

Regular Exam

TIME-3 HRS

MARKS-100

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

Q. No. 1(A) Select the most appropriate answer from the options given below (Any Ten) 10

1. Human Resource Management is a _____ process.
 - a) One-Time
 - b) Rare
 - c) Continuous
 - d) Rigid
2. _____ is a summary of human qualities required to perform the job effectively.
 - a) Job Description
 - b) Job Specification
 - c) Job Rotation
 - d) Job Enrichment
3. _____ is a prescribed format of the company to obtain information about every candidate applying for the job.
 - a) Application Format
 - b) Application Sheet
 - c) Application Book
 - d) Application Blank
4. Under _____ employees are shifted from one department to another department.
 - a) Apprenticeship
 - b) Job rotation
 - c) Understudy
 - d) Mentoring
5. _____ refers to evaluation of hidden talents and skills of an employee.
 - a) Performance Appraisal
 - b) Training
 - c) 360 Degree Appraisal
 - d) Potential Appraisal
6. _____ is a set of programs to match an employee's career goals with current and future opportunities in the organisation.
 - a) Goals Planning
 - b) Career Planning
 - c) Future Planning
 - d) Succession Planning
7. Theory X assumes _____ approach of the managers towards employees.
 - a) Traditional
 - b) Professional
 - c) General
 - d) Positive
8. Human relations approach has _____ application.
 - a) Universal
 - b) Special
 - c) General
 - d) Financial
9. _____ is the strength of belief that one's work related efforts will result in completion of task.
 - a) Valence
 - b) Instrumentality
 - c) Expectancy
 - d) Autonomy

10. Employee engagement is the _____ commitment the employee has to the organisation and its goals.
a) Business b) Emotional
c) Social d) Legal
11. Innovation culture is needed to sustain _____ organisations.
a) Line b) Learning
c) Social d) Civil
12. The vision, mission and values set the tone for _____ competencies.
a) Organisational b) Technical
c) Functional d) Core

(B) State whether the following statements are True OR False: (Any Ten)

10

1. Human Resource Management includes Human Resource Planning and Human Resource Development.
2. Job Simplification means breaking down the job in small parts.
3. Interview is a one-way communication.
4. Organisational analysis is undertaken in the process of identifying training and development needs.
5. Performance Appraisal may be affected by personal bias of the rater.
6. Succession planning is done for all job positions in the organisation.
7. Leadership is the activity of influencing people to work forcibly in the organisation.
8. Exit interviews are conducted for joining employees.
9. Daniel Pink considers motivation as an operating system.
10. Employee empowerment can be done through strict supervision and control.
11. Human Resource Information facilitates Human resource Planning in organisations.
12. Employee diversities are very prominent in Multinational Firms.

Q.No.2 Answer ANY TWO of the following:

15

- a) Discuss the difference between Traditional and Strategic Human Resource Management.
- b) What do you mean by Human Resource Planning? Discuss briefly the steps in Human Resource Planning.
- c) Explain the various Sources of Recruitment.

Q.No.3 Answer ANY TWO of the following:

15

- a) Explain any eight methods of Training and Development.
- b) What is Performance Appraisal? Explain the benefits of Performance Appraisal
- c) Discuss the need for Career Planning and Development.

Q.No.4 Answer ANY TWO of the following:

15

- Explain Maslow's Need Hierarchy Theory of Motivation.
- What is an Emotional Quotient? Discuss the factors affecting Emotional Quotient.
- What is employee grievance? Discuss causes of employee grievances.

Q.No.5 Answer ANY TWO of the following:

15

- What are competencies? Explain the classification of competencies.
- Explain the term Employee Engagement. What are the different types of Employee Engagement?
- Explain the factors affecting work life balance.

Q.No.6 Write short Notes (ANY FOUR)

20

- E-Selection
- Methods of Evaluating Training Effectiveness
- Employee Welfare Measures
- Techniques of Counselling
- Downsizing
- Attrition

Max Marks: 75

Duration: 2 1/2 Hours

Note : All questions are compulsory

- Q 1 A** Attempt any Two sub questions from a),b) & c) in MS-Excel (True or False) 2
- A name range uses absolute references.
 - Data can be Stored in only one column
 - NOW () function returns only the current system time.
- B** Attempt any Two sub questions from d),e) and f) in Visual Basic (Multiple Choice) 2
- In VB Project, the form design is carried out in the _____ window
 - Properties
 - Tool Box
 - Project Explorer
 - Form
 - Visual Basic Code is written in _____
 - Sub procedure
 - Functions
 - Form
 - Routines
 - A control named "cmdExit" is most likely a _____
 - Command Button
 - Label
 - Form
 - Image
- C** Attempt any Six sub questions from g),h),i),j),k),l),m),n), and o) in E-Commerce (True or False) 6
- Ubiquity is a feature of E-Commerce
 - Smart Card cannot be used in E-Commerce
 - E-tailers are not direct sellers
 - Naukari.com is an example of both B2B & C2C
 - EDI is paperless transfer of data
 - Private Key encryption requires two keys
 - E-Commerce is available 24X7
 - An SSL does not provide confidentiality
 - Conversion of data in to code is called Hacking
- D** Attempt any Five sub questions from p),q),r),s),t),u),v), and w) in E-Commerce (Multiple Choice) 5
- P2P in E-Commerce refers to
 - Public to Public
 - Peer to Peer
 - Public to Peer
 - Public to Private
 - What type of technology scrambles the contents of files sent via internet
 - Encryption
 - Digital Signature
 - SSL
 - HTTPS
 - Criminally acquiring password is called _____
 - Encryptions
 - Décryptions
 - Hacking
 - Firewall
 - Commercial transaction done with the help of cell phone is called _____
 - E-Commerce
 - M-Commerce
 - E-Business
 - Amazon.com
 - A computer to computer exchange of business transaction is called _____
 - E-Business
 - Supe Market
 - EDI
 - E-Market
 - In _____ E-Commerce the consumer deals with each other
 - C2C
 - B2C
 - B2B
 - P2P
 - The full form of WAP in E-Commerce is Wireless _____ Protocol
 - Travel
 - Topology
 - Transmitt
 - Transfer
 - Google .com is a _____
 - Portal
 - Protocol
 - Email
 - Search Engine

Q2 A Attempt any one sub questions from a) & b) in E-Commerce

a What are the Business Models in E-Commerce?

b Write briefly the Digital Signature in E-Commerce.

B Attempt any one sub questions from c) & d) in E-Commerce

c Explain features of E-Commerce

d Discuss E-Commerce Security

Q3 A Answer any one sub question from a) and b) in MS-Excel

a Answer the following using give spreadsheet

	A	B	C	D
1	Name	Department	Bonus	
2	Arham	Admin	28000	
3	Mahmood	Sales	18500	
4	Mnoj	Accounts	254000	
5	Suraj	Sales	8500	
6	kalvin	Admin	56400	
7	Rahul	Store	8900	

Write the steps Total Marks

1. To display only those rows where Bonus is below 20000

2. To display only those rows where Bonus is 20000 or more but less than 30000

3. To display all the rows where Name does not contains "A"

b Answer the following using give spreadsheet.

	A	B	C	D
1	Item	Cost		
2	Machinery	60000		
3	Carriage	8000		
4	Transport	30000		
5	Office Equipment	6000		
6	Postage	8500		
7	Misc	4000		
8	generator	6500		
9	Total	123000		

Prepare Scenario where there is an increase as follows

1) Machinery increases to 80000, carriage increases to 9000 and postage increases to 9000

2) Carriage increases to 10000, office equipment increase to 7000 and postage increase to 9000

B Answer any one sub question from c) and d) in MS- EXCEL

c Answer the following using the given spreadsheet.

	A	B	E
1	Name	Taxable Income	Income Tax
2	Narain	120000	
3	Mohan	350000	
4	Abdul	320000	
5	Ramesh	520000	

Write the steps to compute Income Tax using the following rate

Taxable Income	Income Tax
First 250000	NIL
Next 100000	12%
Excess	20%

d Answer the following using spreadsheet.

	A	B	C	D	E
1	Name	Taxable Income	Income Tax	Surcharge	Total Tax
2	Rachit	555000			
3	Anish	1200000			
4	Sunil	640000			
5	Rahul	1350000			

Write the steps to obtain the

- 1) income tax in columns C
- 2) Surcharge in columns D and
- 3) Total tax in column E, where income tax is calculated as follows.

Taxable Income

Income Tax

First 300000

Nil

Next 20000

10%

Surcharge is calculated @1% of the income tax and is applicable only to those whose incomes exceed 500000 otherwise it is zero.

Q4 A

Answer any one sub question from a) and b) in MS- EXCEL

a The following data is entered in a worksheet regarding Expenses (in Rs) during January, February and March

	A	B	C	D
1	Item	Jan	Feb	March
2	Food	112000	120000	130000
3	Clothing	6500	8500	9200
4	House Rent	10000	8000	9000
5	Misce	14000	13500	12300

Write the steps

- i) To find the total Expenses in each month in the cells B6, C6 and D6
- ii) To create 3-D Bar chart for the expenses of January, February and March
- iii) To create Pie chart for the month of February.
- iv) To create Line chart for the month of January and February.

b The following data has been entered in a worksheet.

	A	B	C	D
1	Name	Sales Amount	Discount	Net Price
2	Mohan	50000		
3	Meraj	65000		
4	Sunil	35000		
5	George	42000		
6	Arham	84000		
7	Sarah	92000		

Write the steps to

- 1) Calculate Discount in column C using the following discount policy

Sales Amount	Rate of Discount
First 25000	6%
Next 2500	9%
Excess	12%

- 2) Calculate Net Price in column D

(Net Price = Sales Amount - Discount)

B Answer any one sub question from c) and d) in MS-EXCEL

- c The following data has been entered in a worksheet

	A	B	C	D	E	F	G
1	Roll No.	Name	Test1	Test2	Test3		
2	1	Manoj	58	56	24		
3	2	Sarah	75	72	35		
4	3	Arham	63	45	67		
5	4	Shabana	45	67	58		
6	5	Amit	65	45	59		
7	6	Joseph	89	25	42		

Write steps to -

- Compute the total marks in column F
- Find result in Column G where result is PASSED when total marks are 120 or more otherwise result is FAIL less than 40,000.
- Find number of students whose total marks are above 150 in H2

- d Explain the following functions in MS-EXCEL.

- Fixed()
- Weekday()
- Today()
- Correl()
- Large()
- Lower()
- CountA()

Q.5 A Answer any one sub question from a) and b) in Visual Basic

- Write a project in VB to design a suitable form which allows the user to enter two numbers and display their Sum.
- Write a project in VB to design a suitable form which allows the user to enter Salary and Calculate and display the DA which is 70% Salary

B Answer any one sub question from c) and d) in Visual Basic

- Write a project in VB to design a suitable form which allows the user to enter an integer 10 and calculate and display the factorial of the integer 10 (Factorial of 10 = 1*2*3.....*10)
- Write a project in VB to compute and display the sum of odd number from 11 to 30

11. Subcontract Cost paid for the Contract is debited to _____
 - a. Contractee Account
 - b. Contract Account
 - c. Sub- Contact Account
 - d. Costing Profit and Loss Account
12. Process Output is 50,000 units, Normal Loss is 6,000 units, Abnormal Loss is 4,000 units. The Input is _____
 - a. 40,000 units
 - b. 30,000 units
 - c. 60,000 units
 - d. 75,000 units

B) State whether the following statements are True or False (any ten):

10

1. Material usage variance is calculated on the basis of difference between the standard price and the actual price.
2. The standard cost and the estimated cost are the synonyms of each other.
3. Standard cost denotes cost which is pre-determined on the basis of specifications laid down by the management.
4. Machine setup is normally considered a batch level activity.
5. ABC does not lead to control over overhead costs.
6. Overheads are allocated on the basis of direct labour cost only.
7. Contribution is the sum total of fixed cost and profit.
8. The selling price reduction results in reduction of P/V ratio.
9. At no profit no loss Contribution is equal to fixed cost.
10. When raw material is purchased, the stores ledger account is debited.
11. In Contract Costing, the amount of work done after the certification by the architect is known as work certified.
12. Normal loss is treated as normal cost of production.

Q2 A) M/s. Akshay & Company has undertaken two contracts one at Mumbai and another at Nasik. The details of the contracts are given below for the year ended 31st March, 2023:

20

	Contract at Mumbai	Contract at Nasik
Date of commencement	1 st July, 2022	1 st October, 2022
Contract Price	10,00,000	20,00,000
Direct Labour	2,60,000	1,90,000
Material issued from stores	2,00,000	2,20,000
Material returned to stores	15,000	18,000
Plant installed at site	2,50,000	4,00,000
Direct Expenses	50,000	40,000
Office Overheads	20,000	15,000
Material Sold (Cost Rs.10,000)	12,000	--
Material at Site	25,000	35,000
Cash received from Contractee (representing 80% of work certified)	5,00,000	2,40,000
Work Uncertified	15,000	12,000
Architect Fees	10,000	5,000

Following are the transactions during the month of January 2023.

Material purchased	11,25,000
Material issued to production	4,50,000
Material issued to factory	60,000
Material issued to office	15,000
Total Wages paid	4,50,000
Direct Wages charged to Production	3,75,000
Indirect Wages	75,000
Office Overheads Paid	45,000
Office Overheads applied to Finished Goods	57,000
Selling and Distribution overheads incurred	45,000
Selling and Distribution overheads applied to Cost of Sales	46,500
Factory Overheads charged to Production @35% of Direct Wages	
Finished Goods Produced	12,00,000
Cost of goods sold	15,00,000
Sales	18,00,000

Prepare the following ledger accounts for the month of January 2023.

1. Stores Ledger control a/c
2. Work-In-Progress control a/c
3. Finished Goods Ledger control a/c
4. Cost Ledger Control a/c
5. Factory Overhead Control a/c
6. Office Overhead Control a/c
7. Selling and Distribution overhead Control a/c
8. Costing Profit and Loss a/c

OR

Q3.B) Product M is manufactured after it passes through three processes. The following information is obtained from the records of a company for the year ended 31st March, 2023.

20

Particulars	Process A	Process B	Process C
Direct Material	1250	1000	1500
Direct Labour	1000	1500	2000

500 units at ₹ 5 each were introduced to Process A. There was no stock of materials or work in progress at the beginning and at the end of the year. The output of each process direct to the next process and finally to the Finished Stock A/c. The following additional data is available:

Particulars	Output during the week	Percentage of the normal loss to input	Value of scrap per unit (₹)	Production overhead (₹)
Process A	475	5%	3	1,000
Process B	420	10%	5	1,500
Process C	375	10%	5	2,000

Prepare Process Cost Accounts and Abnormal Gain or Loss Accounts for the year ended 31st March, 2023.

Q4.B.2.**10**

Product 'D' is obtained after it is processed through process P & Q.

The following cost information is available for the month ended 31st March, 2023.

Particulars	Processes	
	P	Q
Number of Units Produced in the process	250	-
Rate per Unit of units introduced (₹)	04	-
Cost of Material (₹)	1300	1000
Direct Wages (₹)	1125	1840
Production Overheads (₹)	1125	1840
Normal Loss (% on units introduced in each process i.e. Input)	10%	20%
Value of Scrap per unit (₹)	02	04
Output in units	225	180

There is no stock in any process. You are required to prepare the Process Accounts.

Q5. Answer the following questions.

A. Explain the concept of Target Costing in detail?

10

B. Explain the concept of Normal Loss, Abnormal Loss and Abnormal Gain in Process costing?

10**OR**

Q5. Write short notes (Any four out of six).

20

- Benchmarking
- Stages of Life Cycle Costing.
- Cost Ledger Control Account.
- P/V ratio.
- Variance
- Notional Profit.

Time: 3 Hours

Total Marks : 100

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

(2) Figures to the right indicate full marks allotted to the question.

(3) Working Notes should form the part of your answer.

(4) Calculate figures up to two decimal points, wherever required.

(5) Provisions of GST Act as on 1-4-2023 have to be considered. Amendments made to the Act thereafter are to be ignored.

Q 1) a) Select the most appropriate option and rewrite the full sentences. (Any Ten) (10)

- 1) GST is based on the principle of _____ based consumption.
 - a) origin
 - b) source
 - c) destination
 - d) production
- 2) _____ is a tax that shifted from one taxpayer to another.
 - a) Direct tax
 - b) Indirect tax
 - c) Entry tax
 - d) GST *wealth tax*
- 3) The place of supply of goods exported from India shall be the _____.
 - a) Location of the Importer
 - b) Location of the Exporter
 - c) Location of the agent of Exporter
 - d) Location outside India
- 4) Mr. Ullhas has an outward tax liability under IGST of Rs.60,000. The unutilized input tax credit available under CGST is Rs.15,000 and under SGST is Rs.15,000, the net liability payable would be _____.
 - a) Rs.20,000
 - b) Rs.30,000
 - c) Rs.50,000
 - d) Rs. 90,000
- 5) Every person liable for registration u/s 22 or 24 of the CGST Act, 2017 shall apply for registration with in _____ from the date on which he becomes liable for registration.
 - a) 15 days
 - b) 30 days
 - c) 45 days
 - d) 60 days
- 6) Interest @ _____ is payable on delayed payment of taxes under GST.
 - a) 18%
 - b) 15%
 - c) 28%
 - d) 24%
- 7) _____ is not included in the term "Goods" under GST Law.
 - a) Actionable claim
 - b) Growing crops
 - c) Grass
 - d) Money and Securities
- 8) Under reverse charge, the liability to pay tax on supply of goods and / or services is on _____.
 - a) recipient of supply
 - b) supplier of supply
 - c) agent
 - d) supplier who is in India

9) Taxable event under IGST is _____ of any goods and / or services in the course of inter-state trade or commerce.

- a) supply b) Production c) Provision d) demand

10) Central & excise duty shall be levied in addition to GST on _____.

- a) Petroleum products b) Alcohol products
c) Tobacco and Tobacco products d) Alcohol for human consumption

11) Chairperson of the GST council is _____.

- a) Union Minister of the state in charge of revenue b) Union Finance Minister
c) One elected person amongst the state finance Minister's d) Minister in charge of Finance or Taxation

12) _____ shall be levied on all inter-state supplies and imports.

- a) CGST b) SGST c) IGST d) CGST and SGST

Q 1) b) State whether the following statements are True or False (Any Ten) (10)

- 1) Mrs. Sonal of Delhi supplied goods to Mrs. Siddhi of Kolkata, it is treated as inter-state supply.
- 2) Time of supply fixes the point when liability to charge GST arises.
- 3) Anant sold goods worth Rs.1,18,000 to Baban inclusive of 9% CGST and 9% SGST. The basic price of goods will be Rs.1,00,000.
- 4) The input tax credit self-assessed in the return of registered person shall be credited to electronic credit ledger.
- 5) The credit of CGST can be utilized for payment of CGST only.
- 6) CPIN is a 15 digit unique number valid for 14 days.
- 7) Stock transfers between branches is not taxable supply.
- 8) Location of supplier of services is always location of usual residence of supplier.
- 9) Where goods are installed at site, place of the recipient becomes the place of supply.
- 10) Consideration includes an amount received from central government as subsidy.
- 11) Supplier is always a 'Taxable Person'.
- 12) IGST is one of the two taxes charged on every intra-state transaction.

Q2. a) Mr. Vikas is a performing artist, provides you with the following information relating to December 2023. (10)

Particulars	Rs.
Amount received for performing western dance	5,00,000
Amount received for providing services as a brand ambassador	1,50,000
Fees received for coaching recreational activities relating to culture	2,00,000
Amount received for performing as a classical dancer	1,41,000
Amount received for performing in television serial	5,00,000
Amount received in relation to activities in sculpture making	3,00,000
Paid telephone bills	2,00,000

Compute the value of Taxable Supply and Goods and services Tax payable. All amounts given are excluding Goods and services Tax. GST rate to be taken CGST@ 9% and SGST@ 9%.

Q2 b) Determine the Time of supply in each of the following cases as per the provision of GST Act. (10)

Sr. no.	Date on which goods are made available	Date of Invoice	Date of receipt of payment
1	18-05-2023	22-05-2023	20-05-2023
2	17-06-2023	16-05-2023	01-06-2023
3	19-07-2023	30-06-2023	12-06-2023
4	07-08-2023	15-07-2023	18-07-2023
5	25-08-2023	31-08-2023	19-08-2023
6	22-09-2023	20-09-2023	24-09-2023
7	16-10-2023	13-10-2023	26-10-2023
8	02-11-2023	29-11-2023	02-12-2023
9	06-01-2024	11-02-2024	27-01-2024
10	18-02-2024	18-02-2024	05-02-2024

OR

Q2.c) Classify the following activities of Taxable Supply and Non-Taxable Supply. (10)

Sr.No.	Particulars	Rs.
1	Renting of property for commercial use	10,25,000
2	Renting of agricultural vacant land for rearing Horses	5,25,000
3	Margin earned from trading in derivatives	2,50,000
4	Salary received from employer	1,20,000
5	Implementation of software	2,00,000
6	Coaching to students for IIM exams.	1,00,000
7	Transport by school to students	3,00,000
8	Merchant banking services	10,00,000
9	Hotel Room Rent of Rs.900/- per day	2,50,000
10	Warehousing charges of agricultural produce	3,50,000

Q2 d) Determine the Time of Supply in each of the following cases as per the provisions of GST Act.

(10)

Sr.No.	Date of Supply of Services	Date of Invoice	Date of receipt of payment
1	13-11-2023	02-12-2023	11-12-2023
2	09-11-2023	06-01-2024	26-01-2024
3	11-12-2023	21-01-2024	23-01-2024
4	18-12-2023	28-12-2023	04-12-2023
5	11-12-2023	06-01-2024	16-01-2024
6	16-12-2023	19-01-2024	23-01-2024
7	24-12-2023	29-12-2023	21-12-2023
8	26-12-2023	30-12-2023	03-12-2023
9	07-01-2024	11-01-2024	18-01-2024
10	10-12-2023	16-01-2024	05-01-2024

Q. 3 (a) Mr. Rohit, registered in state of Maharashtra, provides your following details for the month March, 2023. Calculate Net Tax Liability of GST.

(10)

Opening Balance in Electronic credit ledger as on 1st March, 2023.

IGST Rs. 1,02,000 ; CGST Rs. 26,000; SGST Rs. 48,000

Particulars	Rs.
Sold Goods @ 18% GST To Rahul in Raigad (Maharashtra)	6,00,000
Sold Goods @ 28% GST To Anand in Ratnagiri (Maharashtra)	4,00,000
Provided services @ 5% GST to Namrata in Goa	18,00,000
Provided services @ 12% GST to Aditi in Bhopal (Madhya Pradesh)	22,00,000
Purchased goods @ 12% GST from Delhi	14,00,000
Purchased goods @ 28% GST From Pune (Maharashtra)	15,00,000
Availed services @ 28% GST from Jaipur (Rajasthan)	70,000
Availed services @ 5% GST from Nagpur (Maharashtra)	40,000

Q. 3 (b) Determine the place of Supply in following cases with reasons:

(10)

1. Mr. Shriram is a registered technician of Bangalore who gives services repairing of machinery in Delhi.
2. Mr. Nitin, registered person, of Pune sends goods to one of his customers in Nashik.
3. Ms. Bunti, resident of Kamothé, takes post-paid mobile connection from a company based in Delhi.
4. A Ltd. a registered company of Delhi has made a contract with Infosys Ltd. of Chennai for giving training to their employees in Mysore.
5. Mr. Kumar unregistered person of Mumbai not having bank account in Surat takes a demand draft from Bank of Surat for the purpose of education.

OR

Q. 3 (c) From the Following details calculate Net GST Liability.

(10)

Mrs. Savita a registered dealer in the state of Maharashtra provides you with the following details for the month of March 2023

Opening Balance in electronic credit ledger as on 1st March, 2023

IGST – Rs. 15,000 CGST – Rs. 17,000 SGST – Rs. 15,000

Transactions during the month	Amount
Sold goods @ 5 % GST to Madan in Kerala	12,00,000
Sold goods @ 12 % GST to Kiran in Shirdi (Maharashtra)	11,00,000
Purchased Goods @ 12% GST from Jalgaon (Maharashtra)	50,000
Provided services @ 18% GST to Bharat in Baroda (Gujrat)	70,000
Provided services @ 18% GST to Rupesh in Satara (Maharashtra)	1,50,000
Availed services / Inward supplies @ 5% GST from Bihar	3,00,000

Q. 3 (d) Determine the place of Supply in following cases with reasons:

(10)

1. Mr. Pradeep of Sangali visits a hotel located in Pune and stays for 15 days.
2. Mr. Mahendra of Pandharpur purchases a ticket for watching a movie in Delhi.
3. A caterer provides services on board in train during Mumbai-Surat-Delhi.
4. Mr. Kalpesh of Pune purchased a watch from a shop in Himmat Nagar, Gujarat.
5. Mr. Amol residing in Delhi, travels from Mumbai to Kolkata and gets travel Insurance done in Kolkata.

Q.4.a) M/s Nagnath Enterprises has provided the following particulars relating to the goods sold by it to M/s. Somnath Enterprises.

(10)

Particulars	Rs..
List price of the Goods (Exclusive of Expenses, Taxes and Discount)	7,25,000
Tax levied by Municipal Corporation on sale of goods	75,000
Protective packing at the request of the buyer	8,000
CGST and SGST chargeable on the goods	1,30,500
Weighment Charges	20,000
Designing charges paid by M/s Somnath Enterprises on behalf of M/s Nagnath Enterprises	10,000
Subsidy received from Non-Profit making organization (The list price of Rs.7,25,000 is after considering the subsidy)	50,000

M/s Nagnath Enterprises offers 10% trade discount on the list price of the goods.

Determine the value of Taxable supply made by M/s Nagnath Enterprises. Also, calculate SGST @ 9% and CGST @ 9%.

Q4.b) Kshitij Ltd. is a manufacturing concern in Maharashtra. It wants to opt for a composition scheme. It furnishes you with the following information for the preceding financial year 2022-23.

Kindly advise:

(10)

- Are they eligible to opt for the composition scheme in the financial year 2023-24.
- If yes, then calculate their composition tax liability (SGST @ 0.5% and CGST @ 0.5%)

The break-up of supplies is as follows:

Particulars	Rs.
Intra-state supply of taxable goods to Mr. Kalpesh (Tax rate 5%)	80,00,000
Value of inward supplies, which is payable under Reverse charge Mechanism (RCM)	12,50,000
Intra-state supplies of goods to Mr. Kaustubh (Tax rate @ 12%)	20,00,000
Intra-state supply of goods to Mr. Kishan charged at Nil rate of tax	15,40,000
Intra-state supplies which are wholly exempt under section 11 of CGST Act, 2017	5,60,000

All amounts are exclusive of GST

OR

Q.4.c) M/s Sanchita Enterprises, a registered supplier, provides you the following details with respect to the contract entered with M/s Ankita Enterprises for supply of goods.

(10)

Particulars	Rs.	Rs.
Value of goods (inclusive of IGST @ 18%)		2,12,400
Taxes other than GST		21,250
Following expenses were incurred by M/s Sanchita Enterprises:		
a) Insurance charges	15,000	
b) Packing charges	10,000	
c) Freight charges	12,000	37,000
Following expenses were incurred by M/s Ankita Enterprises on behalf of M/s Sanchita Enterprises:		7,000
Transportation charges		
Testing charges incurred by M/s Ankita Enterprises, not on behalf of M/s Sanchita Enterprises.		9,000
Subsidy received from Government of Maharashtra (List price is after considering the subsidy)		18,000

Calculate the value of supply and the Tax payable.

Q.4 d) M/s Smeet Enterprises Provide the details of transactions of their business from the State of Maharashtra during the month of December, 2023. Find out from which date, whether they are liable for registration or not? Give your reason. (10)

Date	Particulars	Amount
05/12/2023	Services Provided to Pune (Maharashtra)	5,00,000
08/12/2023	Goods supplied to Nasik (Maharashtra)	2,50,000
10/12/2023	Goods purchased from Baramati (Maharashtra)	3,00,000
12/12/2023	Exempt supplies to Jaipur (Rajasthan)	8,80,000
18/12/2023	Inward supplies on which tax is payable under Reverse Charge Mechanism (RCM)	6,75,000
20/12/2023	Taxable goods supplied to Nanded (Maharashtra)	1,20,000
26/12/2023	Supply of goods to Lucknow (Exempt)	1,00,000
28/12/2023	Services availed from Ahmedabad (Gujrat)	2,00,000
30/12/2023	Supply of services to Kudal (Maharashtra)	5,50,000

Q.5 a) Explain Goods and Services Tax (GST) and its features. (10)

Q.5 b) Enumerate the categories of persons liable for compulsory registration. (10)

OR

Q.6 Write Short Notes on any four of the following: (20)

- Aggregate turnover
- Composite supply
- Electronic commerce operator
- Reverse charge
- Conditions to avail Input Tax Credit
- Non-resident taxable person

[Time: 3 Hours]

[Marks: 100]

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.

Q.1 A) Select the correct answer and rewrite the statement (any ten) 10

1. ----- is the basic cause of international trade according to David Ricardo.
a) Difference in comparative costs b) Difference in availability of factors
c) Difference in standard of living d) Difference in Political background
2. The concept of single factorial terms of trade was introduced by _____.
a) Dorrance b) Yiner
c) Taussig d) Keyne
3. The offer curve of a country denotes the offer of its ----- against its imports.
a) Exports b) Imports
c) Capital d) Donations
4. Imposition of tariffs on imports may make a country's terms of trade _____.
a) Unfavourable b) Favourable
c) Zero d) Neutral
5. Which of the following is the argument for free trade?
a) Self-sufficiency b) Infant industry argument
c) Promotes specialization d) Anti-dumping measure
6. What caused the Eurozone crisis?
a) Political reasons b) Debt crisis
c) Investment crisis d) Social crisis
7. _____ account of BOP records the exports and imports of goods only.
a) Capital account b) Current account
c) Trade account d) Errors and omissions
8. Devaluation results in _____.
a) Cheaper imports b) Cheaper exports
c) Fall in exports d) Rise in imports
9. Under WTO, TRIPs cover _____.
a) Foreign Investment b) Foreign aid
c) Services d) Patents

10. _____ operate in foreign exchange market for the purpose of making profit.

- a) Hedgers
- b) Central banks
- c) Bidders
- d) Speculators

11. Foreign exchange is demanded for _____

- a) Imports
- b) Exports
- c) Exports of services
- d) Capital inflows

12. Flexible exchange rate system is also known as _____

- a) Fixed exchange rate system
- b) Neutral exchange rate system
- c) Floating exchange rate system
- d) Pegged exchange rate system

B) State whether the following statements are True or False. (any ten)

10

1. Ricardo's theory of international trade neglects demand conditions.
2. International trade will not occur in case of equal cost difference.
3. The concept of reciprocal demand was introduced by Marshall.
4. Tariffs are duties imposed on imports.
5. Quotas increase the revenue for the Government.
6. ASEAN is a growing hub of consumer demand.
7. The current account balance records all long-term transactions of the country.
8. Devaluation is the official lowering of value of a currency in terms of other currency.
9. TRIMS ensures protection of intellectual property rights.
10. Central banks and the commercial banks are the only dealers in the foreign exchange market.
11. Supply of foreign exchange is generated through exports.
12. The central banks can influence the foreign exchange rate.

Q.2 Answer any two of the following.

15

- a. Explain the Ricardian Comparative Cost Difference Theory of International Trade.
- b. Explain the concepts of i) Gross Barter terms of trade ii) Net Barter Terms of Trade and iii) Income Terms of trade in detail.
- c. Analyze the various gains from international trade.

Q.3 Answer any two of the following.

15

- a. What is protection? Make a case for protection.
- b. Explain the different types of non-tariff barriers.
- c. What are the different effects of tariffs? Explain.

Q.4 Answer any two of the following.

15

- a. What is the balance of payments? Explain the causes of disequilibrium in balance of payments.
- b. Explain monetary and nonmonetary measures to correct disequilibrium in balance of payments.
- c. Explain the important features of TRIPS under WTO.

Q.5 Answer any two of the following.

15

- a. Explain the functions and participants of foreign exchange market.
- b. How is the equilibrium rate of exchange determined? Explain.
- c. Explain the role of the central bank in foreign exchange rate management.

Q.6 Write short notes on any four of the following.

20

- a. Limitations of Modern Theory of International Trade
- b. Offer curves
- c. Arguments for free trade
- d. Types of Economic Integration
- e. Structure of BOP
- f. Absolute version of purchasing power parity Theory

Time: 3 Hrs.

Marks: 100

Note : 1. All questions are compulsory.

2. Figures to the right state the marks allotted to the questions.

Q.1.A. Select the most appropriate answer from the options given below (Any Ten) (10)

1. _____ of the product may offer re-use value to consumers.
 - Packaging
 - Pricing
 - Placing
 - Pitching
2. _____ facilitates easy identification of the products to consumers.
 - Carting
 - Scaling
 - Weighing
 - Labelling
3. Incoterms refer to _____.
 - Indian Commercial Terminals
 - International Commercial Terms
 - Interim Compensation Terms
 - International Company Terminals
4. _____ is one of the advantages of indirect exporting to the manufacturer.
 - Control on pricing decisions
 - Limited risk
 - Control on branding decisions
 - First hand information
5. _____ is an information-based activity of inventory movement across a supply chain.
 - Warehousing
 - Unitisation
 - Logistics
 - Positioning
6. _____ element of promotion mix is aimed at inducing quick response in the short term from customers and intermediaries.
 - CRM
 - SCM
 - Publicity
 - Sales Promotion
7. _____ is considered to be one of the most popular and secured methods of payment in export marketing.
 - Letter of Credit
 - Open Account method
 - Deferred Credit payment
 - Payment against shipment on consignment

8. Post-shipment finance is usually granted for a period of _____ days.
- 40
 - 90
 - 150
 - 240
9. The primary objective of _____ is to protect exporters and banks against credit risk involved in export marketing in India.
- RBI
 - SEBI
 - ECGC
 - ITPO
10. EIC and EIA were set up by Government of India to _____.
- provide funds to exporters
 - insure export products
 - ensure proper packaging
 - monitor pre-shipment inspection
11. Port Trust authorities issue _____ to exporters.
- carting orders
 - Certificate Of Origin
 - Let-Export-Order
 - Let-SHIP-Order
12. _____ is issued by the consulate of the importing country, stationed in the exporter's country.
- Commercial invoice
 - Shipping Bill
 - Consular invoice
 - Bill of Lading

Q.1. B. State whether the following statements are True or False. (Any Ten)

(10)

1. Product design is the process of creating new and improved products.
2. A symbol of an umbrella with the phrase 'Protect from water' on a package is an example of marking on a product.
3. Under C&F quotation, the exporter has to pay for marine insurance for exports.
4. An exporting firm wanting to maintain close contacts with its ultimate customers will adopt direct channels of distribution.
5. Political risks in export marketing refer to risk due to civil disturbances, war, revolution etc. in importers' or exporters' countries.
6. Advertising involves face-to-face communication between the exporting firm and its consumers.
7. The Open Account method of payment involves considerable risk of bad debts.
8. Packing credit is provided to meet working capital requirements before the shipment of goods.
9. Commercial banks provide only fund-based assistance to exporters.
10. Self-Certification is one of the methods of pre-shipment inspection of export goods in India.
11. In India, the export proceeds must be realised within 100 days from the date of shipment.
12. Mate receipt is the main document required by custom authorities for permitting shipment of goods.

Q.2. Answer any two of the following:

(15)

- (a) Discuss the factors influencing branding decisions in export marketing.
- (b) Explain the various objectives of pricing in export marketing.
- (c) From the following details calculate the minimum FOB price which can be quoted by an exporter to USA. Also calculate the amount of foreign exchange that can be earned @ Rs 80/- per American Dollar

Ex-factory cost	Rs. 65,000/-
Packing cost	Rs. 15,000/-
Transportation cost	Rs. 20,000/-
Contribution to profit @ 10% of FOB cost	
Duty Drawback @ 10% of FOB price	

Q.3. Answer any two of the following:

(15)

- (a) Distinguish between direct and indirect exporting channels.
- (b) What are the factors to be considered while selecting modes of transport for export marketing?
- (c) Describe the various sales promotion techniques that marketers can use in export marketing.

Q.4. Answer any two of the following:

(15)

- (a) Discuss the procedure of opening a Letter of Credit.
- (b) Discuss the features of pre-shipment finance available to exporters in India.
- (c) Explain the role of SIDBI in financing exporters in India.

Q.5. Answer any two of the following:

(15)

- (a) Discuss the procedure of pre-shipment inspection.
- (b) Explain the steps involved in shipment of goods and custom clearance.
- (c) What is the importance of Commercial Invoice in export marketing?

Q.6. Write short notes on any four of the following:

(20)

- (i) Packaging of export goods
- (ii) Personal selling
- (iii) Benefits of countertrade
- (iv) Bill of Lading
- (v) Procedure of obtaining export finance
- (vi) Components of logistics

- N.B. 1) All questions are compulsory
2) Figures to the right indicate full marks
3) Working notes should form part of your answer
4) Use of simple calculator is allowed

Q.1 A) Select the most appropriate option from the given option and rewrite the sentence.
(Any ten) (10)

1. Underwriting commission is calculated on _____.
a) Issue price of shares underwritten b) Net liability value
c) Marked application value d) Firm underwriting value
2. The exchange difference arising due to import of raw material is transferred to _____.
a) Purchase A/c b) Trading A/c c) Profit & Loss A/c d) Suppliers A/c
3. In amalgamation as a merger, all the assets and liabilities of the vendor company become the assets and liabilities of _____.
a) Transferee company b) Vendor company
c) Holding company d) Subsidiary company
4. Preferential creditors are included in _____.
a) List E b) List C c) List D d) List B
5. Maximum number of partners in LLP is _____.
a) 20 b) 50 c) 100 d) No limit
6. In case of shares, underwriting commission cannot exceed _____.
a) 3% of issue price b) 7.5% of issue price
c) 5% of issue price d) 2.5% of issue price
7. Designated partner must obtain DIN from _____.
a) The Central Government b) The State Government
c) The ROC d) Registrar of firms
8. In case of compulsory winding up Statement of Affairs is sent to _____.
a) The Official Liquidator b) The Liquidator
c) The Government d) The High Court
9. Non-monetary items are valued at _____.
a) Market price b) Current price c) Historical cost d) Fluctuating price
10. On amalgamation, preliminary expenses in Balance Sheet of Vendor Company are debited to _____.
a) Realization A/c b) Equity shareholders A/c
c) Cash A/c d) Preference Shareholders A/c
11. The asset which is not taken under Net Asset Method of calculation of purchase consideration is _____.
a) Discount on issue of shares b) Loose tools c) Furniture d) Bills Receivable
12. Average rate is the rate which is _____.
a) On the Balance Sheet date
b) The mean of the exchange rates
c) The proportion between two currencies
d) The rate at which asset could be exchanged

Q.1 B) State whether the following statements are True or False:- (Any 10) (10)

1. Designated partners are like directors of a company.
2. Debenture interest is to be paid up to the date of winding up.
3. The exchange difference in case of export sale should be transferred to Sales Account.
4. In partial underwriting, only 2 persons underwrite the issue.
5. Inventory is a monetary item.
6. On amalgamation, payment of liquidation expenses does not form part of purchase consideration.
7. Scheme of amalgamation requires approval by 75% of shareholders of every company involved.
8. LLP agreement must specify the contribution of partners.
9. Reporting currency is the Indian rupee used for presentation of financial statements.
10. Underwriting commission is calculated on the face value of shares.
11. Capital reserve or goodwill can arise in pooling of interest method.
12. In compulsory winding up, remuneration of the liquidator is fixed by the court.

Q.2. The Balance Sheets of Rohit Ltd. and Surya Ltd. as at 31st March 2023 are as follows: (20)

Particulars	Rohit Ltd.	Surya Ltd.
I. Equity and Liabilities:		
1) Shareholders' Funds:		
a) Share Capital		
i) Equity Share Capital (Shares of Rs. 10 each)	20,00,000	6,00,000
ii) 9% Preference Share Capital (Shares of Rs. 100 each)	2,00,000	-
iii) 10% Preference Share Capital (Shares of Rs. 100 each)	-	2,00,000
b) Reserve and Surplus:		
General Reserve	2,00,000	1,60,000
2) Non Current Liabilities:		
Bank loan	1,00,000	40,000
3) Current Liabilities:		
Trade Payables	2,60,000	1,60,000
Total	27,60,000	11,60,000
II) Assets:		
1) Non-current Assets:		
a) Property Plant and Equipment		
Building	7,00,000	2,50,000
Machinery	10,00,000	3,00,000
b) Non Current Investment		40,000
c) Other Non Current Assets	60,000	20,000
(Expenses on Issue of Shares)		
2) Current Assets:		
a) Inventory (Stock)	6,00,000	3,50,000
b) Trade Receivables	4,00,000	2,00,000
Total	27,60,000	11,60,000

Rohit Ltd; absorbs Surya Ltd; on the following terms:

- i) Building of Surya Ltd. is valued at Rs. 4,00,000 and the Machinery Rs. 3,20,000.
 - ii) Stock is to be taken at Rs. 3,15,000 and provision for doubtful debts on Debtors is to be created at 7.5%
 - iii) The holders of 10% Preference Shares are to be paid at 10% Premium, by the issue of 9% Preference Shares of Rohit Ltd. at par.
 - iv) For the Balance of Purchase consideration for amalgamation, Equity Shareholders of the Surya Ltd. will be issued equity shares at 5% Premium.
- You are required to:
- a) Calculate Purchase Consideration.
 - b) Pass Journal entries in the books of Rohit Ltd.
 - c) Balance Sheet of Rohit Ltd. after absorption as at 31st March 2023.

OR

Q.2 Ankush Ltd. makes a public issue of 5,00,000 shares of Rs.25 each at 20% premium, entire amount is payable with application. Ms. Bhakti, Shraddha and Pooja underwrite whole issue in the ratio of 5:3:2. They have also applied for Firm Underwriting as below:

Ms. Bhakti	15,000 shares
Ms. Shraddha	15,000 shares
Ms. Pooja	24,500 shares

The total subscriptions excluding firm underwriting but including marked applications were 3,60,000 shares.

The marked applications were as under:

Ms. Bhakti	82,500 shares
Ms. Shraddha	55,000 shares
Ms. Pooja	41,000 shares

5% Commission on issue price is allowed to underwriters.

You are required to:

- 1) Find out the liabilities of individual underwriters assuming benefit of firm underwriting is given.
- 2) Pass necessary journal entries in the books of Ankush Ltd. (20)

Q.3 Mr. Kapil and Mr. Kamlesh decided to convert their firm into LLP. They both were equal partners in a firm. The following is the balance sheet as on 31st March, 2023. (20)

Liabilities	Amount ₹	Assets	Amount ₹
Capital A/c:		Building	1,02,000
Kapil	1,20,000	Machinery	63,000
Kamlesh	1,20,000	Motor Car	37,000
General Reserve	20,000	Debtors	55,000
Creditors	12,000	Bills Receivable	40,000
Bills payable	18,000	Stock	5,000
Bank overdraft	16,000	Prepaid Expenses	4,000
	3,06,000		3,06,000

Following are the terms and conditions of conversion agreed upon by the partners:

1. Building and stock took over by Mr. Kamlesh at ₹ 1,00,000 and ₹ 4,000 respectively. All other assets were taken over by LLP. Goodwill of ₹ 25,000 was also paid.
2. Mr. Kapil agreed to settle bills payable and other liabilities were taken over by LLP.
3. Mr. Kapil and Mr. Kamlesh contributed ₹ 3,00,000 each in LLP.
4. The Purchase consideration was settled in cash.

Prepare:

1. Statement of Purchase Consideration.
2. Realisation A/c.
3. Partner's Capital A/c.
4. LLP A/c.
5. Cash A/c.
6. Pass Journal Entries in the Books of LLP.

OR

Q.3 A) On 21st January 2022, Shubhman Ltd. exported goods worth \$ 1,00,000 to Miami Ltd. USA when the exchange rate was 1 US \$ = ₹ 74.00. The amount was received in four installments as under: (10)

Date	Installment (US \$)	Rate of Exchange
25/01/2022	25,000	₹ 76.25
12/02/2022	25,000	₹ 73.25
05/03/2022	25,000	₹ 75.50
30/03/2022	25,000	₹ 78.50

Pass Journal Entries in the books of Shubhman Ltd. for the year ended 31st March, 2022.

Q.3 B) Following data is furnished by Aslanka & Co; which goes in to voluntary liquidation on 1st January 2024, you are required to prepare the liquidators final statement of Account. (10)

- i) Assets Realised Rs. 20,00,000
- ii) Preferential Creditors to be paid Rs. 1,90,000
- iii) Other Unsecured Creditors Rs. 10,00,000
- iv) 12% Preference Share Capital Rs. 8,00,000
- v) 10,000 Equity Shares of Rs. 100 each Rs. 80 Paid up
- vi) 16,000 Equity Shares of Rs. 100 each Rs. 50 paid up
- vii) Liquidators Remuneration is Rs. 22,000

Q.4 Virat Ltd. purchased goods worth US \$ 60,000 from Adi Traders of Boston on 1st July, 2021. (20)

The payments were made as under:

On 12 th August, 2021	\$ 15,000
On 27 th September, 2021	\$ 10,000
On 09 th November, 2021	\$ 5,000
On 13 th December, 2021	\$ 8,000
On 10 th March, 2022	\$ 6,000
On 25 th April, 2022	\$ 10,000
On 17 th May, 2022	\$ 6,000

The exchange rate for 1 US \$ during the transaction period was as follows:

1 st July, 2021	₹ 75.00
12 th August, 2021	₹ 72.50
27 th September, 2021	₹ 76.25
09 th November, 2021	₹ 75.00
13 th December, 2021	₹ 73.75
10 th March, 2022	₹ 76.00
31 st March, 2022	₹ 75.50
25 th April, 2022	₹ 76.50
17 th May, 2022	₹ 77.00

Virat Ltd. closes its books on 31st March every year.

Pass Journal entries and prepare Foreign Exchange Fluctuation A/c in the books of Virat Ltd.

OR

Q.4 A) Following is the Balance Sheet of David Ltd. as on 31st March, 2023. (10)

Balance Sheet

Liabilities	₹	Assets	₹
16,000, 10% Preference Shares of ₹ 100 each fully paid	16,00,000	Land & Building	26,00,000
32,000, Equity Shares of ₹ 100 each fully paid	32,00,000	Furniture	10,00,000
9% Debentures	12,00,000	Stock	17,00,000
Creditors	14,00,000	Debtors	14,00,000
Outstanding Salaries	2,00,000	Bank	3,00,000
		Profit & Loss A/c	6,00,000
	76,00,000		76,00,000

Due to mismanagement and heavy losses, David Ltd. decided to go for voluntary liquidation on 1st April, 2023.

1. The liquidator realized the assets as follows:

Land & Building	₹ 24,00,000
Furniture	₹ 4,00,000
Stock	₹ 11,00,000
Debtors	₹ 8,00,000

2. Preference dividend was in arrears for last 2 years and to be settled.

3. Debentures were settled on 30th June, 2023.

4. The expenses of liquidation amounted to ₹ 42,000 and the remuneration fixed to liquidator was 3% on amount of assets realized.

Prepare Liquidator's Final Statement of Account.

Q.4 B) Following is the Balance Sheet of Cummins Ltd, as on 31st March 2023. (10)

Liabilities	Amount Rs.	Assets	Amount Rs.
Equity Shares of Rs. 100 each	15,00,000	Building	6,90,000
General Reserve	2,03,000	Plant & Machinery	4,35,000
Bank Loan	3,75,000	Stock	4,91,000
Sundry Creditors	1,42,000	Sundry Debtors	3,26,000
		Profit & loss a/c	2,78,000
Total	22,20,000	Total	22,20,000

On the above date Sunrises Ltd; is formed to take over the business of Cummins ltd; on the following terms and conditions:

1) All assets and liabilities were taken over at book value except the Building and Plant & Machinery. Building is valued at Rs. 10,00,000 and Plant & Machinery at Rs. 4,00,000.

2) Entire Purchase Consideration is discharged in Equity Shares of Rs. 100 each, issued at par.

You are required:

a) Calculate Purchase Consideration and b) Prepare Realisation account and Equity Shareholders a/c to close the books of Cummins ltd;

Q.5 A) What is Amalgamation? Explain the types of Amalgamation as per AS-14. (10)

Q.5 B) Explain the Procedure of Calculation of Net liability of the Underwriters. (10)

OR

Q.5 Write Short Notes (Any Four) (20)

- Need for conversion of foreign currency transactions.
- Preferential Creditors.
- Statement of Affairs.
- Designated Partners.
- Monetary and Non-monetary items.
- Limited Liability Partnership (LLP).

I.P

[Time: 3 hours]

[Marks: 100]

Please check whether you have the right question paper

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

Q1 A. Complete the following statements by selecting the appropriate answers (Any 10) 10

- i. Teams that rate _____ on levels of conscientiousness tend to perform better.
 - a. low
 - b. higher
 - c. moderate
 - d. equal
- ii. Group members who meet to discuss ways of improving quality, efficiency and the work environment is called _____ team.
 - a. cross-functional
 - b. self-managed
 - c. virtual
 - d. problem solving
- iii. A team's characteristic of reflecting on and adjusting the master plan when necessary is known as _____.
 - a. reflexivity
 - b. mental model
 - c. social loafing
 - d. team efficacy
- iv. There are _____ stages in the conflict process.
 - a. 4
 - b. 5
 - c. 6
 - d. 3
- v. _____ and specialization of group activities can stimulate conflict.
 - a. Size
 - b. up gradation
 - c. Technology
 - d. Division

- vi. _____ conflict means emotional involvement in a conflict that creates anxiety, tenseness, frustration and hostility.
- functional
 - felt
 - perceived
 - process
- vii. Moods are feelings that tend to be _____ intense than emotions.
- more
 - less
 - very
 - not
- viii. The central idea behind _____ is to identify and modify the emotions one feels.
- Emotion regulation
 - cascading model of emotional intelligence
 - mood regulation
 - positive emotions
- ix. _____ lead to deviant workplace behavior.
- negative emotions
 - positive emotions
 - emotion regulation
 - emotions
- x. Role _____ means role expectations are not clearly understood and the employee is not sure what to do.
- Overload
 - Ambiguity
 - Underload
 - Overlap
- xi. Tension, irritability and boredom are _____ symptoms of stress.
- physiological
 - psychological
 - social
 - behavioural
- xii. _____ demands are pressures created by other employees.
- Social
 - Role
 - Task
 - Interpersonal

Q1 B. State whether the following statements are true or false (Any 10)

(10)

- i. Self-managed teams have authority to take decisions.
- ii. Similar mental model is beneficial for team effectiveness.
- iii. Social loafing is the tendency to put more efforts in group.
- iv. Integrative bargaining is worse than distributive bargaining.
- v. The second stage of negotiation process is bargaining.
- vi. Felt conflict is experienced at the third stage of conflict.
- vii. Moods are not experienced at a cognitive level.
- viii. Effect is a broad term used to describe emotions and moods.
- ix. Suppressing emotions is good for health.
- x. Stressors associated with workload, pressure to complete tasks and time urgency are hindrance stressors.
- xi. Changes in the business cycle create economic uncertainties.
- xii. Changes in metabolism heart rate and blood pressure are psychological symptoms of stress.

Q2 Answer any Two of the following

(15)

- a) Composition factors are significantly related to the team's performance. Explain.
- b) Define work team. Explain the four types of work teams.
- c) Process variables like common plan and purposes; team efficacy, conflict level and mental models are related to team effective. Discuss.

Q3 Answer any Two of the following

(15)

- a) Define conflict. Explain the role of intentions in the conflict process.
- b) Explain the concept of integrative bargaining.
- c) Briefly discuss the five steps of the negotiation process.

Q4 Answer any Two of the following

(15)

- a) Name the sources of emotions and moods? Explain in detail how stress, sleep and weather affect emotions.
- b) What is emotional intelligence? Discuss the arguments for and against emotional intelligence.
- c) Explain any 5 applications of emotions / moods.

Q5 Answer any Two of the following

(15)

- a) "Stress has both positive as well as negative value". Discuss.
- b) Define stress and discuss its symptoms.
- c) Discuss different organisational approaches to managing stress.

Q6 Write short notes on (Any Four)

(20)

- a) Features of work group
- b) Traditional perspective of conflict
- c) Distributive bargaining
- d) Characteristics of emotions
- e) Forces for change
- f) Environmental factors of stress

Time 3 hours

Total Marks: 100

Note:

1. All questions are compulsory.
2. Figures to the right indicate full marks.
3. Use of non-programmable scientific calculator is permitted.
4. Graph papers will be supplied on request.
5. Statistical tables are printed at the end of question paper.

Q.1 A.

- i) Answer whether following statements are True or False.
- ii) When project is crashed then Direct cost is decreased.
- iii) Earliest time is calculated using Backward pass method.
- iv) Event marking the start of activity is called future event.
- v) The ordering cost is always dependent on quantity ordered.
- vi) The inventory model with planned shortages is applicable only when backordering is possible.
- vii) One of the only important reasons for holding inventory is to get quantity discount.
- viii) The graphical method is used to convert $2 \times n$ or $m \times 2$ game into 2×2 game.
- ix) In a two person zero sum game, saddle point never exists.

B.

Select the most appropriate choice for the following:

- i) When the value of a game is positive then _____.
 - A) maximising player is winner
 - B) minimising player is winner
 - C) no player is winner
 - D) both are winners.
- ii) The mixed strategy game can be solved using _____ methods.
 - A) algebraic
 - B) graphical
 - C) linear programming
 - D) all of these.
- iii) The principle of dominance is used to _____ payoff matrix.
 - A) add rows to the
 - B) decrease size of
 - C) add columns to the
 - D) none of these.
- iv) When order is placed for a quantity which is more than EOO then total inventory cost _____.
 - A) decrease
 - B) increase
 - C) do not change
 - D) none of these.
- v) The question of inventory arises when production rate is _____ demand rate.
 - A) smaller than
 - B) greater than
 - C) equal to
 - D) none of these
- vi) CPM stand for _____.
 - A) Critical Path Method
 - B) Cost path methodology
 - C) Crashing program method
 - D) Cost project method
- vii) Pessimistic time, (t_p) is _____ time required to complete activity.
 - A) the maximum
 - B) the minimum
 - C) the most likely
 - D) the average

C. Answer in one or two sentences:

- i) What is network analysis?
- ii) What is merge event?
- iii) What is meant by lead time?
- iv) What is meant by mixed strategy game?
- v) Define saddle point or equilibrium point.

Q.2 A. A project consists of following activities:

Activity	A	B	C	D	E	F	G
Preceding Activity	-	-	A	A	B & C	D	E
Time (days)	4	6	4	3	3	4	2

- i) Draw the project network diagram
- iii) Identify critical path and find the project completion time.
- iv) Find Earliest & latest starting & finishing times
- v) Find Tail & head slacks for each activity.
- v) Find Total float, Free float

OR

B. The following table shows details of a project.

Activity	Optimistic time (days)	Most likely time (days)	Pessimistic time (days)
1-2	2	3	10
2-3	2	4	12
2-4	4	6	14
3-4	3	5	13
4-5	2	3	10
3-6	1	2	9
5-7	1	2	3
6-7	1	2	3

- Construct a network diagram for the project & identify critical path.
- Calculate expected time & standard deviation for each activity.
- What is probability that the project will be finished within 23 days?
- What is probability that the project will be finished within 20 days?

Q.3 Attempt ANY TWO of the following:

A. Solve the following game:

		Firm Q				
		Q ₁	Q ₂	Q ₃	Q ₄	Q ₅
Firm P	P ₁	0	4	6	2	3
	P ₂	6	3	7	2	5
	P ₃	-1	0	-2	3	1
	P ₄	2	1	-1	1	1
	P ₅	5	5	2	4	2

- B. In a shopping mall, there are two cake stores A and Store B. Both stores have good reputation and render equally good customer services. Both stores plan to run festival sales during last week of December. Sales are advertised through the SMS, radio and television media. With the aid of advertising agency, the store A constructed the pay-off matrix given below. (Figures in the matrix represent gain to store A). Find the optimum strategies for both stores and value of the game:

Store A	Store B		
	SMS	Radio	Television
SMS	70	70	55
Radio	75	55	65
Television	80	85	60

- C. Solve the following game by graphical method:

		Player Q			
		Q ₁	Q ₂	Q ₃	Q ₄
Player P	P ₁	22	9	10	8
	P ₂	10	6	17	9
	P ₃	15	11	21	7
	P ₄	11	10	16	2

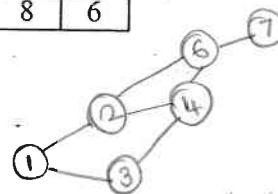
Q.4 Attempt ANY TWO of the following:

- A. A company produces mirrors for automobile companies. Each mirror costs Rs. 50 and annual demand is 6000 units. The set-up cost is Rs. 400 per set-up and the inventory carrying cost per month is estimated at 2% of the average inventory value. The mirrors are produced at the rate of 40 units per day and company works for 300 days in a year. Determine the economic lot size, the number of production runs in a year and the total inventory cost.
- B. A company buys a product costing Rs 30 each. The company places 4 orders in a year and each order size is of 500 units each. The ordering cost is Rs.120. The inventory carrying cost is estimated to be 20% of the unit value. What is the total cost of existing inventory policy? How much money could be saved by employing the economic order quantity?
- C. A dealer supplies you following information with regard to a product dealt in by him:
 Annual demand: 1000 units; ordering cost: Rs. 100 per order; purchase price: Rs. 20 per unit.
 Inventory carrying cost: 20% of the value of average inventory per year. The dealer is considering the possibility of allowing some back order (stock-out) to occur. He has estimated that cost of back-ordering will be 25% of the value of inventory.
- What should be the optimum number of units of product he should buy in one lot?
 - What quantity of product should be allowed to be back-ordered?
 - What would be the maximum quantity of inventory at any time of the year?

Q.5 Attempt ANY FOUR of the following

- A. What are the objectives of Network Analysis?
- B. Draw the network diagram and state the critical path and project completion time:

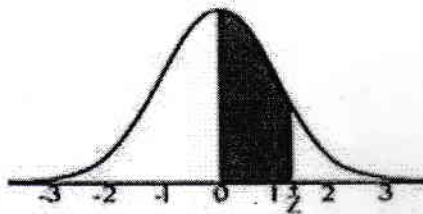
Activity	1-2	1-3	2-4	2-6	3-4	4-6	6-7
Time (days)	4	2	7	10	4	8	6



C Solve the following game:

		Player Y			
		I	II	III	IV
Player X	X ₁	15	10	7	30
	X ₂	20	9	0	5
	X ₃	35	-3	3	0
	X ₄	-10	-1	-5	-5

- D Define game and explain different types of games.
 E Given the annual consumption of a material is 4000 units, ordering cost is Rs. 400 per order, unit cost of the material is Rs. 10 and holding cost is 10% of inventory value. If shortage cost is Rs. 2 per unit per year. Find EOQ.
 F Explain carrying cost in detail with all its components.

**STANDARD NORMAL TABLE (Z)**

Entries in the table give the area under the curve between the mean and z standard deviations above the mean. For example, for $z = 1.25$ the area under the curve between the mean (0) and z is 0.3944.

	0.00	0.01	0.02	0.03	0.04	0.05	0.06	0.07	0.08	0.09
0.0	0.0000	0.0040	0.0080	0.0120	0.0160	0.0190	0.0239	0.0279	0.0319	0.0359
0.1	0.0398	0.0438	0.0478	0.0517	0.0557	0.0596	0.0636	0.0675	0.0714	0.0753
0.2	0.0793	0.0832	0.0871	0.0910	0.0948	0.0987	0.1026	0.1064	0.1103	0.1141
0.3	0.1179	0.1217	0.1255	0.1293	0.1331	0.1368	0.1406	0.1443	0.1480	0.1517
0.4	0.1554	0.1591	0.1628	0.1664	0.1700	0.1736	0.1772	0.1808	0.1844	0.1879
0.5	0.1915	0.1950	0.1985	0.2019	0.2054	0.2088	0.2123	0.2157	0.2190	0.2224
0.6	0.2257	0.2291	0.2324	0.2357	0.2389	0.2422	0.2454	0.2486	0.2517	0.2549
0.7	0.2580	0.2611	0.2642	0.2673	0.2704	0.2734	0.2764	0.2794	0.2823	0.2852
0.8	0.2881	0.2910	0.2939	0.2969	0.2995	0.3023	0.3051	0.3078	0.3106	0.3133
0.9	0.3159	0.3186	0.3212	0.3238	0.3264	0.3289	0.3315	0.3340	0.3365	0.3389
1.0	0.3413	0.3438	0.3461	0.3485	0.3508	0.3513	0.3554	0.3577	0.3529	0.3521
1.1	0.3643	0.3665	0.3686	0.3708	0.3729	0.3749	0.3770	0.3790	0.3810	0.3830
1.2	0.3849	0.3869	0.3888	0.3907	0.3925	0.3944	0.3962	0.3980	0.3997	0.4015
1.3	0.4032	0.4049	0.4066	0.4082	0.4099	0.4115	0.4131	0.4147	0.4162	0.4177
1.4	0.4192	0.4207	0.4222	0.4236	0.4251	0.4265	0.4279	0.4292	0.4306	0.4319
1.5	0.4332	0.4345	0.4357	0.4370	0.4382	0.4394	0.4406	0.4418	0.4429	0.4441
1.6	0.4452	0.4463	0.4474	0.4484	0.4495	0.4505	0.4515	0.4525	0.4535	0.4545
1.7	0.4554	0.4564	0.4573	0.4582	0.4591	0.4599	0.4608	0.4616	0.4625	0.4633
1.8	0.4641	0.4649	0.4656	0.4664	0.4671	0.4678	0.4686	0.4693	0.4699	0.4706
1.9	0.4713	0.4719	0.4726	0.4732	0.4738	0.4744	0.4750	0.4756	0.4761	0.4767
2.0	0.4772	0.4778	0.4783	0.4788	0.4793	0.4798	0.4803	0.4808	0.4812	0.4817
2.1	0.4821	0.4826	0.4830	0.4834	0.4838	0.4842	0.4846	0.4850	0.4854	0.4857
2.2	0.4861	0.4864	0.4868	0.4871	0.4875	0.4878	0.4881	0.4884	0.4887	0.4890
2.3	0.4893	0.4896	0.4898	0.4901	0.4904	0.4906	0.4909	0.4911	0.4913	0.4916
2.4	0.4918	0.4920	0.4922	0.4925	0.4927	0.4929	0.4931	0.4932	0.4934	0.4936
2.5	0.4938	0.4940	0.4941	0.4943	0.4945	0.4946	0.4948	0.4949	0.4951	0.4952
2.6	0.4953	0.4955	0.4956	0.4957	0.4959	0.4960	0.4961	0.4962	0.4963	0.4964
2.7	0.4965	0.4966	0.4967	0.4968	0.4969	0.4970	0.4971	0.4972	0.4973	0.4974
2.8	0.4974	0.4975	0.4976	0.4977	0.4977	0.4978	0.4979	0.4979	0.4980	0.4981
2.9	0.4981	0.4982	0.4982	0.4983	0.4984	0.4984	0.4985	0.4985	0.4986	0.4986
3.0	0.4987	0.4987	0.4987	0.4988	0.4988	0.4988	0.4989	0.4989	0.4990	0.4990
3.1	0.4990	0.4991	0.4991	0.4991	0.4992	0.4992	0.4992	0.4992	0.4993	0.4993
3.2	0.4993	0.4993	0.4994	0.4994	0.4994	0.4994	0.4994	0.4995	0.4995	0.4995
3.3	0.4995	0.4995	0.4995	0.4996	0.4996	0.4996	0.4996	0.4996	0.4996	0.4997
3.4	0.4997	0.4997	0.4997	0.4997	0.4997	0.4997	0.4997	0.4997	0.4997	0.4998