

**Marks : 80****Time : 3 Hrs****Q. 1 (A) Select the correct option and rewrite the sentences.****5**

1. \_\_\_\_\_ policy covers all types of risks of a vessel while it is anchored at the port for a particular period of time.  
a) Port risk b) Voyage c) Floating
2. For online transactions, \_\_\_\_\_ is required.  
a) Registration b) Trading c) Business
3. In India, the consumer protection act was initiated in the year \_\_\_\_\_.  
a) 1947 b). 1989 c). 1986
4. Businessmen are ..... of the society.  
a) Representatives b) leaders c) Trustees
5. In the \_\_\_\_\_ concept of market, emphasis is given on 'buying & selling of goods & services'.  
a) Place b) Exchange c) Customer

**(B) Match the pairs****5****Group A**

1. Henry Fayol
2. Entrepreneur
3. B2C
- 4. Responsibility towards government
5. National commission

**Group B**

1. Employment
2. German Engineer
3. Exceeds Rs 10crores
4. Voluntary
5. Modern management
6. Respecting rules & regulations
7. Self-motivated
8. Back up to customer
9. Upto Rs 5crores
10. Business to customer

**(C) Give One Word.****5**

1. The principle which deals with 'To do work with innovative way'.
2. The process of contracting a business function to specialized agencies.
3. Duties, obligations of business directed towards welfare of society.
4. The commission which entertains case where the value of goods or services paid as consideration does not exceed Rs 1crore.
5. Two sellers, selling either a homogenous product or a differentiated product.

**(D) State whether a following statements are True or False.**

1. Henry Fayol has given different techniques of management.
2. Every function of management is based on planning.
3. In bonded warehouse, imported goods on which custom duty is already paid are stocked.
4. It is very easy to set up e business as compare to traditional business.
5. The commercial organization are expected to uplift the weaker section of society.

**Q. 2. Explain the following Terms / Concepts (Any 4)****8**

1. Principle of Authority & responsibility.
2. Organizing.
3. E business.
4. Social responsibility.
5. District commission.
6. Marketing mix.

**Marks : 80****Time : 3 Hrs**

- Q.3 Study the following Case / Situation and express your opinion. (Any2) 6**
1. Mr. Harshad is an entrepreneur and engaged in production of eco-friendly utensils. Both male and female workers are working in his factory. All male employees are directly working on machines whereas female employees are working in Packaging Department. Mr. Sharath is working as Finance Manager while Mrs. Naina is working as HR Manager who is responsible for recruiting employees in the factory.  
On this basis: i) Identify any one principle of management in above case. ii) What is the designation of Mrs. Naina in this organization. iii) Who is responsible for overall planning of the organization
2. Mr. Ved made his payment by cheque at the same time Mr. Shlok made his payment by fund transfer.  
i. Whose payment is faster?  
ii. Whose payment is related to traditional business?  
iii. Whose payment is related to e-business
3. Mr. Kumar purchases goods from nearest shop. Mr. Azhar purchases mobile from Tokyo. Mr. Ram of Nandurbar purchases electronic goods from Delhi.  
— i. From which type of market did Mr. Kumar purchase?  
ii. Name the type of market from where Mr. Azhar deals.  
iii. State the type of market from where Mr. Ram of Nandurbar deals.
- Q.4 Distinguish-between (Any 3) 12**
1. Planning and Organizing  
2. E-Business and Traditional Business.  
3. District Commission and State Commission.  
4. Commercial Bank and Central Bank
- Q.5 Answer in brief. (Any 2) 8**
1. Explain any 5 principles of management of Henry Fayol.  
2. Explain any 5 importance of planning.  
3. State any 4 modes of transport.
- Q.6 Justify the following statements. (Any 2) 8**
1. Planning is the first function of management.  
2. An Entrepreneur must be an innovator.  
3. Principle of subrogation is applicable to all contracts of indemnity.  
4. Business should allow workers' participation in management.
- Q.7 Attempt the following. (Any 2) 10**
1. State rights of the consumer.  
2. Explain utility function of Commercial banks.  
3. Explain packaging and labelling with reference to marketing.
- Q.8 Attempt the following. (Any 1) 8**
1. Define bank. Explain different types of banks.  
2. Explain in brief different types of market.