

RAS - 23 MAINS TEST SERIES

सिद्धि-II - 003

Time : 3 Hours

Maximum Marks : 200

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

Paper - Ist Unit - IIIrd (Part - A, B, C)

Name :		MARKS	
Enroll. No.:	Part	Attempted Questions	Marks Obtained
Date of Birth :	Part - A	37	43.5
Medium : English	Part - B	24	57
E-mail :	Part - C	—	—
Exam Date : 18/02/2024	Total	58	100.5
Inviligator's Signature :			
ECN: S I O	RCN:	Hindi: 10	English: 19

अनुदेश (Instructions)

- परीक्षा शुरू होने से पहले पुस्तिका को जाँच लें।
Please check the booklet before commencement of the exam.
- अंक योजना प्रत्येक खंड के प्रारम्भ में दी गई है।
The marking scheme is given at the start of every section.
- अभ्यर्थियों को उत्तर निर्धारित शब्द सीमा से अधिक नहीं लिखना चाहिए, इसका उल्लंघन करने पर अंक काटे जा सकते हैं।
Candidates should not write more than the prescribed word limit in answers, violating this may result in deduction of marks.
- अभ्यर्थियों को निर्देशित किया जाता है कि किसी भी प्रश्न का उत्तर प्रश्नोत्तर पुस्तिका में निर्धारित स्थान पर ही लिखें। बॉर्डर लाईन से बाहर प्रत्युत्तर नहीं लिखें। बॉर्डर लाईन के बाहर लिखे गये उत्तर को जाँचा नहीं जायेगा।
Candidates are directed to write answers only in the prescribed space of booklet. They should not write answer outside the border line. Answer written outside the border line will not be checked.

	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. Dear student ① Try to attempt all the questions
2. ② In 2 marks question you have to be more specific
- 3.
4. ③ In 5 marks question write 10-15 words
5. Intro and 4-6 points. You have to stop writing
6. 8 points which ^{will} make your answer look unattractive and word limit shall be well
7. crossed.
8. ④ There is no need of writing a conclusion
9. In 5 marks question
10. ⑤ Try to learn more विरोध शब्द, प्रतिवादी and अनुस्मारक का प्रयोग।
- 11.

Keep watching, All the Best

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Part - A

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 में वित्त वर्ष 2022-23 में एफ.डी.आई. इक्विटी अन्तःप्रवाह वाले शीर्ष राष्ट्रों के नाम लिखिए।
Name the top countries with FDI equity inflows in India in the financial year 2022-23.

1/2

~~India received FDI of 71 billion USD in FY 2022-23~~

~~top countries: Singapore, United state of America,~~

~~Mauritius, United kingdom, Japan, United~~

~~Arab Emirates, Saudi Arabia?~~

- ① Mauritius
- ② Singapore
- ③ USA
- ④ Netherlands
- ⑤ Japan

(Write above this line only)

2. 'सन्दर्भ समूह' की अवधारणा को स्पष्ट कीजिए।
Explain the concept of 'Reference Group'.

1/2 TM

~~Reference group is a dominant group economically, politically and socially and other groups follow this group to gain that status in society.~~

Write correct defn

~~It is a group whose values and culture a group of people start following after giving up their own value and culture and wants to establish bond with this group~~

(Write above this line only)

3. दोहरा लेखा प्रणाली की सीमाएँ लिखिए।
Write the limitations of double accounting system.

2

~~Double accounting system is scientific, complex and complete system of accounting. but it has limitation~~

- i) ~~Complex system~~ ⇒ require skilled pros professional to manage it
- ii) ~~double entry system~~ ⇒ require small bulky books
- iii) ~~expensive~~
- iv) ~~not much suitable for business.~~

(Write above this line only)

4. 'नातेदारी अथवा स्वजनता' को परिभाषित कीजिए।

Define 'kinship'.

1 1/2

Kinship is close group of family members and extended family members.

Basis of kinship — caste
class
religion

(Write above this line only)

5. 'कोष प्रवाह विश्लेषण तकनीक' - टिप्पणी लिखिए।

Write note on 'Fund Flow Analysis Technique'.

(Write above this line only)

6. भारतीय प्रतिभूति एवं विनियम बोर्ड की स्थापना के उद्देश्यों को लिखिए।

Write the objectives of the establishment of Securities and Exchange Board of India.

SEBI was established in 1989 and gave statutory status in 1992 under SEBI act 1992.

Objective of SEBI: —
 1) to protect investors from speculation and insider trading in stock market 2) to educate investors 3) promote free and fair stock market in India 4) to attract foreign capital in India stock market.

(Write above this line only)

7. श्रीधर व्यंकटेश केतकर द्वारा उल्लेखित जाति की दो विशेषताओं को लिखिए।

Write two characteristics of caste mentioned by Shridhar Vyankatesh Ketkar.

1/2

Characteristic of caste by Shridhar Vyankatesh Ketkar

1) Hierarchical structure (S Ghosey gave this)

2) endogamous group

1) Membership since both

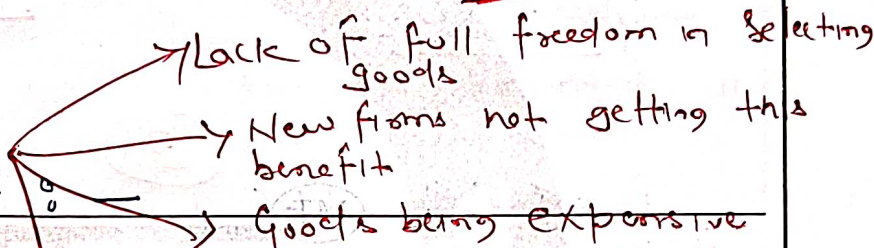
2) Restrict to the caste members from marrying outside the group

(Write above this line only)

8. व्यापारिक साख में निहित दोषों को लिखिए।

Write the defects inherent in trade credit.

Defects in trade credit



1) lengthy and expensive process (Customer's reputation being harmed due to non payment of)

2) favourable treatment to big corporate house over

3) small businesses 4) collateral requirement

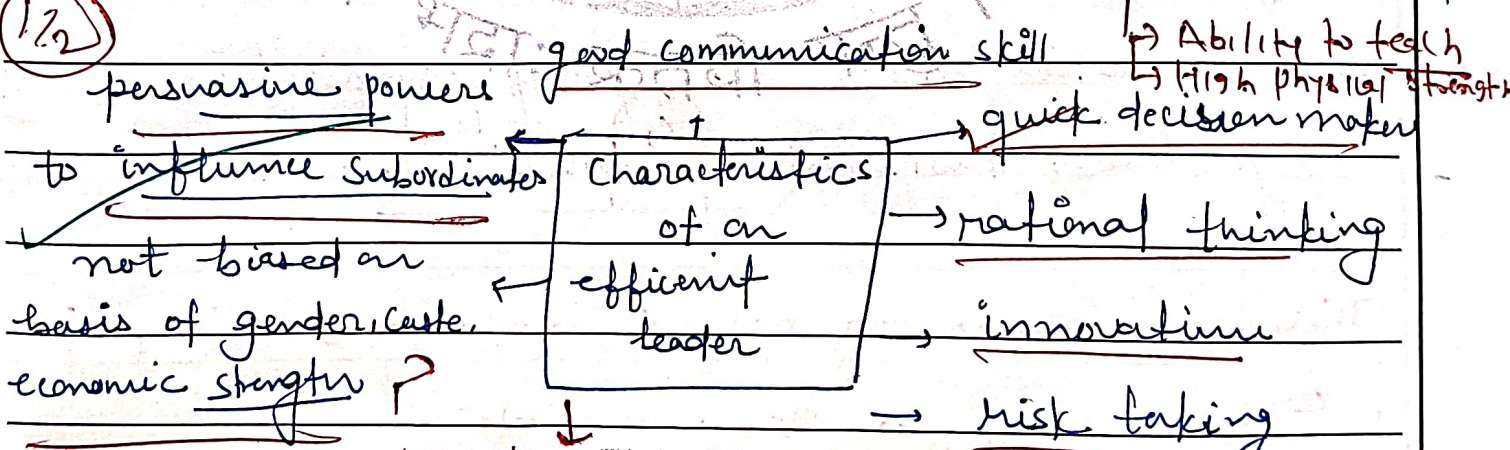
5) high interest rates 6) rigid repayment system

(Write the answer addressing the demand)

9. आर्डवे टीड के अनुसार कुशल नेतृत्वकर्ता में पाए जाने वाले लक्षणों को लिखिए।

According to Ordway Tead, write the characteristics found in an efficient leader.

1/2



You have written basis characteristics of the leader but none of them was given by O. Tead

(Write above this line only)

10. संस्कृतिकरण को प्रोत्साहित करने वाले कारकों/घटकों को लिखिए।
Write the factors/components that encourage Sanskritization.

(2)

Positive

Negative

- good lifestyle of higher class
- more respect to higher class in society
- more access to education, economic resource to higher class

Factors that encourage Sanskritization

- discrimination faced by lower class
- lack of education and exposure to lower class

↓
other
→ internet
→ globalization

(Write above this line only)

11. ब्राउनफील्ड व ग्रीनफील्ड एफ.डी.आई.
Brownfield and Greenfield FDI.

(2)

Brownfield FDI

Greenfield FDI

→ a foreign entity taking over the management of an already existing entity
eg acquisition of flipkart by walmart

→ foreign company make investment in new company
eg Japanese investment park in Neemrana

(Write above this line only)

12. शोधन क्षमता अनुपात
Solvency Ratio

Solvency ratio means a company/organisation's long term sustainability possibilities.

These ratios with the help of which the ability of a firm to repay the debts are determined.

(Write above this line only)

13. 'गरीबी की संस्कृति' - टिप्पणी लिखिए।
Write note on 'Culture of Poverty'.

(Write above this line only)

14. समानाकार विश्लेषण तकनीक--
Analogous Analysis Technique

(Write above this line only)

15. विपणन की अवधारणा के प्रमुख स्तम्भों को लिखिए।
Write the main pillars of the concept of marketing.

Main pillars of the concept of marketing :-

- ⊖ Customer oriented approach
- ⊖ Focus on customer satisfaction along with profit
- ⊖ Use of advertising, promotional activities
- ⊖ two way communication channels
- ⊖ importance to customer feedbacks, reviews.

(Write above this line only)

16. प्रमुख समाजशास्त्री 'अक्षय रमणलाल देसाई' द्वारा रचित किन्हीं चार कृतियों के नाम लिखिए।
Name any four works written by the prominent sociologist 'Akshay Ramanlal Desai'.

(Write above this line only)

17. जनजातीय समुदाय-
Tribal community

1½

Tribal Community are those community, still living on primitive livelihood practices like shifting cultivation, hunting gathering. ⊖ Not much affected by modernisation
⊖ follow their own customs and rules ⊖ face discrimination
⊖ lack of education ⊖ lack of employment

(Write above this line only)

18. विपणन मिश्रण के 'चार पी' के नामोल्लेखित कीजिए।
Name the 'Four Ps' of marketing mix.

2

Marketing mix means optimum, efficient and effective utilization of financial, human, technical resources.

Four P's → place mix
└─ product mix
└─ price mix
└─ promotional activities mix

(Write above this line only)

19. उत्तरदायित्व लेखांकन का 'लागत केन्द्र'।
'Cost centre' of responsibility accounting.

Unwanted portion

Responsibility accounting is management concept that include cost centre, revenue centre, investment centre and profit centre.

Cost centre → is responsible for minimization of cost of business activities assigned to it and get result as

decided. eg getting a raw material of best quality at lowest possible price.

Cost centre → Cost Accounting
Cost determination
Cost Classification
Cost Control

20. लौकिकीकरण को परिभाषित करते हुए इसके प्रमुख तत्वों को लिखिए।
Define secularization and write its main elements.

1/2

Secularization means equal respect to all the religions and not giving any preferential treatment to any religion. eg preamble in Indian Constitution declare India secular nation.

Elements → freedom of religion and its practices → use of government resource (in India) for promotion of all religion
③ Development of Rationality

21. दिव्यांगजनों के कल्याण के उद्देश्य से संचालित प्रमुख योजनाओं के नामोल्लेखित कीजिए।
Name the major schemes run for the welfare of persons with disabilities.

2

As per census 2011, 2.1 crore Indian's are dealing with disabilities. Schemes for persons with disabilities

→ Accessible India Campaign → mmi app for visually impaired by RBI → persons with disabilities Act 2016

③ scholarships for physically disable students.

22. भारत में ई-कॉमर्स के प्रचलित रूपों/प्रकारों के नाम लिखिए।
Name the prevalent forms/types of e-commerce in India.

(2)

E-commerce is use of internet for business activities

- types of e-commerce.
- ① Business to Business : i.e. no customer involved eg. e-Steel.com
 - ② Business to customer eg. Amaran
 - ③ Customer to Business eg. reviews, freelancing
 - ④ customer to customer eg. OLX, flickr

Good

(Write above this line only)

23. साम्प्रदायिकता के कारण उत्पन्न होने वाले नकारात्मक प्रभावों को लिखिए।
Write the negative effects arising due to communalism.

(2)

- Negative effects of communalism :-
- ① Instability in society
 - ② fear of marginalization and persecution among people
 - ③ rupture social foundation of a society eg. manipur violence
 - ④ threaten national security eg. Khalistani movement

⑤ gave chances to foreign hand to interfere in our domestic matters. eg. Pakistan and Kashmir
Don't write outside the provided spaces

24. उद्यमिता की नवप्रवर्तन अवधारणा।
Innovation theory of entrepreneurship.

Entrepreneurship means investment of time, energy and money in a venture that is tech driven, innovative.

Innovation theory: entrepreneur must focus on new and innovative ideas that have potential to solve social problems in cost effective manner.
eg. school student making biodegradable sanitary pads with seed money.

25. वित्तीय विवरण की सीमाओं का उल्लेख कीजिए।
Mention the limitations of financial statements.

(2)

Limitations of financial statements:
 ⊖ Auditors not expert in all fields
 ⊖ lot of technicality
 ⊖ Chances of window dressing of matters.
 ⊖ intentional frauds are hard to find out
 ⊖ technical language and representation.

(Write above this line only)

26. बेरोजगारी शमन के लिए किये जाने वाले उपायों को लिखिए।
Write the measures to be taken to alleviate unemployment.

(2)

Unemployment means a person willing to work but not finding the work.
 No need to write this → write directly the measures
 Measures to alleviate unemployment:
 ⊖ reform in education system ⇒ rote learning to skill development
 ⊖ focus on small businesses
 ⊖ money to youth to start their own business
 ⊖ industry - academia collab
 ⊖ investment in infra that have ripple effect
 Do not write beyond permitted spaces

27. विस्तारवादी मौद्रिक नीति।
Expansionary monetary policy.

(2)

Expansionary monetary policy means Reserve bank of India (RBI) easing interest rate to pump-up money in the market and to increase money in hand to customers.
 Steps →
 ⊖ decrease repo rate
 ⊖ easing loan norms
 ⊖ reducing CRR and SLR limits

(Write above this line only)

28. व्यावसायिक प्रतिष्ठान के द्वारा धन के अधिकतमीकरण किये जाने के उद्देश्य लिखिए।

Write the objectives of maximization of wealth by a business establishment.

1 1/2

Objectives of wealth maximization :- ① to increase the value of company ② to increase the dividend to shareholders ⇒ more profit to shareholder ⇒ Economic base ③ expansion of business activities ④ more value of company ⇒ more investment to the company.

(Write above this line only)

29. क्षैतिज विश्लेषण व लंबवत् विश्लेषण में अंतर लिखिए।

Write the difference between horizontal analysis and vertical analysis.

Read about them

Horizontal Analysis	Vertical analysis
When company's one year's growth is compared with other company or one sector of company is compared with other sector of company.	Company's growth of one year is compared with its growth/profit in previous years.

(Write above this line only)

30. दहेज निषेध अधिनियम 1961 में समाहित किन्हीं दो प्रावधानों को लिखिए।

Write any two provisions included in the Dowry Prohibition Act 1961.

There are in Domestic Violence Act 2005
The Dowry prohibition Act 1961.

① relative : means all relatives of male partner eg mother, sister, father, brother.

Avoid writing wrong facts

② relationship : means line in relationship, marriage, brother-sister, etc.

(Write above this line only)

③ Talking and giving Dowry both are cognizable offence
④ punishment = 5 yrs and fine = 15000

31. ब्लू चिप कम्पनी।
Blue Chip company.

(Write above this line only)

32. अत्यावश्यक सेवाओं को परिभाषित कीजिए।
Define essential services.

①

Essential services are those services supply of those is necessary to maintain normal life of a society. eg. medical services, water, milk, food supply. They are declared by the State / Central Govt

(Write above this line only)

33. वित्तीय विवरणों के विश्लेषण के लिए उपयोग में आने वाली प्रद्धतियों के नामोल्लेखित कीजिए।
Name the methods used for analyzing financial statements.

②
Methods used for analyzing financial statement: -

① Horizontal analysis ② vertical analysis ③ Cash flow technique analysis ④ Fund flow analysis ⑤ Solvency ratio analysis

(Write above this line only)

34. ई-विपणन, परम्परागत विपणन से किस प्रकार भिन्न है?
How is e-marketing different from traditional marketing?

e-marketing	traditional marketing
⊖ use of internet, social media	⊖ use of agents to reach
to reach customers, retailer	customers, retailer
⊖ Tech-driven	⊖ not much dependent to tech
⊖ highly skilled professional	⊖ semi skilled people
⊖ easily accessible	⊖ difficult to access

(Write above this line only)

35. राजस्थान सरकार के द्वारा जनजातियों के कल्याण के लिए चलाए जा रहे किन्हीं चार कार्यक्रमों के नाम बताइये।
Name any four programs being run by the Rajasthan government for the welfare of tribals.

(Write above this line only)

36. दहेज हत्या को परिभाषित कीजिए।
Define dowry death.

1/2

Dowry death means a women forced to commit suicide or killed by family member of her husband or by her husband because her family could not fulfill the dowry demand of her in laws or husband.

(Write above this line only)

37. सामाजिक न्याय के तत्वों को लिखिए।
Write the elements of social justice.

Social justice elements
justice

fair working conditions
Freedom of expression
protecting the interest of minorities
economic justice, political
prohibition of exploitation

social justice means no discrimination based on caste,
sex religion, political affiliation and economic
condition of a person in socio, economic and political sphere

(Write above this line only)

38. व्यापारिक बैंक तथा केन्द्रीय बैंक में मूलभूत अन्तर बताइये।
Explain the basic differences between commercial banks and central banks.

Commercial banks

1/2

central banks

Write at least 3-4 points while differentiation

Involved in activities of getting deposit and providing loans to customer

regulate the whole banking and financial system of a country
eg RBI, federal bank of US

eg SBI, ICICI, HDFC

deals with end consumer provide banking facilities to commercial banks

(Write above this line only)

39. व्यवसाय के सन्दर्भ में 'अभिप्रेरणा' को परिभाषित कीजिए।
Define 'motivation' in the context of business.

Motivation means will power in employees of a business organisation to complete their work/task with enthusiasm and in most effective and efficient manner without any coercion.

A process of preparing subordinates to work in a

desired manner to achieve the set organizational target.

(Write above this line only)

40. इनिशियल पब्लिक ऑफर
Initial Public Offer

① Write a more specific definition

Initial public offer: means a company first time going public i.e. first time issuing its share in market for general public to raise funds for operation

→ done through stock market platform like Bombay stock exchange, National stock exchange

(Write above this line only)

Part - B

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. "सम्पत्ति, समाज में किसी व्यक्ति की प्रस्थिति अथवा पद के निर्धारण का महत्वपूर्ण आधार है।" स्पष्ट कीजिए।
"Property is an important basis for determining the status or position of a person in the society." Explain.

② property means & is one of basis of class determination

property can be tangible like building, animal, lands
or intangible one like art in digital forms, stocks, shares

on basis of property → upper class
→ lower class
→ middle class

on basis of land → landlord
→ landless labourer

③ You could have written more points to justify the line given in question

So people from upper class and landlord are given more respect in society = hence property determine the position of person in society

(Write above this line only)

(10)

2. दोहरा लेखा प्रणाली की अवधारणा को स्पष्ट करते हुए इस प्रणाली में प्रयुक्त लेखांकन की अवधारणाओं के नाम लिखिए।
Explaining the concept of double accounting system, name the accounting concepts used in this system.

Double accounting system is a complex, scientific and complete system of accounting. Invented by Lucas Paolini.
It uses dual aspect accounting concept i.e. both debit and credit accounts are managed here.

Features → internationally accepted

Accounting concept used are

- ① Coexmity Measurement
- ② Business Entity
- ③ Accounting Period

↳ complete as both credit and debit side are present

↳ easy to detect fraud and errors

↳ Can be examined by auditing autonomously.

Limitations

- expensive
- lengthy
- skilled people ^(write above) required

3. मास्लो के 'आवश्यकता-क्रम अभिप्रेरणा' के सिद्धान्त को स्पष्ट कीजिए।
Explain the principle of 'Hierarchy of Motivation' of Maslow.

Maslow's principle of Hierarchy of motivation

<u>Individual need</u>		<u>Organisational need</u>
<u>Self Satisfaction</u>	<u>Self actualization</u>	
<u>Bestiage</u>	<u>Self esteem</u>	
<u>Family, friend love, respect</u>	<u>Safety</u> (Social need)	<u>profit, fund, pension</u>
<u>Salary, Income</u>	<u>Self need</u>	<u>Status</u>
<u>job, employment thirst, sleep, hunger</u>		<u>Salary</u>

② Define properly and do not mess with the hierarchy of the pyramid

(Write above this line only)

4. दिव्यांगों अथवा विशेष योग्यजनों के उत्थान/कल्याण के लिए किए गए प्रमुख संवैधानिक/वैधानिक प्रावधानों को लिखिए।
Write the major constitutional/statutory provisions made for the upliftment/welfare of the disabled or specially abled persons.

~~People with disability constitute 2.1 crore people in India.~~ (2 1/2)

Constitutional provisions = ① right to equality (article 14)

② access to public offices and public employment (article 15)

③ reservation to pwd (article 16) ④ Article 41

⑤ Schedule 11 and 12

Statutory provision: Person with disability act 2016

come 21 disabilities ② Waste most provisions 1993

Administrative: Accessible Indian campaign, seat for pwd in trains, buses, ramps in public offices.

(Write above this line only)

5. वित्तीय विवरण विश्लेषण विभिन्न उपयोगकर्ताओं के लिए किस प्रकार उपयोगी है, समझाइए।
Explain how financial statement analysis is useful to different users.

② Financial statement analysis means examination of firm's book of account and financial statement by independent authority.

usefulness to ① firm itself: Managers clear picture of its profit, loss and financial and business activities. ② Waste at least

③ give firm feedback to take corrective measures.

② Investor: guide to investor in which firm to invest to get maximum benefit to their money.

③ Government: tax compliance of firms, health of economy eg recent bank share penny. Case

5. तलाक को परिभाषित करते हुए इसके कारण उत्पन्न होने वाले व्यावहारिक परिवर्तनों पर प्रकाश डालिए।
While defining divorce, throw light on the practical changes arising due to it. ① Good use of Examples

Divorce means a married couple terminating their marriage legally.
Sometimes extreme step by partner to eliminate memory of partner eg. murder of son by AI CEO
family of partner together eg. Shamir divorce case → trauma

(Child is deprived of love of father in most cases eg. Sitkar Jawan Case)

Changes arising due to divorce

- families are breaking even on trivial issues
- women are suffering in most of cases due to their financial dependence
- Children born out of such marriage are worst suffer
- Children's privacy compromised in court proceedings

7. व्यावसायिक प्रतिष्ठान के वित्त के स्रोत के चयन को प्रभावित करने वाले कारकों पर प्रकाश डालिए।
Throw light on the factors influencing the choice of source of finance for a business concern.

Finance is very important component to run a business.
Factors influencing the choice of source of finance includes:

- ① interest rate in market
- ② availability of capital
- ③ competition for capital
- ④ potential of business to make return on investment
- ⑤ government and central bank policies
- ⑥ nature of business Capital intensive vs labour intensive
- ⑦ extent of foreign investment in country
- ⑧ condition and growth potential of larger economy.

Write most relevant points instead of generalised ones. (Write above this line only)

Instead of writing 7-8 points write 8 points with good point

8. "वर्ग सदस्यता अस्थिर प्रकृति की होती है।" उक्त कथन को स्पष्ट कीजिए।
 "Class membership is of unstable nature." Explain the above statement.

Class membership is of unstable nature because this is not a closed system like caste based or birth. It is based on access to resources like education, money, properties. So a person can move from one class to another based on above factors.
 eg ① a slum dweller can go to posh colony if he earned a good amount of money.

② A peon can enter into another class if he become a officer by working hard. So class membership is of unstable nature. However, the changes in membership do not occur immediately but rather take time.

9. भारत में बढ़ते मादक पदार्थों के उपयोग/दुरुपयोग के शमन के लिए उठाए जाने वाले कदमों को लिखिए।
 Write the steps to be taken to mitigate the increasing drug use/abuse in India.

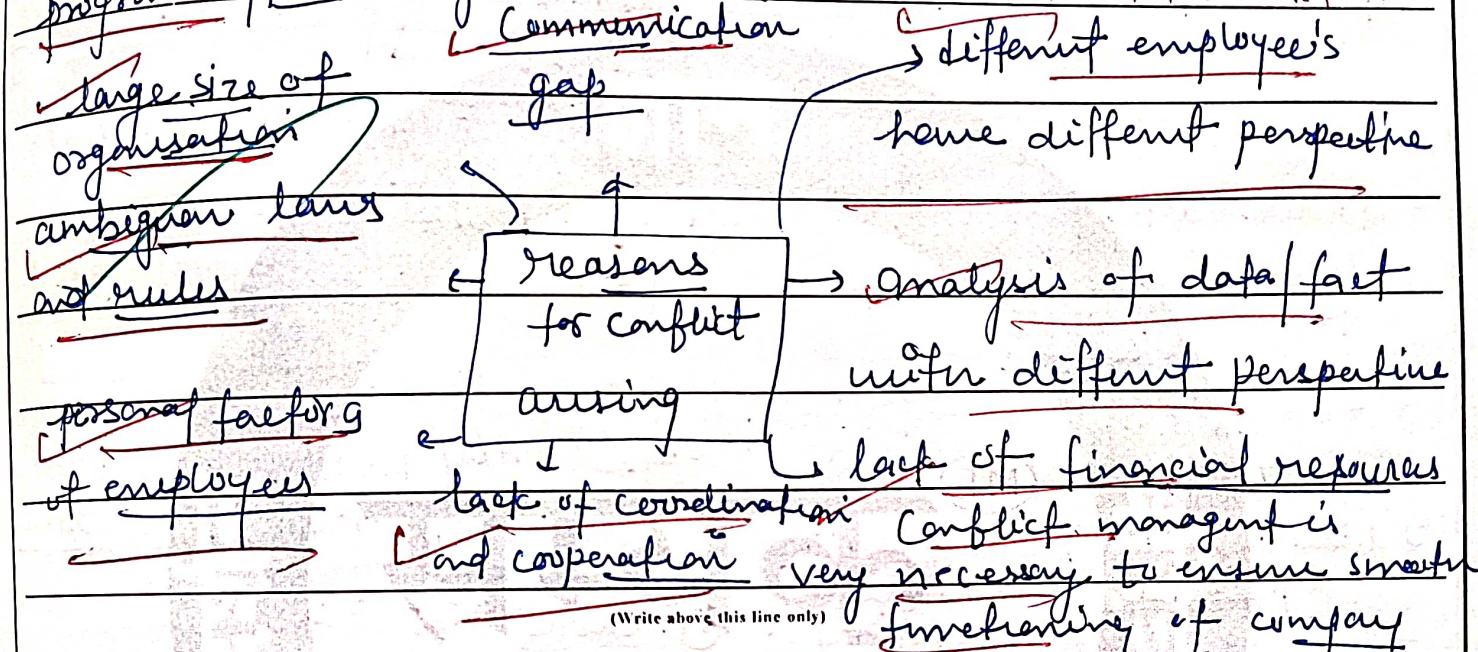
③ Drugs are chemical substances taken for therapeutic and pleasure purposes by people. 9009

steps to taken to mitigate drug abuse:

- ⊖ border surveillance as India sandwiched between golden crescent and golden triangle
 - ⊖ education awareness
 - ⊖ strict implementation of Psychotropic substance act
 - ⊖ tracking of drug and organised criminal gang's on social media
 - ⊖ open playground near universities and hostels as done by Kerala
 - ⊖ rope in celebrities to increase awareness
- Mitigation of drug abuse is very necessary to protect specially our youth

10. संघर्ष प्रबंधन को परिभाषित करते हुए किसी कम्पनी या प्रतिष्ठान में संघर्ष उत्पन्न होने के कारणों को लिखिए।
While defining conflict management, write the reasons for conflict arising in a company or establishment.

① Conflict management means reaching to a compromising solution in case of differene of opinion or any point is called Conflict management.
It is the process of determining the cause of the conflict and taking steps to mitigate / conflict
Write a more relevant definition



11. निष्पादन बजट व शून्य आधारित बजट में अन्तर लिखिए।
Write the difference between performance budget and zero based budget.

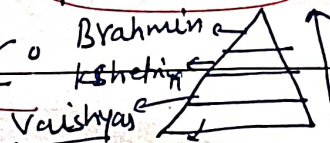
<u>Performance budget</u>	<u>Zero based budget</u>
→ <u>independent, objective analysis</u>	→ <u>each time budget is made</u>
→ <u>Economy, effectiveness and efficiency of a program</u>	→ <u>every scheme / program is started from zero</u>
→ <u>more subjective approach</u>	→ <u>schemes are included of</u>
→ <u>Schemes are evaluated either implemented efficiency or not</u>	→ <u>based on their importance</u>
→ <u>Used in public firms</u>	→ <u>obsolete programs are discarded</u>
	→ <u>Used in Private firms</u>

Write exact differences instead of generalised points

② Write at least 5 points to support the answer.

12. संस्कृतिकरण की अवधारणा को स्पष्ट करते हुए संस्कृतिकरण के सामाजिक प्रभावों को लिखिए।
 Explaining the concept of Sanskritization, write the social effects of Sanskritization.

Sanskritization concept given by M.N. Srinivas. It means lower caste following the upper caste to reach an upper level in social ladder. ^{traditions, food habits, belief etc of upper caste}



positive effects

⊖ lower caste focusing on health, hygiene, education ⇒ lead their emancipation

⊖ reduce caste based discrimination ⇒ good for social mingling

⊖ lower caste getting involve in politics ⇒ ensure their political participation

Negative effects

⊖ extinction of traditional art, craft, music, dance and customs

⊖ blindly following someone is not good for social foundation

⊖ Caste conflicts

13. आपूर्ति श्रृंखला प्रबंधन के सकारात्मक/गुण तथा नकारात्मक/दोष पक्षों को उल्लेखित कीजिए।
 Mention the merits and demerits of supply chain management.

Supply chain management means all the activities starting from procurement of raw material to delivering final product to customer.

Good

merit of scm

⊖ cost effective business operation

⊖ give clear idea about inventory management

⊖ ensure timely supply of raw material to producer and timely delivery to consumer.

⊖ help to make business more economical

demerit of scm

⊖ supply chain disruption lead to loss

eg. ⊖ dependence of few country in scm eg chips, rare earth metal, API and china

⊖ hard to manage for small business as lot of data require

(Write above this line only)

14. सामाजिक अंकेक्षण की अवधारणा को स्पष्ट करते हुए इसमें जनसहभागिता को बढ़ावा देने के सन्दर्भ में उठाये जाने वाले कदमों को लिखिए। Social Audit → A procedural evaluation of the

① Explaining the concept of social audit, write the steps to be taken to promote public participation in its welfare scheme of government by the representatives of public. Social audit means evaluation of a company's/government's program's effort on society. (This is social accounting)

Objectives: to ensure local participation in development (you have wrongly understood the demand and have written answer as per that only)
to ensure transparency and accountability (to ensure participatory governance) ⇒ Feedback ⇒ lead improvement

Step to promote public participation: ① simple audit method eg questionnaire in local language. ② educate people about its importance ③ make it part of school curriculum ④ online voting to q.

15. निम्न पर टिप्पणी लिखिए।

Write comment on the following:

- भूमंडलीकरण के सामाजिक आयाम/Social dimensions of globalization
- प्रभुत्व जाति/Dominant caste

Social dimension of globalization: - effort on women, eg more nuclear family in Indian society, westernised clothing pattern, more focus on english language, women's independence.

② Dominant caste: is a caste which is strong numerically, economically and socially in a particular region and have influence on economy and politics of region eg Jat in Haryana, Patidar in Gujarat, Maratha in Maharashtra.

(Write above this line only)

16. समता अंशों व अधिमान अंशों में मूलभूत अन्तर उल्लेखित कीजिए।
Mention the basic difference between equity shares and preference shares.

Shares are issued by an organisation to raise capital in market.

Equity shares	Preference shares
→ No preferential <u>right</u> to <u>holders</u>	→ holders have some preferential <u>rights</u> eg → dividend even company is not making profit
→ get dividend based on profit of company	→ capital repayment when company winds up
⊖ can be traded in secondary market	⊖ Fixed dividend at fixed time
⊖ ownership can be transferred	⊖ can't be traded in secondary market
⊖ holders are owners of company	⊖ ownership can't be transferred
⊖ Right to vote	⊖ not owner of company
	⊖ Do not get the right to vote

(Write above this line only)

17. सरकारी अंकेक्षण की अवधारणा को स्पष्ट कीजिए तथा इससे संबंधित सबसे बड़े अधिकारी का पदनाम उल्लेखित कीजिए।
Explain the concept of government audit and name the senior most officer related to it.

Government audit means examination of administrative financial accounts of government department, organisation by an independent, competent and unbiased authority. eg auditing of PSUs, municipal organisation, public department.

- Objective → to ensure finances are sanctioned by competent authority to eligible beneficiaries (Good)
- to ensure economy of efficiency
 - to keep public updated about government's fiscal health
 - to ensure effective functioning of government organisation

Senior most officer (CAO) = Comptroller and auditor general of India

18. भ्रष्टाचार को परिभाषित करते हुए सरकारी सेवाओं में भ्रष्टाचार के शमन के लिए सुझाव प्रदान कीजिए।
Define corruption and provide suggestions to prevent corruption in government services.

Corruption means ^{mis} use of power and position held by someone for their personal gains. eg bribery, Nepotism.

Suggestions to prevent corruption in government services: 2nd Arc

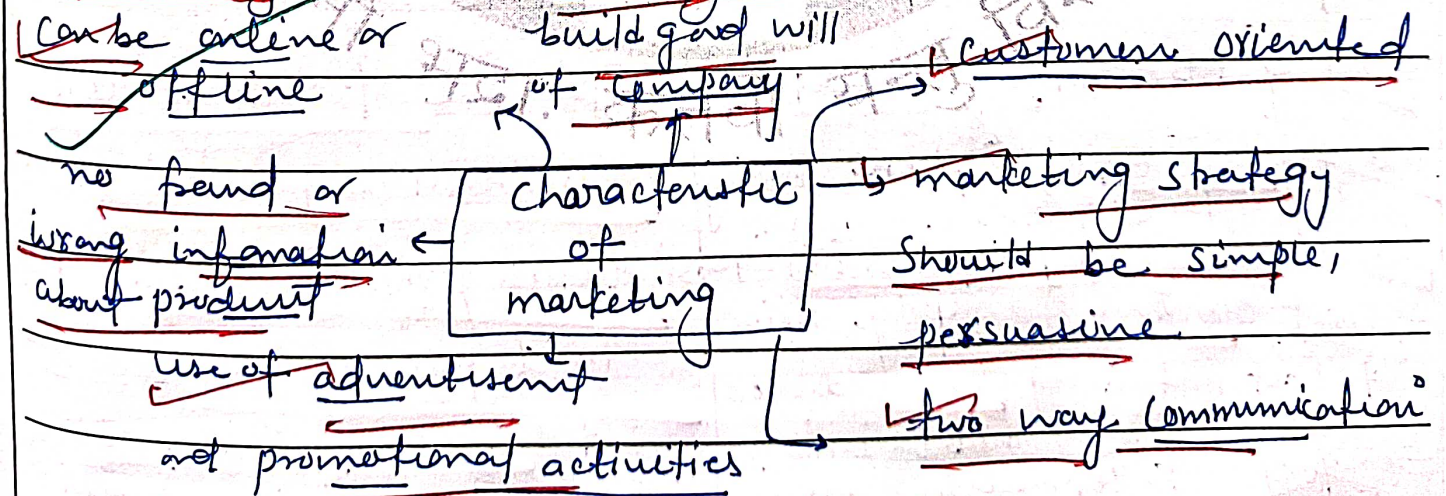
- ① clearly defined Code of conduct and Code of ethics to reduce discretionary power of officers ⇒ e-governance
- ② punish corrupt officers and reward honest officers.
- ③ step to de-politicise the bureaucracy ⇒ strengthen

whistle blowers act to protect whistle blowers. Corruption is deep rooted problem so multifacet effort at legal, administrative and society level is need of the hour

19. विपणन की अवधारणा को स्पष्ट करते हुए इसकी प्रमुख विशेषताओं को लिखिए।
Explaining the concept of marketing, write its main characteristics.

Identifying the needs of customers
Location of production
Banker system
Customer worth value

marketing means reaching to the customers, convincing them to buy product and retaining this customer base along with widening it.



So marketing is very important part of a business to grow and sustain.

20. निम्न पर टिप्पणी लिखिए।
Write comment on the following.

1. स्टार्टअप/Startup

2. आतिथ्य प्रबंधन/Hospitality Management

① Startup is new, innovative and creative venture. (900)

② Ministry of Commerce startup definition is - \ominus not more than five year old \ominus turnover < 25 crore \ominus potential to solving emerging societal and economic problems

② Hospitality management means hosting a guest, looking after his food and beverages, providing him tourism or adventure, event or meeting facilities. (900)

eg hotels, motels, resorts, meeting or event management firm.

cycle \rightarrow pre-arrival \rightarrow arrival \rightarrow hosting \rightarrow departure or checkout
 \downarrow \downarrow \downarrow
booking etc of guest the guest

(Write above this line only)

21. "बहुराष्ट्रीय कम्पनियाँ किसी राष्ट्र पर सकारात्मक के साथ-साथ नकारात्मक प्रभाव भी उत्पन्न करती हैं।" स्पष्ट कीजिए।
"Multinational companies produce positive as well as negative impacts on a nation." Explain.

③ Multinational Companies are organisation having their business in more than one nation eg Google, Mahindra, Tata, ONGC.

positive impact of MNC

Negative impact of MNC

① bring FDI and technology to country eg Apple, iPhone making in India \ominus increase business competition in host nation

① ignorance of labour right, environment degradation

② boost economy and supply chain of host nation eg semiconductors hub in India

② lobbying by countries \rightarrow impact on local policies and government

③ employment generation, tax to government \ominus wider base to customer

③ interference in local polity eg Facebook and USA election
 ④ undue competition to local business

So MNC have both pro and cons, government should frame good policy

(Write above this line only)

④ write in clear and attractive way SAMYAK IAS/RAS - JAIPUR - 9875170111 to minimize negative impact. (26)
 ④ A (conclusion) is not required in 5 mark question

22. भील जनजाति के सामाजिक, धार्मिक व आर्थिक जीवन पर प्रकाश डालिए।
Throw light on the social, religious and economic life of Bhil tribe.

Social	Economic	Religious
--------	----------	-----------

Bhil tribe is major tribal community of Rajasthan.

social life → focus on their local tradition and customs
eg nature worshipping, traditional dance like ghoomra, hair

educationally still backward

economic → more or less dependent on primitive practices like agriculture, fruit and minor forest produce gathering, Construction workers
⇒ economic condition not so good.

religious → follow their own god and goddess
eg Bhagat set of having giri
Baharadi Devi (Write above this line only)

- Baneshwar fair
- Rishabhdev fair
- Toten diety

23. व्यवसाय में किसी उत्पाद की पैकेजिंग के महत्व को उल्लेखित कीजिए।
Mention the importance of packaging of a product in business.

Packaging means enclosing a product to store, or to deliver to customer. Good

Importance of packaging

- keep the product safe and secure
- make product appearance more attractive eg gifts are wrapped in colorful and beautiful paper
- make product's transportation easy
- labelling on packaged product is more efficient and effective
- make the product's storage, easy

So packaging is important (Write above this line only) supply chain of a product.

24. जाति व्यवस्था में सन्निहित गुण व दोषों पर प्रकाश डालिए।

③ Highlight the merits and demerits inherent in the caste system.

9009

Merits of caste system

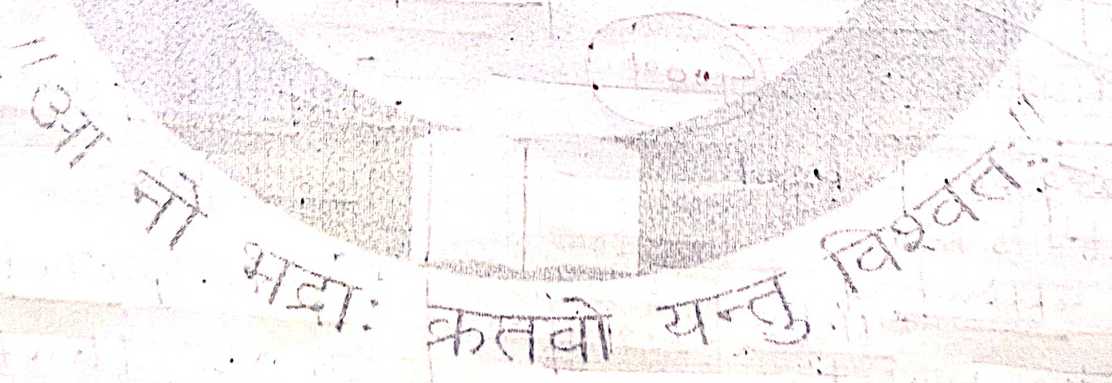
1) For individual → easy to find life partner, employment (caste occupation), emotional strength in caste groups

2) society - a balance in different profession of art and culture eg travart ghuman dance etc. conservation of social harmony in different castes. maintenence

Demerits of caste system

⊖ limit individuals choices of occupation ⊖ caste based discrimination ⊖ hinder inter-caste marriage eg honor killing ⊖ few caste force to do dirty work like sanitation, manning facennery ⊖ caste base conflict eg for reservation ⊖ destablise social fabric

(Write above this line only)



7. निम्नांकित शब्दों के दो-दो पर्यायवाची शब्द लिखिए-

अंक - 5

(i) किरण : (क) रश्मि (ख) मरीचि

20

(ii) चंदन

X

(iii) धनुष : (क)

X

(iv) हाथ : (क) कणि (ख) हस्त
कर

(v) मोती : (क) मणि (ख) मुक्कन X
~~मणि~~ सीपज, मुक्कल

2. निम्नांकित शब्दों के विलोम लिखिए-

अंक - 5

(i) अनंत : अन्त

4

(ii) गम्य : अगम्य

(iii) ढीठ : चंचल / सौम्य X
संकोची कृतवो यन्तु विभवतः

(iv) पतित : पुण्यात्मा

(v) भद्र : अशुभ

3. अतिरिक्त जिला कलक्टर, जिला टोंक की ओर से उपखण्ड अधिकारी, टोंक को न्याय आपके द्वार अभियान की प्रगति रिपोर्ट भेजने हेतु अनुस्मारक लिखिए। (10 अंक)

4 राजस्थान सरकार

अनुस्मारक

कार्यालय, अतिरिक्त जिला कलक्टर, जि. टोंक, राजस्थान

क.प. 5(2) अजिंक न्यायिक 2024/101
उपखण्ड अधिकारी,

दिनांक: फरवरी 18, 2024

कार्यालय, उपखण्ड अधिकारी, टोंक,
जिला - टोंक (राजस्थान)।

विषय: न्याय आपके द्वार अभियान की प्रगति रिपोर्ट भेजने का प्रस्ताव
संदर्भ: इस कार्यालय का पं. पा. अजिंक न्यायिक/2023/1001 दिनांक

आपको। आप अपने शब्दों का प्रयोग केवल दिसम्बर 2023 के पत्रों में
उपरोक्त विषयान्तर्गत लेख है कि न्याय आपके द्वार अभियान की
प्रगति रिपोर्ट इस कार्यालय को अगले सात दिवस में प्रेषित करें।
आपको संदर्भित पत्र के माध्यम से पहले भी रिपोर्ट भेजने हेतु
निर्दिष्ट किया गया था। अगर अब आप सात दिवस में रिपोर्ट
नहीं भेजते हैं तो नियमानुसार कार्यवाही की जाएगी।

संलग्न: ?

भवदीय

पं. 5 अजिंक न्यायिक 2024/102

उत्तरिणी: सूचनाएं एवं आवश्यक कार्यवाही हेतु अतिरिक्त जिला कलक्टर टोंक

1. श्रीमान् जिला कलक्टर, टोंक (राजस्थान) दिनांक: फरवरी 18, 2024

2. आरक्षित प्रति

(Write above this line only)

(A) Identify the error (Modals) and rewrite the correct form of the following sentences: (Q. No. 1-10) Marks 10

1. Work hard lest you will fail.

~~Work hard~~ lest you ~~will~~ should fail.

(9)

2. Will we go to the movie today?

~~Will~~ we go to the movie today?

3. He is very drunk, so he will not tell you even his own name.

He is very drunk, so he ~~will~~ can not tell you even his own name.

4. We eat so that we can live.

We eat so that we could live.

5. She must have work hard if she wants to top the merit list.

She must work hard if she wants to top the merit list.

6. Will anybody attend the lecture or is it just for registered students?

~~Will anybody~~ attend the lecture or is it just for registered students?

7. The government may vote on the issue tomorrow. It is scheduled for 10 A.M.

The government will vote on the issue tomorrow. It is scheduled for 10 A.M.

8. I should swim across the river when I was young.

~~I should~~ swim across the river when I was young.

9. Your child is safe in the hands of a policeman. You dare not worry.

~~Your child~~ is safe in the hands of a policeman. You need not worry.

10. He may speak many languages. ~~He may~~ can speak many languages.

(B) Read the passage given below and answer the questions that follow-

Marks 10

Every society must develop in its people a social responsibility. This is something that we, in India, have been falling short of. We are very individualistic, and don't relate ourselves to our society as such. Very seldom do we actually go out and do something, which is beneficial to the society and which does not have a side benefit for ourselves, as individuals. And this is another thing that must be built into the education system.

Our young boys and girls coming out must have feeling for our society. There is a special responsibility that you have, that we all have in building up the spirit. We have to see that what we learn is not used only for our own personal benefits, that every task we do is such that it benefits the weak and the poor, as Gandhiji has said.

India, today, is striving out into the modern world. We are looking ahead to new technology, to high technology, new methods, new types of employment, and a new dynamism in our economic growth. But while we look ahead, we must not forget the millions who are still below the poverty line. When we look at technology, when we look at science, when we look at development, our attention must not be diverted from what is still a major block in India - the poor and deprived groups. And everything we do must be targeted in a manner that the benefit will flow to the weak, the deprived and the depressed.

1. How should we use what we learn according to Gandhiji?

We should use our knowledge, not only to benefit ourselves and for our personal benefits but also for upliftment of poor and deprived.

2. What is the perspective of the Indian people towards social responsibility?

The Indian people are individualistic and they have negative perspective towards social responsibility.

3. What does India striving out today?

India is striving out technology, new employment methods, and new dynamism in its growth story.

4. What value does the author want to build into the educational system?

The value of social responsibility and helping the deprived and the depressed should be included in system.

5. Find a word in the passage that has the same meaning as the following:

Not having enough of the basic things in life, such as food, money etc.

deprived