

Total No. of Printed Pages—5

HS/XII/V/CT/Paper-VI/19

2 0 1 9

COMPUTER TECHNIQUE

(Vocational Stream)

Paper-VI

(Computer Commercial Application)

(Theory)

Full Marks : 100

Time : 3 hours

The figures in the margin indicate full marks for the questions

GROUP—A

(Introduction to Statistical Techniques)

1. Define weighted arithmetic mean. Give the formula for the same. 2+2=4

2. If $\sigma = 17$ and $n = 25$, calculate the standard error of dispersion. 2+2=4

3. Define standard deviation and write the formula for the same. 2

(2)

4. Write notes on any *four* of the following : $2\frac{1}{2}\times 4=10$

- (a) Least square fitting method
- (b) Harmonic mean
- (c) Variance
- (d) Mode
- (e) Median

5. Find the mean deviation about the median for the following data : 4

3, 9, 5, 3, 12, 10, 18, 4, 7, 19, 21

6. Find the variance for the following data : 4

x_i	:	4	8	11	17	20	24	32
f_i	:	3	5	9	5	4	3	1

Or

Define simple linear regression. Derive formula for the same.

7. Find the geometric mean of 2, 3 and 6. 2

GROUP—B

(Simple Accounting)

8. Answer any *five* of the following questions : $2\times 5=10$

- (a) Give four points of difference between Bookkeeping and Accounting.
- (b) Differentiate between Assets and Liabilities.

(3)

- (c) Differentiate between Trading A/c and Profit & Loss A/c.
- (d) Differentiate between Real A/c and Personal A/c with examples.
- (e) Differentiate between Journal and Ledger.
- (f) Differentiate between Cashbook and Petty Cashbook.

9. Briefly explain five concepts of accounting. 5

10. Briefly explain the rules of Debit and Credit in accounting. 5

11. Write short notes on any *four* of the following :
 $2\frac{1}{2} \times 4 = 10$

- (a) Types of accounts
- (b) Straight line/Equal installment method of depreciation
- (c) Various stakeholders of a business entity
- (d) Double-column cashbook
- (e) Role of accountant

12. Journalize the following transactions in the book of P. Basak for the month of January 2017 giving narration for each :

10

- (i) On 1st January, 2017, started business with ₹ 2,00,000 in the bank and ₹ 40,000 cash
- (ii) On 1st January, 2017, bought shop fittings ₹ 40,000 and a van ₹ 60,000 both paid by cheque
- (iii) On 2nd January, 2017, paid rent by cheque of ₹ 5,000
- (iv) On 3rd January, 2017, bought goods for resale on credit from Zakir & Co. ₹ 50,000
- (v) On 5th January, 2017, cash sales—₹ 5,000
- (vi) On 8th January, 2017, paid wages in cash—₹ 1,000
- (vii) On 10th January, 2017, paid insurance by cheque—₹ 500
- (viii) On 12th January, 2017, cash sales—₹ 8,000
- (ix) On 15th January, 2017, paid wages—₹ 1,000

(5)

GROUP—C

(**Marketing and Salesmanship**)

- 13.** Name some of the commonly accepted characteristics of services. Explain each in short. 2+2=4
- 14.** Write notes on any *three* of the following : 4×3=12
- (a) The 4 pc of marketing mix
 - (b) Difference between Products and Services with clear examples
 - (c) Functions of a salesman
 - (d) Cyber marketing
- 15.** Define personal selling and sales promotion, elaborate the difference between them. 4
- 16.** What are the psychological factors that influence a consumer towards a product that a marketer needs to know and understand? Explain each briefly. 10

Or

What are the personal factors of a consumer that a salesman needs to know for selling a product? Explain each briefly.
