

**Section A**

**Question No. 1 is compulsory.**

**Answer any FOUR questions from the remaining FIVE questions.**

**Q.1 (a)** Navin had borrowed following amounts from Pravin:

<b>Date of Borrowing</b>	<b>Amount</b>
01/07/2019	15,000
25/08/2019	28,000
05/10/2019	32,000
11/11/2019	10,000

On 2/12/2019, Navin paid ₹32,000 with a request to appropriate the same against amount borrowed on 05/10/2019. Does Navin, as a debtor, have a right to decide the debt towards which payment is to be appropriated? If Navin fails to specify, how the amount should be appropriated? Explain with reference to Indian Contract Act, 1872. **(4 Marks)**

**(b)** Maharana Pratap Private Ltd. is a company registered under the Companies Act, 2013 with a Paid Up Share Capital of ₹40 lakh and turnover of ₹2.8 crores. Explain the meaning of the “Small Company” and examine the following in accordance with the provisions of the Companies Act, 2013:

- Whether the Maharana Pratap Private Ltd. can avail the status of small company?
- What will be your answer if the turnover of the company is ₹1 crore?

**(4 Marks)**

**(c)** Explain the rules for price and modes of fixing the price under Sale of Goods Act, 1930. **(4 Marks)**

**Q.2 (a)** Explain Quasi Contracts and state the salient features and circumstances of Quasi Contracts. **(7 Marks)**

- (b) Explain the rules of maintenance of books of account, other records and audit and the penalty under Section 34 of Limited Liability Partnership Act, 2008 **(5 Marks)**

**Q.3 (a)** Distinguish between Partnership and Association **(2 Marks)**

- (b) Explain 'Partnership Deed' and state its contents. **(4 Marks)**

- (c) An auctioneer in Delhi advertised in a newspaper that a sale of office furniture would be held on December 25, 2019. A broker came from Assam to attend the auction, but all the furniture was withdrawn. The broker from Assam sued the auctioneer for loss of his time and expenses. Can the broker claim damages? **(6 Marks)**

**Q.4 (a)** Explain the following rights:

- (i) Right of lien
- (ii) Right of Stoppage in transit
- (iii) Right of Resale

**(6 Marks)**

- (b) Satish, Aatish and Kavish were partners in a partnership firm from last 10 years. On 1st April, 2020, Rahul was admitted to the partnership firm. However, he agreed with other partners to bear the past liabilities from 1st January, 2020. On 10th February, 2020, the firm entered into a contract with Divya to buy raw materials for manufacturing goods of the business. However, the firm failed to pay Divya. Is Rahul also liable along with other partners to Divya? Explain with reference to Indian Partnership Act, 1932.

**(6 Marks)**

**Q.5 (a)** Ganesh sold to Priyansh 140 bags of rice, the particular bags being unascertained. On February 27, Priyansh sent a cheque for the price and asked for a delivery order. Ganesh sent a delivery order for 125 bags from a wharf, and wrote saying that the remaining 15 bags were ready for delivery at his place of business. Priyansh did not collect 15 bags until March 25, when it was found they had been stolen without any negligence on Ganesh's part. Priyansh sued to recover from Ganesh the price he had paid for the 15 bags. With reference to Sale of Goods Act, 1930, answer the following:

- (i) State the essentials for Appropriation.

(ii) Whether Ganesh has appropriated the contract and has Priyansh assented to such appropriation?

(iii) Can Priyansh recover the price claimed? **(6 Marks)**

(b) Explain Memorandum of Association and explain its clauses. **(6 Marks)**

**Q.6 (a)** Explain Doctrine of Privity of Contracts and state its exceptions.

**(5 Marks)**

(b) Can dissolution of firm happen even without intervention of the court? If yes, explain the situations when dissolution of happens without intervention of the court. **(4 Marks)**

(c) Uver Transport Company Transport Company wanted to obtain licences for its vehicles, but could not do so after applying in its own name. Uter Transport Company was formed of which Uver Transport Company held 90% of the equity share capital. Uter Transport Company applied for license and it it duly obtained the license. Uver Transport Company transferred the vehicles to Uter Transport company. Explain under Companies Act, 2013, for what purpose Uter Transport Company was formed. **(3 Marks)**

**SECTION – B: BUSINESS CORRESPONDENCE AND REPORTING****Question No. 7 is compulsory****Answer any three questions from the remaining four questions****Q.7 (a) Read the passage carefully and answer the questions given below:**

Once the idea of dropping the bomb was agreed upon, with a view to 'save lives' it was weighed whether the bomb should be exploded on a desert island. Against this argument were two factors. First, it was unlikely to convince sceptical Japanese about the destructive power of the bomb; and two, there was a real fear that if forewarned, Japan would rush allied prisoners of war to the island concerned. Perhaps a factor which outweighed the two suggestions was the fact that, after the tests, there would be enough plutonium for only three bombs and they could not afford to waste them. Truman's theory was that any forewarning would rub the bomb of its shock effect. Whether a similar shock as Hiroshima could not have been administered by first dropping an A- bomb on a military island fortification does not seem to have weighed with Truman. By the time the test was carried out in mid-July, Truman was attending the Potsdam Conference with Joseph Stalin and Winston Churchill. On 15th July, 1945 Truman got a terse telegram--'Operated on this morning. Diagnosis not yet complete.' Next day another telegram came saying that" the boy is husky".

Truman later said--"it was not an easy decision to make. I did not like the weapon. But I had no qualms if in the long run millions of lives were saved." And so the decision was made. Churchill supported Truman and felt it gave the proud Japanese a face-saving excuse which in the long run would prevent indefinite butchery. Allied estimates were that conventional war against Japan would last another two years and would cost between 7,50,000 and a million casualties on their side. Churchill went so far as to call this new weapon ' a miracle of deliverance.' Truman ordered that this new weapon was not to be dropped on Japan before he left Potsdam and that it could be dropped any time after August 3rd. Truman was given four targets from which he could choose two. The targets were the cities of Hiroshima, Kokura, Nigata and Nagasaki. Truman chose Hiroshima and Nagasaki.

1. Why was Truman against giving any prior information about atomic bombs, to Japan? **(1 Mark)**
2. What was perhaps not considered by Truman before taking decision of dropping the bomb? **(1 Mark)**

3. What, according to the passage, appears to be the reason behind the decision of dropping the atomic bombs? (1 Mark)
4. Write a summary of the above passage. (2 Marks)

**(b) Read the Passage:**

1. Make Notes using Headings, Subheadings and abbreviations wherever necessary. (3 Marks)
2. Write Summary (2 Marks)

Welfare schemes or social empowerment programmes are not the invention of modern age, they were also part of the ancient Mauryan kingdom. Such schemes were continued throughout the ancient, medieval and the pre-modern age. This reveals the fact that empowerment of the poor, marginalised is ingrained in our culture, which has been inherited by the modern age to ensure that rule of law, equality and harmony prevails in the society. Social empowerment schemes though few in numbers and different in character, were also continued by the Britishers. After independence, the nature of Indian economy, society completely changed due to exploitative nature of British rule. Rural India, which was once self-sufficient, was made uneconomic, poverty stricken and diseased. Mismanagement, famine, prevailing inequality, social culture, traditions were some other reasons that led to marginalisation of rural India, women, children and unemployed youth.

India adopted a mixed economy, where state took initiative to develop the masses. This initiative included establishment of Planning Commission which was nodal agency for flagship programming. To review performance of flagship programme, its effect on Indian economy, empowering the marginalised, flagship programme in four reactions would be chosen.

The development of rural India is imperative for inclusive and equitable growth and to unlock huge potential of the population that is presently trapped in poverty with its associated deprivations. Rural schemes are mostly linked to social infrastructure and provision of gainful and productive employment. Women enjoyed equal powers during the early Vedic period. Since later Vedic period, they have been subjugated, denied their rights, harassed etc. In this regard, Ministry of Child and Women Development took the leadership for promoting empowered women living with dignity and contributing as equal partners in development in an environment free from violence and discrimination. Children of the age group 0-6 years constitute the future human resource of the country. Integrated Child Development Services (ICDS) scheme is one of the world's largest and unique programmes for early child care and development. The shift from agricultural economy and rising opportunity of education, has raised the

demand of employment. Employment programme in India is guided to provide basic employment during lean seasons and also meet rising aspiration of the youths.

**Q. 8 (a)** What is meant by Communication Network and what does it depend on?  
(2 Marks)

**(b)**

1. Choose the word which best expresses the meaning of the given word:

Infallible

(1 Mark)

- i. Inexplicable
- ii. Inexorable
- iii. Corollary
- iv. Unrelenting

2. Select a suitable antonym for the word given in the question: (1 Mark)

**Dwarf**

- i. little
- ii. fool
- iii. giant
- iv. significant

3. Change the following sentence to indirect speech: (1 Mark)  
“Whom did you ask?” She said.

**(c)** Write a precis and give appropriate title to the passage given below:

It is important to understand why a firm takes a decision to invest in foreign countries when low-risk alternatives to cater to foreign markets, such as exporting and licensing are already available. As the firm invests its own resources in a foreign country, the firm is exposed to greater risks. Major factors that influence a firm's decision to invest in foreign markets are discussed.

Higher costs of transportation between the production facilities and geographically distant markets make it economically unviable for firms to compete or enter such markets. Substantial costs of transportation have to be incurred for marketing products in countries located at larger geographical distances. For a product with low unit value, i.e., value to weight ratio, such as steel, fast food, cement, etc., the cost of transportation has much larger impact on its competitiveness in foreign markets compared to a high-unit value product, such as watches, jewellery, computer processors, hard-disks, etc.

Therefore, for low-unit value products, it becomes more attractive to manufacture the products in the foreign country itself either by way of licensing or FDI.

A firm's unfamiliarity with the host country and lack of adaptation of business practices in a foreign country often result in a competitive disadvantage vis-a-vis indigenous firm. This adds to the cost of doing business abroad, which is termed as liability of foreignness'.

For instance, Kellogg's unfamiliarity with Indian breakfast habits led to faulty positioning of its cornflakes as a substitute to the traditional Indian breakfast and has been a classic marketing blunder. It took several years for Kellogg's to understand the centrality of its traditional food in India's lifestyle before repositioning its cornflakes as a complementary rather than a substitute to the Indian breakfast. In another instance, Disneyland failed miserably in its French venture primarily due to lack of product adaptation in view of significant differences in customers' preferences in Europe vis-a-vis the US market.

It has to arrive at a trade-off between scale benefits from concentrating production at a single location and exporting or benefits of FDI, such as proximity of production locations, higher level of control, and gaining better access to the market. **(5 Marks)**

**Q.9 (a)** What is meant by 'Coherent' as one of the characteristics of communication?

**OR**

Explain, how organizational structure acts as a barrier in communication.

**(2 Marks)**

**(b)** Choose the word which best expresses the meaning of the given word.

**1.** Voracious

**(1 Mark)**

- i. strong
- ii. acute
- iii. gluttonous
- iv. explosive

**2.** Miserly

**(1 Mark)**

- i. parsimonious
- ii. spendthrift
- iii. cruel
- iv. haughty

**3.** Change the following sentence into indirect speech: **(1 Mark)**  
Abodh said to Subodh, "Did you visit Dehradun when you were in Delhi, last year?"

**(c)** Draft a Newspaper Report on "10 farmers commit suicide in Maharashtra" which will be published in The Times of India. **(5 Marks)**

**Q.10 (a)** What are the categories of communication? State and explain, briefly. **(2 Marks)**

**(b) i.** Change the sentence from Active to Passive Voice:  
Agent is practically accusing the customer of lying. **(1 Mark)**

**ii.** Change the sentence from Passive to Active Voice:  
He who humbles himself will be exalted by nature. **(1 Mark)**

**iii.** Classify the following sentence as Simple, Compound or Complex:  
At times, panicked by darkness, the little boy would cry out. **(1 Mark)**

**(c)** You are Sanjeev Goel, General Manager – Sales; of ABC Ltd. You have received a complaint from the Operations Department of ITC Ltd., for inordinate delay in the delivery of fire- fighting equipment; manufactured by your company and ordered by them. Write a reply to the letter of complaint. **(5 Marks)**

**Q.11 (a)** State the proportion accounted for by Verbal, Non-verbal and Paralanguage out of the total communication, in percentage. Also write a brief note on "grapevine". **(2 Marks)**



**(b) Select the correct meaning of idioms/phrases given below: (1 Mark)**

1. Cut both ends
  - i. Behave dishonestly
  - ii. Work for both sides
  - iii. Inflict injuries on others
  - iv. Argue in support of both sides

2. Save one's bacon **(1 Mark)**

- i. To escape
- ii. To participate
- iii. To deny
- iv. None of these

3. Change the sentence into active voice:  
Could an idle weekend have been preferred by Kalidasa? **(1 Mark)**

4. Choose the word which best expresses the meaning of the given phrase:  
One who is all powerful

- i. Omnipresent
- ii. Omniscient
- iii. Omnipotent
- iv. Omnivorous

**(1 Mark)**

**(c) You are the Marketing Head of XYZ Ltd., a consumer goods company. Your company wants to review the previous year's marketing policies, discard non-profitable product segments and increase budget on advertising and promotion.**

- i. Set an agenda for the meeting.
- ii. Write the minutes of the meeting as submitted by your Executive Secretary and verified by you.

**(4 Marks)**