The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

The Times
INT'L COLLEGE

Grade: XII   **Set A**   **Full Marks: 100**
Stream: Management(Morning Shift)   **Pass Marks: 40**
Subject: Comp. English   **Time: 3 hours**

Examinees are required to give their answers in their own words as far as practicable. The figures in the margin indicate full marks.

Attempt all the questions.

1. Read the following passage and answer the questions below: 5×3=15

Mahabir Pun of Nepal is among the seven individuals who received the 2007 Ramon Magsaysay Award by the Board of Trustees of the Ramon Magsaysay Award Foundation (RMAF). Pun has won the award for Community Leadership for his 'innovative application of wireless computer technology in Nepal, bringing progress to remote mountain areas by connecting his village to the global village'. Pun, 56, is a resident of the western district of Myagdi.

Pun is the fourth Nepali national to win the coveted award also known by some as the Nobel Prize of Asia. Dr. Sanduk Ruit, head of the Tilganga Eye Center in Nepal had received the Ramon Magsaysay Award in 2006 for "placing Nepal at the forefront of developing safe, effective and economic procedures for cataract surgery, enabling the needlessly blind in even the poorest countries to see again."

Nepal's renowned journalist, Bharat Dutta Koirala, received the award in 2002 for his outstanding contribution to the development of journalism in Nepal. Late Mahesh Chandra Regmi was the first Nepali to receive the award for journalism, literature, and creative communication arts in 1977.

Nangi Village, where Mahabir Pun was born, rests high in the Himalayan foothills of western Nepal. Here, and in surrounding Myagdi District, live the Pun magars, whose men have soldiered for generations across the globe as Gurkhas. Yet, their worldly careers have done little to change their sleepy homeland, so far from the traffic patterns that knit together the rest of the world. Indeed, Nangi is seven hours hard climb from the nearest road. No telephone lines have ever reached it. Despite this, these days the people of Nangi are definitely connected to the world outside. Wireless Internet technology has made this possible. Mahabir Pun made it happen.

Questions:
a. Why was Mahabir Pun recognized with the Ramon Magsaysay Award?
b. What is the contribution of Dr. Sanduk Ruit?
c. When and why did Bharat Dutta Koirala receive the award?
d. Where does Nangi Village lie?
e. What are the Pun Magars famous for?

2. Answer any five of the following: 5×3=15
a. What is the main idea of the poem 'Grandmother' by Ray Young Bear?
b. Discuss the violent love affair between the two servants in *About Love*.
c. How is Karnali linked economically with the low land regions to the south?
d. What does the traveler feel when he touches the dead doe?
e. The plan was to go to Porthcawl for the outing. Did they ever reach there? Why?
f. Is death meaningful in the poem *'Full Fathom five Thy Father Lies'*? Give reasons.

3. Answer **any one** of the following: 10
a. What leads Moti Nissani to the belief that the world is facing an overpopulation problem?
b. Describe how the protagonist develops from an ordinary boy to an assertive man in *The Last Voyage of the Ghost Ship*.

4. Make sentences what Colin might say using *"If there is one thing...'* keeping the meaning of the original sentence.   5
a. Someone sings in the bath. It's getting on Colin's nerves.
b. Someone is laughing at Colin. It's infuriating him.
c. Someone has taken Colin's pen without asking. He is angry.
d. It's after midnight, and the people next door are playing loud music. Colin objects to it.
e. Someone has just spat in the street. Colin is offended.

5. Join the following sentences using a relative clause.   5
   a.   The baby is catching a ball. She is my daughter.
   b.   There is some juice in the bottle. The juice is not fresh.
   c.   The place is called Baluwatar. The prime minister lives there.
   d.   My daughter lives in America. I send a lot of books to her.
   e.   I got my phone back. I had left my phone in my sister's house.

6. For each of the situations below: Ask a question with "*How long.......?"*
   Answer it, using the words in brackets.   5
   a.   They talked on the telephone. (20 minutes)
   b.   She painted the bathroom ceiling, (six o' clock)
   c.   We played golf on Sunday, (dusk)
   d.   He mowed the lawn. (ten minutes)
   e.   I wrote all my letters, (lunch time)

7. Report the following remarks, beginning *"He told me...."*   5
   a.   My father's ill.
   b.   I'll tell her when I see her.
   c.   I've been sleeping very badly.
   d.   If they're waiting for you, you ought to go.
   e.   The price of petrol is quite unstable.

8. Change the sentences below, using *must, can't and may/might*   5
     Example: I am sure he is working.
    Ans: He must be working.
   a.   Perhaps he went home.
   b.   Perhaps she isn't coming.
   c.   I am sure they weren't camping.
   d.   Perhaps he was tired.
   e.   I'm sure she was feeling ill.

9. Complete the following remarks using 'look'.   5
   a.   he needs a wash
   b.   rather aggressive
   c.   a tramp
   d.   he's going to start a fight
   e.   something from outer space

10. Write a police description of a person who was involved in kidnapping a child.

                                                                                          5

11. Write a couple of paragraphs about the advantages of having mobile
    phone.   5

12. Write a letter to your friend describing your childhood, your family and
    the place where you were born.
                                                                                        10

13. Write a letter of application to HR Manager of The Times International
    College seeking to fulfill the vacant post of an Assistant Librarian.
    Mention your personal details, qualification and experience relevant to
    the post.   10

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: XII   **Set B**   **Full Marks: 100**
Stream: Management(Morning Shift)   **Pass Marks: 40**
Subject: Comp. English   **Time: 3 hours**

Examinees are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Attempt all the questions.

1. Read the following passage and answer the questions given below: 5×3=15

 Coronary heart disease is the most common cause of death in the developed countries. With the rise in general living standards, containments of infectious diseases, good hygiene, and better nutrition, less people are dying. However, factors such as stress, obesity, sedentary life style associated with affluence and mechanization have given way to hypertension, diabetes, and coronary heart diseases. The heart is a muscular fist-sized organ which pulsates 60 to 80 times per minute pumping 3600 gallons of blood a day to keep the body alive. For doing this, the heart muscles require enormous amounts of energy. The heart muscles derive energy from oxygen dissolved in the blood, which flows through the coronary arteries. Every day the heart and its circulatory system battle to maintain an uninhibited supply of blood along the arteries. The blockage is mainly due to cholesterol, a fatty substance present in eggs, liver, kidney, and sea foods like prawns and also produced in the body by the liver from saturated fats present in the food. A certain amount of cholesterol is needed to make the cell wall work, to produce steroid hormones and vitamin D.
 Proper lifestyle must be adopted to reverse the risk of heart attacks. Eating enough fruits and vegetables, cutting down on alcohol and salt, increasing the intake of fatly acids like olive oil and rapeseed oil, avoiding saturated fats like butter, hard cheese, ghee, etc. can make a huge difference.

Questions:
   a. Why is the number of people dying in the modern world less?
   b. What are the different diseases associated with affluence and mechanization?
   c. Why does human body need cholesterol?
   d. What measures should we adopt to minimize heart attacks?
   e. What is the main idea of the passage? Summarize in about 50 words.

2. Answer **any five** of the following: 5×3=15
   a. Why did the boy have to prove himself who he was? (The Last Voyage of the Ghost Ship)
   b. Describe the relationship between Thomas (the boy's uncle) and his wife. (A Story)
   c. How is Karnali linked economically with the low land regions to the south? (Hurried Trip to Avoid a Bad Star)
   d. What does the traveler feel when he touches the dead doe? (Travelling through the Dark)
   e. The plan was to go to Porthcawl for the outing. Did they ever reach there? Why? (A Story)
   f. Why does the poet spit into the face of Time? (Lamentation Of the Old Pensioner)

3. Answer **any one** of the following:
   10

   a. What images does the poet use to express his love for his grandmother? (Grandmother)
   b. What are the causes, consequences and mitigation measures of over population and deforestation? (Two Long Term Problems)

4. Report the following sentences using *"He told/asked me...."*   5
   a. Did you have your meal?
   b. You can take as many books as you like.
   c. The rate of interest is going down.
   d. Have you finished all your work?
   e. My grandfather is very sick.

5. Talk about the people below in the same way as given in the example:
   5
   Example: You see a man lying on the ground in a pool of blood.
             He looks as if he is seriously wounded.
   a. You see a girl standing on the seashore, staring into the water.

b. You see someone climbing through a window.

c. You see a man lying underneath a car.

d. You see a woman whose clothes are soaked, and she is sneezing.

e. You see a boy and a girl sitting together in a restaurant.

6. Make sentences what Colin might say using *"If there is one thing...'* without changing the meaning of the original sentence. 5

a. People who smoke in restaurants annoy me.

b. People who are cruel to animals upset me.

c. I hate people who break promises make me angry.

d. I detest people who interrupt when I'm speaking.

e. I loathe people who ring me up early in the morning.

7. Join the following sentences together using a non-defining relative clause. 5

a. Finally, Brown (Willis had been sharing an office with him) decided to retire.

b. The old house (the family had lived in it for 300 years) was finally sold.

c. Mary noticed that he was wearing her ring (she had lost it five years before)

d. Nobody liked the eldest son (old Lord Banbury had left all his money to him).

e. He became quite fond of Brixton Prison (he had spent so much of his life there).

8. Rewrite the following sentences below using must, can't or may/might. 5

a. I'm sure she's working.

b. I'm sure it hasn't been snowing.

c. May be she was delayed.

d. Perhaps he is telling the truth.

e. I'm sure the snow has melted.

9. For each of the situations below: 5

i. Ask a question with 'How long….?'

ii. Answer it using the words in brackets.

a. She played the video game. (20 minutes)

b. Sarda painted the bathroom ceiling. (six o'clock)

c. We played cricked. (dark)

d. He cleaned the washroom. (ten minutes)

e. I typed all my essays. (lunch time)

10. Write a police description of a person who was involved in kidnapping a child. 5

11. Write a couple of paragraphs about the advantages of having mobile phone. 5

12. Write a letter to your friend describing your childhood, your family and the place where you were born. 10

13. Write a letter of application to HR Manager of The Times International College seeking to fulfill the vacant post of an Assistant Librarian. Mention your personal details, qualification and experience relevant to the post. 10

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – A**   Full Marks:-100
Stream: Management (Morning Shift)   Pass Marks:-40
Subject: - Economics   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Part A : Microeconomics[50 Marks]
Group A1

Answer any **TWO** questions.

1. What is meant by price elasticity of demand? Explain its various types. (3+7)

2. State and explain law of consumer surplus. What are its importances? (6+4)

3. Explain law of returns to scale. What are its assumptions? (8+2)

Group A2

Answer any **FOUR** questions. (4×5 = 20)
4. How price elasticity of demand is measured by total outlay method.
5. Differentiate between cardinal utility and ordinal utility.
6. Define AP, MP and TP and show their relation.
7. Discuss the nature of marginal utility curve.
8. What is production function? Briefly explain its types.

Group A3

Answer **ALL** the questions. (5×2 = 10)
9. What is meant by elasticity of supply?
10. What is utility?
11. Define production.
12. Define law of maximum satisfaction.
13. Define law of variable proportion.

Part A : Macroeconomics[50 Marks]
Group B1

Answer any **TWO** questions.
14. Explain the concept of open and closed economy with their features. (10)

15. Critically explain the Fisher's quantity theory of money. (10)
16. Define the concept of GDP, GNP, NI, PCI, and Disposable income (DI). (10)

Group B2

Answer any **FOUR** questions. (4×5 = 20)
17. Explain any five macroeconomic variables.
18. What are differences between Nominal GDP and Real GDP?
19. Explain value added method of national income measurement with example.
20. Explain the concept of inflation and deflation.
21. Explain briefly circular flow of income in closed economy.

Group B3
Answer **ALL** the questions. (5×2 = 10)
22. What is macroeconomics?
23. Define GDP deflator.
24. What is meant by double counting?
25. What do you mean by barter system?
26. What is demand pull inflation?

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075
Grade: - XII   **Set – B**   Full Marks:-100
Stream: Management (Morning Shift)   Pass Marks:-40
Subject: - Economics   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Part A : Microeconomics[50 Marks]
Group A1

Answer any **TWO** questions.

1. What do you mean by income elasticity of demand? Explain its various types. (3+7)
2. State and explain the law of diminishing marginal utility with suitable example. (10)
3. Explain the law of variable proportion. In which stage the rational producer will operate. (8+2)

Group A2

Answer any **FOUR** questions. (4×5 = 20)
4. What are the factors influencing elasticity of demand?
5. Explain the nature of marginal utility and total utility curve.
6. What are the exceptions of law of substitution?
7. Explain the law of constant returns to scale.
8. Derive TP, MP and AP curves with the help of numerical example.

Group A3

Answer **ALL** the questions. (5×2 = 10)
9. Define cross elasticity of demand.
10. Describe the concept of cardinal utility analysis.
11. What are the assumptions of law of substitution?
12. What do you mean by consumer surplus?

13. What is long run production function?

Part A : Macroeconomics[50 Marks]
Group B1

Answer any **TWO** questions.
14. Explain the circular flow of income and expenditure in open market economy with assumptions. (10)
15. What are the causes of inflation? (10)
16. What are the problems/difficulties in measurement of national income? (10)

Group B2

Answer any **FOUR** questions. (4×5 = 20)
17. Describe the scope of macroeconomics.
18. Briefly explain the expenditure method of national income measurement.
19. Differentiate between GNP and GDP.
20. Briefly explain the causes of deflation.
21. Define closed economy. What are its features?

Group B3

Answer **ALL** the questions. (5×2 = 10)
22. Define trade cycle (Business cycle).
23. What do you mean by national income accounting?
24. Which method of national income measurement is appropriate to avoid the problem of double counting?
25. What is per capita income?
26. Point out features of macroeconomics.

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – A**   Full Marks:-100
Stream: Management (Morning Shift)   Pass Marks:-40
Subject: - Accountancy   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Attempt all questions.

1. Give the meaning of public limited company. (3marks)
2. State any three differences between equity share and preference share capital. (3marks)
3. Write short note on MOA. (3marks)
4. Write the meaning of share forfeiture. (2marks)
5. What are the limitations of Ratio analysis? (3marks)
6. What are the importance of financial statement analysis? (3marks)
7. Give the meaning of registered company with example. (3marks)
8. A company ltd issued 5000 share of Rs 100 each at a discount of 10% Payable as :

   On application Rs 20, On allotment Rs 40 and On final call Rs 30 The application were received for 5000 shares and all were accepted. The call money were duly received .

   Required:- Journal entries for application, allotment and call. (6marks)

9. A company ltd issued 2000 equity share of Rs 100 each at a premium of Rs 10 per share payable as:

   On application Rs 20 per share , On allotment Rs 50, and on first and final call Rs 40 per share. Application were received for 3000 share These share were allotted on pro-rata basis to the application for 2400 share and application for 600 share were rejected. Money over paid on application were utilized towards sum due on allotment. Rajesh to whom 20 share were allotted, failed to pay allotment and call money hence his share were forfeited. subsequently company reissued these shares at Rs 90 per share as fully paid.

   Required: Journal entries for
   a) Application   b) Allotment   c) First and final call

   d) Forfeiture   e) Reissue f) Transfer to capital reserve   (12marks)

10. A limited company issued 10000 share of Rs 100 each at a premium of 5% payable as: on application Rs 20 , on allotment Rs35 ,(including premium) and on first and final call Rs 50. Applications were received for all the shares. All the shares were accepted and calls money were duly received.

    Required: - Journal entries for application and allotment. (4 marks)

11. XYZ company limited forfeited 500 shares of Rs 100 each due to non – payment of first and final call money Rs 40 each company reissued these shares at Rs 90 as fully paid.

    Required journal entries for forfeiture reissue and transfer to capital reserve. (4 marks)

12. X company Ltd. Issued 9000 shares of Rs100 each at a premium of Rs 10 per share to purchase the following assets and liabilities:

    Land and building Rs 600,000
    Furniture Rs 50,000
    Plant and machinery Rs300,000
    Debtors Rs 90,000
    Creditors Rs50,000
    Bills payable Rs30,000

    Required : journal entries for purchases of business and issue of share. (4 marks)

13. A company issued 6000 10%debentures of Rs 100 each at a discount of 10% redeemable after 3years at a premium of 15% All debenture are subscribed and paid up.

    Required: Entry for issue and redemption of debenture (3+3 marks)

14. Following details are given.

    Share capital Rs 5,00,000   cash in hand Rs50,000
    Profit and loss A/C Rs50,000   Debentures Rs200,000
    Closing stock Rs100,000   Sales Rs 500,000
    Debtors Rs 250,000 ,   Current ratio =2:1
    Required

a) current liabilities   b) stock turnover ratio

c)Debt –Equity ratio   d)Net profit and sales ratio

e) Quick ratio   (2+2+2+2+2 marks)

15. The trial balance of A company as on 31st Chaitra last year is as under:

Particulars	Debit(Rs)	Particulars	Debit(Rs)
Opening stock	20,000	Share capital	300,000
Purchases	430,000	10% debenture	100,000
Furniture	150,000	Discount received	10,000
Machinery	128,000	Profit and loss appropriation account	170,000
Building	300,000	Interest income	6,000
Debtors	40,000	Provision for bad debt	4,000
Tax paid	3,000	Sales	870,000
Cash	15,000	Creditors	54,000
Carriage inward	3,000		
Wages	25,000		
Salaries	50,000		
Rent	60,000		
Admin expenses	38,000		
Selling expenses	32,000		
Investment	210,000		
Interest	10,000		
Total	1,514,000	Total	1,514,000

Additional Information

a. closing stock Rs 65,000

b. Rent payable for 2month

c. Depreciate machinery and furniture by 10%

d. Transfer to general reserve Rs 20,000

e. proposed dividend Rs 50,000

Required : A)Trading account   B) Profit and loss A/C

            C)Profit and loss appropriation A/C D) Balance sheet

                                            (3+4+1+4 marks)

16. From the above question

    Prepare a) Adjustment entries   b) worksheet   (5+5marks)

17.The trial balance of A company As on 31chaitra 2074 is as under:

Particulars	Debit(Rs)	Particulars	Credit(Rs)
Beginning stock	50,000	Share capital	500,000
Purchases	660,000	General Reserve	60,000
Building	300,000	P/L account	40,000
Machinery	50,000	Sales	900,000
Investment	200,000		
Carriage	30,000		
Salaries	50,000		
Debtors	100,000		
Cash at bank	20,000		
Wage	40,000		
Total	1,500,000	Total	1,500,000

Additional information

a. Provide depreciation on building at 10% and machinery at 5%

b. Provision for doubtful debt is to be made at 5% on Sundry debtors.

c. Outstanding salaries Rs 5500.

d. Stock at the end Rs 60,000.

e. The directors proposed 10% dividend on share capital.

Required a)Trading account

            b) profit and loss A/C

            c) Profit and loss appropriation account

            d) Balance sheet   (3+4+1+4 marks)

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – B**   Full Marks:-100
Stream: Management (Morning Shift)   Pass Marks:-40
Subject: - Accountancy   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Attempt all questions:

1. Given the features of public limited company. (3marks)

2. State any three differences between equity shares and preference shares capital. (3marks)

3. Write short notes on AOA. (3marks)

4. Write the meaning of pro-rata allotment. (2marks)

5. What are the importance of Ratio Analysis. (3marks)

6. What are the limitation of financial statement analysis. (3marks)

7. Give the meaning of statutory company with suitable example. (3marks)

8. A company ltd issued 4000 share of Rs 100 each at a discount of 10% payable as :
   On application Rs 20, On allotment Rs40, and on final call Rs 30. The application were received for 4000 share and all shares were accepted. The calls money were duly received.
   Required:- Journal entries for application , allotment and call. (6 marks)

9. B company limited issued 2000 equity share of Rs 100 each at a premium of Rs 20 per shares payable as : on application Rs 20 ,On allotment Rs 60 and first and final call Rs 40 per share. Application were received for 3000 shares .These shares were allotted on pro-rata basis to application for 2400 share and application for 600 share were rejected .money overpaid on application were utilized towards sum due on allotment . Kamal to whom 30 shares were allotted failed to pay allotment and call money hence his share were forfeited. subsequently company reissued these shares at Rs 90 per share as fully paid,
   Journal entries for
   a) Application   b) Allotment   c) first and final call
   d) forfeiture   e) Reissue   f) Transfer to capital reserve.

(12marks)

10. XYZ limited company issued 5000 share of RS 100 each at a premium of 5%payable as: on application Rs 20 , on allotment Rs35 ,(including premium) and on first and final call Rs 50. Application were received for all the shares. All the shares were accepted and calls money were duly received .
    Required :- Journal entries for application and allotment. (4 marks)

11. ABC company limited forfeited 500 shares of Rs 100 each due to non – payment of first and final call money Rs 45 each company reissued these shares at Rs 90 as fully paid.
    Required:- prepare necessary journal entries. (4marks)

12. Y company Ltd. Issued 9000 shares of Rs100 each at a premium of Rs 10 per share to purchase the following assets and liabilities:
    Land and building Rs 600,000
    Furniture Rs 50,000
    Plant and machinery Rs200,000
    5% Investment Rs100,000
    Debtors Rs 90,000
    Creditors Rs50,000
    Bills payable Rs30,000
    Required : Make necessary journal entries . (4 marks)

13. A company issued 5000 10%debentures of Rs 100 each at a discount of 10% redeemable after 3years at a premium of 5% .
    Required: Entry for issue and redemption of debenture (4marks)

14. Following details are given.
    Share capital Rs 5,00,000   cash in hand Rs50,000
    Profit and loss A/C Rs70,000   7%Debentures Rs250,000
    Closing stock Rs150,000   Sales Rs 500,000
    Debtors Rs 200,000 ,   Current ratio =2:1
    Required
         a) current liabilities   b) stock turnover ratio
         c)Debt –Equity ratio   d)Net profit margin

e) Quick ratio   (2+2+2+2 marks)

15. The trial balance of A company as on 31st chaitra last year is as under:

Particulars	Debit(Rs)	Particulars	Debit(Rs)
Opening stock	30,000	Share capital	500,000
Machinery	350,000	Profit and loss A/C	40,000
Land and building	425,000	Reserve fund	98,000
Cash balance	20,000	Creditors	54,000
Purchases	350,000	Sales revenue	770,000
Debtors	41,000	Advance commission	10,000
Wage	90,000	Purchases return	2,000
Salaries	95,000		
House rent	42,000		
insurance	7,000		
Closing stock	24,000		
Total	1,474,000	Total	1,474,000

Additional Information
   a. Provide deprecation 10% on machinery
   b. Written off Rs 1000 on bad debt and make a provision for bad debt at 5% on debtors
   c. Provision for tax to be made at Rs 10,000
   d. Transfer to general reserve Rs 20,000
   e. Proposed dividend at 10% on share capital

   Required: A)Trading account   B)profit and loss A/C
            C)Profit and loss appropriation A/C
             D)Balance sheet   (3+4+1+4 marks)

16. From the above question
     Prepare a) Adjustment entries   b) worksheet   (5+5 marks)

17.The trial balance of A company As on 31chaitra 2074 is as under:

Particulars	Debit(Rs)	Particulars	Credit(Rs)
Opening stock	150,000	Sales	1,200,000
Purchases	760,000	Creditors	80,000
carriage	30,000	P/L account	20,000
Debtors	180,000	Share capital	700,000
Building	400,000		
Machinery	150,000		
Bank Balance	30,000		
Investment	100,000		
Wages	50,000		
Salaries	150,000		
Total	2,000,000	Total	2,000,000

Additional information
   a) closing stock Rs80,000
   b) outstanding salaries Rs 10,000.
   c) depreciation on a)on building 5%.
                    b)on machinery 10%
   d) The directors proposed 10% dividend on share capital.
Required a)Trading account
            b) profit and loss A/C
            c) Profit and loss appropriation account
            d) Balance sheet   (3+4+1+4 marks)

The End

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.
Attempt all questions.

Group A

A. Short question   (8×8 =64)

Attempt any eight question

1. Define Management? Explain any six characteristics of it?
                                                                     (2+6)
2. Mention the types of planning on the basis of hierarchy?
3. Describe the principles of organizations?
4. Why is delegation of authority important in an organization? Explain
5. Define decision making? Explain the steps of decision making?
                                                                     (2+6)
6. Explain Direction? Explain the principles of direction? (2+6)
7. What are the barriers to effective delegation of authority ?
8. Write down the various factors affecting supervision?
9. Differentiate between delegation of authority and decentralization of authority?
10. Explain the component of direction?

Group B

B. Long questions   (18×2)

Attempt any two

11. Management is a science, an art, a profession?   (6+6+6)
12. Discuss the principles of management given by Henry Fayol.
13. What is Departmentation? What are its various methods? Explain.   (3+15=18)

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – B**   Full Marks:-100
Stream: Management (Morning Shift)   Pass Marks:-40
Subject: - Business Studies   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.
Attempt all questions.

Group A

A. Short question   (8×8 =64)

Attempt any eight question

1. Define management? Explain the level of management? (2+6)
2. Explain the process of planning?
3. Explain the line organization structure with its merits? (2+6)
4. Explain the importance of organizing?
5. Differentiate between management and administration?
6. Explain the principles of Max weber's Bureaucracy theory?
7. Explain the types of managerial decisions?
8. Define direction? Explain the principles of direction?   (2+6)
9. Explain the factors affecting supervision?
10. Discuss the benefits of planning?

B. Long questions   (18×2)

Attempt any two

11. What is Departmentation? What are its various methods? Explain.   (3+15=18)
12. Explain the concept of scientific management? Discuss the Taylor's scientific management principles and its limitations?
                                                                     (2+8+8)
13. Explain the characteristics of management? Discuss whether management is science or an art?   (8+10)

The End

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Group :A
Answer the following questions. (Any Four)   **[10× 4=40]**
1. What is control structure? WAP which selects and prints smallest among three number using "if else if" statement with flow chart.
2. What is looping? Describe "for", "while", and "do while" loops with appropriate example.
3. What is variable? WAP to read two number a and b. Display all even number between a and b.
4. WAP to input the age of 20 students and count the number of students having age in between 20 to 25.
5. Describe any five "string handling functions" with example.

Group: B
(Short Answer Question)
Attempt the following question.(Any Seven)   **[7× 5=35]**
1. What is information system? Explain types of information system.
2. What is SDLC? Explain any two system development phase / stages with block diagram.
3. Who is system analyst? Describe any four characteristics of system analyst.
4. What is prototyping? Write down its advantage and disadvantage.
5. What is feasibility study? Why feasibility study in important in system analysis phase? Explain.
6. What is database? List out the advantages of Database Management system.
7. WAP to display positive, negative and zero number with flow chart.
8. Differentiate between Break and Continue.
9. Define compound and simple statements. Describe logical operators with example.

THE END

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075
Grade: - XII   **Set – B**   Full Marks:-75
Stream: Management (Morning Shift)   Pass Marks:-30
Subject: - Computer Science   Time : 3 hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Group :A
Answer the following questions. (Any Four)   **[10× 4=40]**
1. What is "nested loop"? WAP to display the name of the day in a week depending on the number entered through the keyboard using the switch - case statement.
2. What is statement? WAP which select and prints largest among three number using "if else if" statement with flow chart.
3. What is constant? WAP to find the sum of odd and even number for 1 to 50.
4. WAP which reads salary of 25 employees and count the number of employees who age getting between 30000 to 40000.
5. Describe the "strcpy", "strcmp", "strlen" , "strcat", "strlwr" string handling functions with examples.

Group: B
(Short Answer Question)
Attempt the following question.(Any Seven)   **[7× 5=35]**
1. Who is system analyst? Explain the major roles of system analyst.
2. What is SDLC? Write down the importance and necessity of SDLC.
3. What is waterfall model? Write down its advantage and disadvantage.
4. What is feasibility study? Explain different levels of feasibility study.
5. What is DBMS? List out the advantage of DBMS.
6. What is documentation? Explain the importance of documentation in program design.
7. WAP to display odd, even and zero number with flow chart.
8. Differentiate between for loop and while loop.
9. Define simple and control statement. Describe relational operators with example.

THE END

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – A**   Full Marks:-75
Stream: Management (Morning Shift)   Pass Marks:-30
Subject: - Hotel Management   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.
Attempt all questions.

Write true or false   **(5 × 1 = 5)**
1. Over booking is normal practice in the large hotel.
2. Density booking chart is practiced in small hotels.
3. City ledger handles the outstanding accounts.
4. Briefing is carried out before the work shift.
5. Slip cloth is laid over the table cloth.

Match the following   **(5 × 1 = 5)**
1. Bell boys   Welcome
2. Reception   chance
3. Walk –in   fish
4. Poisson   soup
5. Potage   uniformed staff

Choose correct answer   **(5 × 1 = 5)**
1. Reservation includes:
   a. Information   b. Whitney
   c. telephone   d. none

2. DND card is supplied by
   a. Front office   b. housekeeping
   c. kitchen   d. F & B service

3. Which of the following is not located at front Desk
   a. Reservation   b. reception
   c. information   d. cashier

4. Bloody Mary is the base of
   a. vodka   b. brandy   c. whisky   d. rum
5. Crib rate is the rate for
   a. Adult   b. child   c. family   d. none

Short answer questions (Any six)   **(6 × 5 = 30)**
1. Write down the name of linen and their uses in food and beverage service area.
2. Differentiate between walk-in and no-show.
3. List out the sources of reservation and also explain it.
4. Differentiate between ala carte and table d' hote menu.
5. Define tariff and explain its types.
6. Explain mis-en-place.
7. Define security through handling key.
8. Write a short note on pre-plated service.

Long question (any 3)   **(3×10=30)**

1. What are the different type of service practice in food and beverage service areas. explain
2. What is the objective of food and beverage control system and write down the different control tools of food and beverage service practiced in the system.
3. Define visitor tabular ledger with its posting procedure.
4. Write a regret letter to yeti travels for their 15 double room booking from October 10- 13, 2018.

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075
Grade: - XII   **Set – B**   Full Marks:-75
Stream: Management (Morning Shift)   Pass Marks:-30
Subject: - Hotel Management   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.
Attempt all questions.

Write true or false   **(5 × 1 = 5)**
1. Published rate is also known as rack rate
2. Brandy is a fermented alcoholic beverage
3. City ledger handles the outstanding accounts.
4. Briefing is carried out before the work shift.
5. Slip cloth is laid over the table cloth.

Match the following   **(5 × 1 = 5)**
1. Bell boys   Welcome
2. Reception   chance
3. Walk –in   poisson
4. fish   potage
5. soup   uniformed staff

Choose correct answer   **(5 × 1 = 5)**
1. Guest from travel agencies are issued with
   a. Allowance   b. voucher
   c. coupons   d. none
2. DND card is supplied by
   a. Front office   b. housekeeping
   c. kitchen   d. F & B service
3. VTL is prepared on
   a. Daily   b. weekly   c. monthly   d. none
4. Bloody Mary is the base of
   a. vodka   b. brandy   c. whisky   d. rum
5. serviette refers to
   a. table cloth   b. buffet cloth
   c. waiters cloth   d. napkin

Short answer questions (Any six)   **(6 × 5 = 30)**
1. Define menu and classify menu.
2. Differentiate between briefing and de-briefing.
3. List out the mode of reservation and also explain it.
4. Differentiate between ala carte and table d' hote menu.
5. What are the basis of charging room rate. explain
6. Explain mis-en-scene.
7. Define security through information handling .
8. Write a short note on platter- to plate service.

Long question (any 3)   **(3×10=30)**
1. What are the different type of service practice in food and beverage service areas. explain
2. Define VTL and its posting procedure.
3. What are the factors affecting reservation? Explain
4. Define menu planning & what are the factors influencing menu planning.

The End

Candidates are required to give their answers in their own words as far as practicable.
The figures in the margin indicate the full marks.

Group -A

Attempt all questions $2 \times 10 = 20$
 1. What are deportees?
 2. Define refund.
 3. Write down the Full Form of GDS, ARS , CRS ,ALU
 4. Define Passport
 5. What is reservation?
 6. What is No-show?
 7. Define PNR
 8. Define travellers cheques.
 9. What is diplomatic visa
 10. Define transit visa .

Group -B(Attempt any SEVEN questions) $7 \times 5 = 35$
 1. Explain the types of passport.
 2. Define CRS system and explain the role in tourism business.
 3. What is billing & Settlement plan (BSP) Explain.
 4. Explain the IATA ticketing rules in details.
 5. Explain the arrival transfer process in details.
 6. Explain the sources of travel information.
 7. Why reservation is essential in tourism industry?
 8. Explain the types of transport reservation in tourism.
 9. Explain the features of no-show.

Group -C

(Attempt any two questions) $2 \times 10 = 20$

 1 Explain the importance of Receptions and Information service in tourism
 2 Define Visa. Explain the types of visa.
 3 What are the different types of airfare? Explain.

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: XII	Full Marks: 100
Stream: Management	Pass Marks: 40
Subject: Baisc Mathematics(216)	Time: 3 hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.
Attempt all the questions.

Group A

1. (a) In how many ways the letters of the word can be 'MATHEMATICS' arranged ? [2]

   (b) How many numbers are there between 100 and 1000 such that every   digit is either 2 or 9? [2]

   (c) If –1, 2, 2 are the direction ratios of a line, find its direction cosines. [2]

2. (a) Find the equation of the parabola with focus at (–, 2) and directrix

   $x = -5$ [2]

   (b) If $16P (n, 3) = 13 P (n + 1, 3)$, find $P (n , 2)$. [2]

   (c) Determine the equation of the ellips in the standard position with a focus at (0, 3) and length of minor axis is 8. [2]

3. (a) Determine the focus and directrix of the parabola $y^2 = 4ax$. [2]

   (b) For what value of a will the straight line $y = 2x - 3$ touches the parabola $y^2 = 4ax$. [2]

   (c) Find the ratio in which the line joining the points (2,– 4, 7) and (3,5,–8) is divided by the yz-plane. [2]

4. (a) Find direction cosines of a line equally inclined of the axes [2]

   (b) Find the equation of the plane passes through the point (–1, 3, –2) and parallel to the plane $3x - 4y + 5z = 0$. [2]

   (c) Find the angle between the pair of planes $x - 2y - z + 7 = 0$ and $2x + z + 13 = 0$. [2]

5. (a) Find the derivative of $(x)^{\cos h \frac{x}{a}}$ [2]

   (b) Find the derivative of $y = x^y$. [2]

   (c) Find the point on the curve $y = 3x^2 + 4x - 5$ where the tangent is parallel to the line $16x + 2y = 3$. [2]

6. Show that the number of ways in which the letters of the word "ARRANGE" can be arranged so that the two R's always come together is 900. [4]

7. In how many ways can a man invite five friends to a dinner so that one or more than one of his friends remain present? [4]

8. Find the eccentricity and the coordinates of the foci of the ellipse $x^2 + 4y^2 - 4x + 24 y + 24 = 0$. [4]

9. Find the vertex, centre, eccentricity and foci of the hyparbola. [4]

10. Find the equation of the tangent and the normal to the parabola $y^2 = 5x$ perpendicular to the line $x + 2y = 0$. [4]

11. Find the direction cosines l, m, n of two lines which satisfy the equations: $l + m + n = 0$ and $2lm - mn + 2nl = 0$. [4]

12. Find the equation of the plane through the point (2, 1, 4) and perpendicular to the planes $9x - 7y + 6z + 48 = 0$ and $x + y + z = 0$. [4]

13. Find the derivatives of $x^p . y^q = (x + y)^{p+q}$ [4]

14. Show that the function $f(x) = |x - 1|$ is continuous but not differentiable at x = 1 [4]

15. Find the value of $\displaystyle\lim_{x \to 0} \frac{\log \tan x}{\log x}$ (use L Hospital's rule) [4]

Group B

16. Define lagrange's mean value theorem. Also, verify the theorem for the
    function $f(x) = 2x^2 - 10x + 29$ in [2, 7]   [6]

17. Prove that the locus of the middle points of the chords of the parabola
    $y^2 = 4ax$ which pass through the focus is a parabola.
    [6]

18. A line makes A, B, C and D with the four diagonals of a cube, prove that
    $\cos^2 A + \cos^2 B + \cos^2 C + \cos^2 D = \dfrac{4}{3}$.

    [6]

19. Find, from first principle, the derivative of sin (logx)
    [6]

20. State Rolle 's Theorem. Interpret it geometrically. Verify Rolle's
    theorem for $f(x) = x(x-1)^2$ in [0,1]
    [6]

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII   **Set – A**   Full Marks:-100

Stream: Management (Morning Shift)   Pass Marks:-40

Subject: - Business Math   Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Attempt all questions

Group A (10×2×3 = 60)

1. a. Rewrite the following inequality with absolute sign $-4 \leq x \leq -1$

   b. If $x + iy = \frac{a+ib}{a-ib}$, prove that $x^2 + y^2 = 1$

2. a. Let A={1, 2, 3}.Find the relation R in $A \times A$ saisfying the condition $x > y$ for all $x \in A, y \in A$. Find the domain of the relation.

   b. In a survey of 500 families, 325 families use filter water and 230 families use boiled water. How many families use both type of water?

3. a. If the nth term of an A.P. 23, 26, 29, 32, ……..is equal to the nth term of A.P. 59, 58, 57, 56, ……., find the number of terms.

   b. Insert 5 G.M's between 3 and 192

4. a. If the points (a,0), (0,b) and (x, y) are collinear, prove that $\frac{x}{a} + \frac{y}{b} = 1$.

   b. If x+2, 3x and 4x+1 are in A.P., find value of x.

5. a. Find the amount of an annuity of Rs 700 a year at 4 years at 5% p.a.

   b. If four quantities a, b, c and d are such that a:b = 3:4, b:c = 6:7 and c:d = 8:9 then find the ratio between a and d and also the continued ratio.

6. a. Calculate mean deviation from median from the following frequency table.

Bonus:	10	15	20	25
Frequency:	3	5	5	7

   b. If A= $\begin{pmatrix} 4 & 2 & -1 \\ 3 & -7 & 1 \end{pmatrix}$ and B = $\begin{pmatrix} 2 & 3 \\ -3 & 0 \\ -1 & 5 \end{pmatrix}$, Find the products AB and BA. Comment on the result.

7. a. Find the equation of the locus of the point which moves so that it is always equidistance from the points (1,3) and (-2,6).

   b. Using 4 figure log table, find the value of :

   $\sqrt{\frac{(5.1)^5 \times 29^3}{(64.0)^2}}$

8. a. Find the equation of line that cuts off equal intercepts on the coordinate axes and passing through the point (2, 3).

   b. In how years will a sum of money double itself at 4% p.a. compound interest payable half yearly?

9. a. Prove that: $\begin{vmatrix} 1 & a & b+c \\ 1 & b & c+a \\ 1 & c & a+b \end{vmatrix} = 0$.

   b. Prove that following three lines are concurrent
   x + 2y = 0 , 3x – 4y –10 = 0, 5x + 3y – 7 = 0.

10. a. If 200 men can make an embankment 5km long in 25 days, how much over time per day must 60 men work to finish an embankment 2 km long in 32 days, 12 hours being a day's regular working hour?

    b. A machinery costing Rs 4,50000 has an estimated life of 15 years. If in 15 years, its cost is reduced by Rs 3, 00000, find the rate of compound depreciation.

Group B (8× 5 = 40)

11. Solve the following equations using Cramer's Rule:
    x + 2y + 3z = 13
    2x + 4 y + z = 11
    3x + 2y + 2z =14

12. a. Find the modulus of $\frac{8+6i}{5-12 i}$

    b. If A={a, b, c},B={b, c} then show that A-(A-B)=A∩ B.

13. A loan of Rs 18,000 and interest there on at 4.5% p.a. is being paid off at 18 equal installments, the first payment being made at the end of first year. Find the amount of each installment.

14. In a race of one kilometer, Mr. X beats Mr. Y by 70 meters, Mr. Y beats Mr. Z by 80 meters, by how much does Mr. Y beat Mr. Z ?

15. Find the mean deviation from of mean the following frequency table.

Marks	0-10	10-20	20-30	30-40	40-50
No of Students	5	8	15	16	6

16. a. Using 4 figure log table, find the value of :

   $3.142 \times \sqrt{\frac{98.1}{32.2}}$

   b. Find the sum of the series: 3+33+333+3333+… to n terms.

17. The difference between the simple interest and the compound interest on a certain sum for two years at 4% p.a. is Rs 32. Find the sum invested.

18. Find the mean and the standard deviation from the following frequency table.

Marks	0-4	4-8	8-12	12-16	16-20	20-24
No of Students	7	7	10	15	7	6

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination – 2075

Grade: - XII **Set – B** Full Marks:-100

Stream: Management (Morning Shift) Pass Marks:-40

Subject: - Business Math Time : 3hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Attempt all questions **Group A (10×2×3 = 60)**

1. a. Rewrite without using modulus sign:$|\mathbf{4x + 3}| \leq 9$

   b. If x - iy = $\dfrac{2-3i}{2+3i}$, prove that $x^2 + y^2 = 1$

2. a. In a statistical investigation of 500 families in a certain town, it was found that 40 families had neither a radio not a TV and 320 families had a radio and 190 a TV. How many families in that group had both radio and TV?

   b. If $A = \left\{-1, -\frac{1}{2}, 0, \frac{1}{2}, 1, \frac{3}{2}, 2\right\}$ *and*
   $f: A \to R$ *be a function defined by* f(x) = 2x + 1. Find the range of f.

3. a. Find the sum of the following series:5+7 + 9+ 11+…. + 25 .

   b. A firm produced 100 calculator sets during its first year. The total number of calculator sets produced at the end of five years is 4500. Assume that the production increases uniformly each year. Estimate the increase in production each year.

4. a. Insert three G.M.'s between 9/4 and 4/9.

   b. Show that the points A(1,2),B(3,4) and C(-3,-2) are collinear.

5. a. In how many years should a plant costing Rs 48000 be reduced to Rs 8000 providing depreciation at 25% p.a. on the diminishing balance?

   b. Find 5AB, If A= $\begin{bmatrix} 2 & 1 \\ -3 & 0 \end{bmatrix}$ and B = $\begin{bmatrix} 0 & 2 & 3 \\ 1 & -1 & 0 \end{bmatrix}$.

6. a. In how many years will a sum of money double itself at 4% p.a. compound interest payable half yearly?

   b. Show that: $\begin{vmatrix} b-c & b+c & b \\ c-a & c+a & c \\ a-b & a+b & a \end{vmatrix} = 0.$

7. a. In moderately skewed distribution mean and median are 35.07 and 35.17 respectively. Find out value of mode.

   b. Prove that following three lines are concurrent
   x + 2y = 0 , 3x – 4y – 10 = 0, 5x + 3y– 7 = 0.

8. a. What is the present value of immediate annuity of Rs 1200 payable for 5 years, compound interest at the rate of 9 % p.a. ?

   b. Find the equation of a straight line passing through the point (5,-3) and having slope -3/4.

9. a. In what ratio is the line joining the points (-1, 8) and (5, 2) divided by the point (3, 4)?

   b. For what value of k will the point (2,-1) lie on the curve
   kx^2 –2y^2 – 2x + 3y – 3 = 0

10. a. With the help of log table, find the value of $\sqrt[3]{\dfrac{12.7 \times (0.86)^4}{(0.625)^3}}$

    b . The simple interest on a certain sum for 3 years at 4% p.a is Rs. 240. Find the compound interest on the same sum at the same rate for same time.

Group B (8× 5 = 40)

11. Solve the following equations using Cramer's Rule:
    2x + 3y = 4
    4x– z = 5
    4y + 3z = – 5

12. A donor decides to grant to the students of a college an annual scholarship of Rs 6000 for a period of 10 years. What should he deposit in a bank with compound interest at 12% p.a., so that the sum may be sufficient to grant a scholarship? Assume that the scholarship is payable to the students at the end of the year.

13. If the railway carriage for 640 kgs. for a distance of 50kms. is Rs 64, what will be the charge for conveying 750kg. for 125kms, calculating half rate for the last 25kms.?

14. Find the mean deviation from median of the following frequency table.

Marks	0-10	10-20	20-30	30-40	40-50
No of Students	5	8	15	16	6

15. The difference between the simple interest and the compound interest on a certain sum for 3 years at 5% p.a. is Rs 33.55. Find the sum invested.

16. Find the mean and the standard deviation from the following frequency distribution.

Marks	0-10	10-20	20-30	30-40	40-50
No. of students	7	12	24	10	7

17. a. If $-6 \leq 3x + 3 \leq 12$ prove that $|x| \leq 3$.

    b. If A = {-1,0,1}and R be a relation on A such that
    R = {(x, y) : x + y ≤ 2}, Write the elements of the relation R . Also, find domain .

18. a. Using 4 figure log table, find the value of :

    $\dfrac{(3.678)^4}{\sqrt[3]{42.75}}$

    b. The sum of the series in G.P. whose common ratio is 3 is 728 and last term is 486. Find the first term. **The End**

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination– 2075

Grade: - XII   **Set – A**   Full Marks:-80
Stream: Management (Morning Shift)   Pass Marks:-30
Subject: - Marketing   Time : 3 hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Group 'A' Very Short answer Questions

Attempt all questions.   **[10×1=10]**
1. Point out the stages of the evolution of marketing.
2. What is Labeling?
3. Define Branding.
4. Classify the market on the basis of control.
5. What is demand?
6. What is wholesale market?
7. Write any two differences between concentrated buying and diversified buying.
8. What do you know about reciprocal buying?
9. What is grading?
10. Give the meaning of standardization?

Group 'B' Short answer Questions

Attempt any Five questions   **[5×8=40]**
1. What is marketing mix? Explain its components.
2. What is market? Explain the various of concepts of marketing.
3. Explain the reasons for not Branding a Product.
4. Explain the features of Nepalese market.
5. What is buying? Explain the elements of buying.
6. Define Packaging. What are the features of Good Packaging? Explain.

Group 'C' Long Answer questions

Attempt any Two questions   **[2×15=30]**
1. What is marketing? Discuss the importance of marketing to the consumer, firm and society.
2. Describe the buying process of institutional customers & the factors affecting Individual Buying Decision.
3. What is warehousing? Discuss the functions of warehousing and transportation in marketing.

The End

The Times Secondary School
Dillibazar, Kathmandu
First Terminal Examination– 2075

Grade: - XII   **Set – B**   Full Marks:-80
Stream: Management (Morning Shift)   Pass Marks:-30
Subject: - Marketing   Time : 3 hrs

Candidates are required to give their answers in their own words as far as practicable. The figures in the margin indicate the full marks.

Group 'A'
Very Short answer Questions

Attempt all questions.   **[10×1=10]**
1. What is Marketing?
2. Describe the Product Concept of marketing.
3. Define market.
4. What is Industrial Products.
5. What do you mean by Buying Motive?
6. What is Need?
7. What is Retail Market?
8. Define Concentrated Buying.
9. Give the meaning of labelling.
10. What is Facilitating Functions ?

Group 'B'
Short answer Questions

Attempt any Five questions   **[5×8=40]**
1. Explain different stages in Evolution of Marketing.
2. What are the types of market? Explain any four of them.
3. What is branding? Explain the qualities of Good Branding.
4. What is Selling? Explain the Elements of Selling.
5. What are the factors affecting selection of Mode of Transportation? Explain
6. Define Warehousing. Explain its Importance.

Group 'C' Long Answer questions

Attempt any Two questions   **[2×15=30]**
1. Explain the various Concepts of Marketing. Differentiate between Selling Concept & Modern Marketing Concept.
2. Explain the different types of Branding , Packaging & Labeling.
3. Explain the Strengths & Weakness of Land, Water & Air Transport.

The End