

(i) Printed Pages : 2

Roll No.

(ii) Questions : 6

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

PUNJABI

Paper : BCM-101-A

Time Allowed : Three Hours]

[Maximum Marks : 45

ਨੋਟ :- (1) ਲਿਖਾਈ ਸਾਫ਼ ਅਤੇ ਸਪੱਸ਼ਟ ਹੋਣੀ ਚਾਹੀਦੀ ਹੈ।

(2) ਇਕ ਤੋਂ ਵੱਧ ਭਾਗਾਂ ਵਾਲੇ ਪ੍ਰਸ਼ਨਾਂ ਦਾ ਉੱਤਰ ਇਕ ਥਾਂ ਹੀ ਲਿਖਿਆ ਜਾਵੇ।

1. (ੳ) ਪੁੰਏ ਦਾ ਜੰਗਲ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

ਜਾਂ

‘ਟੁੱਟੀ-ਭੱਜੀ ਨੌਕਰੀ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

(ਅ) ਟੋਟਾ ਕੁ ਪੁੱਪ ਕਾਂਡ ਦਾ ਸਾਰ ਆਪਣੇ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

ਜਾਂ

ਸੂਰਜ ਗੋਡੇ-ਗੋਡੇ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

6+6=12

2. ‘ਗਲੀਏ ਚਿੱਕੜ ਦੂਰਿ ਘਰੁ’ ਪੁਸਤਕ ਦੇ ਆਧਾਰ ਤੇ ਹੇਠ ਲਿਖੇ ਪ੍ਰਸ਼ਨਾਂ ਵਿੱਚੋਂ ਕਿਸੇ ਚਾਰ ਦੇ ਉੱਤਰ ਦਿਓ :

(ੳ) ਨਵੇਂ ਲੋਕ ਨਵੇਂ ਕਜੀਏ ਤੋਂ ਕੀ ਭਾਵ ਹੈ ?

(ਅ) ਲੇਖਕ ਨੂੰ ਇਹ ਅਹਿਸਾਸ ਕਦੋਂ ਹੋਇਆ ਕਿ ਧਨ ਆਤਮ ਵਿਸ਼ਵਾਸ ਦਾ ਆਧਾਰ ਹੁੰਦਾ ਹੈ ?

0801/PB-14986

1

[Turn over

(ੲ) ਲੇਖਕ ਨੇ ਥਾਣੇਦਾਰ ਨੂੰ ਆਪਣੇ ਘਰ ਝਾਤੀਆਂ ਮਾਰਨ ਤੋਂ ਕਿਵੇਂ ਰੋਕਿਆ ?

(ਸ) ਲੇਖਕ ਨੂੰ ਮੁਨਸ਼ੀ ਸ਼ਬਦ ਤੋਂ ਚਿੜ ਕਿਉਂ ਸੀ ?

(ਹ) ਮੰਜੀਆਂ ਖੜੀਆਂ ਕਰਨ ਦਾ ਥਾਣੇਦਾਰ ਉੱਪਰ ਕੀ ਅਸਰ ਹੋਇਆ ?

(ਕ) ਆਜ਼ਾਦੀ ਦੀ ਖੀਰ ਲੇਖਕ ਦੀ ਭਾਬੀਂ ਨੂੰ ਚੰਗੀ ਕਿਉਂ ਨਹੀਂ ਲੱਗੀ ?

2×4=8

3. ਕਿਸੇ ਇੱਕ ਵਿਸ਼ੇ ਉੱਤੇ ਲੇਖ ਲਿਖੋ :

(ੳ) ਭਾਰਤੀ ਸਮਾਜ ਵਿੱਚ ਔਰਤ ਦੀ ਦਸ਼ਾ ਤੇ ਦਿਸ਼ਾ

(ਅ) ਆਨਲਾਈਨ ਸ਼ਾਪਿੰਗ

(ੲ) ਪੰਜਾਬੀ ਲੋਕ ਗੀਤ

(ਸ) ਕਿਸੇ ਪਹਾੜੀ ਜਗ੍ਹਾ ਦੀ ਸੈਰ।

10

4. ਹੇਠ ਲਿਖੇ ਇਸਤਿਹਾਰ ਦਾ ਪੰਜਾਬੀ ਵਿੱਚ ਅਨੁਵਾਦ ਕਰੋ :

Wanted a smart good looking Convent Educated Graduate lady to work as receptionist in our hotel. The Taj New Delhi. Attractive salary. Apply within 10 days.

5

5. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿੱਚੋਂ ਪੰਜ ਦੇ ਸ਼ਬਦ-ਜੋੜ ਸੁੱਧ ਕਰਕੇ ਲਿਖੋ :

ਧੋਭੀ, ਮੱਜ, ਅਉਖਾ, ਪੀਂਗ, ਬੁੱਦ, ਸਾਂਜ, ਲੋਬ, ਆਸਨ

5

6. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿੱਚੋਂ ਪੰਜ ਦਾ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ :

Book value, Excise duty, Glut, Hording, Alternative cost, Deflation, Circulating capital, Fringe benefits.

5

(i) Printed Pages : 4

Roll No.

Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

HISTORY AND CULTURE OF PUNJAB

Paper : History & Culture of Punjab from the

Earliest Times to 1849 (BCM-101-B)

(Common with BBA 1st Sem./BCA 3rd Sem.)

(In English/Hindi Mediums)

Time Allowed : Three Hours]

[Maximum Marks : 45

Note :— Attempt **FIVE** questions in all, including Question No. 1 which is compulsory and selecting **ONE** question from each Unit.

1. Answer any **FIVE** questions of the following in about **25-30** words each :

(i) When and how did the world come to know about the Harappan civilization ?

(ii) Name the four Ashramas.

(iii) What were the three important events of Gautam Buddha's life which fall on Buddha Purnima ?

(iv) Name the Mauryan King who got education at Taxila and name of his teacher also.

0802/PB-10823(T)

(Outline Map of Punjab)

1

[Turn over

- (v) Who wrote Allahabad inscription and about whom ?
(vi) What does the word Sufi stand for ?
(vii) Name the institutions started by Guru Nanak Dev Ji at Kartarpur.
(viii) What do you mean by Miri-Piri ?
(ix) When and where was Guru Gobind Singh born ?
(x) What do you mean by Misl ? 5×1=5

UNIT-I

2. Explain the socio-economic life of the people of Harappan civilization. 10
3. Give a brief account of the life and teachings of Mahavir Jain. 10

UNIT-II

4. What do you know about the society and culture under the Guptas ? 10
5. Discuss in detail the origin and principles of Sufism. 10

UNIT-III

6. What were the circumstances leading to the martyrdom of Guru Arjan Dev and its impact on society ? 10
7. Write in detail the principle of Khalsa and its impact on the people of Punjab. 10

UNIT-IV

8. How was the society of Punjab under Maharaja Ranjit Singh ? 10
9. On the Outline map of Punjab, show the following places and write explanatory notes on any **TWO** :
Sanghol, Kiratpur, Goindwal, Khadur Sahib, Harappa, Lahore.

6+4=10

(i) Printed Pages : 4

Roll No.

(ii) Questions : 7

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

ENGLISH AND BUSINESS COMMUNICATION SKILLS

Paper : BCM-102

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt all the parts of a question together.

SECTION—A

1. Attempt any **three** questions in **100-120** words each :—

- (a) Why did Alan Trevor like Hughie ?
- (b) Did Jim and Della sell their dearest possession to no purpose ?
- (c) How was the King prevented again and again from taking Vikramaditya's seat ?
- (d) What 'sub-story' does Eleanor tell Bertram and with what motive ?
- (e) What were Lomov's reasons for deciding to get married ?

12

2. Write answer to any **one** of the following questions in **300-350** words :—

- (a) Draw the character sketch of Natalia.
- (b) Comment on the statement, 'Millionaire models are rare enough; but, by Jove, model, millionaires are rarer still'.

10

3. Read the given passage and answer the questions :—

Man has become very busy because he is always after material success. He has no time to stand and stare and think of the real significance of life. The cult of modern civilization is work. Wastage of a single minute is considered a crime. We have forgotten the uses of leisure. That is why, modern man is a victim of neurosis, depression and hurry and worry. Today we always think of success. The idea of success is unlimited and so the time devoted to attain success is infinite. The result is that modern man is always under stress and strain, not realising the value of leisure in daily life. He does not devote time to self introspection and is always restless. Leisure in life is so important that it gives man time to plan things in calm and quiet manner. In fact aggressiveness and restlessness are the banes of modern civilization. One must know that without proper leisure success has no meaning. According to an American writer the Devil is the busiest creature in the world. The divine in man loses its significance. Success in life is measured in terms of money. The idea of success has made us selfish without social and moral obligations. The uses of leisure are many. We can devote leisure to humanitarian work. It leads to lasting peace of mind. Money can buy pleasure but no happiness and freedom from anxiety and strain. Leisure spreads sunshine in our lives and those of others. One can use leisure for mental

and spiritual development. Therefore, one must spare some time for higher activities and creative mode of life.

Answer the following questions :—

- (1) What is the situation of man in this material world ?
- (2) What is the cult of the modern civilization ?
- (3) What is the result of man's clamouring for success ?
- (4) What is the importance of leisure in life ?
- (5) List three uses of leisure in life.
- (6) Give in simple English the meanings of :
 - (i) Introspection
 - (ii) Significance.

12

4. Match the words in Column A with their meaning in Column B :—

Column-A	Column B
(i) Parsimony	seize
(ii) Extravagance	walk
(iii) Mound	made up
(iv) Usurp	hillock
(v) Stroll	miserliness
(vi) Concocted	wastefulness

6

SECTION—B

5. Write a letter to a Sports firm whose goods are being returned. Explain the reasons and give a note of caution in the end.

OR

Write a letter to a bank for a loan for your business concern.

10

6. Draft any **four** of the following :—
- (a) Draft a Public Notice announcing change in working hours of your bank.
 - (b) Draft an Auction Notice for the sale of a plot of land.
 - (c) Draft a Tender Notice for improvement of roads.
 - (d) Draft an advertisement for toys and dolls exhibition-cum-sales.
 - (e) Write a memo to the head accountant for not submitting the bills on time. 4×5
7. Attempt any **two** of the following :—
- (a) Importance of Upward Communication.
 - (b) Objectives of Business Communication.
 - (c) Inter-personal and Intra-personal Communication. 2×5

(i) Printed Pages : 2

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS

Paper : BCM-103

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :—(1) Attempt *four* questions out of *six* from Section-A
(5 marks each).

(2) Attempt *two* questions each from Section B and Section
C (15 marks each).

SECTION—A

1. What is the role of sociology and anthropology in understanding organizational behaviour ?
2. What are the major factors that determine individual's personality ?
3. What is the importance of values and attitudes in understanding individual behavior ?
4. What do you understand by life positions ? Explain.
5. Explain the hygiene and motivating factors.
6. What is the contingency theory of leadership ?

SECTION—B

7. What is the significance of understanding the personality of an individual in an organization ? Explain with examples.
8. How far do you think it is important to understand individual perception ? Discuss its process and principles in detail.
9. Outline the various factors that determine individual behavior in an organization.
10. What do you understand by MARS theory of individual behaviour. Explain its dimensions in detail.

SECTION—C

11. Why do you think it is important to keep your workforce motivated all the times ? Explain with the help of various theories of motivation.
12. What is transactional Analysis ? Discuss in detail its significance in improving interpersonal communication and relations in the organizations.
13. What do you think leaders are born or are they made ? Give your viewpoint on the basis of the various theories of leadership.
14. Define conflict. What is the difference between functional and dysfunctional conflict ? Outline the strategies to manage conflict in the organizations.

(i) Printed Pages : 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

BUSINESS ECONOMICS-I

Paper : BCM-104

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **four** short answer type questions from Section A.
Attempt **two** questions each from Sections B and C
respectively.

SECTION-A

I. Attempt any **four** of the following. Each question carries **5** marks.

- (a) Define cross elasticity of Demand.
- (b) Explain Diamond-Water Paradox (Paradox of value).
- (c) Explain the law of Diminishing Marginal Rate of Substitution.
- (d) Define the concept of opportunity cost.
- (e) Discuss the relationship between average revenue, marginal revenue and elasticity of demand.
- (f) What is Price Discrimination ? Discuss when it is possible.

5×4=20

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1

[Turn over

SECTION-B

- II. Define Law of demand and explain why does the demand curve slope downwards to the right. Discuss Movement along the demand curve and shift in demand curve. 10,5
- III. Define Elasticity of Demand. How the price elasticity of demand be measured ? Explain with the help of any three methods.5,10
- IV. Explain consumer's equilibrium with the help of utility analysis. 15
- V. What is indifference curve ? Show the income effect, substitution effect and price effect with the help of indifference curve analysis. 5,10

SECTION-C

- VI. Explain the Law of Variable proportions and its various stages. Which stage is best for production and why ? Why does this law apply ? 6,3,6
- VII. Discuss the various concepts of cost curves. Also discuss the relationship between AC and MC. 10,5
- VIII. Explain the role of time element in price determination. 15
- IX. Explain the features of monopolistic competition. How price and output are determined under it ? 5,10

(i) Printed Pages : 8

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

PRINCIPLES OF FINANCIAL ACCOUNTING

Paper : BCM-105

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— (1) Attempt any four questions from Section-A. Each question carries 5 marks.

(2) Attempt any two questions from Section-B. Each question carries 15 marks.

(3) Attempt any two questions from Section-C. Each question carries 15 marks.

SECTION—A

1. Explain the rule of 'Garner Vs Murray'.
2. Following are the applications of some accounting principles or assumptions. State the name along with brief explanation of the relevant accounting assumptions or principle herein :
 - (i) Appending notes to the financial statements.
 - (ii) Accounting of a small calculator as an expense and not as an asset.

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1

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3. Following balances are given in the Trial Balance :

Particulars	Debits (Rs.)	Credit (Rs.)
Capital	-	1,00,000
Drawings	20,000	-
Bad Debts	1200	-
Sundry Debtors	20,500	-
Provision for Doubtful Debts	-	2,000
Salaries Outstanding	-	1,000
Prepaid Insurance	200	-
Interest on Investment Account	-	500
Commission Received in Advance	-	400

Adjustments :—

- (i) Further Bad debts Rs. 500
- (ii) Make Provision for doubtful debts @ 5% on Sundry Debtors.
- (iii) Interest on Capital Rs. 10,000
- (iv) Interest on drawings Rs. 1,000.

Show how the above items will appear in the final accounts.

4. The Bangla Mine Company obtained a mine on lease for a period of 30 years beginning from the 1st January, 2020 on the following terms :

- To pay minimum rent of Rs. 24,000 per year.
- Shortworkings can be recovered during the subsequent two years.
- Due to accident or strike minimum rent is to be reduced by 25 per cent for that year.
- Royalty was to be calculated at 50 paise per tonne.

Production during four years from 2020 to 2023 was as follows :

Year	2020	2021	2022	2023
Production in tons	28,000	36,000	60,000	44,000

(Strike for three months)

Prepare the analytical table showing the calculation of shortworking and recoupment of shortworking.

5. Shri Gangaram sells two products manufactured in his own factory. The goods are made in two Departments A & B for which separate sets of accounts are maintained. Some of the manufactured goods of Department A are used as Raw Materials by Department B and Vice versa.

From the following particulars, you are required to ascertain the total cost of goods manufactured in Department A and Department B :

	Dept. A	Dept. B
Total Units manufactured	10,00,000	5,00,000
Total cost of manufacture	Rs. 10,000	Rs. 5,000

Department A transferred 2, 50,000 units to Department B and the latter transferred 1,00,000 units to the former.

6. A consigned to B 200 cycles at proforma invoice price of Rs. 150, which was 25% above cost. B was entitled to commission at 5% on cost of goods sold plus 20% of excess price realised over cost price of goods sold. B sold 140 cycles at Rs. 180 each. Calculate the amount of commission payable to B.

SECTION—B

7. What do you mean by "Generally Accepted Accounting Principles ?" Briefly state the concepts and conventions of accounting with suitable examples.
8. What are departmental accounts ? What are the objective and advantages of preparing these accounts ? Explain the basis of allocation of expenses over various departments of an organization.
9. From the following balances prepare 'Trading and Profit and Loss A/c for the year ended 31st March 2023 and a Balance Sheet of X as at that date from the Trial Balance after taking into consideration the following adjustments :

Adjustments :—

- (a) Closing Stock was Rs. 30,000.
- (b) Write off Rs. 3,000 bad debts and maintain a provision of 5% on debtors.
- (c) Rs. 1200 paid as rent was debited to landlord account and included in the list of debtors.
- (d) General managers is to be given commission at 10% after charging the commission of work manager and his own.
- (e) Works manager is to be given commission at 5% after charging the commission of general manager and his own.

Debit Balances	Rs.	Credit Balances	Rs.
Plant and machinery	18,000	X's Capital A/c	50,000
Depreciation on Plant	2,000	Sales	2,49,000
Repair to Plant	1,600	Overdraft	3,800
Wages	28,000	Salary Outstanding	2,000
Salaries	4,000	B/P	3,000
Income tax	500	Provision for Bad	
Cash in hand	2,000	Debts	6,000
Land and Building	74,500	Discount	4,000
Depreciation on Building	2,500	Creditors	23,300
Purchases	1,23,500		
Accrued Income	1,500		
B/R	10,000		
Bad Debts	1,000		
Debtors	35,000		
Stock (1.4.2022)	37,000		
	3,41,100		3,41,100

10. Multi Chained Stores Ltd. Delhi has its branches at Lucknow and Chennai. It charges goods to its branches at cost plus 25%. Following information is available of the transactions of the Lucknow Branch for the year ended 31st March, 2023 :

	Rs.
Stock at Branch on 1-4-2022 at I.P.	30,000
Debtors on 1-4-2022	10,000
<i>Transactions during the year :</i>	
Goods sent to Lucknow Branch at I.P.	3,25,000
Goods returned to H.O. at I.P.	10,000
Good returned by Lucknow debtors direct to H.O.	5,000
Cash sales	1,09,000

	Rs.
Cash received from Lucknow debtors	1,70,000
Allowances to Lucknow customers off selling price (already adjusted while invoicing)	2,000
Normal Loss at I.P.	1,000
Goods Lost in fire at I.P.	5,000
Insurance Co. paid to H.O. for loss by fire at Lucknow	3,000
Cash sent for Expenses :	32,820
• Recurring	1,000
• Non-recurring	500
Bad Debts at Branch	15,000
Goods transferred to Chennai Branch under H.O. advice	500
Goods returned by Debtors	2,000
Branch Debtors cheques dishonoured	48,500
Stock at Branch on 31-3-2023 at I.P.	14,000
Debtors on 31-3-2023	14,000

Prepare all accounts under Stock and Debtors System.

SECTION—C

11. What is Royalty Accounts ? Give journal entries in the books of Lessee when :
 - (i) When minimum rent account is opened
 - (ii) When minimum rent account is not opened.
12. What is Joint Venture ? Explain various methods of recording Joint Venture transactions.
13. On 1st April, 2022, Mr. Doshi of Darjeeling consigned 2,000 kgs. of Tea costing Rs. 60 per kgs to Mr. Naik of Nagpur. Mr. Doshi incurred the following expenses : Freight Rs. 2,000; Insurance Rs. 400; Sundry Expenses Rs. 600. During the year ended 31st March, 2023, Mr. Nail incurred the following expenses : Selling Expenses Rs. 600; Godown Rent Rs. 500; Carriage to godown Rs. 1,000.

On 1st December, 2022, Mr. Naik sold 1,200 kgs. of tea for cash at a profit of 25% on Sales. On 15th December, 2022, Mr. Naik returned 150 kgs of Tea, which were of poor quality to Mr. Doshi and paid return freight and carriage of Rs. 250. Out of the remaining tea, 200 kgs being partially damaged were valued at 30% less than cost. Mr. Naik charged his commission at 5% and sent the balance so far due from him to Mr. Doshi on 31st March, 2023. Mr. Doshi closes his books every year on 31st March.

You are required to prepare the following accounts in the books of Mr. Doshi :

- (1) Consignment to Nagpur, and
- (2) Personal account of Mr. Naik.

14. Bini, Mini and Tini are partners sharing profits and losses in the ratio of 4 : 3 : 2.

Their Balance Sheet as on 31st March, 2020 stood as follows :

Liabilities	Rs.	Assets	Rs.
Creditors	20,000	Cash	2,000
Bank Overdraft (Secured against stock)	15,000	Debtors 18,000 Less Provision <u>1,000</u>	17,000
Loan (Secured against machinery)	25,000	Stock	25,000
Capital		Machinery	40,000
Bini	20,000	Profit and Loss Account	9,000
Mini	10,000		
Tini	3,000		
	<u>93,000</u>		<u>93,000</u>

(i) Printed Pages : 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2123)

COMMERCIAL LAW

Paper : BCM-106

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :—(1) Attempt any *four* Short Answer Type Questions from Section-A.

(2) Attempt *two* questions each from Sections B and C respectively.

SECTION—A

(Marks : 4×5=20)

- I. (a) Define the term 'Consumer' under Consumer Protection Act 2019.
- (b) Differentiate between Sub-Agent and Substituted Agent.
- (c) How and to whom a complaint under RTI Act can be filed ?
- (d) What is Quasi Contract ?
- (e) Explain the term 'Consensus ad idem'.
- (f) Differentiate between Bailment & Pledge.

0807/PB-10827

1

[Turn over

SECTION—B

(Marks : 2×15=30)

- II. When is consent said to be free ? Distinguish between coercion and undue influence. Illustrate your Answer.
- III. "All contracts are Agreements but all agreements are not contracts". Comment.
- IV. What are the various remedies available to a party in case of breach of a contract ?
- V. What is discharge by impossibility ? Discuss the doctrine of supervening impossibility with exceptions.

SECTION—C

(Marks : 2×15=30)

- VI. Discuss the main objectives and provisions of Right to Information Act 2005.
- VII. Explain in brief redressal Machinery under Consumer Protection Act 2019.
- VIII. Discuss the various rights and duties of a bailee.
- IX. Briefly discuss the rights of Surety against :
- (a) Creditors
 - (b) Principal Debtors
 - (c) Co-Sureties.