and II should be tied together and handed over to the supervisor.**  
5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.  
6) Figures to the right indicate full marks.  
7) Draw neat diagrams and give examples wherever necessary.  
8) Use of simple calculator is allowed.

**SECTION-I**

**Q.1 Multiple Choice Questions: (1 Mark each)**

[50]

- 1)  $P = AR = MR$  in which market structure?
  - A) Perfect competition
  - B) Monopoly
  - C) Monopolistic competition
  - D) Oligopoly
- 2) The market type known as perfect competition is:
  - A) highly competitive & firms find it impossible to earn a supernormal profit in the long run.
  - B) almost free from competition and firms earn large profits.
  - C) dominated by fierce advertising campaigns.
  - D) marked by firms continuously trying to change their products
- 3) Which of the following market types has all firms selling products so identical that buyers do not care from which firm they buy?
  - A) Perfect competition
  - B) Oligopoly
  - C) Monopolistic competition
  - D) Monopoly
- 4) Which of the following is the best example of a monopoly market in India?
  - A) Railways
  - B) diamonds
  - C) cold drinks
  - D) automobiles

**(P.T.O)**

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 5) Which of the following market types has the lowest number of firms?
- A) Monopoly
  - B) Oligopoly
  - C) Monopolistic competition
  - D) Perfect competition
- 6) Demand Curve faced by an individual seller under perfect competition is \_\_\_\_\_
- A) Vertical
  - B) Horizontal
  - C) steep downward sloping
  - D) gradual downward sloping
- 7) For a monopoly firm:
- A)  $AR < MR$
  - B)  $AR > MR$
  - C)  $AR = MR$
  - D)  $MR = AC$
- 8) The inefficiency associated with monopoly is due to:
- A) overproduction of the good.
  - B) underproduction of the good.
  - C) the monopoly's losses.
  - D) the monopoly's profits.
- 9) A barrier to entry is:
- A) illegal market activity.
  - B) anything that protects a firm from the arrival of new competitors.
  - C) the economic term for diseconomies of scale.
  - D) an open door.
- 10) In a diagram showing equilibrium of a monopoly firm in the short run, if  $OP = \text{Rs. } 80$ ,  $OQ = 100$  units and the vertical distance between the AC curve and X-axis indicates Rs. 50. Then the following is true:
- A) The firm's  $TR > TC$  by Rs. 300
  - B) The firm is making supernormal profit of Rs. 3000.
  - C) The firm is making subnormal profit,  $TR < TC$
  - D) The firm is making normal profit,  $TR = TC$
- 11) In the long run, a competitive firm is in equilibrium when it is producing at the minimum point on its \_\_\_\_\_.
- A) LMC curve
  - B) AFC curve
  - C) LAC curve
  - D) AVC curve

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 12) Which of the following market types has a large number of firms that sell similar but slightly different products?
- A) perfect competition
  - B) monopoly
  - C) monopolistic competition
  - D) oligopoly
- 13) Which of the following forms of market organization assumes that entry and exit of firms is costless?
- A) Differentiated oligopoly
  - B) Duopoly
  - C) Monopolistic competition
  - D) Pure oligopoly
- 14) Oligopolistic firms can earn positive economic profits:
- A) in the short run, but not in the long run.
  - B) in the long run, but not in the short run.
  - C) in the short run and in the long run.
  - D) in neither the short run nor the long run.
- 15) The homogeneous products sold under perfect competition can be considered as:
- A) close substitutes
  - B) differentiated substitutes
  - C) perfect substitutes
  - D) absent substitutes
- 16) The petroleum industry in India is an example of \_\_\_\_\_.
- A) perfect competition
  - B) monopoly
  - C) monopolistic competition
  - D) oligopoly
- 17) According to the kinked demand curve model, a firm will assume that rival firms will \_\_\_\_\_
- A) keep their rates of production constant.
  - B) keep their prices constant.
  - C) match price increases but not price cuts.
  - D) match price cuts but not price increases.
- 18) Cartel is an example of:
- A) perfect competition
  - B) monopoly firm
  - C) non-collusive oligopoly
  - D) collusive oligopoly

**(P.T.O)**

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 19) All of the following are forms of product differentiation in monopolistic competition EXCEPT:
- A) new and improved packaging.
  - B) acceptance of more credit cards than the competitor.
  - C) location of the retail store & convenient delivery system for customers.
  - D) lowering price.
- 20) Which of the following market types has only a few competing firms?
- A) perfect competition
  - B) monopoly
  - C) monopolistic competition
  - D) oligopoly
- 21) In India's mobile service market which is an oligopoly market, Jio charged very low prices and the other service providers were either forced to follow the same price policy or those who could not afford; they exit the industry. This is an example of \_\_\_\_\_ price leadership model.
- A) aggressive
  - B) dominant
  - C) barometric
  - D) collusive
- 22) Monopolistic competition differs from perfect competition because in monopolistically competitive markets:
- A) each firm charges somewhat different & independent price
  - B) there are no barriers to entry
  - C) there is presence of competition among the sellers
  - D) generally in the long run firms earn normal profit
- 23) In case of centralized cartel, firms generally manage to earn:
- A) supernormal profit
  - B) normal profit
  - C) sub-normal profit
  - D) shut down
- 24) The architect of the theory of monopolistic competition is \_\_\_\_\_
- A) E. H. Chamberlin
  - B) J. R. Hicks
  - C) Adam Smith
  - D) David Ricardo
- 25) The demand curve under oligopoly market is generally \_\_\_\_\_
- A) kinked
  - B) horizontal
  - C) vertical
  - D) gradual downward sloping

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 26) Excess capacity, inefficiency & transport costs are wastages under \_\_\_\_\_ market.
- A) perfect competition
  - B) monopolistic competition
  - C) oligopoly
  - D) monopoly
- 27) Charging a different price in different markets is called \_\_\_\_\_
- A) price segregation
  - B) price discrimination
  - C) price skimming
  - D) price penetration
- 28) \_\_\_\_\_ ignores the role of the consumers.
- A) Marginal cost pricing
  - B) Full cost pricing
  - C) transfer pricing
  - D) dumping
- 29) Pricing of a variety of goods produced by a single firm is called \_\_\_\_\_
- A) Transfer pricing
  - B) Multi-product pricing
  - C) dumping
  - D) marginal pricing
- 30) \_\_\_\_\_ implies different prices in the domestic and international markets.
- A) price skimming
  - B) dumping
  - C) mark-up pricing
  - D) marginal cost pricing
- 31) Under marginal cost pricing, pricing is determined on the basis of \_\_\_\_\_.
- A) average cost
  - B) total cost
  - C) marginal cost
  - D) fixed cost
- 32) Mark- up pricing is also known as \_\_\_\_\_
- A) marginal cost pricing
  - B) multi-product pricing
  - C) full cost pricing
  - D) dumping

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 33) \_\_\_\_ implies intra-firm pricing in the case of intermediate goods.
- A) full cost pricing
  - B) multi-product pricing
  - C) transfer pricing
  - D) dumping
- 34) \_\_\_\_ harms domestic industry and producers.
- A) full cost pricing
  - B) marginal cost pricing
  - C) dumping
  - D) multi-product pricing
- 35) Price skimming implies that the firm that has done product innovation will charge:
- A) price prevailing in the market
  - B) low price
  - C) high price
  - D) reasonable price
- 36) An increase in the discount rate will:
- A) increase the present value of future cash flows
  - B) have no effect on net present value
  - C) compensate for reduced risk
  - D) reduce the present value of future cash flows
- 37) Which among the following is NOT an important reason for Capital budgeting?
- A) Affects profitability of the firm
  - B) Irreversible decisions
  - C) Affects the future cost structure
  - D) Capital resources are available in plenty
- 38) The current worth of a sum of money to be received at a future date is called \_\_\_\_\_
- A) real value
  - B) bonus value
  - C) future value
  - D) present value
- 39) Generally, a project is considered acceptable if its net present value is \_\_\_\_\_
- A) zero
  - B) negative
  - C) positive or negative
  - D) positive
- 40) Payback period mainly focusses on:
- A) rate of return
  - B) profitability

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- C) entire life span of the project  
D) recovery time of initial project cost
- 41) Which of the following techniques does not take into account the time value of money?  
A) payback period method  
B) internal rate of return method  
C) net present value method  
D) discounted cash flow method
- 42) In cases where capital must be rationed, a firm should rank projects according to their:  
A) profitability indexes  
B) payback period  
C) customer satisfaction  
D) external rate of return
- 43) Discounted cash flow method also refers to \_\_\_\_\_  
A) NPV method  
B) payback period method  
C) price discrimination  
D) dumping
- 44) Which one of the following is NOT a method of investment appraisal & capital budgeting?  
A) ABC method  
B) PBP method  
C) NPV method  
D) IRR method
- 45) Investment appraisal implies:  
A) estimating the net worth of business proposals  
B) preparing a portfolio of financial assets  
C) organizing & allocating resources  
D) supervising a project
- 46) \_\_\_\_\_ refers to the discount rate that equates the present values of future yields with the initial investment cost of the project.  
A) external rate of return  
B) internal rate of return  
C) payback period  
D) profit after tax
- 47) A project is unprofitable if the IRR is \_\_\_\_\_  
A) greater than the market rate of interest  
B) less than the market rate of interest  
C) equal to the market rate of interest  
D)  $P > ATC$

**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- 48) Payback period method does NOT favour \_\_\_\_
- A) short term projects
  - B) long term projects
  - C) projects with early recovery of initial investment
  - D) projects with short gestation period
- 49) Project planning is most crucial since \_\_\_\_\_
- A) there are multiple business projects
  - B) there is uncertainty of profits & large amounts are invested
  - C) there are plenty of resources
  - D) alternative business proposals have same expected returns
- 50) Project planning is \_\_\_\_\_ investment appraisal.
- A) independent of
  - B) including
  - C) excluding
  - D) unrelated to

**SECTION-II**

Q.2 Attempt **ANY ONE** of the following: [10]

- A) Explain short run equilibrium of industry under perfect competition.
- B) Discuss long run equilibrium under monopoly.
- C) Read the passage given below & answer the subsequent questions:

The share market in India is a market with thousands of buyers & sellers. On account of capital market reforms, the shares are now in electronic form and are thus identical. The prices of shares vary on a daily basis and are determined by the market forces of demand & supply. All players who are eligible as per SEBI norms can enter into a transaction anytime. Adequate and accurate information about the share market conditions is available to all on account of screen based trading system.

- i. Which market structure is referred in this passage and what are its features?
- ii. What are the major aspects relevant to this market structure highlighted in the passage?

Q.3 Attempt **ANY ONE** of the following: [10]

- A) Discuss short run equilibrium of a firm under monopolistic competition.
- B) Illustrate and explain the kinked demand curve model of price rigidity.
- C) Read the passage given below and answer the subsequent questions:

There are a few major players in the car industry in India. They include Tata, Maruti, Honda, Hyundai, Ford and Premier. The appearance and characteristics of cars differ from one another. The cars in luxury segment are clearly differentiated from economy cars. These players are very watchful of the pricing, discount and other sales promotion strategies followed by their competitors. Each firm tries to introduce some innovative feature or accessory in the cars so as to attract buyers eventually. They also advertise very prominently on TV & other media.



**FYBCOM-II-REGULAR/ATKT-MAY-2022-BUSINESS ECONOMICS**

- i. Which market structure is referred in this case study and what are its features?
- ii. What are the major aspects relevant to this market structure highlighted in this specific case study?

Q.4 Attempt **ANY ONE** of the following: [10]

- A) Examine marginal cost pricing method.
- B) Describe the price and output determination under discriminating monopoly.
- C) **Attempt the following:**
  - i. The fixed cost per unit for a stationery product is RS. 10 per unit and variable cost is RS. 20 per unit. If we expect a markup of 40%, find the full cost price that will be charged by the firm.
  - ii. Enlist the merits and demerits of full cost pricing method.

Q.5 Attempt **ANY ONE** of the following: [10]

- A) What is project planning? Explain the steps in project planning.
- B) There are 5 projects under consideration: A, B, C, D & E. Each of them require an initial investment of RS. 20 lacs each. Find the payback period of these projects and rank them.

Project	Annual cash inflow (In RS. lacs)
A	5
B	10
C	1
D	2
E	4

Also enlist the merits & demerits of payback period method.

- C) Based on the cash flow information given below, find the NPV of the 2 projects P & Q requiring an initial investment of RS. 60000 each, discount rate is 12% and the projects have a life span of 5 years. Which project will you select and why?

Years	Expected annual cash inflows	
	P	Q
1	22000	18000
2	25000	20000
3	32000	26000
4	40000	34000
5	48000	42000

Q.6 Write short notes on **ANY TWO** of the following: [10]

- A) Features of monopoly.
- B) Favorable impact of advertising.
- C) Multi-product pricing.
- D) IRR method.



**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

Time: 3 Hours 45 Min.

Max. Marks: 100

Seat No.(In Figures): \_\_\_\_\_

Seat No. (In Words): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
Supervisor's Signature

- NOTE: 1) **All Questions** are **COMPULSORY**.  
2) **Answers to questions in SECTION – I must be written on the question paper itself.**  
3) **Answers to questions in SECTION – II should be written on the answer sheet provided separately.**  
4) **SECTION – I,II and map should be tied together and handed over to the supervisor.**  
5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.  
6) Figures to the right indicate full marks.  
7) Attach Qt 1 and the maps to your main answer book.

**SECTION – I**

- Q.1 **Select The Right Answer:** [50]
- 1) The word 'tour' derived from the Latin word \_\_\_\_\_. [01]  
a) Tornare  
b) Tornos  
c) Tourism  
d) Tournò
- 2) The major aspects of tourism are \_\_\_\_\_. [01]  
a) Pleasure and Recreation  
b) Leisure and Pleasure  
c) Leisure and Recreation  
d) Leisure,Pleasure and Recreation
- 3) Jallianwala Baugh is an example of \_\_\_\_\_. [01]  
a) Dark Tourism  
b) Suicide Tourism  
c) Disaster Tourism  
d) War Tourism
- 4) \_\_\_\_\_ involves tourism from one country to another country where none of the [01]  
countries is a resident country.  
a) Domestic Tourism  
b) Inbound Tourism  
c) Outbound Tourism  
d) Internal Tourism

**(P.T.O)**

**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 5) The Indian Government presented its first tourism policy in the year \_\_\_\_\_. [01]  
a) 1947  
b) 1969  
c) 1980  
d) 1982
- 6) The Asian Games of 1982 was held at \_\_\_\_\_. [01]  
a) India  
b) Japan  
c) China  
d) South Korea
- 7) The \_\_\_\_\_ campaign was launched by Ministry of Tourism of India. [01]  
a) Incredible India  
b) Swachch Bharat Abhiyan  
c) India Tourism  
d) Atithi Devo Bhav
- 8) The positive Impacts of Tourism on Economy are \_\_\_\_\_. [01]  
a) Better Leisure Facility, Restrict Brain Drain, Improved Lifestyle  
b) Economic Multiplier Effect, Increased Employment, Improved Infrastructure  
c) Over Crowding, Poor Sanitation, Intrusion of Outsiders  
d) Pollution, Loss of Biodiversity, Climate Change
- 9) \_\_\_\_\_ is the first planned ecotourism destination in India. [01]  
a) Thenmala  
b) Manali  
c) Garhwali  
d) Coorg
- 10) Ecotourism Society of India is a \_\_\_\_\_. [01]  
a) Non-profit Organisation  
b) Government Organisation  
c) Charitable Trust  
d) Private Orgnasation
- 11) The main leader of Chipko Movement was \_\_\_\_\_. [01]  
a) Chandi Prasad Bhatt  
b) Bachni Devi  
c) Dhoom Singh Negi  
d) Sunderlaal Bahuguna
- 12) Narmada River, flows into the \_\_\_\_\_. [01]  
a) Indian Ocean  
b) Bay of Bengal  
c) Pacific Ocean  
d) Arabian Sea
- 13) \_\_\_\_\_ Was the leader of Save Narmada Movement. [01]  
a) Medha Patkar  
b) Pandurang Hegde  
c) Bachni Devi  
d) Dhoom Singh Negi

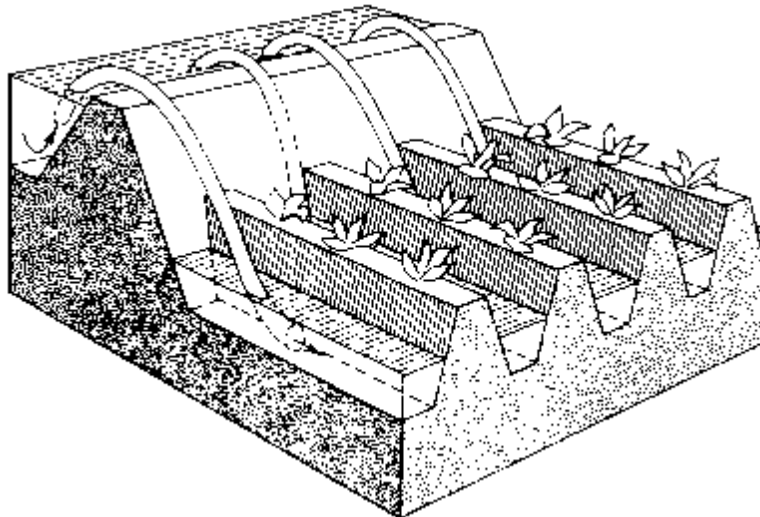
**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 14) \_\_\_\_\_ mountain Chain is older than Himalayas. [01]  
a) Satpuda and Vindhya  
b) Western Ghats  
c) Aravalli Range  
d) Eastern Ghat
- 15) \_\_\_\_\_ was the head of the 'Western Ghats Ecology Expert Panel'. [01]  
a) Ecologist Madhav Gadgil  
b) Space Scientist Krishnaswamy Kasturirangan  
c) Gandhian Activist Sunderlal Bahuguna  
d) School Teacher Surender Sarthak
- 16) Environmental Management is \_\_\_\_\_. [01]  
a) Management of Environment  
b) Management of Human Activities  
c) Management of Natural Resources  
d) Management of Scarce Resources
- 17) ISO Stands for \_\_\_\_\_. [01]  
a) International Organisation for Standardization  
b) Indian Standard Organisation  
c) International Standardisation Organisation  
d) Indian Organisation for Standardisation
- 18) ISO 9000 is also known as \_\_\_\_\_. [01]  
a) Quality System Standard  
b) Environment management System  
c) VOC  
d) Air Quality Monitoring
- 19) \_\_\_\_\_ are the required number of options for measuring VOC. [01]  
a) 5  
b) 6  
c) 3  
d) 4
- 20) The Environment Protection Act \_\_\_\_\_. [01]  
a) 1972  
b) 1980  
c) 1977  
d) 1986
- 21) The full form of GST is \_\_\_\_\_. [01]  
a) Goods and Service Tax  
b) Geo Spatial Technology  
c) Geo Space Technology  
d) Genetic Species Technology
- 22) The two major sources of remote sensing data are \_\_\_\_\_. [01]  
a) Aerial Photography, Satellite Imagery  
b) Vertical, Oblique  
c) False Color Composite, True Color Composite  
d) GPS and GIS

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**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 23) When the data in the form of photograph is acquired from high mounted cameras, it is called \_\_\_\_\_ [01]
- Aerial Photography
  - Satellite Photography
  - Space Photography
  - Aero Photography
- 24) The GPS is a \_\_\_\_\_ Based Navigation System. [01]
- Satellite
  - JAVA
  - Cloud
  - Macro
- 25) Places that involve historical brutality are known as \_\_\_\_\_ tourism. [01]
- Dark Tourism
  - Suicide Tourism
  - Historical Tourism
  - Disaster Tourism
- 26) A major cause for land degradation in Greater Mumbai is \_\_\_\_\_. [01]
- Overgrazing
  - Desertification
  - Urbanization
  - Deforestation
- 27) \_\_\_\_\_ below is a preventive measure for the control of land depletion. [01]



- Strip farming
  - Crop rotation
  - Contour farming
  - Ridge and furrow formation
- 28) The process that results into excessive growth of algae is \_\_\_\_\_. [01]
- Eutrophication
  - Salinization
  - Fermentation
  - Gasification
- 29) Decomposition of organic matter results into the formation of \_\_\_\_\_. [01]
- Oxygen
  - Methane
  - Hydrogen
  - Ozone

**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 30) Desertification is the highest in the \_\_\_\_\_ desert. [01]  
a) Thar  
b) Atacama  
c) Gobi  
d) Sahara
- 31) \_\_\_\_\_ is the continent with the highest hungry population. [01]  
a) Africa  
b) Australia  
c) Asia  
d) Europe
- 32) A country which has initiated the zero-hunger policy is \_\_\_\_\_. [01]  
a) France  
b) India  
c) Brazil  
d) Iran
- 33) Sustainable agriculture aims towards \_\_\_\_\_. [01]  
a) Environmental gains  
b) Environmental stability  
c) Environmental legality  
d) Environmental health.
- 34) \_\_\_\_\_ is not a red category industry in India. [01]  
a) Copper  
b) Zinc Smelter  
c) Tea  
d) Sugar
- 35) The most polluted industrial cluster region in India is \_\_\_\_\_. [01]  
a) Kohima  
b) Vapi  
c) Udipi  
d) Indore
- 36) The phenomenon of concentrated toxic deposition at the higher trophic level is known as \_\_\_\_\_. [01]  
a) Acidification  
b) Biomagnification  
c) Desertification  
d) Adulteration
- 37) Melting of permafrost is a phenomenon occurring in \_\_\_\_\_. [01]  
a) Thailand  
b) Argentina  
c) Turkey  
d) Canada
- 38) \_\_\_\_\_ is biodegradable waste. [01]  
a) Metal scrap  
b) Lead  
c) Vegetable peels  
d) Thermacol

**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 39) The life cycle of a product begins with \_\_\_\_\_. [01]  
a) Distribution  
b) Packaging  
c) Design  
d) Manufacture.
- 40) PPP is \_\_\_\_\_. [01]  
a) Population Pays Program  
b) Polluter Pays Principle  
c) People Perception Program  
d) Population Perception Principle
- 41) ALM is n \_\_\_\_\_. [01]  
a) Advance License Maintenance  
b) Area Locality Manager  
c) Advance Locality Management  
d) Area License Manager.
- 42) A practice of converting waste materials into products of greater value is \_\_\_\_\_. [01]  
a) Upgrading  
b) Upcycling  
c) Uplifting  
d) Uploading
- 43) A process that involves the combustion of substances contained in waste material is \_\_\_\_\_. [01]  
a) Incineration  
b) Biomagnification  
c) Pyrolysis  
d) Gasification
- 44) A cleanliness scheme initiated by MCGM in slum areas is \_\_\_\_\_. [01]  
a) Dattak Vasti Yojana.  
b) Ghareb Vasti Yojana  
c) Saaf Vasti Yojana  
d) Sundar Vasti Yojana.
- 45) A harmful metal found in plastics is \_\_\_\_\_. [01]  
a) Cadmium  
b) Sorbose  
c) Bentonite  
d) Rennin
- 46) Ocean waste dumping is widespread in \_\_\_\_\_. [01]  
a) New York  
b) Colombo  
c) Tokyo  
d) Perth
- 47) The oldest dumping ground in Greater Mumbai is located at \_\_\_\_\_. [01]  
a) Gorai  
b) Deonar  
c) Mulund  
d) Kanjurmarg

**FYBCOM-II-REGULAR/ATKT-MAY-2022-E.V.S.**

- 48) The least favored option in solid waste management is \_\_\_\_\_. [01]  
a) Reduce  
b) Recycling  
c) Disposal  
d) Energy recovery
- 49) \_\_\_\_\_ is not an element of biomedical waste. [01]  
a) Syringes  
b) Plastics  
c) Test tubes  
d) Fly ash
- 50) The state in India that generates the highest solid waste per day is \_\_\_\_\_. [01]  
a) Gujarat  
b) Karnataka  
c) Maharashtra  
d) Kerala

**SECTION-II**

- Q.2 Discuss the causes for hunger in the world. [10]  
**OR**  
Account for the relevance of Green Business and Green Consumerism.
- Q.3 Explain any five classifications of tourism on the basis of purpose. [10]  
**OR**  
Describe the positive and negative Impacts of tourism on culture.
- Q.4 Briefly describe 'Save Narmada Movement'. [10]  
**OR**  
Explain the concept of Carbon Credit and Carbon Trading.
- Q.5 Discuss methods of waste disposal. [10]  
**OR**  
Examine measures to manage solid waste in Greater Mumbai.
- Q.6 On the outline map of Mumbai mark and name the following. [05]  
a) A hill  
b) A beach  
c) A famous creek  
d) A slum area  
e) A stadium
- On the outline map of Konkan mark and name the following. [05]  
a) A ghat  
b) A river  
c) A fruit canning centre.  
d) A pilgrim centre.  
e) An earthquake prone area.

\*\*\*\*\*





**FYBCOM-II-REG/ATKT-MAY-2022-COMMERCE-II**

Time: 3 Hours 45 Min.

Max. Marks: 100

**Seat No.(In Figures):** \_\_\_\_\_

**Seat No. (In Words):**  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
**Supervisor's Signature**

NOTE:1) **All Questions** are **COMPULSORY**.

2) **Answers to questions in SECTION – I must be written on the question paper itself.**

3) **Answers to questions in SECTION – II should be written on the answer sheet provided separately.**

4) **SECTION – I and II should be tied together and handed over to the supervisor.**

5) In multiple choice and Yes/No questions, Tick (✓) the correct option chosen by you.

6) Figures to the right indicate full marks.

**Q.1 A) Fill in the blanks:**

[20]

1. \_\_\_\_\_ are the set of terms best describes a service.  
A. Objects, devices & performances                      B. Effort, objects & deeds  
C. Things, devices & Performances                      D. Deeds, efforts & Performances
2. \_\_\_\_\_ is not a tangible dominant.  
A. Detergents                      B. Automobiles  
C. Investment Management                      D. Soft Drinks
3. Services are typically produced and consumed simultaneously. This is an example of the \_\_\_\_\_ characteristic of services.  
A. intangibility                      B. inseparability  
C. Heterogeneity                      D. perishability
4. The extended marketing mix for services includes: People, Processes and \_\_\_\_\_.  
A. product                      B. place  
C. promotion                      D. physical evidence
5. \_\_\_\_\_ is the primary level of service product.  
A. Core Benefit                      B. Basic Service  
C. Augmented Service                      D. Expected Service
6. Vijay Sales is an example of \_\_\_\_\_.  
A. departmental stores                      B. discount stores  
C. convenience stores                      D. multi brand outlets
7. \_\_\_\_\_ sell limited range of products at the same rate.  
A. Lifestyle centres                      B. Anchor clients  
C. Dollar stores                      D. Specialty stores
8. \_\_\_\_\_ is a form of non-store retailing.  
A. Television shopping                      B. Malls  
C. Supermarkets                      D. Hypermart
9. \_\_\_\_\_ floor plan gives a curved and stylish look to the store.  
A. Straight                      B. Diagonal  
C. Angular                      D. Mixed

(P.T.O)

**FYBCOM-II-REG/ATKT-MAY-2022-COMMERCE-II**

10. \_\_\_\_\_ stores need to have proper trial rooms.  
A. Electronic                      B. Garment  
C. Footwear                        D. Jewellery
11. BPO that is contracted outside a company's country is called \_\_\_\_\_.  
A. KPO                                B. LPO  
C. Foreign Outsourcing        D. Offshore Outsourcing
12. \_\_\_\_\_ is issued by a bank or non-banking financial company ready to lend money to its customers.  
A. Debit Card                      B. Credit Card  
C. Green Card                      D. Plastic Card
13. Logistics is based on \_\_\_\_\_ approach.  
A. Unified                            B. Centralized  
C. Network                         D. Uniform
14. A \_\_\_\_\_ is a piece of software that acts as an online store's catalogue and ordering process.  
A. Shopping cart                B. Email  
C. E-ticket                         D. EDI
15. ERP software allows an organization to use a system of \_\_\_\_\_ applications.  
A. Integrated                      B. Isolated  
C. Outdated                        D. Old
16. Most of the online buyers prefer to make payment as \_\_\_\_\_ after purchasing an order  
A. Debit Card                      B. Credit Card  
C. Internet Banking               D. COD
17. E- Commerce sector is growing rapidly but we have scarcity of \_\_\_\_\_.  
A. Unskilled manpower        B. skilled manpower  
C. investment                      D. technology
18. \_\_\_\_\_ facilitates richness in quality of communication elements such as advertising  
A. E-commerce                    B. E-business  
C. E-communication              D. E-services
19. The buyer who has quoted the highest bid price is eligible to purchase the product in \_\_\_\_\_ type of e-commerce  
A. B2B                                B. B2G  
C. C2C                                D. B2C
20. E-commerce facilitates \_\_\_\_\_ as quality materials and other items  
A. Quality Circle                B. Quality Procurement  
C. Productivity                    D. Operating Cost

**B) State True or False:**

[20]

1. Service providers needs to conduct marketing research. : \_\_\_\_\_
2. Concept testing is done to find out acceptability of old service. : \_\_\_\_\_
3. Identifying and defining problem is the last step in the process of marketing research.  
: \_\_\_\_\_
4. W.E.F. 1<sup>st</sup> July 2017, the service tax and other indirect taxes were replaced by GST.  
: \_\_\_\_\_
5. The consumer of services is more likely to be a part of the service production. : \_\_\_\_\_
6. In India service sector contribute about 80% of GDP. : \_\_\_\_\_
7. Marketing research suffers from the limitation of time and funds. : \_\_\_\_\_
8. To shift demand from peak times to non-peak periods, the service provider may offer special incentives or discounts. : \_\_\_\_\_
9. Due to privatization, there is monopoly of public sector in India. : \_\_\_\_\_
10. Services are highly perishable. : \_\_\_\_\_

**FYBCOM-II-REG/ATKT-MAY-2022-COMMERCE-II**

11. Traditional retail outlets are also known as mom and pops stores. : \_\_\_\_\_
12. India's retail trade is accounted for 10% of countries GDP. : \_\_\_\_\_
13. Touch and Feel shopping experience are one of the factors for the growth of organized retailed in India. : \_\_\_\_\_
14. Hypermarkets are the largest form of organized retailing today. : \_\_\_\_\_
15. India has already approved 100% FDI in multiple brand retail. : \_\_\_\_\_
16. KPO & LPO are the two main subsets of BPO. : \_\_\_\_\_
17. BPO is one step ahead of KPO. : \_\_\_\_\_
18. LPO is one of the value added BPO services. : \_\_\_\_\_
19. Firm requires more time and resources to implement and maintain ERP. : \_\_\_\_\_
20. India's e-commerce market is mainly dominated by rural areas. : \_\_\_\_\_

**C) Match the following:**

[10]

Column A	Answers	Column B
1) Brick and Mortar stores		a) Ambience
2) India's Internet Density		b) Limited Period
3) ATM		c) Core Benefit
4) ERP		d) Customization of Product
5) Zoning		e) Electronic Banking
6) Facility Management		f) 20% of population
7) Market Testing		g) Off-line store
8) Business Analysis		h) Software programme
9) Physical Evidence		i) Allocation of floors
10) Interaction		j) Intangibility

**SECTION II**

- Q.2 ANSWER **ANY ONE** OF THE FOLLOWING: [10]
- A) Define services and describe its characteristics.
  - B) Discuss the strategies for managing capacity and demand.
  - C) Elucidates the challenges in Service Sector India.
- Q.3 ANSWER **ANY ONE** OF THE FOLLOWING: [10]
- A) Distinguish between organized and unorganized retailing.
  - B) Explain the different store formats in India.
  - C) Enumerate the impact of FDI in retailing in India
- Q.4 ANSWER **ANY ONE** OF THE FOLLOWING: [10]
- A) Describe the advantages and disadvantages of Internet Banking
  - B) Elaborate the various elements of logistics network.
  - C) Explain the concept of BPO, KPO & LPO
- Q.5 ANSWER **ANY ONE** OF THE FOLLOWING: [10]
- A) What is e-commerce? Explain its features.
  - B) Explain the benefits of on-line marketing research
  - C) Discuss the transition to e-commerce in India.

**(P.T.O)**



**FYBCOM-II-REG/ATKT-MAY-2022-COMMERCE-II**

- Q.6 ANSWER **ANY TWO** OF THE FOLLOWING: [10]
- A) Retail Franchising
  - B) Debit Card
  - C) B2C
  - D) Opportunities in Service Sector.

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