Q.P. Code: 00085

[Time: 2\frac{1}{2} Hours] [Marks:75]

Please check whether you have got the right question paper.

Q.1 A. Fill in the blanks. (Any 8)

1. A third party to the contract is a _____ to a contract, thus cannot sue.
2. Misrepresentation means making a _______ statement.
3. Warranty is a stipulation that is _______.
4. Free services are _____ from the definition of consumer.
5. The _____ of a company may be lifted if the company assumes as enemy character.
6. In case of conflict between MOA and AOA, ______ prevails.
7. Copy of minutes must be furnished within _____ days of requisition.
8. A firm _____ become a member of a company.
9. CA is a ______ mark.
10. Champagne is an example of _______.

Q.1 B. State whether True or False. (any 7)

1. A warranty can subsequently be treated as a condition at the choice of the buyer.
2. Stranger to a contract cannot sue while stranger to consideration can sue.
3. Acceptance cannot be implied.
4. Goods bought on trial basis are considered to be sale.
5. Cheque does not require acceptance by the drawee.
6. Bill of exchange is an unconditional order.
7. Unfair Trade Practice means giving gifts.
8. For being a consumer consideration is necessary.
9. A company cannot be unlimited liability.
10. The gap between 2 AGM cannot exceed 12 months.

Q.2 A. Answer the following:

a. Distinguish between Agreement and Contract. (8)
b. “Mere silence does not amount to fraud”. Comment. (7)

OR

a. Explain the doctrine of Caveat Emptor. Explain the cases in which the rule of caveat emptor does not apply. (8)
b. Under the sale of Goods Act, When is the seller of goods deemed to be an unpaid seller? When does the rights of an unpaid seller get terminated? (7)
Q.3 Answer the following:

a. Define Cheque. What are the characteristics of a cheque? (8)
b. Explain in detail the meaning of consumer. (7)

OR

a. Discuss the essential characteristics of a promissory Note? (8)
b. Explain the objects of Consumer Protection Act, 1986. (7)

Q.4 Answer the following:

a. What is Corporate Veil? When can the veil be lifted? (8)
b. Explain Memorandum of Association. Explain the clauses. (7)

OR

a. Who is member? When can Membership be terminated in a company? (8)
b. What is the rights and liabilities of a member of a company? (7)

Q.5 Answer the following:

a. What is Trade Mark? Explain the functions of Trade Mark. (8)
b. Explain Patent in brief as per intellectual Property Rights. (7)

OR

Q.5 Short Notes (Any 3). (15)

a. Doctrine of Caveat Emptor.
b. Defects & Deficiency.
c. Copyright.
d. Promoter.
e. Bills of Exchange.
Q.P. Code: 00089

[Time: 2\frac{1}{2} Hours] [Marks: 75]

Please check whether you have got the right question paper.

N.B: 1. All questions are compulsory, carry 15 marks each.
2. Draw diagrams wherever necessary

Q.1. A. State whether the following statements are true or false (Any Eight)
   i. Human beings are homogeneous yet heterogeneous.
   ii. Type B personality is highly stressed.
   iii. Red Hat represents emotions.
   iv. Birth order does not have an influence on personality.
   v. Individuals differ in their levels of stress tolerance.
   vi. Interpersonal conflict is a conflict within an individual.
   vii. Resistance to change is a natural phenomenon.
   viii. Conflicts are always destructive.
   ix. Expert power comes from specialized learning.
   x. A conditioned response is learned response.

B. Match the following (Any Seven)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>B</td>
</tr>
<tr>
<td>1.</td>
<td>Personality</td>
</tr>
<tr>
<td>2.</td>
<td>Heredity</td>
</tr>
<tr>
<td>3.</td>
<td>Environment</td>
</tr>
<tr>
<td>4.</td>
<td>Maslow’s theory</td>
</tr>
<tr>
<td>5.</td>
<td>Reading emotions</td>
</tr>
<tr>
<td>6.</td>
<td>Stereotypes</td>
</tr>
<tr>
<td>7.</td>
<td>Type A personality</td>
</tr>
<tr>
<td>8.</td>
<td>Norms</td>
</tr>
<tr>
<td>9.</td>
<td>Johari window</td>
</tr>
<tr>
<td>10.</td>
<td>Red Hat</td>
</tr>
<tr>
<td>a.</td>
<td>Nature</td>
</tr>
<tr>
<td>b.</td>
<td>Need hierarchy</td>
</tr>
<tr>
<td>c.</td>
<td>Represents emotions</td>
</tr>
<tr>
<td>d.</td>
<td>Way of thinking, feeling behaving</td>
</tr>
<tr>
<td>e.</td>
<td>Nurture</td>
</tr>
<tr>
<td>f.</td>
<td>Acceptable standards of</td>
</tr>
<tr>
<td>g.</td>
<td>Performance</td>
</tr>
<tr>
<td>h.</td>
<td>Blind area</td>
</tr>
<tr>
<td>i.</td>
<td>Stressed</td>
</tr>
<tr>
<td>j.</td>
<td>Belief about a class of people</td>
</tr>
<tr>
<td>k.</td>
<td>Body language</td>
</tr>
</tbody>
</table>

Q.2. a) What are the ways of reading emotions?
   b) What are the common errors that occur in perception process?
   OR
   c) What is emotional intelligence? What are the dimensions of emotional intelligence?
   d) What is attitude? How are attitudes formed?

Q.3. a) Discuss types of formal and informal groups with examples.
   b) What are the various causes of political behaviors in an organization?
   OR
   c) What are the ways of conflict resolution?
   d) What are the different levels of conflicts?

Q.4. a) Write a note on Maslow’s theory of need hierarchy?
   b) How can organizational culture be created and maintained?
   OR
   c) What are monetary and non-monetary ways to motivate an employee?
   d) What are the functions and characteristics of organizational culture?
Q.5.

a) Suggest methods to implement change in an organization successfully?

b) Explain various OD (Organizational development) intervention techniques.

OR

c) Write short notes on: (Any 3)
   1. Physiological symptoms of stress
   2. Narcissism
   3. Stereotyping
   4. Pre natal vs. post natal environment
   5. Lateral thinking
Q.P. Code : 00783

[Time: 2½ Hours] [Marks: 75]

Please check whether you have got the right question paper.

N.B: 1. All questions are Compulsory.
2. Figures to the right indicate full marks.
3. Draw diagrams wherever necessary.

Q. 1 a) State whether the following statements are True or False. (Any Eight)
1. Opportunity costs arise because resources are unlimited.
2. An exogenous variable is within an economic model.
3. Income elasticity of demand for normal goods is negative.
4. The Delphi method uses time series data.
5. Average cost increase due to increasing return to scale.
6. An increase in price will decrease the break-even point.
7. Product sold in monopolistic competition is differentiated.
8. A Kinked demand curve indicates price rigidity in non-collusive oligopoly.
9. Transfer pricing is regulated by the government.
10. Price discrimination is not profitable if elasticity of demand is the same in different market.

b) Match the following (Any Seven)

<table>
<thead>
<tr>
<th>Group ‘A’</th>
<th>Group ‘B’</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Extension of demand</td>
<td>a) Demand forecasting for intermediate product</td>
</tr>
<tr>
<td>2. Macro economics</td>
<td>b) Equal product curve</td>
</tr>
<tr>
<td>3. Promotional elasticity</td>
<td>c) Large number of buyers &amp; sellers</td>
</tr>
<tr>
<td>4. End-use method</td>
<td>d) International price discrimination</td>
</tr>
<tr>
<td>5. Isoquant</td>
<td>e) When price of product falls</td>
</tr>
<tr>
<td>6. Fixed cost</td>
<td>f) High price in initial stage</td>
</tr>
<tr>
<td>7. Perfect competition</td>
<td>g) OPEC</td>
</tr>
<tr>
<td>8. Cartel formation</td>
<td>h) The analysis of national income</td>
</tr>
<tr>
<td>9. Dumping</td>
<td>i) Overhead costs</td>
</tr>
<tr>
<td>10. Skimming pricing</td>
<td>j) Selling cost</td>
</tr>
<tr>
<td></td>
<td>k) Advertisement outlay</td>
</tr>
<tr>
<td></td>
<td>l) Learning curve</td>
</tr>
</tbody>
</table>

Q. 2 A) Explain the nature of demand curve in different markets.
B) What is demand forecasting? Explain the survey method of demand forecasting.

OR
C) The demand equation for Sugar is given as \( \text{Q}_{ds} = 200 - 5P_s \) and the price of sugar is given in below table

<table>
<thead>
<tr>
<th>Price of Sugar (Rs)</th>
<th>Quantity of demand (Kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td></td>
</tr>
</tbody>
</table>
Q.P. Code : 00783

Answer the following questions:

1. Calculate quantity of demand for sugar at given prices. (03)
2. With the help of above demand schedule draw a demand curve. (02)
3. Calculate price elasticity of demand when price changes from Rs 10 to Rs 15. (03)

D) Explain the geometrical measurement of price elasticity of demand. (07)

Q. 3 A) Explain the causes for the various stages in the law of variable proportions. (08)
B) “The LAC envelopes a number of short run average cost curves” Discuss (07)

OR

C) Given TFC as Rs 145, calculate TC, ATC, AVC, and MC from the following data. (08)

<table>
<thead>
<tr>
<th>Units</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>TVC</td>
<td>30</td>
<td>55</td>
<td>75</td>
<td>105</td>
<td>155</td>
<td>225</td>
</tr>
</tbody>
</table>

D) What is break-even point? Explain the limitations of break-even analysis. (07)

Q. 4 A) What is monopoly? What are its features? (08)
B) Explain the kinked demand curve hypothesis in an oligopoly market. (07)

OR

C) Explain the role of advertisement under monopolistic competition. (08)
D) Explain the short run equilibrium of a firm under the perfect competition with the help of suitable diagrams. (07)

Q. 5 A) Distinguish between marginal cost pricing & full cost pricing. (08)
B) What is price discrimination? Explain the different degrees of price discrimination. (07)

OR

Q. 5 Write short notes on (Any Three) (15)
1) Scope of Business economics
2) Types of demand forecasting
3) Producer’s equilibrium
4) Features of oligopoly
5) Dumping

***************
Q.P. Code : 00887

[Time: 2\frac{1}{2} Hours] [ Marks: 75]

Please check whether you have got the right question paper.

N.B: 1. All Questions are compulsory.
2. In Q.1 attempt both the sub-parts A and B
3. Figures to the right indicate marks
4. Use of non-programmable calculator is allowed.
5. Graph paper will be provided on request.

Q.1A) Fill in the blanks with the correct alternative (attempt any eight) (08)
   i) The average that is affected by sampling fluctuations is ________. (mean, median, mode)
   ii) When two or more characteristics are to be represented simultaneously, _______ bar diagram is used. (sub-divided, simple, multiple)
   iii) When the data is classified with reference to time it is called _______ classification. (quantitative, geographical, chronological)
   iv) If the sample points of two events taken together constitute the sample space of an experiment, then such events are called _______ events. (exhaustive, mutually exclusive, dependent)
   v) When the index number is calculated for more than one commodity it is called _______. (composite index, value index, simple index)
   vi) In _______ criterion we choose the strategy with maximum average pay-off as the best strategy. (Maximum, Laplace, Maximax)
   vii) _______ Variations occur due to weather or customs. (cyclical, irregular, seasonal)
   viii) When the regression equation of price on demand is used, price is the _______ variable. (independent, dependent, discrete)
   ix) Mean deviation is _______ when calculated from median. (maximum, least, zero)
   x) For any probability mass function, sum of all the probabilities is equal to _______. (-1, 0, 1)

Q.1B) State whether the following statements are True or False. If the statement is false then give reason. (attempt any seven) (07)
   i) Quartile deviation is an absolute measure of dispersion.
   ii) Variance is the square of standard deviation.
   iii) The coefficient of correlation is always positive.
   iv) Median can be located graphically with the help of ogives.
   v) With respect to Index number, the year for which comparisons are made or desired is called current year.
   vi) In Maximin criterion we select the course of action with maximum value from amongst the minimum pay-offs as the best action.
   vii) A random variable which can take all possible values over an interval is called a discrete random variable.
   viii) In decision theory probabilities are associated with any states of nature.
Q.P. Code: 00887

Q.2

Attempt either A or B

Q.2 A)

p) Draw a more than ogive for the following data.

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. fo</td>
<td>4</td>
<td>6</td>
<td>10</td>
<td>15</td>
<td>25</td>
<td>22</td>
<td>11</td>
<td>7</td>
</tr>
<tr>
<td>students</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Hence find i) Median Marks ii) No. of students securing Marks above 60.

q) The mean of 10 observations was found to be 20. Later on it was discovered that the observations 24 and 34 were wrongly noted as 42 and 54. Find the corrected mean.

OR

Q.2 B)p) If the median for the following distribution is 33, find the missing frequency

<table>
<thead>
<tr>
<th>Class Interval</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>70-80</th>
<th>80-90</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency</td>
<td>10</td>
<td>15</td>
<td>30</td>
<td>-</td>
<td>25</td>
<td>20</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q.2 q)i) Calculate the mode for the following data.

<table>
<thead>
<tr>
<th>Monthly wages (in hundreds)</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>80-90</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of employees</td>
<td>28</td>
<td>32</td>
<td>45</td>
<td>60</td>
<td>56</td>
<td>40</td>
<td>20</td>
</tr>
</tbody>
</table>

ii) The average salary of 120 employees in a factory is Rs.12000. The average salary of 20 officers is Rs.16000 and the average salary of 40 clerks is Rs.12400. Find the average salary of the remaining employees.

Q.3

Attempt either A or B

Q.3 A)

p) Calculate mean deviation from mean and its coefficient for the following data.

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of students</td>
<td>5</td>
<td>8</td>
<td>15</td>
<td>16</td>
<td>6</td>
</tr>
</tbody>
</table>

q) Calculate Spearman’s rank correlation coefficient for the following data.

<table>
<thead>
<tr>
<th>X</th>
<th>53</th>
<th>98</th>
<th>95</th>
<th>81</th>
<th>75</th>
<th>71</th>
<th>59</th>
<th>55</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>47</td>
<td>25</td>
<td>32</td>
<td>37</td>
<td>30</td>
<td>40</td>
<td>39</td>
<td>45</td>
</tr>
</tbody>
</table>

OR

Q.3 B)

p) Find in which of the following subjects, there is more variation in marks (use coefficient of variation)

<table>
<thead>
<tr>
<th>Subject A</th>
<th>57</th>
<th>27</th>
<th>61</th>
<th>39</th>
<th>7</th>
<th>95</th>
<th>80</th>
<th>16</th>
<th>5</th>
<th>56</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subject B</td>
<td>21</td>
<td>16</td>
<td>78</td>
<td>70</td>
<td>41</td>
<td>43</td>
<td>57</td>
<td>35</td>
<td>14</td>
<td>22</td>
</tr>
</tbody>
</table>
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q) For a bivariate distribution, the following results are obtained: 
   (05) 
   Mean value of X = 65, mean value of y = 53
   Standard deviation of x =4.7, standard deviation of y = 5.2
   Correlation coefficient = 0.78
   Obtain the regression equation of x on y and hence obtain the most probable value of x when y = 50

Q.4

Q.4 A)

p) The following table represents assets of a multi-national company in crores of Rs. Fit a straight line trend to the data and hence estimate the figures for the year 2008. 

(07)

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>83</td>
<td>92</td>
<td>71</td>
<td>90</td>
<td>110</td>
<td>115</td>
</tr>
</tbody>
</table>

q) Calculate Dorbish Bowley’s and Marshall Edgeworth’s index number for the following data. 

(08)

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Base year</th>
<th>Current year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</td>
</tr>
<tr>
<td>A</td>
<td>6</td>
<td>50</td>
</tr>
<tr>
<td>B</td>
<td>2</td>
<td>100</td>
</tr>
<tr>
<td>C</td>
<td>4</td>
<td>60</td>
</tr>
<tr>
<td>D</td>
<td>10</td>
<td>30</td>
</tr>
</tbody>
</table>

Q.4 B)

p) i) Calculate five yearly moving averages for the following data. 

(04)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>51</td>
<td>53</td>
<td>50</td>
<td>57</td>
<td>60</td>
<td>55</td>
<td>59</td>
<td>62</td>
<td>68</td>
<td>70</td>
</tr>
</tbody>
</table>

p) ii) Calculate the real income for the following data. 

(03)

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income (in Rs.)</td>
<td>7000</td>
<td>8000</td>
<td>9000</td>
<td>10000</td>
<td>12000</td>
</tr>
<tr>
<td>Index no.</td>
<td>100</td>
<td>130</td>
<td>140</td>
<td>150</td>
<td>160</td>
</tr>
</tbody>
</table>

Q.4 q)i) Calculate the cost of living index number for the following data. 

(04)

<table>
<thead>
<tr>
<th>Group</th>
<th>Index number</th>
<th>Weights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food</td>
<td>360</td>
<td>48</td>
</tr>
<tr>
<td>Fuel and lighting</td>
<td>220</td>
<td>12</td>
</tr>
<tr>
<td>Clothing</td>
<td>230</td>
<td>9</td>
</tr>
<tr>
<td>Rent</td>
<td>160</td>
<td>12</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>190</td>
<td>15</td>
</tr>
</tbody>
</table>
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Q.4 q)ii) For the following data, calculate the index number by the following methods. (04)
   a) Weighted average of price relatives method
   b) Weighted aggregate method.

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Base year price (in Rs.)</th>
<th>Current year price (in Rs.)</th>
<th>Weights</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>4</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td>B</td>
<td>6</td>
<td>12</td>
<td>40</td>
</tr>
<tr>
<td>C</td>
<td>5</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>D</td>
<td>2</td>
<td>3</td>
<td>20</td>
</tr>
</tbody>
</table>

Q.5 Attempt either A or B

A) p) For the following conditional pay off table, select the best decision using EMV and EOL criteria (07)

<table>
<thead>
<tr>
<th>Event</th>
<th>S₁</th>
<th>S₂</th>
<th>S₃</th>
</tr>
</thead>
<tbody>
<tr>
<td>A₁</td>
<td>80</td>
<td>60</td>
<td>110</td>
</tr>
<tr>
<td>A₂</td>
<td>40</td>
<td>0</td>
<td>50</td>
</tr>
<tr>
<td>A₃</td>
<td>100</td>
<td>-20</td>
<td>70</td>
</tr>
<tr>
<td>Probability</td>
<td>0.3</td>
<td>0.2</td>
<td>0.5</td>
</tr>
</tbody>
</table>

Q.5 q)ii) A random variable X has the following probability distribution (04)

<table>
<thead>
<tr>
<th>X</th>
<th>-2</th>
<th>-1</th>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>P(X=x)</td>
<td>0.1</td>
<td>K</td>
<td>0.2</td>
<td>2k</td>
<td>0.3</td>
<td>k</td>
</tr>
</tbody>
</table>

Find the value of k and hence find E(X) and V(X)

Q.5 q)ii) From past experience it is known that A can solve 3 examples out of given 5 and B can solve 4 examples out of given 7. An example is given to both of them to solve independently. Find the probability that (04)

a) The example remains unsolved.

b) The example is solved

OR

Q.5 B) Write short notes on (attempt any three) (15)

I. Histogram

II. Functions of statistics

III. Merits and Demerits of mean

IV. Absolute and relative measures of Dispersion

V. Requisites of a good questionnaire.
Q.P. Code: 779402

(2½ Hours)

[Total Marks 75]

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

1. A) Choose the correct alternative: (any eight) 08
   1) Lord Mahavir is the 24th Tirthankar of _______.  
      (Jainism, Buddhism, Judaism)
   2) Hinayana & Mahayana are the two major schools of thought in _______.  
      (Jainism, Buddhism, Hinduism)
   3) Mental retardation means when Intelligence Quotient score is below _______.  
      (70, 110, 99)
   4) Deficiency of Vitamin _______ may cause blindness.  
      (A, B12, D3)
   5) _______ is a solution to Communalism.  
      (Capitalism, Patriotism, Communism)
   6) Caste system is a form of _______ stratification.  
      (economic, social, political)
   7) As per Article 168 of the Indian Constitution the houses of State legislature can be  
      Unicameral or _______.  
      (Bicameral, Multicameral, Tricameral)
   8) According to the Indian Constitution there are _______ types of emergency.  
      (two, three, four)
   9) According to the _______ Amendment Act of Indian Constitution the provisions related  
      to Panchayatiraj are enumerated.  
      (73rd, 74th, 75th)
   10) _______ is a national party.  
      (Akali Dal, Telugu Desam, Bahujan Samaj Party)

B) State whether the following statements are True or False: (any seven) 07
   1) Prophet Mohammad Paigambar founded Islam.
   2) The eight fold path was given by Lord Buddha.
   3) Raja Rammohan Roy opposed Sati System.
   4) Cataract is not related to blindness.

TURN OVER
5) The Indian Constitution has not taken efforts to prevent economic and caste inequalities.
6) In Hinduism, there are five varnas.
7) 26th November is observed as the Constitution day.
8) Dr. B.R. Ambedkar is the chief architect of the Indian Constitution.
9) There is 100% political participation of women in India.
10) Defections is a major problem for all political parties in India.

2. Enlist & explain the socio-economic problems faced by women in India.

OR

2. Discuss in detail the problems faced by Socially Handicapped Persons.

3. What are the measures to overcome the problems of communalism in India.

OR

3. Discuss the problems of regionalism.

4. Explain tolerance and Communal harmony as crucial values in Indian Society.

OR

4. Explain the basic features of Indian Constitution.

5. Bring out the role and significance of women in politics.

OR

5. Write short notes on: (any three)
   a) Tribal characteristics.
   b) Status of women in the vedic period.
   c) Linguistic conflicts in India.
   d) Fundamental duties of Indian Citizens.
   e) Political party system in India.

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मराठी रुपांतर

(बेलख 2½ तास)

नोटिसः १) सर्व प्रश्न अनवार्य आहेत.
       २) उज्जवल-डील अंक पूर्ण गुण दर्शविलायत.
       ३) आवश्यक वातावरण इंग्रजी प्रश्नपत्रीका पहावी.

९. अ) योग्य पर्याय निवडा (कोणतेही आठ) :
   १) भगवान महावीर हे ——— धर्माचे चौथीते तीर्थकर आहेत.
       (जैन, बौद्ध, यहूदी)
   २) हिन्युपा व महायाना ह्या ——— धर्माच्या दोन विचार प्रणाली आहेत.
       (जैन, बौद्ध, हिंदू)
   ३) मलिंदन म्हणजे ——— पेश्चा किमी गुढीरुगुंणक असणे होय.
       (७०, ११०, ११)
   ४) ——— जीवनस्तवाच्या कमतरतूळ अंधत्व येऊ शकते.
       (अ, बी१२, डी३)
   ५) जमातवाद रोखण्यासाठी ——— हा एक उपाय आहे.
       (मांडवलशाही, राष्ट्रविद्या, साम्यवाद)
   ६) जाती व्यवस्था ह्या ——— स्ट्राककरणाचा एक प्रकार आहे.
       (आर्थिक, सामाजिक, राजकीय)
   ७) भारतीय राज्यघटनेच्या १६ व्या कलमानुसार राज्यांची विधिमंडळे एकवृत वा ——— असू शकतात.
       (द्रिगही, बहुगृही, तीनगृही)
   ८) राज्यघटनेच्या आणीपाणीचे ——— प्रकार सांगितलेले आहेत.
       (दोन, तीन, चार)
   ९) भारतीय राज्यघटनेच्या ——— व्या घटना दुर्रस्तीच्या कायद्याच्या पंचायती राज संबंधित तत्तुदी
       आहेत.
       (७३, ७४, ७५)
   १०) ——— हा एक केंद्रिय पक्ष आहे.
       (अकाली दल, तेलुगु देसम, बहुजन समाज पार्टी)

९. ब) खालील विधाने चूक की बरोबर ते लिखा (कोणतेही सात) :
   १. इस्लाम धर्मांची स्थापना प्रेषित मोहम्मद पैंगंबर यांनी केली.
   २. भगवान वुजदांनी अस्तांग मार्ग सांगितला.

मागे पहा.
3. राजा रामरोहन रॉय यांनी सती प्रथेचा विरोध केला।
4. मोतीबिंदू अध्यक्षांग निगडकेंत नाहीं।
5. भारतीय समाजातील आर्थिक व जातीय विसमता कमी करण्यासाठी राज्यघटनेने प्रयत्न केला नाही।
6. हिंदू धर्मांत मान वर्ग आहेत।
7. २६ नोव्हेंबर हा दिवस 'भारतीय संविधान दिवस' म्हणून साजरा केला जातो।
8. डॉ. बी.आर. आंबेडकर भारतीय राज्यघटनेचे मुख्य शिल्पकार आहेत।
9. भारतात खियांची राजकारणातील सहभाग १००% आहे।
10. पक्षत्वाय ही भारतातील राजकीय पक्षांमोरील मोठी समस्या आहे।

2. भारतातील खियांमोरील सामाजिक व आर्थिक समस्या नमूद करण स्पष्ट करा।
3. सामाजिक वृक्षाचा विकास व्यक्तीमोरील समस्यांचा साविस्तर चर्चा करा।
4. जमातवादाच्या समस्येवर विजय मिळविण्यासाठीचे उपाय काय आहेत?
5. प्रांतवादाच्या समस्येवर चर्चा करा।
6. भारतीय समाजामध्ये सहिष्णुता आणि जातीय सलोक यांचे निर्णायक मुख्य स्पष्ट करा।
7. भारतीय राज्यघटनेची मुख्य वैशिष्ट्यचे स्पष्ट करा।
8. खियांची राजकारणातील भूमिका आणि महत्त्व सांगा।

5. टिप्पणी लिहा. (कोणत्याही तीन) :
   अ) आदिवासीमध्ये वैशिष्ट्य.
   ब) वैदिक काळातील खियांची स्थिती.
   र) भारतातील भाषावादाची निगडीत कलह.
   ड) भारतीय नागरिकांची मुलभूत कर्तव्ये.
   इ) भारतातील राजकीय वक्त पद्धती.
Q.P. Code : 779801

(2½ Hours) [ Total Marks :75

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

1. (A) Fill in the blanks using suitable options (Any Eight) :
   
   (1) A message arises in the mind of the --------------.
       (sender, receiver, medium)
   
   (2) -------------- is the manner in which a person holds his/her body.
       (Posture, Structure, Gesture)
   
   (3) -------------- is a merger of two words 'web' and 'seminar'.
       (Webinar, Webinar, Weminar)
   
   (4) Job satisfaction and success at work can give -------------- to the employees.
       (mistrust, motivation, warning)
   
   (5) Warning carries with it a sense of urgency and so requires -------------- action.
       (slow, written, immediate)
   
   (6) All successful writers of business letters adopt the -------------- in their letters.
       ('Me' attitude, 'You' attitude, 'I' attitude)
   
   (7) In a letter, the -------------- has a legal significance.
       (Dateline, Subject line, Attention line)
   
   (8) -------------- is a kind of personal essay that makes out a strong case for the applicant.
       (Résumé, Letter of Recommendation, Statement of Purpose)
   
   (9) A good speech contains a/an -------------- beginning, a convincing and persuasive middle, and a striking close.
       (slow, hasty, attractive)
   
   (10) The speaker must stand before the audience in a/an --------posture.
       (erect, slouching, aggressive)

(B) State whether the following statements are True or False (Any seven): 7

   (1) Decoding completes the cycle of communication.
   
   (2) An order is a form of upward vertical communication.
   
   (3) A handshake should last for about 30 seconds.
   
   (4) Listening and hearing are different activities.

TURN OVER
2.
(5) Feedback need not necessarily be verbal.
(6) ATM stands for Any Time Money.
(7) Complaints and Suggestion Boxes facilitate upward vertical communication.
(8) Paralanguage is non-verbal communication.
(9) Silence can be used to communicate various meanings.
(10) Intranet is confined to use within an organization.

2. (a) Discuss the significance of Feedback. 8
     (b) Discuss 'Raising Morale' as an objective of communication. 7
     OR
     (c) Discuss 'Silence' and 'Posture' as methods of Non-verbal communication. 8
     (d) Discuss Upward Communication and the methods commonly used in it. 7

3. (a) Discuss the advantages and disadvantages of using the Internet. 8
     (b) Discuss the characteristics of effective listening. 7
     OR
     (c) Discuss Cross-cultural Barriers to communication. 15

4. (a) Draft a Letter of Application with Curriculum Vitae in reply to the following advertisement: 'Wanted young graduates to work as Sales Representatives for a reputed media house.' Apply to Box No. 45140, The Times of India, Mumbai. Use the Complete Block layout. 15
     OR
     (b) Mr. Sameer Hirani has been selected for the post of a sales Representative in a reputed media house. Draft a letter of Acceptance on his behalf, using the Semi Block layout. 15

5. Write short notes on the following (Any Three) 15
     (a) Netiquette
     (b) Cellular phones - advantages and disadvantages.
     (c) The Process of Communication
     (d) The Importance of Business Ethics
     (e) Dumping of Medical and E-waste