

Total No. of Questions : 3]

SEAT No. :

PE5761

[Total No. of Pages : 4

[6589]-1

S.Y.B.B.A. (Management)

**MJ-201-AB-T : AGRI BUSINESS MANAGEMENT: RURAL
MARKETING**

(2024 Credit Pattern) (NEP-2020) (Semester-III)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) All questions are compulsory.*
- 2) Figures to the right indicate full marks.*
- 3) Draw neat diagram whenever necessary.*

Q1) A) Multiple Choice Questions (Solve any 5 out of 6).

[5×1=5]

- a) Rural marketing mainly deals with:
 - i) Only agriculture products
 - ii) Exchange of goods/services in rural markets
 - iii) Export markets
 - iv) Industrial goods
- b) Which of the following is a feature of rural consumers?
 - i) High brand loyalty
 - ii) Price sensitivity
 - iii) High disposable income
 - iv) None
- c) Which is not a part of rural infrastructure?
 - i) Transport
 - ii) Banking
 - iii) Luxury malls
 - iv) Communication

P.T.O.

- d) Haats and melas are important for:
 - i) Product design
 - ii) Promotion
 - iii) Packaging
 - iv) Branding
- e) 7Ps include which additional elements?
 - i) People, Process, Physical Evidence
 - ii) Price, Package, Product
 - iii) Process, Place, Planning
 - iv) Promotion, Price, Pay
- f) Agricultural produce marketing is mainly dependent on:
 - i) Middlemen
 - ii) Farmers
 - iii) Government only
 - iv) Shops only

B) Answer in One Sentence (Solve any 5 out of 6)

[5×1=5]

- a) Define rural marketing.
- b) What is rural consumer behaviour?
- c) What is affordability-based pricing?
- d) What are haats?
- e) What is branding?
- f) What are agricultural inputs?

C) State True or False (Solve any 5 out of 6). [5×1=5]

- a) Rural India has a homogeneous culture.
- b) Physical evidence is part of the 7Ps.
- c) Rural markets are growing due to technological change.
- d) Distribution in rural areas is very simple.
- e) Education services are important for rural growth.
- f) FMCG products are not sold in rural markets.

D) Match the Pairs. [5×1=5]

- | A | B |
|------------------------|------------------------|
| a) FMCG | i) Seeds & fertilisers |
| b) Agricultural Inputs | ii) Low-cost goods |
| c) Rural fairs | iii) Promotion |
| d) Transport | iv) Logistics |
| e) Healthcare | v) Service |

Q2) Long Answer Questions (Solve any 3 out of 5). [3×10=30]

- a) Explain the features, scope and evolution of rural marketing in India.
- b) Describe the socio-economic profile of rural India.
- c) Explain rural consumer behaviour with suitable examples.
- d) Discuss rural marketing mix (Product, Price, Place, Promotion) in detail.
- e) Explain the role of services such as banking, insurance and healthcare in rural areas.

Q3) Write Short Notes (Solve any 4 out of 6).

[4×5=20]

- a) Challenges in rural markets
- b) Technological impact on rural consumers
- c) Role of packaging and branding in rural markets
- d) Rural distribution channels
- e) Agricultural produce marketing
- f) People, Process and Physical Evidence



Total No. of Questions : 5]

SEAT No. :

PE-5775

[Total No. of Pages : 4

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S.Y. B.B.A.
FINANCIAL MANAGEMENT
MJ-201-FM-T : Management Accounting
(2024 Credit Pattern) (Semester - III)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*
- 3) *Use of calculator allowed.*

Q1) A) Fill in the blanks. [5]

- i) The basic function of management are Decision making, Planning and _____
- ii) The 'Financial Statements' of an organisation for different time-periods are referred to as _____
- iii) P/V ratio will _____ at different levels of production.
- iv) Budgetary Control provides a basis _____
- v) A ratio may be defined as an _____ expression

B) Answer True of False : [5]

- i) The use of management accounting is Optional.
- ii) Debt-Equity ratio is used to determine the efficiency of a firm's long- term financial planning.
- iii) Common-size statement is also referred as Vertical analysis.
- iv) Marginal cost decrease with increase in output.
- v) The payment of salary, wages, overheads, cash purchase and payment to creditors are form of uncertain payment for business operation.

Q2) Write Short Notes on (Any 4 out of 6) : [20]

- a) Distinct between management accounting and financial accounting
- b) Explain the methods of analysis
- c) What do you mean by CVP analysis?
- d) Explain the role of budgetary control in an organisation.
- e) What are the objectives of ratio, analysis?
- f) Discuss the term contribution in details.

P.T.O.

Q3) Ratio Analysis Practical Question :**[15]****From the following Balance Sheet, compute :**

- a) current Ratio
- b) Acid Test Ratio
- c) Debtors Turnover Ratio
- d) Debts to Equity Ratio

Balance Sheet
(As on 31-03-2025)

Liabilities	₹	Assets	₹
Equity Shares Capital	70,000	Fixed Assets	70,000
Reserves	10,000	Cash	5,000
Long Term Loan	20,000	Bills Receivable	10,000
Bank Overdraft	20,000	Debtors	15,000
Bills Payable	10,000	Stock	60,000
Creditors	30,000		
Total	1,60,000	Total	1,60,000

Additional Information :

Net credit sales for the year are ₹ 2,50,000

OR

Who is management accountant? What are the role and responsibilities of management accountant?

[15]**Q4) Marginal Costing Practical Question****[10]**

The sales and profits during two years were as follows :

Particulars

Particulars	Year I	Year II
Sales	₹ 50,00,000	₹ 70,00,000
Profit	₹ 5,00,000	₹ 9,00,000

Assuming that the cost structure and selling prices remain the same in the two years, **calculate the following :**

- a) P/V Ratio
- b) Sales required to earn a profit of ₹ 8,00,000
- c) Break-even point (in sales)
- d) Margin of Safety in II Year
- e) Profit when sales are ₹ 40,00,000

OR

Marginal Costing Practical Question

[10]

ZINETH Limited has given the following information on Product XX and Product VZ produced and sold during the year 2019-2020 :

Cost & Sales Information

Particulars	Product XX	Product VZ
Number of units sold	30,000	25,000
Sales Price (₹ per Unit)	170	160
Cost per unit :		
Direct Material (₹)	80	70
Direct Labour (₹)	40	50
Variable Overheads (₹)	40	30
Fixed Overheads	₹ 5 per unit (same for both products)	

You are required to calculate :

- Profit Volume Ratio (P/V Ratio), Break-even Point, and Margin of Safety for each product.
- What would be the amount of profit if the current profit on existing sales of both products is increased by 15%?

Q5) Cash Budget Practical question

[15]

Prepare a Cash Budget for the half year ended on 30th June, 2025 from the following forecasts of income and expenditure :

Forecast Data

Months	Credit Sale (₹)	Credit Sale (₹)	Wages (₹)	Manufacturing Expenses (₹)	Administrative Expenses (₹)	Selling Expenses (₹)
2024						
November	25,000	10,000	2,500	1,100	1,000	600
December	30,000	15,000	2,800	1,200	975	650
2025						
January	20,000	10,000	2,000	1,150	1,060	550
February	25,000	15,000	2,200	1,150	1,040	650
March	30,000	17,500	2,400	1,300	1,100	700
April	35,000	20,000	2,600	1,350	1,120	800
May	40,000	22,500	2,800	1,450	1,180	825
June	45,000	25,000	3,000	1,500	1,185	825

Other Information

- a) Sales commission @ 5% on sales, due two months after sales, is payable in addition to the above selling expenses.
- b) Capital expenditure :
 - i) Plant purchases on 1st January for ₹ 10,000 payment, immediately due.
 - ii) Building purchased in February for ₹ 80,000, payable in two half-yearly instalments, the first payable in February.
- c) A dividend of ₹ 5,000 is payable in April.
- d) Period of credit allowed by creditors is two months
- e) Lag of payment in wages : 1/8 month
- f) Lag of payment in other expenses: one month
- g) Customers are allowed two month's credit
- h) Cash balance on January 1, 2015 was expected to be ₹ 37,500

OR

What are the characteristics of cash budget? Also explain the format of cash budget. [15]



Total No. of Questions : 3]

SEAT No. :

PE-5188

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S.Y. B.B.A.

**MJ-201-HR-T : Human Resource Management :
Employee Management and HRM Practices
(2024 Credit Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat diagram whenever necessary.*

Q1) Compulsory Objective Type Questions:

[20]

A) Multiple Choice Questions (Solve any 5 out of 6):

[5×1=5]

i) Recruitment is a _____ process.

- | | |
|--------------|--------------|
| (a) Negative | (b) Positive |
| (c) Neutral | (d) None |

ii) On-the-job training includes:

- | | |
|------------------------|--------------------|
| (a) Vestibule training | (b) Job rotation |
| (c) Case study | (d) Lecture method |

iii) 360-degree appraisal collects feedback from:

- | | |
|------------------|-----------|
| (a) Subordinates | (b) Peers |
| (c) Self | (d) All |

iv) EVP refers to :

- | |
|--------------------------------|
| (a) Employee Value Proposition |
| (b) Employer Value Package |
| (c) Employee Variable Pay |
| (d) None |

P.T.O.

- v) Fringe benefits are part of :
 - (a) Monetary compensation (b) Non-monetary benefits
 - (c) Basic pay (d) KPI
- vi) Gig workers work on :
 - (a) Permanent basis (b) Contract basis
 - (c) Freelance basis (d) None

B) Answer in One Sentence (Solve any 5 out of 6): **[5×1=5]**

- i) Define HRM.
- ii) What is induction?
- iii) What is job satisfaction?
- iv) Define Talent Management.
- v) What is KPI?
- vi) State one source of external recruitment.

C) State True or False (Solve any 5 out of 6): **[5×1=5]**

- i) Selection is a rejection process.
- ii) Employee engagement is same as job satisfaction.
- iii) Succession planning focuses on future leaders.
- iv) Training is future-oriented.
- v) EVP helps in retention of employees.
- vi) Fringe benefits are always monetary.

D) Match the Pairs: **[5×1=5]**

- | A | B |
|--------------------------|-------------------------------------|
| i) Job rotation | a) Non-monetary reward |
| ii) Induction | b) Uploading resumes on job portals |
| iii) Motivation | c) Exposure to different roles |
| iv) External recruitment | d) Introduction to organization |
| v) KPI | e) Performance indicator |

Q2) Long Answer Questions (Solve any 3 out of 5):

[3×10=30]

- a) Explain the recruitment process and discuss its modern methods.
- b) Elaborate Training Needs Assessment and explain methods of training.
- c) Explain components of compensation and factors affecting employee compensation.
- d) Discuss employee engagement strategies used in modern organizations.
- e) Define succession planning and explain its steps and importance.

Q3) Write Short Notes on (Solve any 4 out of 6):

[4×5=20]

- a) On boarding
- b) Career Development
- c) Fringe Benefits
- d) 360-Degree Feedback
- e) Employer Branding
- f) Remote and Hybrid Work Models



Total No. of Questions : 3]

SEAT No. :

PE5762

[Total No. of Pages : 3

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S.Y.B.B.A.

MARKETING MANAGEMENT

**MJ-201-MM-T : Digital Marketing
(2024 Credit Pattern) (Semester-III)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat diagram whenever necessary.*

Q1) A) Choose the correct answer from the option given below. [5]

- a) _____ is/are the main component(s) of digital marketing.
- | | |
|----------|----------------------|
| i) SEO | ii) SMO |
| iii) SEM | iv) All of the above |
- b) What is the purpose of Goods Ads?
- | | |
|----------------------------|----------------------------------|
| i) Free Social Sharing | ii) Paid Search Engine Marketing |
| iii) Unpaid Press Releases | iv) Video Editing |
- c) Chat GPT was developed by
- | | |
|--------------|----------------------|
| i) Microsoft | ii) Apple |
| iii) Open AI | iv) All of the above |
- d) _____ links allow you to link to similar information on other sites,
- | | |
|--------------|--------------|
| i) Internal | ii) Outbound |
| iii) Content | iv) Sitemap |
- e) _____ are used in digital Marketing.
- | | |
|------------------------|-----------------------|
| i) Electronic devices | ii) Internet |
| iii) Both (i) and (ii) | iv) None of the above |

P.T.O.

B) Match the pair. [5]

Group A

Group B

- | | |
|---|--|
| a) Smartphone | i) Google search engine |
| b) Social media | ii) Search engine optimization (SEO) |
| c) Process of bringing targeted traffic | iii) Being easily found or seen online |
| d) Visibility | iv) Facebook |
| e) Primary platform for Google Ad Words Advertising | v) Digital device |

C) Fill in the blank. [5]

- a) Digital Marketing is often referred to as _____
- b) SEO stands for _____
- c) Social Networks are organised primarily around _____
- d) _____ is the process of earning income every time you promote products or services of someone else.
- e) Higher Targeted traffic is equal to _____

D) Answer in one statement [5]

- a) Which term describes marketing efforts that involve reaching out to potential customers directly?
- b) What is the process of converting website visitors into potential leads called?
- c) Which of the following is NOT a tool commonly used in digital marketing.
- d) What does WWW stand for in the context of the internet?
- e) What is the primary focus of SEO optimization for websites?

Q2) Answer any three out of five.

[3×10=30]

- a) Explain the various ways to increase visibility in digital marketing.
- b) What is social media marketing? Explain its advantages and disadvantages.
- c) Discuss the tools of digital marketing in detail.
- d) What is content marketing? Explain the types of content marketing.
- e) Explain the benefits and challenges of AI content creation.

Q3) Write short note on any four.

[4×5=20]

- a) YouTube marketing.
- b) Blogging.
- c) Chat GPT.
- d) Advantages of Influencer Marketing
- e) Conversion Rate.
- f) Importance of engagement.



Total No. of Questions : 3]

SEAT No. :

PE-5189

[Total No. of Pages : 3

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S.Y. B.B.A.

**MJ-201-SM-T : Service Management :
Banking and Insurance
(2024 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Compulsory Objective Type Questions:

[20]

A) Multiple Choice Questions (Solve any 5 out of 6):

[5×1=5]

- i) Which of the following is a qualitative credit control measure used by the RBI?
 - (a) Bank Rate
 - (b) Cash Reserve Ratio (CRR)
 - (c) Moral Suasion
 - (d) Open Market Operations
- ii) The apex institution that regulates and supervises the insurance industry in India is :
 - (a) Reserve Bank of India (RBI)
 - (b) Securities and Exchange Board of India (SEBI)
 - (c) Insurance Regulatory and Development Authority of India (IRDAI)
 - (d) National Bank for Agriculture and Rural Development (NABARD)
- iii) A key challenge associated with the digital transformation in banking is:
 - (a) Increased paperwork
 - (b) Slower transaction speeds
 - (c) Cyber security and fraud management
 - (d) Reduced customer reach

P.T.O.

- iv) The principle of insurance relating to honesty is :
- (a) Indemnity (b) Contribution
- (c) Subrogation (d) Utmost good faith
- v) Which one is a *quantitative* credit control measure?
- (a) Moral suasion (b) Direct action
- (c) Bank Rate Policy (d) Consumer credit regulation
- vi) The major primary function of a bank is _____
- (a) Internet banking (b) Accepting deposits and lending loans
- (c) Insurance services (d) Locker facilities
- B) Answer in One Sentence (Solve any 5 out of 6): [5×1=5]
- i) State any two Agency functions of a bank.
- ii) What is the use of a Debit Card?
- iii) Write the full form of RTGS and NEFT.
- iv) What do you mean by Risk in Insurance?
- v) Write any two powers of IRDAI.
- vi) Define the term “Insurance”.
- C) State True or False (Solve any 5 out of 6): [5×1=5]
- i) Banc assurance refers to banks selling insurance products.
- ii) NBFCs can accept demand deposits.
- iii) Regional Rural Banks (RRBs) were established to compete with foreign banks in metropolitan areas.
- iv) The claim settlement process in insurance begins only after the policyholder files a claim.
- v) NEFT provides instant settlement
- vi) Risk is the uncertainty of loss.

D) Match the Pairs:

[5×1=5]

Group A

Group B

- | | |
|---------------------|--------------------------|
| i) RBI | a) Agriculture refinance |
| ii) ICICI Bank | b) Interest paid |
| iii) NABARD | c) Private Sector Bank |
| iv) Savings Account | d) High liquidity |
| v) Current Account | e) APEX Body |

Q2) Long Answer Questions (Solve any 3 out of 5):

[3×10=30]

- a) Discuss the Primary and Secondary functions of Banks.
- b) Explain the difference between Life Insurance and General Insurance.
- c) State and explain the Quantitative Control Measures for Credit Control.
- d) What is Insurance? Explain its objectives and importance.
- e) Explain the principles of Insurance in detail.

Q3) Write a Short Notes on (Solve any 4 out of 6):

[4×5=20]

- a) Careers in Banking and Insurance
- b) Pradhan Mantri Suraksha Bima Yojana
- c) Tele Banking
- d) Need of CRM in Banking
- e) Importance of Technology in Banking Industry
- f) Role of RBI



Total No. of Questions : 3]

SEAT No. :

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PE5763

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S.Y.B.B.A. (Management)

OE-201-LAW : MERCANTILE LAW

(2024 Credit Pattern) (Semester-III)

Time : 2 Hours]

[Max. Marks : 35

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw a neat diagram whenever necessary.*

Q1) Multiple Choice Questions (Solve any 5 out of 8).

[5×1=5]

- a) A legally enforceable agreement is called a:
 - i) Contract
 - ii) Proposal
 - iii) Promise
 - iv) Consideration
- b) The Consumer Protection Act, 2019, protects consumers against:
 - i) Business profits
 - ii) Unfair trade practices
 - iii) Government rules
 - iv) None
- c) In a valid contract, consideration must be:
 - i) Illegal
 - ii) Lawful
 - iii) Optional
 - iv) Always monetary

P.T.O.

- d) E-contracts are commonly formed through:
 - i) Verbal talk only
 - ii) Electronic means
 - iii) Registered post
 - iv) Newspaper ads
- e) The term “consumer” refers to a person who:
 - i) Buys goods for resale
 - ii) Buys goods for self-use
 - iii) Buys goods for manufacturing
 - iv) Buys goods only for business
- f) One key difference between LLP and company is:
 - i) LLP has perpetual succession; the company does not
 - ii) The company has a separate legal entity status; LLP does not
 - iii) LLP agreement governs internal management; the company is governed by MOA & AOA
 - iv) LLP can issue shares; the company cannot
- g) The document that defines the constitution and objectives of a company is:
 - i) Articles of Association (AOA)
 - ii) Memorandum of Association (MOA)
 - iii) Shareholders’ Agreement
 - iv) Annual Reports
- h) Under the Companies Act, 2013, perpetual succession means:
 - i) The company’s life depends on shareholders
 - ii) The company continues to exist irrespective of changes in membership
 - iii) The company must renew its registration in every 10 years
 - iv) The company ceases to exist on the death of a director

Q2) Long Answer Questions (Solve any 2 out of 3).

[14]

- a) Discuss the different types of contracts based on formation, performance, and enforceability. Provide suitable examples for each type.
- b) Define Contract and explain the Essential Elements of Valid Contract.
- c) Discuss the objectives of the Consumer Protection Act, 2019. Explain the rights and responsibilities of consumers.

Q3) Write Short Notes on (Solve any 4 out of 6).

[16]

- a) Features of e-contracts
- b) Essential features of a partnership.
- c) Aman agrees to sell his old bike to Ramesh for ₹ 20,000. Ramesh promises to pay the amount next month, but there is no written document. Identify and explain the nature of this contract and whether it is enforceable by law.
- d) Scope of the Companies Act, 2013
- e) Free Consent
- f) Differences between Private Company and Public Company



Total No. of Questions : 3]

SEAT No. :

PE-5190

[Total No. of Pages : 3

[6589]-7

S.Y. B.B.A.

**MJ-202SCM-T : Supply Chain Management
(2024 Pattern) (Semester - III)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) A) Multiple Choice questions (solve any 5 out of 6): **[5]**

- i) The value chain concept was introduced by :
 - (a) Michael Porter
 - (b) Philip Kotler
 - (c) Peter Drucker
 - (d) W.Edwards Deming
- ii) The primary goal of a production-oriented supply chain is to
 - (a) Enhance customer experience
 - (b) Streamline manufacturing processes
 - (c) Optimize inventory management
 - (d) Minimizing marketing
- iii) The _____ has made it possible for other companies to eliminate intermediaries and sell directly to the end customer.
 - (a) SCM
 - (b) Internet
 - (c) Competition
 - (d) Global sourcing
- iv) The number of different products that a consumer desires from the distribution network is _____ .
 - (a) Product availability
 - (b) Product variety
 - (c) Response Time
 - (d) Customer experience

P.T.O.

- v) Supply chain management is the management of the _____ .
- (a) Storage of raw materials
 - (b) Fulfillment of orders
 - (c) Flow of goods and services
 - (d) Satisfaction of customer
- vi) What type of supporting activity is purchasing inputs such as material, supplies and equipment?
- (a) Outbound logistics (b) Procurement
 - (c) Inbound logistics (d) Services

B) Match the pairs : [5]

- | Group - A | Group - B |
|-------------------------|--|
| i) Training | a) Initial stage of supply chain planning |
| ii) Planning | b) Service |
| iii) Outbound logistics | c) Finished goods |
| iv) Installation | d) Manage and integrate supply and demand management |
| v) Purpose of SCM | e) Human Resource |

C) Answer in one sentence (Any 5 out of 6): [5]

- i) What is Warehousing?
- ii) Define supply chain management.
- iii) Define Value Chain
- iv) Define EOQ
- v) What is Blockchain?
- vi) What is Green Supply Chain Management?

D) State True or False (Any 5 out of 6): [5]

- i) Supply chain management focuses on the flow of goods, information and finances from supplier to customer.
- ii) A decentralized supply chain provides more economies of scale than a centralized one.

- iii) Green supply chain management focuses on environmental sustainability.
- iv) Blockchain can increase transparency in supply chain transactions.
- v) The Economic Order Quantity (EOQ) model helps minimize ordering and holding costs.
- vi) SCM aims to improve efficiency, not customer satisfaction.

Q2) Long answer type questions (Solve any 3 out of 5) : [30]

- a) Explain the objectives and importance of supply chain management.
- b) Explain the SCM - Role in improving business performance and customer satisfaction.
- c) Explain the components of a supply chain management.
- d) Explain Industry 5.0 and Digital Transformation in supply chain management.
- e) Explain the Designing Distribution Networks in supply chain.

Q3) Write short note on: (Solve any 4 out of 6): [20]

- a) Explain the Cost vs Responsiveness Trade-off.
- b) Global supply chain management.
- c) Bull - whip effect.
- d) Push/Pull perspective of supply chain.
- e) CSR in supply chain management.
- f) Explain Upstream and Downstream supply chain.



Total No. of Questions : 3]

SEAT No. :

PE-5191

[Total No. of Pages : 2

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S.Y. B.B.A. (Management)

BUSINESS ANALYTICS

VSC-201-BA-T : Business Analytics

(2024 Pattern) (Semester - III)

Time : 2 Hours]

[Max. Marks : 35

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat diagram whenever necessary.*

Q1) Multiple Choice Questions (Solve any 5 out of 8):

[5]

- i) _____ of the following is not a method of data collection?
 - (a) Observation
 - (b) Experimentation
 - (c) Simulation
 - (d) Data Mining
- ii) _____ type of business analytics is most commonly used for identifying trends in financial markets.
 - (a) Descriptive Analytics
 - (b) Predictive Analytics
 - (c) Prescriptive Analytics
 - (d) Diagnostic Analytics
- iii) Big data is characterized by high volume, velocity and _____.
 - (a) Value
 - (b) Variable
 - (c) Variety
 - (d) Volume
- iv) In Marketing analytics helps customer segmentation and _____.
Campaigns.
 - (a) Avoiding
 - (b) Targeting
 - (c) Delaying
 - (d) Copying
- v) Data cleaning removes errors and ensure data is _____ for use.
 - (a) Hidden
 - (b) Stored
 - (c) Deleted
 - (d) Ready

P.T.O.

- vi) The primary goal of business analytics is _____
- (a) To generate reports (b) Make data driven decisions
(c) Automate process (d) Collect data
- vii) _____ is an example of unstructured data.
- (a) Customer Addresses (b) Product SKUs
(c) Social media posts (d) Financial transaction
- viii) The evaluation of business analytics is linked to advancement in _____ technology.
- (a) Printing (b) Information
(c) Textile (d) Food

Q2) Long Answer Questions (Solve any 2 out of 3): **[14]**

- a) Explain in detail applications of Business Analytics in different business domains.
- b) What are data collections methods and challenges in business analytics?
- c) What are the structured and unstructured data used in business analytics?

Q3) Write a Short Notes on (Solve any 4 out of 6): **[16]**

- a) Qualitative data
- b) Features of Database
- c) Evaluation of business analytics
- d) Challenges in data collection
- e) Predictive Analytics
- f) Spreadsheet



Total No. of Questions : 3]

SEAT No. :

PE-5192

[Total No. of Pages : 3

[6589]-9

S.Y. B.B.A. (Management)

MN-201-RM-T : Research Methodology

(2024 Pattern) (Semester - III)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) All questions are compulsory.***
- 2) Figures to the right indicate full marks.***
- 3) Draw neat diagram whenever necessary.***

Q1) A) Multiple Choice questions (solve any 5 out of 6): [5]

- i) Primary data is collected through _____.
 - (a) Journal
 - (b) Government reports
 - (c) Interviews
 - (d) News paper
- ii) Pie chart and bar graphs are used for _____.
 - (a) Report writing
 - (b) Data interpretation
 - (c) Data presentation
 - (d) Citation
- iii) A blue print of research work is known as _____.
 - (a) Sampling design
 - (b) Research design
 - (c) Research hypothesis
 - (d) Research approach
- iv) Research process begins with _____.
 - (a) Identification of research problem
 - (b) Research design
 - (c) Collection of data
 - (d) Report writing

P.T.O.

- v) There is no relationship between salary of the person and his happiness is the example of _____.
 (a) Null hypothesis (b) Alternative hypothesis
 (c) Substitute hypothesis (d) Variant hypothesis
- vi) _____ is a short summary of research paper
 (a) Abstract (b) Introduction
 (c) Conclusion (d) Review of literature

B) Answer is one sentence (Solve any 5 out of 6): [5]

- i) What is report writing?
- ii) What is research?
- iii) What is abstract?
- iv) What is research problem?
- v) What is secondary data?
- vi) What is Plagiarism?

C) True or False (Solve any 5 out of 6): [5]

- i) Final stage in the research process is report writing
 a) True b) False
- ii) Primary data is collected directly from respondents.
 a) True b) False
- iii) Data collected from 'The times of India' is an example of secondary data.
 a) True b) False
- iv) Sending questionnaire to a respondent with a request to complete and return by post is called mail survey.
 a) True b) False
- v) Plagiarism means using someone else's work without giving credit to him
 a) True b) False
- vi) Snowball sampling method works like chain referral.
 a) True b) False

D) Match the pair: [5]

Group - A	Group - B
i) SPSS	a) Past data
ii) Primary data	b) Real life problem solving
iii) Type I error	c) Data analysis tool
iv) Historical research	d) Original data
v) Applied Research	e) Alpha

Q2) Long answer type questions (Solve any 3 out of 5) : [30]

- a) Explain in detail the research process.
- b) State the concept of secondary data. Discuss the advantages and disadvantages.
- c) What is sampling? State the various steps in sampling process.
- d) Explain the techniques of interpretation.
- e) Write different types of research with suitable examples.

Q3) Write short note on: (Solve any 4 out of 5): [20]

- a) Need of research design.
- b) Write in brief sources of primary data.
- c) Layout of the research report.
- d) Objective of research.
- e) Ethical challenges in research.



Total No. of Questions : 3]

SEAT No. :

PE12253

[6589]-11

[Total No. of Pages : 2

First Year B.B.A.

MNG 101 T : PRINCIPLES OF MANAGEMENT

(2024 Credit Pattern) (Semester-I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) Multiple Choice Questions (solve any 4 out of 6).

[4]

- a) The concentration of decision making authority in the hands of top level management leads to _____
 - i) Centralization
 - ii) Decentralization
 - iii) Remuneration
 - iv) Delegation
- b) Who is the father of scientific management?
 - i) Elton Mayo
 - ii) Peter Drucker
 - iii) F.W. Taylor
 - iv) C. Barnard
- c) Assigning the work to others and giving them authority to do so means _____
 - i) Decision making
 - ii) Directing
 - iii) Delegation of Authority
 - iv) Centralization
- d) The last step in decision making process is _____
 - i) Identifying the problem
 - ii) Evaluation of decision effectiveness
 - iii) Identifying the decision criteria
 - iv) Selection of best alternative that can resolve the problem

P.T.O.

- e) The three interpersonal roles of management include _____
- i) Figurehead, leader, liason
 - ii) Spokesperson, leader, coordinator
 - iii) Director, coordinator, Disseminator
 - iv) Communicator, organizer, Spokesperson
- f) Management is said to be an art, science and _____
- i) Profession
 - ii) Communication
 - iii) Authority
 - iv) None of the above

Q2) Long Answer Questions (solve any 2).

[2×7=14]

- a) Explain Maslow's need Hierarchy theory in detail.
- b) What are the merits & demerits of forecasting?
- c) Discuss the functions of management.
- d) Explain Fayol's principles of management.

Q3) Write short notes (any 4).

[4×3=12]

- a) Roles of manager
- b) Importance of management
- c) Contribution of Peter Drucker
- d) Types of planning
- e) Centralization
- f) Difference between management & administration



Total No. of Questions : 3]

SEAT No. :

PE12254

[6589]-12

[Total No. of Pages : 2

F.Y.B.B.A.

**AGB 102 T : AGRICULTURE BUSINESS : AGRICULTURE AND
INDIAN ECONOMY**

(NEP 2024 Credit Pattern) (Semester-I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*

Q1) Compulsory objective type questions. Solve any 4 out of 6.

Multiple Choice Questions.

[4×1=4]

- a) NABARD was established in year
 - i) 1975
 - ii) 1991
 - iii) 1982
 - iv) 2000
- b) MSP stands for
 - i) Minimum Support Price
 - ii) Market Selling Price
 - iii) Maximum Support Price
 - iv) Minimum Sale Price
- c) Agricultural price policy in India mainly aims at
 - i) Reducing production
 - ii) Stabilizing farm income
 - iii) Encouraging imports
 - iv) Controlling exports
- d) Regulated market in India is also known as
 - i) Wholesale market
 - ii) APMC market
 - iii) Cooperative market
 - iv) Village market

P.T.O.

- e) Self Help Group mainly promotes
 - i) Industrial growth
 - ii) Rural saving and credit
 - iii) Export trade
 - iv) Urban Employment
- f) Which of the following is an example of Kharif crop?
 - i) Wheat
 - ii) Barley
 - iii) Rice
 - iv) Gram

Q2) Long Answer Questions (solve any 2 out of 4). **[2×7=14]**

- a) Explain the importance and role of Agriculture in the Indian Economy.
- b) Explain the objectives of Agricultural Price Policy in India.
- c) Explain the role of commercial banks and Self Help Groups (SHGs) in providing agricultural credit.
- d) Explain the role and importance of international trade in agricultural commodities for India.

Q3) Write a short notes on (solve any 4 out of 6). **[4×3=12]**

- a) Green Revolution
- b) Problems of Indian Agriculture
- c) Cropping pattern
- d) Marketing Policy in India
- e) Agricultural productivity
- f) Inter regional variations in Agriculture



Total No. of Questions : 3]

SEAT No. :

PE-12257

[Total No. of Pages : 2

[6589]-13

F.Y. B.B.A. (Management)

**ESM102T : ESSENTIAL OF SERVICES MANAGEMENT
(2024 Credit Pattern) (Semester - I)**

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat diagram whenever necessary.*

Q1) Multiple Choice Questions (Solve any 4 out of 6) :

[4]

- i) Which of the following is not a characteristics of services?
 - a) Intangibility
 - b) Heterogeneity
 - c) Transferable ownership
 - d) Perishability
- ii) Supplementary services mainly.
 - a) Replace core services
 - b) Support core services
 - c) Eliminate customer contact
 - d) Reduce service quality
- iii) Which service involves business to business interaction?
 - a) Banking for individuals
 - b) Consultancy services
 - c) Hospital services
 - d) Tourism services
- iv) Product-service system refers to :
 - a) Only Physical goods
 - b) Only services
 - c) Combination of goods & services
 - d) Distribution Channels
- v) Determinant attributes are those which :
 - a) Are Least important to customers
 - b) Influence customer choice significantly
 - c) Increase cost of service
 - d) Are optional features

P.T.O.

vi) Internal marketing focuses on :

- | | |
|----------------|--------------|
| a) Customers | b) Employees |
| c) Competitors | d) Suppliers |

Q2) Long Answer Questions (Solve any 2 out of 4)

[2 × 7 = 14]

- a) Explain classification of services and discuss B2B and B2C services with examples.
- b) Describe the service marketing triangle and explain external and Internal orientation of service strategy.
- c) Discuss service failure and recovery, including customer response and complaint handling.
- d) Explain the concept of service value chain and discuss its application in service industries.

Q3) Write Short Notes on (Solve any 4 out of 6)

[4 × 3 = 12]

- a) Customer participation in services
- b) Product - Service Systems
- c) Positioning the services offering
- d) Creating Service Value
- e) Implementing TQM in services
- f) Case Study : Banking and Insurance Services



Total No. of Questions : 3]

SEAT No. :

PE-12258

[Total No. of Pages : 2

[6589]-14
F.Y. B.B.A.
MANAGEMENT
FIN-102T : Finance : Principles of Finance
(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) All questions are compulsory.*
- 2) Figures to the right indicate full marks.*

Q1) Multiple choice questions (any 4) :

[4]

- i) Which of the following is a primary objective of financial management?
 - a) Maximization of profit
 - b) Maximization of sales
 - c) Maximization of shareholder wealth
 - d) Minimization of cost
- ii) Which of the following is an internal source of finance?
 - a) Debenture
 - b) Retained earnings
 - c) Bank loan
 - d) Public deposits
- iii) The traditional approach to finance mainly deals with
 - a) Investment decision
 - b) Procurement of funds
 - c) Dividend decision
 - d) Wealth creation
- iv) Mutual funds reduce risk mainly through :
 - a) High returns
 - b) Government Guarantee
 - c) Professional management
 - d) Diversification
- v) A new fintech start-up wants funding plus managerial guidance. Which option should it design into it's plan?
 - a) Bank loan
 - b) Venture capital
 - c) Mutual fund
 - d) Leasing finance

P.T.O.

vi) _____ are the owners of the assets in Lease financing.

- a) Lessor
- b) Manager
- c) Lessee
- d) None of the above

Q2) Long answer questions (any two) : [14]

- a) What is preference share? Explain its advantages and disadvantages.
- b) Describe the objectives of financial management.
- c) Discuss the scope & objectives of venture capital.
- d) Explain the major sources of finance available to a business organization.

Q3) Short notes (any four) : [12]

- a) Microfinance
- b) Public deposits
- c) Reserve & surplus
- d) Bonus shares
- e) Types of mutual funds
- f) Functions of finance manager



Total No. of Questions : 3]

SEAT No. :

PE-12259

[Total No. of Pages : 2

[6589]-15
F.Y. B.B.A.
HRM 102 T : HRM : Principles of Human Resource
Management
(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) All questions are compulsory.*
- 2) Figures to the right indicate full marks.*

Q1) Multiple Choice Questions : (Attempt any 4) :

[4]

- i) Which is NOT a feature of HRM?
 - a) Focus on employee welfare
 - b) Marketing & sales
 - c) Promoting team work
 - d) Aligling HR strategy with org. goals
- ii) Which principle of HRM focuses on maintaining fairness & consistency in employee treatment?
 - a) Unity of direction
 - b) Equity
 - c) Division of work
 - d) Discipline
- iii) What is the main purpose of job analysis in HRM?
 - a) To identify gaps in employee performance
 - b) To determine worth of a job
 - c) To provide information about
 - d) To analyse organisational profitability
- iv) Which component of Job analysis focuses on identifying qualifications & skills required for a job?
 - a) Job evaluation
 - b) Job description
 - c) Job specification
 - d) Performance Appraisal

P.T.O.

- v) Which of the following is a limitation of HRP?
 - a) Enhances workforce alignment
 - b) Uncertainty in forecasting future needs
 - c) Facilitates decision making
 - d) Reduces labour shortages
- vi) Which of the following is NOT a function of HRM?
 - a) Recruitment & selection
 - b) Financial Auditing
 - c) Training & development
 - d) Performance appraisal

Q2) Long questions (attempt 2 out 4 questions).

[14]

- a) Define HRM. Explain functions of HRM.
- b) Explain in detail role of HR manager.
- c) Elaborate process of manpower planning.
- d) Explain factors affecting manpower planning.

Q3) Short notes (attempt 4 out of 6).

[12]

- a) Challenges of HRM.
- b) Difference between HRM & personnel management.
- c) Limitations of manpower planning.
- d) Evolution of HRM.
- e) Limitations of HRP.
- f) Job description.



Total No. of Questions : 3]

SEAT No. :

PE-12260

[Total No. of Pages : 2

[6589]-16
F.Y. B.B.A.
MARKETING
MKT-102T : Principles of Marketing
(NEP) (2024 Credit Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Multiple choice questions (Any four) :

[4]

- i) Customer delight is achieved when :
 - a) Expectations are unmet
 - b) Expectations are just met
 - c) Expectations are exceeded
 - d) Prices are reduced
- ii) Which of the following is part of macro environment?
 - a) Customers
 - b) Competitors
 - c) Political forces
 - d) Suppliers
- iii) _____ is a bundle of utilities.
 - a) Product
 - b) Price
 - c) Promotion
 - d) Discount
- iv) The _____ holds that consumers and businesses if left alone, will ordinarily not buy enough of the organization's products.
 - a) Production Concept
 - b) The product concept
 - c) Selling concept
 - d) Marketing concept
- v) Technological environment affects marketing through :
 - a) Population changes
 - b) Innovation and new products
 - c) Government rules
 - d) Cultural values
- vi) Natural Environment is related to _____.
 - a) Population
 - b) Natural resources
 - c) Technology
 - d) Culture

P.T.O.

Q2) Answer the following questions (Any two) : **[14]**

- a) What is Marketing? Explain the objectives of Marketing.
- b) Explain about Linkage of Marketing function with all functions in organization.
- c) What is Marketing Environment. Explain the need for Analyzing of Marketing Environment.
- d) Explain major forces Impacting on Micro and Macro Environment.

Q3) Write short notes on (Any four) : **[12]**

- a) Market-Spaces.
- b) Approaches of Marketing.
- c) Customer Loyalty.
- d) Economic Environment.
- e) Socio-Cultural Environment.
- f) Components of Micro Environment.



Total No. of Questions : 3]

SEAT No. :

PE-12261

[Total No. of Pages : 2

[6589]-17

B.B.A.

**VSC101T : INFORMATION TECHNOLOGY FOR
BUSINESS**

(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Answer Any 4 :

[4 × 1 = 4]

- a) Define Information Technology.
- b) Explain E-business in single sentence.
- c) What is Video Conferencing?
- d) What is Payment gateway?
- e) What is digital marketing?
- f) Name any two business models.

Q2) Attempt any 2 :

[2 × 7 = 14]

- a) Describe online payment systems in E-commerce.
- b) Explain how IT tools support remote working and virtual organization.
- c) Rohit own a retail clothing store that operates only through a physical shop. Due to increasing competition from online stores, his sales have declined. He is planning to convert his business into an e-business by selling products though a website and social media platforms.

Questions :

- i) What is e-business?
- ii) State two differences between traditional business & e-business.
- iii) Explain how e-business can help Rohit increase his sale.

P.T.O.

Q3) Answer any 3 :

[3 × 4 = 12]

- a) Explain various collaborative tools used in business communication.
- b) Explain the features in Zoom meeting.
- c) Explain any two business models in details.
- d) Explain the security precautions required for safe digital payment.
- e) Match the Pairs with Column A & Column B

Column A	Column B
A. B2C model	i) Virtual meeting & collaboration
B. Digital marketing	ii) Online Interaction & Branding
C. Social media	iii) Business to customer
D. Microsoft Team	iv) Promotion Using online platform



Total No. of Questions : 3]

SEAT No. :

PE-12262

[Total No. of Pages : 2

[6589]-18

F.Y. B.B.A. (Management)

AEC 101 - T : BUSINESS COMMUNICATION SKILLS - I

(NEP 2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

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

Q1) Multiple Choice Questions : (Any 4 out of 6) :

[4]

- i) Kinesixs refers to :-
 - a) The study of body language
 - b) The use of space in communication
 - c) The use of silence
 - d) The Tone of voice
- ii) In email communication BCC stands for :-
 - a) Business Carbon Copy
 - b) Blind Carbon Copy
 - c) Bulk Common Copy
 - d) Back - Up Carbon Copy
- iii) The subject Line of an email should be :-
 - a) Vague and general
 - b) Specific and concise
 - c) As long as possible
 - d) In capital letters only
- iv) Which of the following should not be included in a business E mail?
 - a) Professional tone
 - b) Spell checked content
 - c) Casual language and slang
 - d) Clear subject line
- v) The sender, Message, Channel, Receiver, and Feedback are components of
 - a) Communication model
 - b) Business plan
 - c) Marketing strategy
 - d) Organisational structure
- vi) Which medium of communication is Best for Confidential Business Information?
 - a) Social Media
 - b) Face - to - Face conversation
 - c) Blog
 - d) Video conference

P.T.O.

Q2) Long Answers (Any 2 out of 4)

[14]

- a) Explain C'S of effective communication.
- b) Describe the process of communication with the help of neat diagram.
- c) What is email correspondence, elaborate on tips on writing effective emails?
- d) Draft a letter to book mart publishers regarding receipt of faulty BBA textbooks with missing pages. Also request immediate replacement of the same.

Q3) Short Notes.

[12]

- a) Grapevine communication.
- b) Silence.
- c) Tips to Be A Good Listener.
- d) Merits of written communication.
- e) Qualities of a good report.
- f) Business letters.



Total No. of Questions : 4]

SEAT No. :

PE-12263

[Total No. of Pages : 4

[6589]-19

F.Y. B.A. / F.Y. B.Com. / F.Y. B.Sc.

MATHEMATICS

OE-103 MTS-T : Business Mathematics - I

(2024 Credit Pattern) (NEP) (Semester - I) (Open Elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

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

Q1) Attempt any Five of the following : [5]

- a) Find x if $6 : 15 :: 2 : x$
- b) What is 30% of the number 500.
- c) The ratio of the ages of Alice and Bob is $4 : 5$. If Bob is 25 years old, how old is Alice?
- d) If 15 meters of cloth costs Rs. 225 then what will be the cost of 9 meters of the same cloth?
- e) What is simple interest on Rs. 10,000 at 10% for 5 years?
- f) If 8, 20 and x are in continued proportion then find x .
- g) Define : Dividend.

Q2) a) Attempt any ONE of the following : [5]

- i) If two numbers are in the ratio $7 : 8$ and their sum is 195. Find the numbers.
- ii) A broker charges a 1.8% commission on all sales. If property sold for 6,00,000 then how much did the broker earn?

b) Attempt any ONE of the following : [5]

- i) A, B, C invest in a partnership in the ratio $2 : 3 : 5$. If the total profit at the end of year is 50000. What is A's, B's and C's share?
- ii) A house is sold at a 30% profit. The brokerage charged on the sale is 0.5%. The selling price, which comes out to 4500. Find the original cost price of the house.

P.T.O.

Q3) a) Attempt any ONE of the following : **[5]**

- i) Find the compound interest on 500 for 2 years at 10% p.a.
- ii) Find the rate of simple interest at which principal of Rs. 3000 earns on interest of Rs. 2600 in 5 years.

b) Attempt any ONE of the following : **[5]**

- i) Find the EMI for a loan of Rs. 50000 to be repaid at 12% p.a. flat rate in 10 years.
- ii) Find out the number of shares to be purchased for Rs. 55550, if the purchase price of shares of Rs. 110 per share with brokerage on purchase of 1%.

Q4) Attempt any ONE of the following : **[5]**

- a) Mr. Vaibhav purchased 800 shares of Rs. 100 each that give 10% dividend. Find the total dividend that will get to Mr. Vaibhav from the company.
- b) Explain the concept of commission and its types.



Total No. of Questions : 4]

PE-12263

[6589]-19

F.Y. B.A. / F.Y. B.Com. / F.Y. B.Sc.

MATHEMATICS

OE-103 MTS-T : Business Mathematics - I

(2024 Credit Pattern) (NEP) (Semester - I) (Open Elective)

(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.

2) उजवीकडील आकडे पूर्ण गुण दर्शवतात.

प्रश्न 1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा. [5]

- अ) जर $6 : 15 :: 2 : x$ असेल तर x चे मूल्य शोधा.
- ब) 500 च्या 30% किती आहे?
- क) अलिस आणि बॉब यांच्या वयांचे गुणोत्तर 4 : 5 आहे. जर बॉब चे वय 25 वर्षे असेल, तर अलिसचे वय काढा.
- ड) जर 15 मीटर कापडाची किंमत रु. 225 असेल, तर त्याच कापडाची 9 मीटरची किंमत किती असेल?
- इ) रु. 10,000 वर 10% वार्षिक दराने 5 वर्षासाठी सरळ व्याज किती होईल?
- फ) जर 8, 20 आणि x या संख्या सातत्यपूर्ण प्रमाणात असतील, तर x चे मूल्य शोधा.
- य) लाभांश म्हणजे काय?

प्रश्न 2) अ) खालीलपैकी कोणताही एक प्रश्न सोडवा. [5]

- i) दोन संख्यांचे गुणोत्तर 7 : 8 आहे आणि त्यांची बेरीज 195 आहे. तर त्या संख्या शोधा.
- ii) एका दलालाने सर्व विक्रीवर 1.8% कमिशन आकारले. जर एखादी मालमत्ता रु. 6,00,000 ला विकली गेली, तर दलालाने किती कमाई केली?

- ब) खालीलपैकी कोणताही एक प्रश्न सोडवा. [5]
- i) A, B आणि C यांनी 2 : 3 : 5 या प्रमाणात भागीदारीत गुंतवणूक केली वर्षाच्या शेवटी नफा रु. 50,000 झाला. तर A, B आणि C यांचा नफ्यातील वाटा किती?
- ii) एका घराची विक्री 30% नफ्यांवर केली जाते. विक्रीवर दलाली 0.5% आहे. घराची विक्री किंमत रु. 4500 आहे. तर घराची मूळ खरेदी किंमत शोधा.

- प्रश्न 3) अ) खालीलपैकी कोणताही एक प्रश्न सोडवा. [5]
- i) रु. 500 या रक्कमेवर वार्षिक 10% दराने 2 वर्षासाठी चक्रवाढ व्याज शोधा.
- ii) रु. 3000 या मूळ रक्कमेवर 5 वर्षांत रु. 2600 व्याज मिळाले, तर सरळ व्याजाचा दर शोधा.

- ब) खालीलपैकी कोणताही एक प्रश्न सोडवा. [5]
- i) रु. 50000 कर्ज 12% वार्षिक स्थिर दराने 10 वर्षांत फेडायचे आहे. तर दरमहा परतफेड रक्कम शोधा.
- ii) रु. 55550 मध्ये काही शेअर्स खरेदी करायचे आहेत. प्रत्येक शेअरची किंमत रु. 110 आहे आणि खरेदीवर 1% दलाली आकारली जाते. तर खरेदी करता येणाऱ्या शेअर्सची संख्या शोधा.

- प्रश्न 4) खालीलपैकी कोणताही एक प्रश्न सोडवा. [5]
- अ) श्री. वैभव यांनी रु. 100 प्रति शेअर या किंमतीने 10% लाभांश देणारे 800 शेअर्स खरेदी केले. तर त्यांना मिळणारा एकूण लाभांश किती?
- ब) कमिशन या संकल्पनेचे स्पष्टीकरण करा आणि त्याचे प्रकार सांगा.



Total No. of Questions : 4]

SEAT No. :

PE-12264

[Total No. of Pages : 6

[6589]-20

F.Y. B.A./B.Sc./B.Com.

ELECTRONIC SCIENCE

OE-101-ELS-T : Basics of Computer Hardware
(NEP) (2024 Pattern) (Semester - I) (Open Elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Use scientific calculator and log table is allowed where applicable.
- 3) Figures to the right indicate full Marks.
- 4) Illustrate your answer with neat diagrams wherever necessary.

Q1) Solve any Five multiple choice questions (MCQs) from the following. [5]

- i) Which component of a computer is responsible for storing data and programs temporarily for quick access?
 - a) Hard disk
 - b) RAM (Random Access Memory)
 - c) CPU (Central Processing Unit)
 - d) Keyboard
- ii) Which of the following is not a type of computer system classification.
 - a) Mainframe
 - b) Microframe
 - c) Minicomputer
 - d) Supercomputer
- iii) Which type of computer is characterized by its compact size and touchscreen interface?
 - a) Desktop
 - b) Laptop
 - c) Server
 - d) Tablet
- iv) Which component of a microprocessor is responsible for performing arithmetic operations?
 - a) Control unit
 - b) ALU (Arithmetic Logic Unit)
 - c) Cache Memory
 - d) Registers

P.T.O.

- v) Which type of memory is nonvolatile and retains its contents even when power is turned off?
 - a) RAM
 - b) Cache Memory
 - c) ROM
 - d) Virtual Memory
- vi) What is the primary purpose of a microphone in computing?
 - a) Display visual data
 - b) Record audio input
 - c) Print documents
 - d) Control peripheral devices
- vii) What is the main function of a scanner?
 - a) Capture video footage
 - b) Convert Physical documents into digital images
 - c) Record audio input
 - d) Measure environmental conditions

Q2) a) Solve any Two of the following : [5]

- i) What are the basic components of a computer system?
- ii) What are the features of a microprocessor?
- iii) Describe the characteristics of a keyboard.
- b) Draw the block diagram of a computer system. Discuss each block in short. [3]

Q3) a) Solve any Two of the following : [5]

- i) What are the different generations of computers? Discuss each generation with technological advancements; key features and examples of computers from each era.
- ii) Discuss the key features of a microprocessor that differentiate it from other computing components.
- iii) Compare scanner, O.M.R. (Optical Mark Recognition) and Touchscreen technologies in short.
- b) Discuss primary memory and its role in computer systems. Explain the characteristics and functions of RAM (Random Access Memory) [4]

Q4) Solve any four of the following :

[8]

- a) Give atleast four major fields where computers are extensively used.
- b) What is hardware and software?
- c) What are the advantages of using a pen drive as external memory?
- d) Define Output devices and provide two examples.
- e) Explain the features of an Optical Mouse.



PE-12264

[6589]-20

F.Y. B.A./B.Sc./B.Com.

ELECTRONIC SCIENCE

OE-101-ELS-T : Basics of Computer Hardware
(NEP) (2024 Pattern) (Semester - I) (Open Elective)
(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना : 1) सर्व प्रश्न सोडविणे अनिवार्य.
2) उजव्या बाजूचे अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) खालील प्रश्नांची उत्तरे लिहा. (कोणतेही 5) [5]

- i) संगणकाचा कोणता घटक डेटा आणि प्रोग्राम तात्पुरते पाहण्यासाठी जबाबदार आहे ?
अ) हार्ड डिस्क
ब) RAM (रॅडम अक्सेस मेमरी)
क) CPU (सेंट्रल प्रोसेसिंग युनिट)
ड) किबोर्ड
- ii) खालीलपैकी कोणता काम्पोनंट कॅम्प्युटर सिस्टीम चा प्रकार नाही.
अ) मेनफ्रेम
ब) मायक्रोफ्रेम
क) मिनी कॅम्प्युटर
ड) सुपर कॅम्प्युटर
- iii) कोणत्या प्रकारच्या कॅम्प्युटरचे वैशिष्ट्य त्याच्या कॉम्पॅक्ट आकार आणि टचस्क्रीन इंटरफेस द्वारे केले जाते ?
अ) डेस्कटॉप
ब) लॅपटॉप
क) सर्वर
ड) टॅब्लेट
- iv) मायक्रोप्रोसेसरचा कोणता घटक अॅरीथमॅटीक ऑपरेशन्स करण्यासाठी जबाबदार असतो ?
अ) कंट्रोल युनिट
ब) ALU (अॅरीथमॅटीक लॉजिक युनिट)
क) कॅचे मेमरी
ड) रजिस्टर्स

- प्रश्न 2)** अ) खालील प्रश्नांची उत्तरे लिहा. (कोणतेही 2) [5]
- i) संगणक प्रणालीचे मुलभुत घटक काय आहेत?
- ii) मायक्रोप्रोसेसरची वैशिष्ट्ये कोणती आहेत?
- iii) कीबोर्डची वैशिष्ट्ये वर्णन करा.
- ब) संगणक प्रणालीचे ब्लॉक डायग्राम काढा. प्रत्येक ब्लॉकची थोडक्यात चर्चा करा. [3]
- प्रश्न 3)** अ) खालीलपैकी कोणतेही दोन प्रश्नांची उत्तरे लिहा. [5]
- i) संगणकाचे वेगवेगळे जनरेशन कोणते आहेत? प्रत्येक जनरेशन टेक्नॉलॉजीकल अँडव्हॉन्समेंट, की फिचर्स आणि प्रत्येक काळातील संगणकांची उदाहरणे.
- ii) मायक्रोप्रोसेसरच्या प्रमुख घटकांवर चर्चा करा जे त्याला इतर संगणकीय घटकांपासून वेगळे करतात.
- iii) स्कॅनर, ओ.एम.आर (O.M.R.) (ऑप्टिकल मार्क रेकग्निशन) आणि टचस्क्रीन तंत्रज्ञान यांची थोडक्यात तुलना करा.
- ब) प्राथमिक मेमरी आणि संगणक प्रणालीमध्ये त्याची भूमिका यावर चर्चा करा. रॅमची वैशिष्ट्ये आणि कार्य स्पष्ट करा. [4]

प्रश्न 4) खालील प्रश्नांची उत्तरे लिहा. (कोणतेही 4)

[8]

- अ) संगणकाचा मोठ्या प्रमाणात वापर केला जातो अशा किमान चार महत्वाच्या क्षेत्रांची नावे लिहा.
- ब) हार्डवेअर आणि सॉफ्टवेअर म्हणजे काय?
- क) पेन ड्राईव्हला बाह्य मेमरी म्हणून वापरण्याचे फायदे काय आहेत?
- ड) आऊटपुट डिवाइसेसची व्याख्या करा आणि दोन उदाहरणे द्या.
- इ) ऑप्टिकल माऊसची वैशिष्ट्ये स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

PE-12265

[Total No. of Pages : 4

[6589]-21

F.Y. B.A

DEFENCE AND STRATEGIC STUDIES

OE-103-DEF : Indian Constitution and Governance System
(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

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

Q1) Answer the following questions in 20 words each. (Any 5) **[5]**

- i) When was the Indian Constitution made ready? Mention it's implementation date?
- ii) Who was the Chairman of Indian Constitution Council?
- iii) How many fundamental rights in the Indian Constitution.
- iv) Which Article of the Indian Constitution gives the right to constitution remedies?
- v) Who is the Architect of Indian Constitution?
- vi) What is fundamental Duties?
- vii) Who was the Chairman of the first Constitution Assembly?

Q2) Write Notes in 100 words each (Any 2) : **[8]**

- i) Origin of Indian Constitution
- ii) Structure of Constitution Committee
- iii) Cultural and Educational Rights

P.T.O.

Q3) Answer the following questions in 150 words each (Any 1) : **[7]**

- i) Explain the Historical Background to the formation of the Constitution of India.
- ii) Explain the Nature of fundamental rights in the Constitution of India.

Q4) Answer the following questions in 200 words each. (Any 1) **[10]**

- i) Explain the importance of preamble of Constitution.
- ii) Describe the importance of directive principles in Indian Constitution.



Total No. of Questions : 4]

PE-12265

[6589]-21

F.Y. B.A

DEFENCE AND STRATEGIC STUDIES

OE-103-DEF : Indian Constitution and Governance System
(2024 Pattern) (Semester - I)

(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्रश्न 1) खालील प्रश्नांची उत्तरे प्रत्येकी 20 शब्दात लिहा. (कोणतेही पाच) [5]

- भारतीय संविधान केंव्हा तयार झाले? व कोणत्या दिवसापासून अंमलबजावणी सुरु झाली?
- भारतीय संविधानाच्या घटना परिषदेचे अध्यक्ष कोण होते?
- भारतीय संविधानात किती मुलभूत अधिकार आहेत?
- भारतीय संविधानातील कोणत्या कलमाने घटनात्मक उपायांचा अधिकार दिला आहे?
- भारतीय राज्यघटनेचे / संविधानाचे शिल्पकार कोण आहेत?
- मुलभूत कर्तव्ये म्हणजे काय?
- पहिल्या संविधान सभेचे अध्यक्ष कोण होते?

प्रश्न 2) प्रत्येकी 100 शब्दात टिपा लिहा. (कोणत्याही दोन) [8]

- भारतीय राज्यघटनेचे उगमस्थान
- संविधान / घटना समितीची रचना
- सांस्कृतिक आणि शैक्षणिक हक्क

प्रश्न 3) खालील प्रश्नांची उत्तरे प्रत्येकी 150 शब्दात लिहा. (कोणताही एक) [7]

- i) भारतीय संविधानाच्या निर्मितीची ऐतिहासिक पार्श्वभूमी स्पष्ट करा.
- ii) भारतीय संविधानातील मुलभूत हक्कांचे स्वरूप स्पष्ट करा.

प्रश्न 4) खालील प्रश्नांची उत्तरे प्रत्येकी 200 शब्दात लिहा. (कोणताही एक) [10]

- i) राज्यघटनेच्या सरनाम्याचे/उद्देशिकेचे महत्व स्पष्ट करा.
- ii) भारतीय राज्यघटनेतील मार्गदर्शक तत्वांचे महत्व विशद करा.



Total No. of Questions : 4]

SEAT No. :

PE-12266

[Total No. of Pages : 4

[6589]-22
F.Y. B.Com./B.A.
ZOOLOGY
OE-101-ZOO-T : Apiculture
(NEP 2024 Pattern) (Semester - I) (Open Elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat labelled diagrams wherever necessary.*

Q1) Answer any Four of the following in one sentence :

[4]

- a) Scientific name of rock bee.
- b) Function of drone bee.
- c) Use of smoker in bee keeping.
- d) Name of insect enemy of honey bees.
- e) What is propolis?

Q2) a) Attempt any One of the following :

[5]

- i) Discuss the colony organization and division of labour of a honey bee colony.
- ii) Explain the bee communication through round and wag-tail dance.

b) Attempt any One of the following :

[3]

- i) Write a note on American foul brood disease and its control measures.
- ii) Explain the uses of honey and bee wax.

P.T.O.

Q3) a) Attempt any One of the following : [5]

- i) Explain the various bee keeping equipments used in apiculture.
- ii) Economic importance of royal jelly and bee venom.

b) Attempt any One of the following : [3]

- i) Explain Nosema disease and its control measures.
- ii) Draw a neat labelled diagramme of Langstroth box.

Q4) Write notes on (any four) : [10]

- a) Role of a queen in a colony.
- b) Economic importance of bee pollination.
- c) Bee enemies of a colony.
- d) Eggs of honey bee.
- e) Royal jelly.
- f) Indoor duties of worker bee in a colony.



Total No. of Questions : 4]

PE-12266

[6589]-22

F.Y. B.Com./B.A.

ZOOLOGY

OE-101-ZOO-T : Apiculture

(NEP 2024 Pattern) (Semester - I) (Open Elective)

(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजव्या बाजूला दिलेले आकडे पूर्ण गुण दर्शवतात.
3) जिथे आवश्यक आहे तिथे स्वच्छ आणि नीट लेबल आकृती काढा.
-

- प्रश्न 1)** खालीलपैकी कोणत्याही चार प्रश्नांची एका वाक्यात उत्तरे लिहा. [4]
- अ) रॉक बी चे (Rock Bee) शास्त्रीय नाव लिहा.
ब) नर मधमाशीचे कार्य लिहा.
क) मधमाशीपालनात स्मोकरचा उपयोग काय आहे?
ड) मधमाशांची कीटक शत्रू कोण आहे?
इ) प्रोपोलिस म्हणजे काय?
- प्रश्न 2)** अ) खालीलपैकी कोणतेही एक उत्तर लिहा. [5]
- i) मधमाशी वसहातीचे संघटन आणि श्रमविभागणी यावर चर्चा करा.
ii) मधमाशांचा राउंड आणि वॅगल डान्सद्वारे संप्रेषण कसे घडते ते समजावून सांगा.
- ब) खालीलपैकी कोणतेही एक उत्तर द्या. [3]
- i) अमेरिकन फाऊल ब्रूड रोग व त्याचे नियंत्रण यावर थोडक्यात लिहा.
ii) मध व मधमाशी मेणाचे उपयोग समजावून सांगा.

- प्रश्न 3)** अ) खालीलपैकी कोणतेही एक उत्तर द्या. [5]
- i) मधमाशीपालनात वापरली जाणारी विविध उपकरणे समाजावून सांगा.
 - ii) रॉयल जेली आणि बी व्हेनमचे आर्थिक महत्व समजावून सांगा.
- ब) खालीलपैकी कोणतेही एक उत्तर द्या. [3]
- i) नोसेमा रोग आणि त्याचे नियंत्रण उपाय सांगा.
 - ii) लँगस्ट्रॉथ बॉक्सचे नीट लेबल केलेले चित्र काढा.
- प्रश्न 4)** खालीलपैकी कोणत्याही चार विषयांवर संक्षिप्त नोंदी लिहा. [10]
- अ) वसाहतीतील राणीची भूमिका
 - ब) मधमाशी परागकरणाचे आर्थिक महत्व
 - क) वसाहतीतील मधमाश्यांचे शत्रू
 - ड) मधमाशीची अंडी
 - इ) रॉयल जेली
 - फ) वसाहतीतील कामकरी मधमाशीची घरातील कामे



Total No. of Questions : 4]

SEAT No. :

PE-12267

[Total No. of Pages : 2

[6589]-23

F.Y. B.Sc. (Open Elective)

COMPUTER SCIENCE

OE-104-CS-T : Fundamentals of Computers - I
(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Attempt any Six out of the following :

[6 × 1 = 6]

- a) What is software?
- b) What is Information Technology (IT)?
- c) Name any two input devices.
- d) What is a cell in MS-Excel?
- e) What is taskbar?
- f) In which field is MS-Excel helpful for financial tasks?
- g) What is use of mail-merge?
- h) List any two types of computer memory

Q2) Attempt any four out of the following :

[4 × 2 = 8]

- a) Differentiate between primary storage and secondary storage.
- b) Define operating system. List any two operating systems.
- c) List the default elements displayed on the desktop in the Windows operating system.
- d) Write advantages and disadvantages of MS-Powerpoint.
- e) List applications of Information Technology (IT).

P.T.O.

Q3) Attempt any two out of the following :

[2 × 4 = 8]

- a) What are different functions of operating system?
- b) Draw and Explain block diagram of CPU.
- c) Write steps to insert table in MS-Word.

Q4) Attempt any two out of the following :

[2 × 4 = 8]

- a) Write short note on output devices.
- b) Write short note on file organization.
- c) Write short note on formulas in MS-Excel.



Total No. of Questions : 4]

SEAT No. :

PE-12268

[Total No. of Pages : 2

[6589]-24

F.Y.B.Sc. (Computer Application)

OE-101-CA-T- INTRODUCTION TO DATA SCIENCE

(2024 Credit Pattern) (Semester - I) (Open elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Draw diagrams wherever necessary.*
- 3) *Figures to the right indicate full marks.*

Q1) Solve any SIX from following (6 Marks) (Solve any 6 out of 8). **[6 × 1 = 6]**

- i) Which of the following are the components of data science?
 - a) Statistics
 - b) Data expertise
 - c) Data engineering
 - d) Visualization
- ii) Which Programming Language is widely used for statistical analysis and data science?
 - a) C++
 - b) Javascript
 - c) Python
 - d) HTML
- iii) Which of the following is not a qualitative attribute type?
 - a) Nominal
 - b) Ordinal
 - c) Binary
 - d) Numeric
- iv) What are the basic building blocks of data science?
 - a) Math
 - b) Statistics
 - c) Both (a) and (b)
 - d) None of the mentioned above

P.T.O.

- v) Which of the following is not type of Predictive Models?
- | | |
|----------------------|--------------------|
| a) Linear Regression | b) Decision Trees |
| c) Association | d) Neural Networks |
- vi) Which is the last step of Data Wrangling Process?
- | | |
|----------------|-------------------|
| a) Discover | b) Reduction |
| c) Compression | d) Discretization |
- vii) Common use cases for data visualization include?
- | | |
|----------------|------------------------|
| a) Politics | b) Sales and marketing |
| c) Health care | d) All of the above |
- viii) Which method shows hierarchical data in nested format?
- | | |
|------------------------|------------------|
| a) Tree Maps | b) Scatter Plots |
| c) Population Pyramids | d) Area Charts |

Q2) Answer the following question in short (Any Four). **[4 × 2 = 8]**

- Define Data Science.
- What is Measuring Central Tendency? List its types.
- List the components of Predictive Models.
- What is data Pre-processing?
- Bar charts (write short note)

Q3) Answer Any Two of the following. **[2 × 4 = 8]**

- Explain the Data Science life cycle with all phases
- Write note on Relative Frequency.
- Explain role of Exploratory Data Analysis (EDA) in data science.

Q4) Answer Any Two of the following. **[2 × 4 = 8]**

- Define Clustering. Write down its types.
- Explain methods of data cleaning.
- List basic visualization tools. Explain any three of them in details.



Total No. of Questions : 4]

SEAT No. :

PE-12269

[Total No. of Pages : 4

[6589]-25

F.Y. B.A. (Open Elective)

GEOGRAPHY

OE-101-GEO : Geography of Tourism

(2024 Credit Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.
- 3) Draw neat diagrams wherever necessary.
- 4) Use of map stencil is allowed.

Q1) Write answers of the questions in about 20 words each (any five) : [5]

- a) Define tourism geography.
- b) State any two importance of tourism.
- c) Write the names of any two sancturies in Maharashtra.
- d) State any two political factors affecting on tourism.
- e) What is international tourism?
- f) What is educational tourism?
- g) What is sports tourism?

Q2) Write short notes in about 100 words each (any two) : [8]

- a) Political factors affecting on Tourism.
- b) Accessibility of tourism.
- c) Health tourism.

Q3) Write the answer of questions in 150 words each (any one) [7]

- a) Describe the historical factors affecting on tourism.
- b) Explain the classification based on travel time.

P.T.O.

Q4) Write the answer of questions in 200 words each. (any one) [10]

- a) Describe the nature and scope of tourism.
- b) Explain the physical factors affecting on tourism.



Total No. of Questions : 4]

PE-12269

[6589]-25
F.Y. B.A. (Open Elective)
GEOGRAPHY
OE-101-GEO : Geography of Tourism
(2024 Credit Pattern) (Semester - I)
(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
3) आवश्यक तेथे सुबक आकृती काढा.
4) नकाशा स्टेन्सिल वापरण्यास परवानगी आहे.
5) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

-
- प्रश्न 1) खालील प्रश्नांची प्रत्येकी 20 शब्दांत उत्तरे लिहा. (कोणतेही पाच) [5]
- अ) पर्यटन भूगोलची व्याख्या द्या.
ब) पर्यटनाचे कोणतेही दोन महत्त्व सांगा.
क) महाराष्ट्रातील कोणतेही दोन अभयारण्याची नावे लिहा.
ड) पर्यटनावर परिणाम करणारे कोणतेही दोन राजकीय घटक सांगा.
इ) आंतरराष्ट्रीय पर्यटन म्हणजे काय?
फ) शैक्षणिक पर्यटन म्हणजे काय?
य) क्रीडा पर्यटन म्हणजे काय?
- प्रश्न 2) खालील प्रश्नांची प्रत्येकी 100 शब्दांत टिपा लिहा. (कोणतेही दोन) [8]
- अ) पर्यटनावर परिणाम करणारे राजकीय घटक.
ब) पर्यटनाची सुगमता.
क) आरोग्य पर्यटन
- प्रश्न 3) खालील प्रश्नांची प्रत्येकी 150 शब्दांत उत्तरे लिहा. (कोणतेही एक) [7]
- अ) पर्यटनावर परिणाम करणारे ऐतिहासिक घटक वर्णन करा.
ब) प्रवासाच्या कालावधीनुसार पर्यटनाचे वर्गीकरण स्पष्ट करा.

प्रश्न 4) खालील प्रश्नांची प्रत्येकी 200 शब्दांत उत्तरे लिहा. (कोणतेही एक)

[10]

अ) पर्यटनाचे स्वरूप व व्याप्ती वर्णन करा.

ब) पर्यटनावर परिणाम करणारे प्राकृतिक घटक स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PE12967

[6589]-26

F.Y. B.A.

PHILOSOPHY

OE-101-PHL : Professional and Administrative Ethics - I

(NEP 2024 Credit Pattern) (Semester - I) (Open elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Answer the questions in 20 words each. (Any Five)

[5]

- a) Explain the concept of Nishkamkarma.
- b) Explain shortly origin of ethics.
- c) Explain shortly utility of ethics.
- d) Explain any two Definitions of ethics.
- e) Explain difference between morality and ethics.
- f) Explain the concept of virtue.
- g) Explain any two Definitions of Right.

Q2) Write short notes on the questions in 100 words each. (Any two)

[8]

- a) Virtue according to Plato
- b) Concept of Nishkam karma
- c) Concept of duty

P.T.O.

Q3) Answer any one the following questions in 150 words. **[7]**

- a) Explain the concept of Right? Write shortly fundamental rights given by Indian constitution.
- b) What is ethics? Explain briefly the nature and scope of ethics?

Q4) Answer any one the following questions in 200 words. **[10]**

- a) Discuss, shortly on conflict between ethics and morals.
- b) Explain the Concept of Karmaphalsanyaas.



Total No. of Questions : 4]

PE12967

[6589]-26

F.Y. B.A.

PHILOSOPHY

OE-101-PHL : Professional and Administrative Ethics - I
(NEP 2024 Credit Pattern) (Semester - I)(Open elective)
(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना :-
- 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.
 - 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

प्र.1) खालील प्रश्नांची उत्तरे 20 शब्दात लिहा. (कोणतेही पाच)

[5]

- अ) 'निष्काम कर्म' ही संकल्पना थोडक्यात स्पष्ट करा.
- ब) नीतिशास्त्राची उत्पत्ति थोडक्यात स्पष्ट करा.
- क) नीतिशास्त्राची उपयोगिता थोडक्यात स्पष्ट करा.
- ड) नीतिशास्त्राच्या कोणत्याही दोन व्याख्या स्पष्ट करा.
- इ) 'नैतिकता' आणि 'नीतिशास्त्र' यातील फरक स्पष्ट करा.
- फ) 'सद्गुण' ही संकल्पना स्पष्ट करा.
- य) 'अधिकार' या संकल्पनेच्या कोणत्याही दोन व्याख्या स्पष्ट करा.

प्र.2) खालील टिपा उत्तरे 100 शब्दात लिहा. (कोणतेही दोन)

[8]

- अ) प्लेटोच्या मते, सद्गुण
- ब) 'निष्काम कर्म' संकल्पना
- क) नीतिशास्त्राचे प्रयोजन

प्र.3) खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर 150 शब्दात लिहा.

[7]

- अ) अधिकार म्हणजे काय? सांगून भारतीय संविधानाने दिलेले मूलभूत अधिकार लिहा.
- ब) नीतिशास्त्र म्हणजे काय सांगून नीतिशास्त्राचे स्वरूप व व्याप्ती सविस्तर स्पष्ट करा.

प्र.4) खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर 200 शब्दात लिहा.

[10]

- अ) 'नीतिशास्त्र' आणि 'नैतिकता' यातील संघर्ष यावर चर्चा करा.
- ब) 'कर्मफलसंन्यास' ही संकल्पना म्हणजे काय स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

PE-12972

[Total No. of Pages : 4

[6589]-27

F.Y. B.B.A. (C.A.)

STATISTICS

OE-103-ST5-T : Business Statistics - I

(NEP 2020) (2024 Credit Pattern) (Semester - I) (Open Elective)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full Marks.
- 3) Use of statistical tables and scientific calculator is allowed.
- 4) Symbols and abbreviations have their usual meaning.

Q1) A) Choose the correct alternative from the following : [3 × 1 = 3]

i) Which measure is least affected by extreme values?

- | | |
|---------|-------------|
| a) Mean | b) Median |
| c) Mode | d) Variance |

ii) Multiple bar diagram is used to :

- a) Compare a single variable
- b) Show parts of a whole
- c) Compare two or more related variables
- d) Show cumulative frequency

iii) Coefficient of variation is a measure of :

- | | |
|------------------------|------------------------|
| a) Absolute dispersion | b) Relative dispersion |
| c) Central tendency | d) Skewness |

B) State True or False : [3 × 1 = 3]

- i) Ogive curve helps in determining median graphically.
- ii) Mode always exists for grouped data.
- iii) Higher coefficient of variation indicated more consistency.

P.T.O.

Q2) Attempt any TWO :**[2 × 4 = 8]**

- a) Explain variable and constant with examples.
- b) The following table shows the marks obtained by students. Draw a Bar Diagram.

Class	FY	SY	TY
No. of Students	40	35	25

- c) Explain objectives of measures of central tendency.

Q3) Attempt any TWO :**[2 × 4 = 8]**

- a) Calculate the Combined Mean of two groups :
- Group A : $n_1 = 30$, $\bar{x}_1 = 45$
- Group B : $n_2 = 20$, $\bar{x}_2 = 45$
- b) Explain merits and demerits of Median.
- c) Explain coefficient of range and coefficient of variation.

Q4) Attempt any ONE :**[1 × 8 = 8]**

- a) The following data gives the frequency distribution of marks :

Marks	5-15	15-25	25-35	35-45	45-55
Frequency	6	10	18	10	6

- i) Draw a Histogram. **[4]**
- ii) Find the Mode using graphical method. **[4]**
- b) Calculate the following for the given data :

X	5	10	15	20	25
f	3	7	12	8	5

- i) Calculate the mean. **[4]**
- ii) Verify the empirical relation between Mean, Median and Mode. **[4]**



Total No. of Questions : 4]

PE-12972

[6589]-27

F.Y. B.B.A. (C.A.)

STATISTICS

OE-103-STS-T : Business Statistics - I

(NEP 2020) (2024 Credit Pattern) (Semester - I) (Open Elective)

(मराठी रूपांतर)

वेळ : 2 तास]

[एकूण गुण : 30

- सूचना :
- 1) सर्व प्रश्न अनिवार्य आहेत.
 - 2) उजवीकडील आकडे पूर्ण गुण दर्शवितात.
 - 3) सांख्यिकी तक्ते व शास्त्रीय कॅल्क्युलेटर वापरण्यास परवानगी आहे.
 - 4) चिन्हे व संक्षेप यांचे नेहमीचे अर्थ लागू होतील.

प्रश्न 1) अ) खालील पर्यायांमधून योग्य पर्याय निवडा. [3 × 1 = 3]

i) टोकाच्या (Extreme) मूल्यांमुळे सर्वात कमी प्रभावित होणारे मापन कोणते?

- | | |
|------------------|---------------------|
| अ) सरासरी (Mean) | ब) मध्यमान (Median) |
| क) बहुलक (Mode) | ड) विचलन (Variance) |

ii) बहुस्तंभ आलेख (Multiple Bar Diagram) कशासाठी वापरला जातो?

- | |
|---|
| अ) एका चलाची तुलना करण्यासाठी |
| ब) संपूर्णातील भाग दर्शविण्यासाठी |
| क) दोन किंवा अधिक संबंधित चलांची तुलना करण्यासाठी |
| ड) संचयी वारंवारता दर्शविण्यासाठी |

iii) परिवर्तन गुणांक (Coefficient of Variation) हे कशाचे मापन आहे?

- | | |
|------------------------|----------------------|
| अ) निरपेक्ष प्रसारण | ब) सापेक्ष प्रसरण |
| क) केन्द्रीय प्रवृत्ती | ड) विकृती (Skewness) |

ब) खालील विधाने खरी (True) की खोटी (False) ते सांगा. [3 × 1 = 3]

- i) ओजार्डव्ह वक्राच्या साहाय्याने मध्यमान आलेखीय पद्धतीने ठरवता येते.
- ii) गटबद्ध आकडेवारीसाठी बहुलक नेहमी अस्तित्वात असतो.
- iii) जास्त परिवर्तन गुणांक म्हणजे अधिक सुसंगतता दर्शवितो.

प्रश्न 2) खालीलपैकी कोणतेही दोन प्रश्न सोडवा. [2 × 4 = 8]

- अ) चल (Variable) व स्थिरांक (Constant) उदाहरणांसह समजावून सांगा.
ब) खालील तक्त्यात विद्यार्थ्यांनी मिळवलेले गुण दिले आहेत. स्तंभ आलेख (Bar Diagram) काढा.

वर्ग	FY	SY	TY
विद्यार्थ्यांची संख्या	40	35	25

- क) केन्द्रीय प्रवृत्तीच्या मोजमापांची उद्दिष्टे (Objectives) स्पष्ट करा.

प्रश्न 3) खालीलपैकी कोणतेही दोन प्रश्न सोडवा. [2 × 4 = 8]

- अ) दोन गटांची संयुक्त सरासरी (Combined Mean) काढा :
गट A : $n_1 = 30$, $\bar{x}_1 = 45$
गट B : $n_2 = 20$, $\bar{x}_2 = 45$
ब) मध्यमानाचे (Median) गुणदोष स्पष्ट करा.
क) श्रेणी गुणांक (Coefficient of Range) व परिवर्तन गुणांक (Coefficient of Variation) समजावून सांगा.

प्रश्न 4) खालीलपैकी कोणताही एक प्रश्न सोडवा. [1 × 8 = 8]

- अ) खालील आकडेवारी गुणांचे वारंवारता वितरण दर्शविते :

गुण	5-15	15-25	25-35	35-45	45-55
वारंवारता	6	10	18	10	6

- i) हिस्टोग्राम काढा. [4]
ii) आलेखीय पद्धतीने बहुलक काढा. [4]
ब) खालील आकडेवासाठी पुढील मोजमापे काढा.

X	5	10	15	20	25
f	3	7	12	8	5

- i) सरासरी (Mean) काढा. [4]
ii) सरासरी, मध्यमान व बहुलक यांमधील अनुभवजन्य संबंध पडताळा. [4]



Total No. of Questions : 4]

SEAT No. :

PE-12270

[Total No. of Pages : 2

[6589]-28

F.Y.B.Sc.(AIML/DS/IT/CDS/Cyber Security) (Open Elective)

COMPUTER SCIENCE

OE-101-CS-T- Office Automation - I

(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Draw neat and labelled diagrams wherever necessary.*
- 3) *Use of calculators is not allowed.*

Q1) Attempt any SIX of the following (out of EIGHT).

[6 × 1 = 6]

- a) Define Bookmark.
- b) What is the purpose of Alignment in ms-word?
- c) What are the shortcuts to insert bold and underline text?
- d) Explain Header and footer in short.
- e) What is a page break?
- f) What is meant by table cell?
- g) What is inserting and deleting text in MS-word?
- h) What is page numbering?

P.T.O.

Q2) Attempt any FOUR of the following (out of FIVE).

[4 × 2 = 8]

- a) Explain different page orientation in MS-Word.
- b) Write the steps to insert charts in MS-Word.
- c) How to set page borders in a document.
- d) What is Digital Signature?
- e) What is purpose of mail merge in document

Q3) Attempt any TWO of the following (out of THREE).

[2 × 4 = 8]

- a) What is hyperlink? Explain the step by step process of creating hyperlink in a document?
- b) What is Clip Arts? How to insert it in Ms-Word?
- c) What is Find and Replace? Write the steps to replace the word in a document.

Q4) Attempt any TWO of the following (out of THREE).

[2 × 4 = 8]

- a) Explain the terms Bullets and Numbering. How to insert bullets and numbering in a document.
- b) What is a table? How to merge and split cells in a MS-word.
- c) Write note on page margin and layout setting in page style.



Total No. of Questions : 4]

SEAT No. :

PE-12271

[Total No. of Pages : 2

[6589]-29
F.Y.B.Sc. (Computer Science)
DS/AIML/CDS
OE-103-CS-T- Introduction to Google Apps - I
(2024 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 30

Instructions to the candidates :

- 1) All questions are compulsory.*
- 2) Draw neat and labelled diagrams wherever necessary.*
- 3) Use of calculators is not allowed.*

Q1) Attempt any SIX of the following :

[6 × 1 = 6]

- a) Define Google Drive dashboard.
- b) What is CC and BCC in Gmail?
- c) What is meant by uploading a file?
- d) State the use of Google sheets formulas.
- e) What is media upload in Google Photos?
- f) Define “collaboration” in Google workspace.
- g) What is the purpose of Google contacts?
- h) What is a theme in Google Slides?

P.T.O.

Q2) Attempt any FOUR of the following :

[4 × 2 = 8]

- a) Explain the steps to configure a new Gmail account.
- b) Write any two differences between Google Docs and Google sheet.
- c) Explain how to share a Google form with others.
- d) Write short note on “Printing Files from Google Drive”
- e) Explain the basic features of Google chat.

Q3) Attempt any TWO of the following :

[2 × 4 = 8]

- a) Explain the steps for managing files and folders in Google Drive with examples.
- b) Discuss the collaborative editing features in Google Docs and Google sheets.
- c) Explain different types of question available in Google forms with examples.

Q4) Attempt any TWO of the following :

[2 × 4 = 8]

- a) Describe the Features of Google maps & its practical uses.
- b) Explain the process of conducting online meetings using Google meet.
- c) Explain the steps to print a document from Google Docs, Sheets and slides.

