

# Samyak

An Institute For Civil Services

## RAS - 23 MAINS TEST SERIES


सिद्धि - 02/23



Time : 3 Hours

Maximum Marks : 200


समाजशास्त्र, प्रबंधन, लेखांकन एवं अंकेक्षण  
Sociology, Management, Accounting and Auditing

### Paper - I<sup>st</sup> (Unit-III)

Name	Date of Birth :		
Enroll. No.:	Part	Attempted Questions	Marks Obtained
Date : 22/10/2023	Part - A	39	53 1/2
Medium : ENGLISH	Part - B	24	54
Email :	Part - C		117 1/2
Inviligators Signature : 	Total		200

ECN: 	RCN: 	Hindi: 51 1/2	English: 65
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### अनुदेश (Instructions)

- परीक्षा शुरू होने से पहले पुस्तिका को जाँच लें।  
Please check the booklet before commencement of the exam. 
- दिये गये रिक्त स्थान में निर्देशित शब्द सीमा में उत्तर दें।  
Write the answers according to the prescribed word limit, in the space given.
- अंक योजना प्रत्येक खंड के प्रारम्भ में दी गई है।  
The marking scheme is given at the start of every section.
- परीक्षा के पश्चात् उत्तर पुस्तिका हॉल अधीक्षक को सौंप दें।  
Return the answer booklet to the hall superintendent after completing the paper.



	REVIEW PARAMETERS	SCALE			
		Good	Above Average	Average	Below Average
1.	DOES THE ANSWER ADDRESS THE DEMAND OF THE QUESTION?		✓		
a.	Answer Relevancy		✓		
b.	Answer Enrichment points like use of: - Key Terms/ Subject Vocabulary. Use of Commission/ report/ government publication/ judgements, etc.  Association with the Current Affairs and use of examples to explain the concept and idea		✓ ✓ ✓		
2.	HOW WELL IS THE ANSWER PRESENTED?		✓		
a.	Structure - Intro, Body, Conclusion		✓		
b.	Presentation - Using Subheadings/ points/ highlighting/ flowcharts/ diagrams/ maps		✓		
c.	Language & Grammar		✓		
d.	Word limit		✓		

Detailed Comments / Feedback / Suggestions for Improvement  
विस्तृत टिप्पणियाँ/फीडबैक/सुधार के लिए सुझाव :-

1. your positives!
2. • you are well aware about presentation, & enclosed for majority of answer
3. • Attempted almost all question
4. • Sound knowledge of subject
5. • Enriched contents
6. • Handwriting is legible & lucid & readable  
if possible improve little bit
7. weakness -
8. - please underline important facts -
9. - please avoid writing outside of provided margin.
10. Handwritten English - please pay more attention to paper in on daily basis
- 11.

Overall: you are a potential candidate, can bring laurel to your destiny



Note : Answer the following questions in 15 words. Each question carries 2 marks.

नोट : निम्न प्रश्नों के उत्तर 15 शब्दों में दीजिए। प्रत्येक प्रश्न 2 अंक का है।

1. भारत की पंथनिरपेक्षता की अवधारणा, पश्चिम की पंथनिरपेक्षता की अवधारणा से किस प्रकार भिन्न है?  
How is India's concept of secularism different from the West's concept of secularism?

<u>Western Secularism</u>	<u>Indian Secularism</u>
① <u>complete separation of state from religion</u>	① <u>equal status to all religions</u>
② <u>Positive concept of Negative secularism</u>	② <u>Positive concept of secularism</u>

good points

do not recognize any religion as official religion

2. 'पुनःसंस्कृतिकरण' को परिभाषित करें। Define 're-sanskritization'.

→ concept of re-development of concepts of native customs, traditions and way of life in a group or society, which has become obsolete due to westernisation, globalisation and

again adopts the lifestyle of original culture after adopting modern culture

5

please do not write beyond margin

3. 'जातिवाद की संकल्पना' 'वसुधैव कुटुम्बकम्' और 'सर्वे भवन्तु सुखिनः' की भावना से कैसे विपरीत है? How is the 'concept of casteism' contrary to the spirit of 'Vasudhaiva Kutumbakam and Sarve Bhavantu Sukhinah'?

Casteism system has concept of 'Pollution and Purity' and based on hierarchy that's why is in contrary to "Vasudhaiva Kutumbakam".

please follow model answer

interest of own caste as supreme & of others well tried answer but denied

from demo

Exploitation and atrocities on lower castes (shudra caste) & untouchability is contrary to 'Sarve Bhavantu Sukhinah'.



4. 'वर्ग' एक मुक्त व्यवस्था है- स्पष्ट करें।  
'Class' is a free system - Explain.

1/2

please use concrete

Class is a free system, because:-

(i) class is not rigid; it's open system  
mobility is allowed

(ii) Status decided by socio-economic  
condition, not by birth

pointer as you have less scope to elaborate on the answer

5. वर्ग चेतना से आप क्या समझते हैं?  
What do you understand by class consciousness?

Class consciousness is awareness

about one's own class and behaviour  
of individual according to it; group  
behaviour according to socio-economic  
condition, life-style adopted according to class.

1/2

please avoid it

6. अनुसूचित जनजातियों से जुड़े भारतीय संविधान के किन्हीं चार अनुच्छेदों का उल्लेख कीजिए।  
Mention any four articles of the Indian Constitution related to Scheduled Tribes.

just answer

(i) Article 15(5) - reservation in admission  
to education institutes

(ii) Article 16(4) - reservation in employment

(iii) Article 338(A) - National Commission for  
Scheduled Tribes

(iv) Article 46 - for scheduled caste  
and scheduled tribes

2



7. भ्रष्टाचार के प्रशासनिक कारण कौन-कौन से हैं?

What are the administrative reasons of corruption?

Administrative reasons:- (i) Red-tapism

(ii) Centralisation of power in top level administrators

(iii) Non-delegation of power and authority

(iv) contradiction of personal goals with organisational goals.

1 1/2

Nexus b/w political & Bureaucrats  
Colonial legacy

8. वृद्धजनों के कल्याण हेतु सरकार द्वारा संचालित प्रमुख योजनाओं को उल्लेखित कीजिए।  
Mention the major schemes run by the government for the welfare of the elderly.

(i) Mukhyamantri old age pension scheme (GoR)

(ii) Indira Gandhi old age pension scheme (GoI)

(iii) P.M. Vayamkari Yojana (GoI)

(iv) Char-Dham Yojana by GoR / old age pilgrimager scheme

1 1/2

donot write beyond margin

9. वैश्वीकरण के प्रमुख मानदण्डों की चर्चा कीजिए।

Discuss the main parameters of globalization.

(i) Open economy of the nation

(ii) Free trade; smooth flow of goods and services across borders.

(iii) Interdependence of countries and its citizens

(iv) "Global Village" feeling of "Vasudhaiva Kutumbham"

Some parameter elaborated

1 1/2



10. 'ग्लोबलाइजेशन' और 'ग्लोकलाइजेशन' में अंतर स्पष्ट करें।  
Explain the difference between 'Globalization' and 'Glocalization'.

Globalization → concept of adopting global values like open economy, interdependence of nations, free flow of goods, person, services

Glocalization → localisation or restriction of on outflow and inflow of goods & services

11. 'बाल विवाह अवैध होने के साथ-साथ अनैतिक भी है' - व्याख्या करें।  
'Child marriage is illegal as well as immoral' - Explain.

Illegal :- child marriage is illegal as it's punishable according to "Child marriage restraint Act, 2006"

Unethical :- as it disempower women, led to gender discrimination, premature pregnancy, illiteracy, gender atrocities etc.

12. वन अधिकार अधिनियम 2006 के तहत जनजातियों को प्राप्त अधिकारों का उल्लेख करें।  
Mention the rights enjoyed by tribes under the Forest Rights Act 2006.

Forest (Dweller's) Right Act, 2006 :-

(i) Rights over Minor Forest produce

(ii) Determination of Forest Dwellers based on 10 years of residence on particular place  
for years determined by Act

(iii) Formation of Village Forest Dwellers committee

emphasised one part only

means inter connectedness & interdependence b/w countries

1/2

Please don't write beyond margin.

Why women child consider both

Right right  
MFL: right  
land: right  
residence right



①

13. नेतृत्व की 'कर्मचारी अभिमुख अवधारणा' का अर्थ स्पष्ट कीजिए।  
 Explain the meaning of 'Employee Oriented Concept' of Leadership.

It focuses on improving efficiency and effectiveness of employees working under organisation; ensuring that they work for achieving personal as well as organisational goals.

Leaders consider subordinates as human being & not mechanical part -  
 Read about Aetern ways

14. 'ई-मार्केटिंग' को परिभाषित करें।  
 Define 'E-marketing'.

E-marketing is concept of promoting goods and services through electronic media or internet. It's low cost, controllable, availability 24x7.

Example:- advertisements on Youtube.

Ex: Amazon, Flipkart etc

medium of direct marketing  
 ↓ cost & revenue  
 reach to max. people

15. वित्त के अल्पकालीन स्रोतों में 'बैंक ओवरड्राफ्ट' क्या है? समझाइए।  
 What is 'Bank Overdraft' among short term sources of Finance? Explain.

Bank Overdraft :- Bank allows its customer to withdraw money more than available in his account, he can repay later.

Bank charges interest on this overdraft.

please make use of full space

1/2



2

16. समय प्रबंधन में आने वाली प्रमुख बाधाएँ कौन-कौन सी हैं?  
What are the major obstacles in time management?

Obstacles → (i) wastage of time in  
trivial activities (ii) Fatigue after  
some time (iii) Deviation from goal  
to be achieved (iv) Stress of rigid schedule  
(v) external disturbances

good structuring  
of answer  
try with  
other  
question  
also

17. पूर्वाधिकार अंश की लागत को किस सूत्र से ज्ञात किया जाता है?  
By which formula is the cost of preferential share determined?

3

Cost of preferential share → 
$$\frac{\text{Preference Dividend} \times 100}{\text{Net sales} \text{ Net receipts}}$$

please follow  
model answer

18. 'निगम आचार नीति' का अभिप्राय स्पष्ट कीजिए।  
Explain the meaning of 'Corporate Ethics'.

good initiative  
highlighting major  
headings

Corporate Ethics → To follow set of  
ethical values  
moral principles and ethical standards to  
is corporate by owners and employee.

1 1/2

problem

Example → code of conduct for  
employees ; responsibility to  
society (CSR)



19. अनुकूलतम पूँजी संरचना के किन्हीं दो गुणों को लिखिए।  
Write any two properties of optimal capital structure.

- (i) Cost of capital should be low
- (ii) maximum profit to organisation, so that values of shares of equity holders increases.

2

good pointers

20. गैर-बैंकिंग वित्तीय संस्थान को परिभाषित करते हुए भारत के किन्हीं दो प्रमुख गैर-बैंकिंग वित्तीय संस्थानों के नाम बताइए।  
Define non-banking financial institution and name any two major non-banking financial institutions of India.

Non Banking Financial Institutions:- Financial

Institutions which are not regulated by Reserve Bank of India; and established under

Company's Act, 2013. (i) Muthoot Finance

- (ii) HDFC Housing Finance
- (iii) All Small Finance Bank.

perform work of financial intermediation

1 1/2

21. दीर्घकालीन ऋण प्राप्ति के स्रोतों में 'समपाश्विक ऋणपत्र' को स्पष्ट कीजिए।  
Explain 'collateral debenture' among the sources of obtaining long term loan.

Collateral Debentures → Debenture, which are kept mortgage; provides security to debenture holder. These are

kept as mortgage under bank to acquire capital. than it is called as collateral debentures

good explanation

1 1/2



22. भारत के किन्हीं दो शेयर बाजार (स्टॉक एक्सचेंज) और उनके सूचकांकों के नाम बताइए।  
Name any two stock exchanges of India and their indices.

1 1/2

(i) ~~Bombay Stock Exchange (1875)~~

- ↳ ~~SENSEX~~
- ↳ ~~Dallex-30~~
- ↳ ~~BANKEX~~

(ii) ~~National Stock Exchange (1992)~~

↳ ~~NIFTY - 50~~

23. स्वचालित मार्ग एफ.डी.आई. से क्या तात्पर्य है?  
What is meant by automatic route FDI?

Automatic Route :- Foreign Direct Investment

1 1/2

for which permission of Government is not necessary; but permission of Reserve Bank of India is required within 45 days.

OR RBI  
need to form RB  
& within 15 days

24. संघर्ष समाप्ति की प्रमुख तकनीकें कौन-कौन सी हैं?  
What are the main techniques of conflict resolution?

Techniques of conflict Resolution :-

good dimension & may structure answer

(i) Arbitration and Negotiation

2

Job transfer of employees

(ii) enhance availability of resources to employees

(iii) Establish formal communication in the organisation.



25. 'स्केलेबल स्टार्ट-अप'  
'Scalable Start-up'

0

26. भारतीय मूल की किन्हीं पाँच बहुराष्ट्रीय कंपनियों के नाम बताइए।  
Name any five multinational companies of Indian origin.

(i) Parle-G

(ii) TATA

Sang group

(iii) Reliance industries

WIPRO  
L&T

(iv) ONGC - Videsh

(v) Tata consultancy Service (TCS)

well structured  
of content  
all dimension

2

27. वित्तीय विवरण की 'रोकड़ प्रवाह तकनीक' को स्पष्ट करें।  
Explain the 'Flow Technique' of Financial Statements.

Cash Flow Technique :- In this technique,

cash inflow and cash outflow is analysed  
in an organization; liquidity of the company  
determined.

good answer

2

$$\text{Net Cash Flow} \rightarrow \text{Cash Inflow} - \text{Cash outflow}$$

good extension  
with formula.



28. कुशलता अंकेक्षण को नियंत्रणकारी उपाय भी क्यों कहा जाता है?  
Why is efficiency audit also called control measure?

Efficiency audit examines, whether the organisation has achieved its set objective in time bound manner or not. It is a control measure as it controls operation activity and employee's work toward standard objectives.

please do not write beyond margin

29. निष्पादन बजट क्या है? इसकी उपयोगिता भी बताइए।  
What is performance budget? Also write its usefulness.

Performance Budget :- Traditional budgeting

focuses only on quantity of expenses; but performance budget focuses on achievement of objective. Usefulness → (i) Efficiency and effectiveness increases (ii) Resources are used efficiently.

good marks

30. 'अंकेक्षण' और 'जाँच' का मूलभूत अंतर स्पष्ट करें।  
Explain the basic difference between 'Audit' and 'Investigation'.

<u>Audit</u>	<u>Investigation</u>
① Examination of books of accounts and vouchers by independent person	① Investigation can be performed by <u>internal</u> employee appointed
② Related only to accounts and expenses	② Can be performed for other issues like <u>corruption, ethical deviations</u>

internal



31. 'धन का अधिकतमीकरण' से क्या तात्पर्य है?  
What is meant by 'Wealth Maximization'?

Wealth Maximisation is a process of increasing profit and revenue of an organisation by adopting good governance and ethical business practices.

maximizing wealth of shareholders.  
it depends on net worth of Company

32. दोहरी लेखा प्रणाली में 'अभिलेखन' से क्या आशय है?  
What is meant by 'Recording' in double accounting system?

Recording :- In double accounting system, recording of monetary transactions in journal or subsidiary book with two equal aspects that is debit and credit.

good answer  
structuring

33. 'तरलता अनुपात' की अवधारणा।  
Concept of 'Liquidity Ratio'.

(i) Liquidity Ratio is a technique of financial statement analysis; determine liquidity of a firm i.e. how quick its assets to be turned into cash

Company ability to pay short term liabilities

(ii) 
$$\text{Current Ratio} = \frac{\text{Current Assets}}{\text{Current Liability}} \times 100$$

(iii) Quick Ratio and Acid-Test Ratio are also types of Liquidity Ratio.

write to the profit.



detecting & preventing frauds & errors  
- advice to mngs & operators  
- To meet statutory requirements

34. 'अंकेक्षण' के गौण उद्देश्यों को रेखांकित करें।  
Outline the Secondary objectives of 'Auditing'.

(i) examining records of the organisation, gives social reputation to firm

please make use of concrete dimensions

(ii) Increase confidence of investors

(iii) buffer working condition, customer satisfaction, employee's confidence

35. सी.एस.आर. को परिभाषित करते हुए इसके दो व्यावहारिक उदाहरण बताइए।  
Define CSR and give two practical examples of it.

CSR :- Corporate Social Responsibility is contribution to society by a firm for using resources of society for its economic activities

highlight this imp fact

→ Section 135 of Company Act, 2013; 2% of 3 years of average profit

Example → (i) contribution to CAMPA fund  
(ii) Plant Ghat by Vedanta.

please do not write beyond margin

36. 'उत्तरदायित्व लेखांकन' के संबंध में 'आगम केन्द्र' की परिभाषा लिखिए।  
Write the definition of 'revenue centre' in relation to 'responsibility accounting'.

Revenue Centre :- Manager of revenue centre controls accounting related to revenue generation by the organisation. For example:- Sales department, Marketing Department.

RC → Organization earn income in a specific period of time



37. 'अंकेक्षण एक अनिवार्यता है' - कैसे?  
'Audit is a necessity' - How?

Audit is necessity because :-

- (i) It improve social prestige of an organisation
- (ii) It attracts investors (iii) necessary for detection and prevention of fraud and errors.
- (iv) enhance job satisfaction among employees and customer satisfaction.

well structured answer. mentioned enough dimension

38. अमूर्त वास्तविक खाते क्या होते हैं? स्पष्ट कीजिए।  
What are intangible real accounts? Explain.

Intangible real accounts :- Accounts that belongs to public firms

please adhere to model answer

Debit → that receive

Credit → that goes out

0

39. 'सकल-लाभ अनुपात' की अवधारणा।  
Concept of 'gross-profit ratio'.

(i) Gross-profit Ratio is technique of financial statement analysis of a firm

(ii) It determine overall profit of the firm at a point of time.

(iii)

$$\text{Gross profit Ratio (G.P.R.)} \Rightarrow \frac{\text{Profit Before Tax}}{\text{Net sales/revenue}} \times 100$$

2

please do not write outside of margin.



40. 'उत्तरदायित्व लेखांकन' की किन्हीं दो सीमाओं को लिखिए।  
Write any two limitations of Accountability Accounting.

good pointer  
with

enriched

content

(1) It is an expensive process of accounting, not for small firms.  
(2) Skilled and experienced managers are required at responsibility centres.

Note: Answer the following questions in 50 words. Each question carries 5 marks.

नोट: निम्न प्रश्नों के उत्तर 50 शब्दों में दीजिए। प्रत्येक प्रश्न 5 अंक का है।

1. 'जाति की अवधारणा एक संदर्भ में कमजोर हो रही है तो दूसरे संदर्भ में मजबूत' - स्पष्ट कीजिए।  
'The concept of caste is becoming weaker in one context and stronger in another' - explain.

Weaker :- concept of cast getting weaker as -  
- spread of modern education - effect of globalisation and westernisation - due to constitutional provisions and other acts to prevent discriminations - Intercaste marriages

Define Caste in India

good structure

enriched

content

plg

mantra

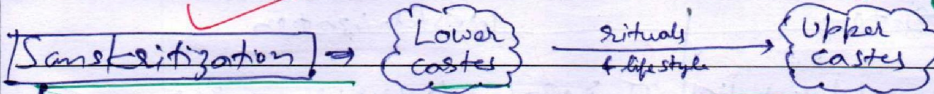
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gno

Stronger :- On the other side caste concept is getting stronger as - (i) Politics-caste dichotomy - caste based politics (ii) Caste consciousness has increased among educated groups (iii) establishment of various Boards by Raj. government like - Tejaji Board, Maharana Pratap Board, Vijaya Board etc. (iv) Various sammelans (summits) in recent time based on caste in Rajasthan, like - SC/ST sammelan, Kshatriya sammelan, Jat sammelan.



2. संस्कृतिकरण को परिभाषित करते हुए इसकी समाजशास्त्रीय पूर्व दशाओं को स्पष्ट कीजिए।  
Define Sanskritization and explain its sociological pre-conditions.



process of mobilisation of lower castes or tribe to upper castes as they follow their customs, rituals and lifestyle. Example - Educated middle class of lower caste follows life style of upper caste.

- Sociological pre-conditions:-
- (i) should be members of lower caste
  - (ii) should adopt traditions of dominant or upper caste (savarna)
  - (iii) generally belongs to Shudra Varna
  - (iv) have good economic condition.

3. लौकिकीकरण क्या है? लौकिकीकरण के धर्म पर प्रभावों का वर्णन करें।  
What is secularization? Describe the effects of secularization on religion.

Secularization:- is a modern concept, when an individual or a group in society separate itself from religious customs and does not follow caste system. Secularization includes logical and rational thinking and rejection of discrimination based on caste, class and religion.

- Effects on Religion:-
- (i) influence of religious norms decreases
  - (ii) varna and caste system undermined
  - (iii) Secular state provide equal status to all religions
  - (iv) Religious institutions loses its influence on society.

Dr. Srivastava good diagram

please rep definition Concise

2 1/2

Some point separate

logical & scientific basis well structured answer

8

please ansd.



4. 'संस्कृतिकरण' और 'पश्चिमीकरण' के प्रमुख अंतरों को बिंदुवार स्पष्ट करें।  
Explain the main differences between 'Sanskritization' and 'Westernization' point by point.

Sanskritization

Westernization

- |   |  |
|---|--|
| (i) Related to upper mobility in caste system   | (i) Related to western culture impact on society.                                    |
| (ii) lower caste follows customs of upper caste | (ii) Society follow western culture irrespective of caste                            |
| (iii) Mainly effects lifestyle and customs.     | (iii) Impacts on education system, life-style, customs, traditions, Food habits etc. |
| (iv) Leads to restriction on Non-veg & alcohol  | (iv) adoption of Non-veg and alcohol   |
| (v) Native culture and customs are not abided.  | (v) Native/Indigenous culture left and western culture is followed.                  |

EXPS:-

5. राज्य की जनजातियों का पिछड़ना/पिछड़ापन उनके सामाजिक समावेशन में बाधक है- टिप्पणी करें  
The backwardness of the tribes of the state is a hindrance in their social inclusion- Comment.

Tribes are basically forest dwellers

who resides in isolation from society. Backwardness

of tribes in various field is obstacle to social

inclusion because:- (i) Illiteracy among tribes

restrict them to their native places as they cannot

get employment in organized sectors (ii) Prevalence

of limited resources is reason of their backwardness

(iii) old customs and restrictions to reside only

in native habitats is an obstacle in their social

Govt. has made efforts for their inclusion such

as Reservations; Van Dhan schemes, scholarships in education; employment opportunities by developing minor forest product marketing etc.

Phene do not write outside of margin

good structure answer

(i)  
(ii)  
(iii)  
(iv)  
(v)

work

well structure & enriched content with good examples & schemes

it is same point

Use Facts & Data

such



Use weber / Marx (19)

Comment

6. 'वर्ग' के विकास के साथ समाज किन-किन चुनौतियों का सामना कर रहा है?

What challenges is the society facing with the development of 'class'?

Class :- class is decided by socio-economic

condition, is an open system, less rigid and exogenous.

Challenges :- (i) stratification of society

different group, thus conflict may rise

(ii) Feeling of dominance in upper class regarding lower class.

(iii) Class consciousness has created a challenge of focusing of betterment of own class group.

(iv) Discrimination of lower class in educational institutes, work place and in social gatherings.

7. 'दिव्यांग व्यक्तियों के अधिकार अधिनियम 2016' के प्रमुख प्रावधानों को बिंदुवार लिखिए।  
Write point wise the main provisions of the 'Rights of Persons with Disabilities Act 2016'.

Rights of Person with Disability Act, 2016 :-

(i) Provision of right to get infrastructure, disabled friendly in all public places, public offices and transportation

(ii) provision of reservation for specially abled from 3% to 4% in admission & employment

(iii) provision of equipments at subsidized rate for specially abled persons

Please make use of five dimension at least  
pls answer it

2

Accountable  
media  
campaign

Please use 5 dimensions

plse adhere to model answer



3

8. पश्चिमीकरण के समाज पर पड़ रहे प्रभावों की समीक्षा करें।

Review the effects of Westernization on Society.

Westernisation :- is concept of following western culture, education system and food habits.

Effects :- (i) Native or indigenous culture is losing its value in society (ii) Negative impacts

hindi  
shuru  
amara  
&  
English  
Content

Cottage industries and village industries

(iii) Marriage sankara is losing its importance;

Divorce cases rising (iv) Individualism and

Consumerism rising in society (v) Joint family

is changing into nucleus family (vi) Cultural

values are left (vii) Materialism increasing.

Read  
Yogendra  
Singh  
+ve  
&  
-ve  
Impacts

9. आधुनिक भारत में सांप्रदायिकता के उदय और विकास के कारकों को समझाइए।

Explain the factors of rise and development of communalism in modern India.

Communalism :- is concept of religious fundamentalism, having feeling of hatred towards other religions.

attachment towards one community.

Factors :- (i) Colonial legacy of communalism,

developed by Britishers on basis of 'Divide and Rule'

(ii) Politics based on religion i.e. political parties

targeting particular religion to polarise society

(iii) Personal gains of leaders in spreading hate.

(iv) Increasing fanaticism; religious consciousness,

foreign influences (v) Extremist groups in different

religion instigate people by hate speech

for their personal gains.

you  
have  
good  
habit  
of  
mixing  
to  
point  
formate

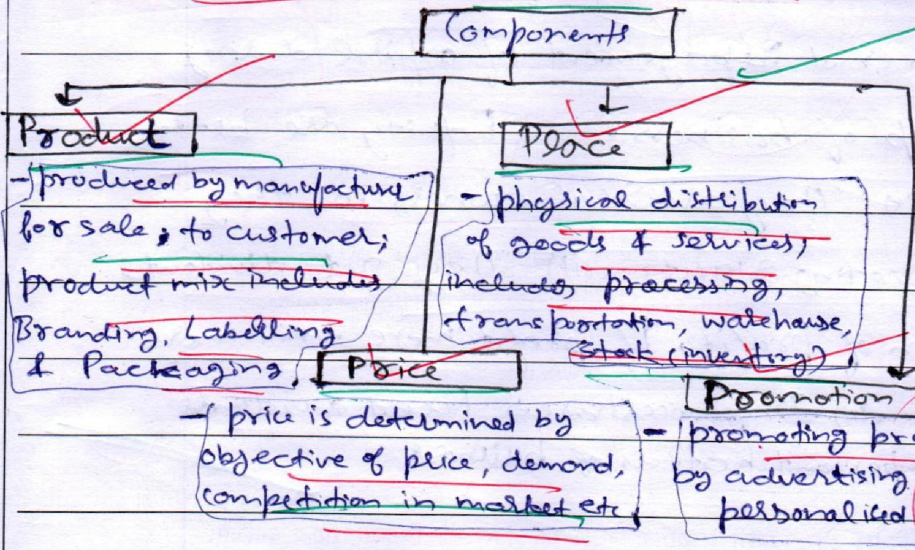
pls  
avoid  
it



3

10. 'विपणन मिश्रण' की अवधारणा को समझाते हुए इसके प्रमुख घटकों का उल्लेख करें।  
 Explaining the Concept of 'Marketing Mix', mention its major components.

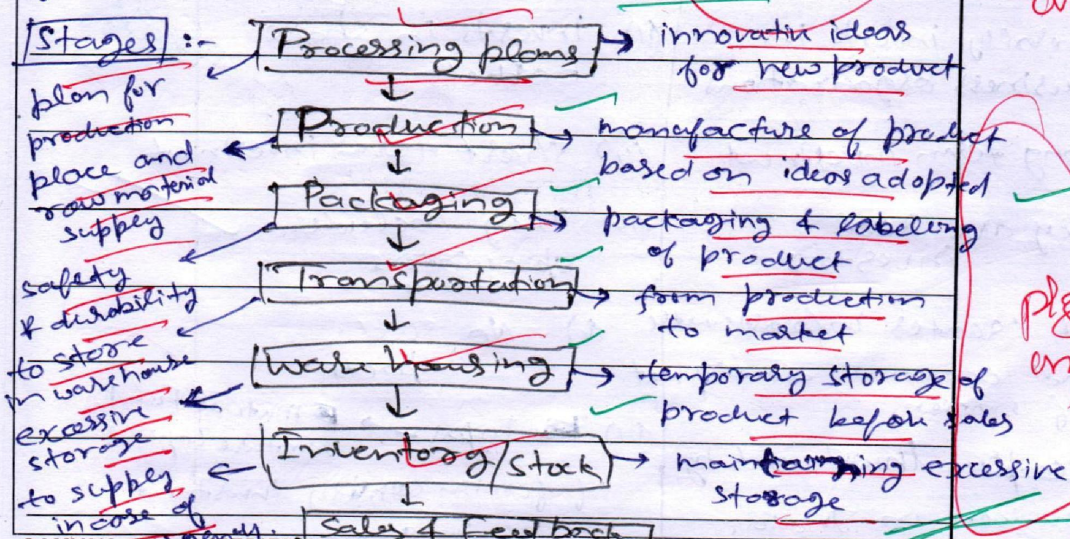
Marketing mix :- is a tool used to determine marketing structure of an organisation; its procedure and standards adopted for marketing.



*Good & well structured answer - separated well & with enriched content*

11. 'आपूर्ति श्रृंखला प्रबंधन' के विभिन्न चरणों का वर्णन कीजिए।  
 Describe the various stages of 'Supply Chain Management'.

Supply chain management is management of flow of goods & services and their maintenance from production to consumers.



*well structured answer*

*plg error*



12. समता अंश, पूर्वाधिकार अंशों से किन कारणों से बेहतर माने जाते हैं?  
For what reasons are equity shares considered better than preference shares?

Equity shares ⇒ are ordinary shares, do not have any preferential rights, while Preference shares :- Have preference in dividend distribution and repayment of capital during winding up of business. Equity are better, because :- (i) They are real owners, as they only have voting rights (ii) They get dividends in proportion of profit, if profit more than more dividend, (iii) Preference shares → fixed dividends (iv) decide important matters of business

highlight major heading

13. प्रत्यक्ष विदेशी निवेश और विदेशी संस्थागत निवेश के अंतरों को बिंदुवार स्पष्ट कीजिए।  
Explain the differences between foreign direct investment and foreign institutional investment point by point.

plg expand

<u>FDI</u>	<u>FII</u>
(i) invest in sectors where <u>more than 10% investment allowed</u>	(i) Invests in sectors where <u>less than 10% investment allowed</u>
(ii) <u>generally invests in business organisations</u>	(ii) <u>invests in share markets</u>
(iii) <u>long term investment</u>	(iii) <u>short term investment</u>
(iv) <u>They are real investors</u>	(iv) <u>They include speculators</u>
(v) <u>It creates infrastructure and economic development of nation</u>	(v) <u>No such impacts</u>
(vi) <u>example:- investment by Semicon in India.</u>	(vi) <u>Types</u> → <u>Mutual Fund, venture capital</u> of <u>foreign country investment in India.</u>

gave answer

Real FPI also



14. 'यूनिकॉर्न' की परिभाषा दें। वे कौनसे कारक हैं जो 'स्टार्टअप' को यूनिकॉर्न बनाने में सहायता करते हैं?  
Define 'Unicorn'. What are the factors that help a 'Start-up' become a 'Unicorn'?

Unicorn :- Start-up companies whose net worth is more than 1 billion \$ dollar is called Unicorn.

example :- Byjus, OYO Rooms, Car-Dekho etc.

Factors :- (i) investment in start-up by angel investor or venture capital

(ii) If start-up is related to new innovative idea, which solves a social problem.

(iii) Expert consultative services (iv) marketing technique efficiency (v) product convenience and diversity & price

15. 'उद्यम-पूंजी' क्या है? 'उद्यम-पूंजी' की प्रमुख विशेषताएँ कौन-कौन सी हैं?  
What is 'Venture Capital'? What are the main characteristics of 'Venture Capital'?

Venture Capital :- is a group of investors, that invest in a start-up in lieu of equity.

Example → Accelenture Group, Matrix Venture Capital etc.

Characteristics :- (i) Not individual, it's a firm consists of investors (ii) It demands equity from start-up for investment

(iii) provide expert consultancy to start-up.

(iv) managerial influence on start-up

(v) Invest when start-up expands.

2  
Please solve it again  
do follow model answer

Use Terminologies

include high risk dimension

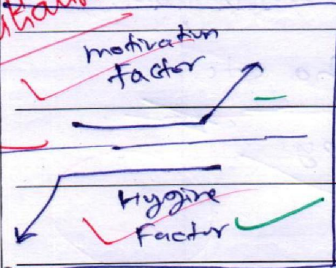


16. 'अभिप्रेरणा के द्विघटक सिद्धांत' की व्याख्या कीजिए।  
Explain the 'Two-component theory of motivation'.

Two-component theory: - given by Herzberg.

Consists of two factors → Hygiene and personal motivation factor

good initiative



Hygiene Factor → related to working conditions for workers, environment of work, behaviour of superior and colleagues.

- it is generally negative in nature.

good answer

Motivation Factor → positive in nature.

internal motivator for personal goal as well as organisational goals.

17. सामाजिक लेखांकन को परिभाषित करते हुए इसके लाभों का उल्लेख करें।  
Define Social Accounting and mention its advantages.

Social Accounting → is recording, measuring,

and understanding of social impacts and

ethical impacts of a firm and compensation

paid by firm to the society for its using

its resources. Eg. → (AMPA Fund, District Mineral Foundation etc)

Advantage :- (i) Increases social reputation of the firm (ii) counters negative publicity of firm by hostile media (iii) Attracts new investors (iv) enhance confidence of employees, workers and customer

and satisfaction. (v) improves public image of the firm.

well presented & enriched content

good

avoid it please



18. वित्तीय विवरण विश्लेषणों की प्रमुख सीमाएँ अथवा दोष स्पष्ट कीजिए।  
 Explain the major limitations or shortcomings of Financial Statement Analyses.

Financial statement analysis is examination of balance sheet and performance of the organisation.

Types → Comparative, cash flow, Fund flow etc.

Limitations → (i) Financial statement analysis techniques are time consuming and expensive

- (ii) Trend analysis is based on previous trends, may not be always true (iii) Exact situation or condition of economy of business firm cannot be decided (iv) Comparison of profit, revenue of current year to previous year is lengthy process
- (v) There may be sudden deviation, which cannot be predicted.

19. 'दोहरी लेखा प्रणाली' क्या है? इस प्रणाली का समीक्षात्मक वर्णन करें।  
 What is 'Double Accounting System'? Critically describe this system.

Double A/c system :- Recording of financial transaction in two aspects of debit and credit is called Double A/c system.

Critical Analysis :- As every transaction is recorded in two aspects, if error is recorded initially it cannot be predicted later. If a data is recorded by compensating error then error is difficult to find in this system



Example :- Purchase A/c Dr  
To Ram's A/c

Info  
 New structure answer

plz avoid it

good diagram

plz avoid mentioning boy and mango



20. 'सरकारी अंकेक्षण' के प्रमुख उद्देश्यों को स्पष्ट कीजिए।  
Explain the main objectives of 'Government Audit'.

Objectives of Government Audit:-

Introduction  
Commission

well  
Cover

direction

- ① Maintains transparency and accountability in government departments & govt. companies
- ② establishes good governance
- ③ Trust of common public stored in govt. companies
- ④ Increases efficiency and effectiveness of govt. departments
- ⑤ Prevents Detection and prevention of frauds & error in govt. department accounts.
- ⑥ Low corruption ⑦ Improves government's image

21. शून्य आधारित बजट के आलोचनात्मक पक्षों को समझाइए।  
Explain the critical aspects of Zero Based Budgeting.

Zero base budgeting, in this budgeting system, ~~the~~ schemes are analysed from zero-base, means old budget for schemes is considered zero. India → 1983 by Dept of

new  
Structure

emitted

Context

Motion

both

Free  
Trees

Science & Tech. (Critical): Diff considers old scheme as wastage of capital, but may be some old scheme helpful to various sectors

- ② its expensive process ③ Time consuming process
- ④ New schemes only given priority in allocation of budget.

plg  
avoid  
it



22. क्षैतिज व लंबवत् वित्तीय विवरणों में बिंदुवार अंतर स्पष्ट कीजिए।

Explain point-wise differences between Horizontal and Vertical Financial Statements.

<u>Horizontal</u>	<u>Vertical</u>
① also called <u>comparative Financial Statement</u>	① also called <u>common size Fin. Statement</u> .
② Based on <u>comparison of current data with previous year data</u> <sup>two or more year</sup>	② based on <u>percentage of standard set</u> .
③ useful for <u>internal analysis</u>	③ also useful for <u>external analysis</u>
④ <u>periodical position</u> of firm is determined	④ <u>current position</u> of firm determining
⑤ <u>lengthy process</u>	⑤ <u>easy process</u> in comparison to <u>horizontal</u> .

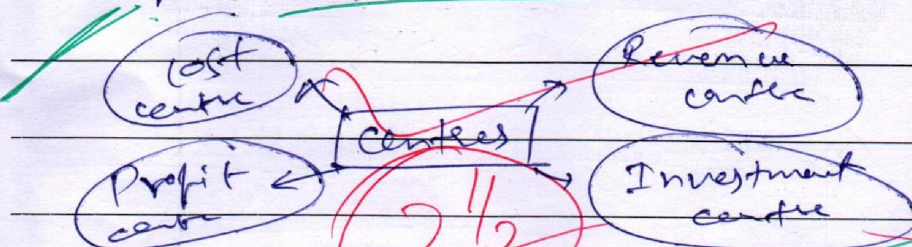
Good approach

Enrich your content on this

23. उत्तरदायित्व लेखांकन के प्रमुख सिद्धांत कौन-कौन से हैं?

What are the main principles of responsibility accounting?

Responsibility A/c :- In this process responsibility centres are decided,



Principles:- ① Each centre is given different responsibility, its manager is responsible for maintaining centre's performance

② Efficiency & Effectiveness of org. increases

③ Different monthly Budget is prepared for each centre

Please keep introduction part short

Please enrich your content



24. 'अशुद्धि' व 'कपट' को परिभाषित करते हुए दोनों में भेद समझाइए।  
Define 'Impurity' and 'Fraud' and explain the difference between the two.

Impurity → it is error in data recording  
→ done by mistake

Fraud → its form of dishonesty  
→ done deliberately to gain profit

<u>Impurity</u>	<u>Fraud</u>
→ <u>Non-deliberate</u>	→ <u>Deliberate</u>
→ <u>profit, loss or neutral to organisation</u>	→ <u>always loss to organisation</u>
→ <u>done by mistake, doer is not aware</u>	→ <u>done deliberately, doer's profit</u>
→ <u>Finding is easy as compared to Fraud</u>	→ <u>Difficult to find.</u>

avoid it please

Sometimes is good

please follow model answer



A. वाक्यांश के लिए एक शब्द-		10 अंक
(i)	वह पुरुष जिसकी पत्नी उसके साथ नहीं है	परित्यक्त
(ii)	उत्तर और पश्चिम के बीच की दिशा का कोण	छाया $\frac{1}{2}$
(iii)	कलम की कमाई खाने वाला	कवि
(iv)	शरणागत की रक्षा करने वाला	प्रोतपाल $\frac{1}{2}$
(v)	अपनी किसी गलती के लिए हुआ दुःख	पश्चात्ताप $\frac{1}{2}$
(vi)	श्रेष्ठ गुणों से सम्पन्न शूरवीर नायक	धीरोदात्त $\frac{1}{2}$
(vii)	लोगों में परम्परा से चली आ रही कथा	अनुसृष्टि
(viii)	किसी को मारने की इच्छा	निघरसा $\frac{1}{2}$
(ix)	कार्य करने की इच्छा	निष्करीष $\frac{1}{2}$
(x)	आकाश के पिंडों का विवेचन करने वाला	खगोलशास्त्री $\frac{1}{2}$



(xi) कुल का नाश करने वाला

कुलक्षी

(xii) अपनी गलती स्वीकार करने वाला

✓

(xiii) विवाहित पत्नी से उत्पन्न पुत्र

सन्तान

(xiv) सांसारिक वस्तुओं को प्राप्त करने की इच्छा

✓

(xv) पर्वत के नीचे तलहटी की भूमि

उपत्यका

1/2

(xvi) जो शीघ्र प्रसन्न हो जाए

आरुह्य

1/2

(xvii) जिसकी आशा न की गई हो-

अप्रत्याशित

1/2

(xviii) दक्षिण और पश्चिम दिशा का कोण

पश्चिम

1/2

(xix) किसी योग्यता की जाँच करने वाला

✓

(xx) हथियारों पर धार करके जीवन चलाने वाला

सूत्र

✓



B. अतिरिक्त जिला कलक्टर, जयपुर की ओर से किसी कार्मिक को अतिरिक्त कार्यालय आवंटन का कार्यालय आदेश तैयार कीजिए। 10 अंक

क



Note:- Each question carries 1 Mark.

Total Marks - 10

(A) Write a one word substitute for the following expressions. : (Q. No. 1-10)

Marks 10

1. A victory gained at too great an expense

*X*

2. The money or other consideration paid for securing the release of a captive

*Ransom* ✓ (1)

3. A person chosen or appointed by parties in controversy to decide their differences

*Arbitrator* ✓ (1)

4. An admirer of fine arts

*Dilettante* ✓ (1)

5. A large building with an extensive floor area, typically for housing aircraft

*X*

6. That which is clear

*X*

7. One who is too careful or fastidious

*X*

8. One who bears the same name as another

*Namesake* ✓ (1)

9. A person practising or playing a game for pleasure and not for a living

*Amateur* ✓ (1)

10. A person who is competent to pass critical judgement upon anything

*X*



(B) Elaborate the following theme in approximately 150 words :

Marks 10

Peace hath her victories, no less renowned than war.

Handwritten red scribble consisting of a large loop and a smaller circle with a dot in the center.



