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HS/XII/V/CT/Paper–VI/26

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COMPUTER TECHNIQUE

(Vocational Stream)

(Computer Commercial Application)

(Theory)

Paper : VI

Full Marks : 100

Time : 3 hours

The figures in the margin indicate full marks for the questions

GROUP—A

(Introduction to Statistical Techniques)

1. Select the correct answer for each of the following : 1×5=5

- (a) A measure indicating the centre of a set of data, arranged in ascending or descending order of magnitude, is called a measure of
- (i) skewness
 - (ii) central tendency
 - (iii) dispersion
 - (iv) symmetry

(2)

(b) The sample mean \bar{X} is calculated by the formula

(i) $\frac{fx}{f}$

(ii) $A - \frac{fd}{f}$

(iii) $A - \frac{fu}{f} \frac{h}{f}$

(iv) All of the above

(c) The standard deviation of first 50 natural numbers is

(i) 20.43

(ii) 14.43

(iii) 45.43

(iv) 16.43

(d) To calculate mean deviation, first we need to find the

(i) median of data

(ii) mode of data

(iii) mean of data

(iv) range of data

(e) Primary goal of curve fitting is

(i) to find the equation of a theoretical model that best describes a set of data points

(ii) to remove outliers from a data set

(iii) to visualize the exact locations of individual data points

(iv) to perform statistical regression on an already known function

(3)

2. Fill in the blanks from the given choices :

1×5=5

(a) The normal equation for fitting a straight line $y = a + bx$ is $y = \underline{\hspace{2cm}}$.

($\sum y = a \sum 1$, $\sum yx = a \sum x + b \sum x^2$)

(b) A process by which we estimate the value of dependent variable on the basis of one or more independent variables is called .

(correlation, regression)

(c) The method of least squares finds the best fit line that the error between observed and estimated points on the line.

(maximizes, minimizes)

(d) The value of coefficient of correlation lies between .

(0 to +1, -1 to +1)

(e) The coefficient of variation is a percentage expression for .

(mean deviation, standard deviation)

(4)

3. Define the following statistical terms in two or three sentences each : 2×5=10

- (a) Range
- (b) Linear regression
- (c) Quartile deviation
- (d) Harmonic mean of two terms
- (e) Mean deviation of two numbers

4. Solve any *two* of the following : 5×2=10

- (a) Find the Arithmetic mean of the first 50 natural numbers.
- (b) Find the variance of the data set {5, 1, 2, 4}.
- (c) Calculate the regression coefficient of x on y from the following data :

x	1	2	3	4	5
y	3	4	2	1	6

(5)

GROUP—B

(Simple Accounting)

5. Select the correct answer for each of the following :

1×10=10

- (a) Which of the following is not a business transaction?
- (i) Bought furniture for business
 - (ii) Paid for salaries of employees
 - (iii) Paid son's school fees from own bank account
 - (iv) Paid son's school fees from business
- (b) The art of recording all business transactions in a systematic manner in a set of books is called
- (i) accounting
 - (ii) bookkeeping
 - (iii) ledger
 - (iv) None of the above
- (c) The process of recording, classifying and summarizing all business transactions in order to know the financial result is called
- (i) bookkeeping
 - (ii) accounting
 - (iii) journalising
 - (iv) None of the above
- (d) Which accounting concept states that all transactions measurable in terms of money are recorded?
- (i) Business entity concept
 - (ii) Going concern concept
 - (iii) Money measurement concept
 - (iv) Accounting period concept

- (e) The concept that requires the matching revenues earned with the expenses incurred to generate those revenues within the same accounting period is the
- (i) revenue realization
 - (ii) accrual
 - (iii) matching
 - (iv) full disclosure
- (f) Which of the following is a fundamental principle of the double-entry system?
- (i) Debits and Credits should always be equal
 - (ii) Only credit entries are recorded in the system
 - (iii) Credit entries should always exceed debit entries
 - (iv) All transactions are recorded only in cash book
- (g) In double-entry bookkeeping, for every debit there must be
- (i) another debit of an equal amount
 - (ii) a credit of the same amount
 - (iii) a corresponding asset
 - (iv) a reduction in cash
- (h) Which book is known as the 'book of original entry'?
- (i) Ledger
 - (ii) Journal
 - (iii) Cash book
 - (iv) Trial balance

(7)

- (i) A Ledger is also referred to as the book of
- (i) primary entry
 - (ii) final entry
 - (iii) temporary entry
 - (iv) original entry
- (j) Which of the following transactions should be debited to the cash account?
- (i) Sales
 - (ii) Purchases
 - (iii) Cash received from customer
 - (iv) Rent paid

6. Define any *five* of the following in 2 or 3 sentences each :

2×5=10

- (a) Basic roles of accountant
- (b) Real account with examples
- (c) Financial instruments
- (d) Sales return
- (e) Golden rule of accounting for real accounts
- (f) Golden rule of accounting for personal accounts

7. Differentiate between the following (any *five*) :

2×5=10

- (a) Accounting and Auditing
- (b) Bookkeeping and Accounting
- (c) Cash book and Ledger

- (d) Copyright and Patent
- (e) Depreciation and Amortization
- (f) Goods and Services with examples

8. Journalize the following transactions in the book of Shri S. Majumdar for the month of April, 2024 : 10

- 1st April : S. Majumdar started business with cash of ₹ 50,000
- 2nd April : Purchases goods from Rakesh ₹ 5,000 on credit
- 5th April : Deposited cash into SBI bank of ₹ 10,000
- 9th April : Sold goods to Ashish ₹ 15,000 on credit
- 11th April : Purchased furniture of ₹ 7,000 for cash
- 14th April : Paid to Rakesh by cheque of SBI bank ₹ 2,500
- 18th April : Received a bank cheque for ₹ 10,000 from Ashish
- 30th April : Paid salary by cheque ₹ 4,000

GROUP—C

(Marketing and Salesmanship)

9. Select the correct answer for each of the following : 1×10=10

- (a) The process of indemnity in insurance ensures that
 - (i) the insurer can hide important details
 - (ii) the insured should not profit from the loss
 - (iii) insurance covers life-related risks
 - (iv) the policy is valid for a fixed period only

- (b) Which of the following is an example of a manufacturing activity?
- (i) Selling a car online
 - (ii) Providing consulting services
 - (iii) Producing steel in a factory
 - (iv) Transporting goods by ship
- (c) Which form of business organization is owned and controlled by a single individual?
- (i) Cooperative society
 - (ii) Company
 - (iii) Partnership
 - (iv) Sole proprietorship
- (d) In a joint stock company who elects the board of directors?
- (i) The general public
 - (ii) The government
 - (iii) The employees
 - (iv) Shareholders
- (e) What is the primary characteristic that distinguishes a service from a physical good?
- (i) Service is tangible and can be physically possessed
 - (ii) Services are easily standardized and produced in advance
 - (iii) Services are a combination of activities, benefits or satisfactions offered for sale
 - (iv) None of the above

- (f) When it comes to service, 'perishability' means that
- (i) services cannot be stored
 - (ii) services are highly standardized
 - (iii) services require a physical presence of the customer
 - (iv) services are easily seen and touched
- (g) What is the primary role of a salesperson in discovering customer needs?
- (i) To aggressively sell a predetermined product
 - (ii) To understand and clarify the buyer's needs and pain points
 - (iii) To focus on meeting sales targets regardless of a customer suitability
 - (iv) To provide detailed product specifications without seeking input
- (h) The role of establishing rapport with a customer before a sales presentation is important because it
- (i) creates an immediate opportunity for aggressive selling
 - (ii) allows the salesperson to dictate the conversation
 - (iii) builds a foundation of trust for more effective interaction
 - (iv) is an unnecessary step and can be skipped

(i) Which of the following is considered a major challenge in a sales career?

(i) Limited opportunities for advancement

(ii) The potential for frequent rejection

(iii) A predictable and repetitive daily routine

(iv) Low demand for skilled sales professional

(j) The first step in the personal selling is

(i) approach

(ii) presentation

(iii) prospecting

(iv) handling objectives

10. Write short notes on any *five* of the following : 2×5=10

(a) Personal selling

(b) Sole trader

(c) Wholesale salesman

(d) Product knowledge

(e) Salesman's goodwill duties

(f) Salesman feedback

11. What is sales presentation? Explain briefly the steps in sales presentation. 1+4=5

12. (a) What is an objection in sales? How can an objection be handled? 1+4=5

Or

(b) Explain briefly the sources of product information. 5

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