



Registration No.:

BHARTIYA SKILL DEVELOPMENT UNIVERSITY
School of General Education

Session: 2021-22(Summer Semester)

B. Voc. Program, III Semester,

2nd In-Sem. Examination

Course Code: GEN1301
Course Name: Spoken English

Time: 1 Hour
Max. Marks: 20

Section-A

(1*5=5)

Q.1 wrote the poem titled *Virtue*.

- (a) George Herbert (c) Robert Frost
(b) W.H. Davies (d) G.M. Hopkins

Q.2. Choose the correct answer for the indirect speech of the given sentence:

Raman says "I am happy"

- (a) Raman said that I am happy (c) Raman said that he was happy
(b) Raman says that he is happy (d) Raman says that he was happy.

Q.3. Choose the correct answer for the passive voice of the given sentence:

He can win a prize.

- (a) A prize could be won by him. (c) A prize can be win by him.
(b) A prize can be won by him. (d) Prize could be won by him.

Q. 4. Fill in the blank with correct word as given in the poem *Virtue*.

Sweet day, so cool, so calm, so bright,

The _____ of the earth and sky;

- (a) Marriage (c) Bridal
(b) Wedding (d) Union

Q.5. The term *Virtuous* means.....

- (a) Dishonest (c) Moral
(b) Unfair (d) Unethical

Section- B

(2*3=6)

Q 6. Explain the following lines with reference to the context:

Sweet rose, whose hue, angry and brave,

Bids the rash gazer wipe his eye;

Thy root is ever in its grave,

And thou must die.

Q 7. Write the correct question tags for the given statements

- (a) Jack is from Spain, _____
- (b) Mary can speak English, _____

Q 8. Change the following sentence into indirect speech:

- (a) They said, "We played Football".
- (b) Ravi said, "I will go to market".

Section- C

(3*3=9)

Q 9. Write a short summary of the Poem *Virtue*.

Q 10. Change the voice of the following sentences:

- (a) She loved cats.
- (b) He was writing a letter.
- (c) We should leave this house.

Q 11. Write appropriate sentences suiting the given Question tags.

- (a) _____, don't you?
- (b) _____, doesn't she?
- (c) _____, isn't he

Bhartiya Skill Development University
School of General Education
II In-Semester Examination- December, 2021
Winter Semester, Sem-III, B.Voc. Program

Course: Spoken English
Course Code: GEN1301

Time: 1 Hour

Max. Marks: 20

Instructions: The question paper comprises three sections A, B & C. Marks allotted are mentioned against each section.

Answer Key

Section-A

(1*5=5)

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- (b) **A prize can be won by him.**
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Q. 4. Fill in the blank with the given word given in the poem *Virtue*.

Sweet day, so cool, so calm, so bright,
The _____ of the earth and sky;

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Section- B

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Q 6. Explain the following lines with reference to the context:

Sweet rose, whose hue, angry and brave,
Bids the rash gazer wipe his eye;
Thy root is ever in its grave,
And thou must die.

Ans: These lines are from the poem *Virtue* by George Herbert. The poet speaks of a lovely delightful rose. The sweet rose has a bright red color which indicates its angry mood and splendid look. Accordingly, to the poet, the rose seems to be asking the onlooker to wipe the tears from its eyes as it knows that it must fade away and die. The colour dazzles the eyes of the onlooker: "The spring is pictured here being full of 'sweet' days and colourful and fragrant flowers and is compared to a box full of sweets to denote the sweetness and beauty of the reason. The delights presented in the first two stanzas are also contained in the third, and the narrator solidifies his suggestion of the earth's rich bounty. But the poet asserts that spring, with its music colour and fragrance is destined to sink into oblivion. Thus, the poetic verse, like everything else the narrator has so far depicted, must come to an end.

Q 7. Write the correct question tags for the given statements

- (a) Jack **is** from Spain, **isn't he?**
- (b) Mary can speak English, **can't she?**

Q 8. Change the following sentence into indirect speech:

- (a) They said, "We played Football". ***They said that they had played football.***
- (b) Ravi said, "I will go to market". ***Ravi said that he would go to the market***

Section- C

(3*3=9)

Q 9. Write a short summary of the Poem *Virtue*.

Summary: *Virtue (The Temple)* is an educational poem. It teaches us that virtue is supreme and super lasting. In this world of impermanence, beautiful thing and beauty itself are subject to decay but a truly virtuous soul remains unchanged through all eternally. In *Virtue* Herbert speaks of the permanence of a virtuous soul. All the beautiful things of the world including a sweet day a sweet rose and the sweet spring will get decayed but a virtuous soul remains unchanged. To assert his points Herbert uses three images in this poem. First he speaks of a sweet day which must come to an end and be swallowed up by dark night. Secondly he refers to a sweet rose which in spite of its sweet colour and fragrance is destined to wither. Thirdly he speaks of a spring which, with its music and colour is damaged to sink into extinction. However, the last quatrain presents images of an eternal soul. Through a metaphoric explanation the poet says that a seasoned timber cannot be burnt and changed into coal and therefore it never surrenders to corrosion. Similarly, the virtuous soul remains unchanged in spite of the passing of time. The phrase 'turn to coal' means totally destroyed. It implies that the whole World will be destructed with the passing of time. By 'chiefly lives' the poet means that the soul will remain alive when the world will remain no more

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- (a) She loved cats.

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- (c) _____, isn't he?



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School of General Education

Session: 2021-22 (Summer Semester)

B. Voc. Program, 3rd Semester, 2nd In-Sem. Examination

Course Code: GEN 1303

Course Name: Entrepreneurship Development

Instructions: Attempt all questions.

Time: 1 Hour

Max. Marks: 20

Section-A

5*1= 05 Marks

1. According to Robert D. Hisrich, the important aspects of Entrepreneurship are-
 - a) creating something new with value
 - b) Assuming social & Financial Risk
 - c) Assuming the receipt of resulting rewards
 - d) All of the above
2. An entrepreneur refers to a person-
 - a) Who visualizes a business opportunity
 - b) Takes steps to promote a new enterprise
 - c) Assembles resources (7M) to make the business venture successful
 - d) All of the above
3. According to the type of Business, Entrepreneurs are-
 - a) Technopreneurs
 - b) Fabian Entrepreneur
 - c) Drone Entrepreneur
 - d) None of the above
4. Fabian entrepreneurs are the one who-
 - a) Adopt and follow conventional approaches
 - b) Belong to family business
 - c) Display lazy and shy behaviour
 - d) All of the above
5. The Entrepreneur who started the Startup 'Dosawala' is-
 - a) Mahesh Gupta
 - b) Prem Ganapathy
 - c) Romit Bansal
 - d) Sagar Daryani

Section –B

3*2= 06 Marks

1. Write the advantages of Entrepreneurial Motivation Training.
2. Describe briefly the Entrepreneurship Decision Process.
3. Write the name of Various Principles of Effectuation.

Section –C

3*3 =09 Marks

1. Compare briefly the features of SWOT analysis & Johari Window analysis.
2. Discuss the concepts of Self awareness, Self Knowledge & Self Discovery.
3. Write the important Traits & Functions of an Entrepreneur.



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Instructions: Attempt all questions.

Time: 1 Hour
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Section-A

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1. According to Robert D. Hisrich, the important aspects of Entrepreneurship are-
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Section -B

3*2= 06 Marks

1. **Write the advantages of Entrepreneurial Motivation Training.**

Answer- Entrepreneurial Motivation Training (EMT) has been one of the most important inputs for initiating growth and development of the enterprises. Advantages of EMT are as under-

1. Helps in developing individuals as an enterprising person.
2. Helps in increasing need for achievement of potential entrepreneurs
3. Helps them develop coping ability,
4. Enhances the tolerance to ambiguity
5. Enhances influencing capability.

2. Describe briefly the Entrepreneurship Decision Process.

Answer- Entrepreneurial Decision Process is about deciding to become an entrepreneur by leaving present activity i.e. a movement from the present lifestyle to forming a new enterprise. The decision to start a new company occurs when an individual perceives that forming a new enterprise is both desirable and possible. This process is different from the Entrepreneurial Process where a new venture is created by an entrepreneur and involve finding, evaluating, and developing an opportunity by overcoming the strong forces that resist the creation of something new.

3. Write the name of Various Principles of Effectuation.

Answer- Various Principles of Effectuation are as under-

1. Bird in Hand Principle
2. Affordable Loss Principle
3. Lemonade Principle
4. Crazy-Quilt Principle
5. Pilot in the Plane Principle

Section –C

3*3 =09 Marks

1. Compare briefly the features of SWOT analysis & Johari Window analysis.

Answer- SWOT ANALYSIS- This is an important tool for Self-Discovery and Assessment. SWOT is an acronym that stands for: Strength, Weakness, Opportunity, Threat. A SWOT analysis guides to identify the organization's strengths and weaknesses (S-W), as well as broader opportunities and threats (O-T). Developing a fuller awareness of the situation helps with both strategic planning and decision-making.

Generally, strengths (such as the ability to change quickly) and weaknesses (such as slow customer service response time) are internal to the organization, while opportunities and threats tend to be external (competition, regulations, market share, etc.)

Johari Window Model- This is another tool for Self-Discovery & Assessment. A Johari window is a psychological tool created by Joseph Luft and Harry Ingham in 1955. It's a simple and useful tool for understanding and training self-awareness, personal development, improving communications and interpersonal relationships. Johari Window is a technique for improving self-awareness within an individual. It helps in understanding your relationship with yourself and others. Johari Window is a method used for self-discovery and is based upon two things – to acquire the trust of others by revealing your information to them and by learning about yourself through feedback by others.

2. Discuss the concepts of Self awareness, Self Knowledge & Self Discovery.

Answer- Self Awareness- Awareness is about noticing stuff in the world, "self-awareness" is about focusing your awareness on yourself. Self-awareness is an aptitude that allows you to consciously act in alignment with your standards. It reflects how clearly and objectively you can define your individuality and how well you can judge if you do the right thing to reach your destination. The extent of your self-awareness indicates your spectrum of possibility for success. The more self-aware you are, the higher the chance is for achieving your objectives.

Self-Knowledge- elf-knowledge is the array of information you learn about yourself and later blend together when trying to answer the question "What am I like?" Self-knowledge affects how we think, feel, act, and guide. Your self-knowledge forms your self-concept. The more details you gather, the closer you get to understanding yourself and then with certainty, you can lay the foundation of self-awareness, build your self-esteem, and effectively define your career goals.

Self Discovery- Finding yourself, who you are and what you want to be, it is the most important adventure a person can have in their life. Understanding and knowing yourself is one of the most important skill's you can possess. Once you fully understand your goals, fears, and ambitions fully, you'll become much more confident and self-assured. The way to discovering yourself involves a lot of breaking up your life into different layers and removing those layers that do not serve any purpose.

3. Write the important Traits & Functions of an Entrepreneur.

Answer- Entrepreneurial Traits are as under-

1. They dream big
2. They have a passion for positive change
3. They have a clear vision of what they want to achieve
4. They engage in calculated risk taking
5. They are self-directed and self-motivated
6. They are results-driven
7. They have a strong desire to be independent
8. They know how to sell
9. They have a powerful drive to accumulate wealth
10. They embrace fear

Entrepreneurial Functions are as under-

1. Taking Initiative
2. Organizing Resources
3. Identifying Opportunities and Prospects
4. Risk Taking
5. Decision Making
6. Technology Transfer and Adaptation



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School of General Education

Session: 2021-22 (Summer Semester)

B. Voc. Program, 3rd Semester,

2nd In-Sem Examination

Answer Key

Course Code: GEN 1304

Time: 1 Hour

Course Name: Personality Development

Max. Marks: 20

Instruction: The question paper comprises three sections A, B & C. Attempt all questions.

Marks allotted are mentioned against each section.

Section-A

(5X01=5)

Q.1 Excessive rewards may be problematic, but when used appropriately, extrinsic motivators can be a useful tool.

- a) **True**
- b) False

Q.2 Identify the full form of 'cc' in an E-mail format from the given options.

- a) **carbon copy**
- b) colourful copy
- c) column copy
- d) casual copy

Q.3 Select the term nearest in meaning to "Good Manners" from the words given below:

- a) Motivation
- b) **Etiquette**
- c) Short term Goal
- d) Prioritizing work

Q.4 Making an online game because you find the activity enjoyable is an example of

- a) Time management
- b) **Intrinsic motivation**
- c) Extrinsic motivation
- d) SWOT analysis

Q.5 What should be avoided in good email writing?

- a) Thoughtfulness
- b) **Jokes and sarcasm**
- c) Correct Grammar
- d) Polite Language

Section B

(3X02=6)

Q.6 When is Extrinsic motivation required in one's life?

Ans. While most people would suggest that intrinsic motivation is best, it is not always possible in every situation. In some cases, people simply have no internal desire to engage in an activity. Excessive rewards may be problematic, but when used appropriately, extrinsic motivators can be a useful tool.

For example, extrinsic motivation can be used to get people to complete a work task or school assignment in which they have no internal interest.

Researchers have arrived at three primary conclusions with regards to extrinsic rewards and their influence on intrinsic motivation:

1. **Unexpected external rewards typically do not decrease intrinsic motivation.** For example, if you get a good grade on a test because you enjoy learning about the subject and the teacher decides to reward you with a gift card to your favourite pizza place, your underlying motivation for learning about the subject will not be affected. However, this needs to be done with caution because people will sometimes come to expect such rewards.
2. **Praise can help increase internal motivation.** Researchers have found that offering positive praise and feedback when people do something better in comparison to others can improve intrinsic motivation.
3. **Intrinsic motivation will decrease, however, when external rewards are given for completing a particular task or only doing minimal work.** For example, if parents heap lavish praise on their child every time he completes a simple task, he will become less intrinsically motivated to perform that task in the future.

Q.7 What are the important factors for writing a good email?

Ans. Following are the basic rules of good e-mail communication:

- Remember that direct language can sound harsher in emails than in person.
- Use proper written, not spoken, language.
- Do not assume that the reader will "get" a joke or understand sarcasm.
- Be thoughtful and respectful in what you write.
- Do not make demands.
- Choose your words carefully.

Q8. What are the three components of attitude?

Ans. The three components of attitude are Cognitive, Affective and Behavioural.

Section C

(3X03=9)

Q9. Write a note on motivation and its types.

Ans. Motivation is the process of arousing the action, sustaining the activity in process and regulating the pattern of activity. - YOUNG

NATURE OF MOTIVATION:

□ Based on motives □ Affected by motivating □ Goal directed behaviour □ Related to satisfaction □ Person is motivated in totality □ Complex process

Why do we do the things we do? What is it that drives our behaviours? Psychologists have proposed some different ways of thinking about motivation, including one method that involves looking at whether motivation arises from outside (extrinsic) or inside (intrinsic) the individual.

While both types are important, researchers have found that intrinsic motivation and extrinsic motivation can have different effects on behaviours and how people pursue goals.

In order to understand how these types of motivation influence human action, it is important to understand what each one is and how it works.

What Is Extrinsic Motivation?

Extrinsic motivation occurs when we are motivated to perform a behaviour or engage in an activity to earn a reward or avoid punishment.

Examples of behaviours that are the result of extrinsic motivation include:

- Studying because you want to get a good grade
- Cleaning your room to avoid being reprimanded by your parents
- Participating in a sport to win awards
- Competing in a contest to win a scholarship

In each of these examples, the behaviour is motivated by a desire to gain a reward or avoid an adverse outcome. People are engaging in a behaviour not because they enjoy it or because they find it satisfying, but in order to get something in return or avoid something unpleasant.

What Is Intrinsic Motivation?

Intrinsic motivation involves engaging in a behaviour because it is personally rewarding; essentially, performing an activity for its own sake rather than the desire for some external reward.

Examples of actions that are the result of intrinsic motivation include:

- Participating in a sport because you find the activity enjoyable
- Solving a word puzzle because you find the challenge fun and exciting
- Playing a game because you find it exciting

In each of these instances, the person's behaviour is motivated by an internal desire to participate in an activity for its own sake.

Essentially, the behaviour itself is its own reward.

Q.10. Differentiate with the help of examples between positive and negative attitude.

Ans.

Positive Attitude

Negative Attitude

Individuals who have a positive attitude will pay attention to the good, rather than bad in people, situations, events, etc.

People with a negative attitude ignore the good and pay attention to the bad in people, situations, events, etc.

Positive attitudes are rewarded. It means the individual is encouraged to do the same thing in future.

Negative attitudes are punished in order to discourage the same action in future.

If we think positive thoughts we will surely experience such emotions as joy, love, gratitude, peace, and hope.

If we think negative thoughts we will definitely have negative feelings such as anger, disappointment, irritation, envy, etc.

Having a "positive attitude" means a person believes everything happens for the best in the end.

A person with a "negative attitude" tends to believe their best days are in the past. There is nothing to "look forward to" and considers it a waste of time and energy.

It is an optimistic approach of a person to achieve good results.

It is a pessimistic mindset of a person who is not capable of handling critical issues.

It can achieve long-term goals easily and in time

It can achieve some initial goals but not the long-term goals

It is a process of solving problems.

It is a process of looking for problems.

A person with a positive attitude pays attention to the virtues of others. A person with a negative attitude pays attention to other people's shortcomings.

These persons always see opportunities. These persons see only limitations.

Q.11 As a member of your residential society, write an email to municipal inspector of local station, Mr. Sharma, informing him about irregular water supply in your society.

Ans. Students are required to follow the formal email template.



BHARTIYA SKILL DEVELOPMENT UNIVERSITY

School of General Education
Session: 2021-22 (Summer Semester)
B. Voc. Program, 3rd Semester,
2nd In-Sem Examination

Course Code: GEN1307

Time: 1 Hour

Course Name: Humanities & Social Sciences

Max. Marks: 20

Section – A

05X01 = 05 Marks

Q.1 Local bodies are classified into two categories i.e. Rural Local bodies and Urban Local bodies

- (a) True
- (b) False

Q.2 National Income is equal to-

- (a) GNP at FC
- (b) NDP at MP
- (c) GDP at FC
- (d) NNP at FC

Q.3 The functions of legislature are

- (a) Law-making
- (b) Passing the annual budget
- (c) Run the administration
- (d) All of the above

Q: 4 NDP at FC will be equal to _____

- (a) GDP at MP + Interest
- (b) GDP at MP - Subsidy
- (c) GDP at FC - Depreciation
- (d) None of the above

Q: 5 NDP stands for _____

- (a) Net domestic product
- (b) Net digit product
- (c) Net district product
- (d) None of the above

Section – B

03X02 = 06 Marks

Q.6 Why is the Law of Supply and Demand Important?

Q.7 What do you understand by inflation?

Q.8 Define National Income?



Registration No.:

BHARTIYA SKILL DEVELOPMENT UNIVERSITY

Section – C

03X03 = 09 Marks

- Q.9 Write a note on elasticity of demand.
- Q.10 What are the methods of calculating national income? Discuss.
- Q.11 Discuss elasticity of supply.



BHARTIYA SKILL DEVELOPMENT UNIVERSITY

Question Paper

School of General Education Skills
3rd Semester, 2nd In-Sem. Examination
B. Voc. Program

Course Code: GEN1307

Time: 1 Hour

Course Name: Humanities & Social Sciences

Max. Marks: 20

Section – A

05X01 = 05 Marks

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- (a) True
- (b) False

Q.2 National Income is equal to-

- (a) GNP at FC
- (b) NDP at MP
- (c) GDP at FC
- (d) **NNP at FC**

Q.3 The functions of legislature are

- (a) Law-making
- (b) Passing the annual budget
- (c) Run the administration
- (d) **All of the above**

Q: 4 NDP at FC will be equal to_____

- (a) GDP at MP + Interest
- (b) GDP at MP - Subsidy
- (c) **GDP at FC - Depreciation**
- (d) None of the above

Q: 5 NDP stands for_____

- (a) **Net domestic product**
- (b) Net digit product
- (c) Net district product
- (d) None of the above

Section – B

03X02 = 06 Marks

Q: 6 Why is the Law of Supply and Demand Important?

Ans. Supply and Demand Determine the Price of Goods and Quantities Produced and Consumed. But if supply decreases, prices may increase. Supply and demand have an



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important relationship because together they determine the prices and quantities of most goods and services available in a given market.

Q: 7 What do you understand by inflation?

Ans. **Inflation** is an economic term that refers to an environment of generally rising prices of goods and services within a particular economy. As general prices rise, the purchasing power of consumers decreases

Q: 8 Define National Income?

Ans. **National income** is the total value a country's final output of all new goods and services produced in one year. Understanding how **national income** is created is the starting point for macroeconomics.

Section – C

03X03 = 09 Marks

Q.9 Write a note on elasticity of demand.

Ans. **Infinite or Perfect Elasticity of Demand:**

Elasticity of demand is infinity when even a negligible fall in the price of the commodity leads to an infinite extension in the demand for it.

Perfectly Inelastic Demand:

The other extreme limit is when demand is perfectly inelastic. It means that howsoever great the rise or fall in the price of the commodity in question, its demand remains absolutely unchanged

Very Elastic Demand:

Demand is said to be very elastic when even a small change in the price of a commodity leads to a considerable extension/contraction of the amount demanded of it. |

Less Elastic Demand:

When even a substantial change in price brings only a small extension/contraction in demand, it is said to be less elastic.

Q.10 What are the methods of calculating national income? Discuss.

Ans. The national income of a country can be measured by three alternative methods: (i) Product Method (ii) Income Method, and (iii) Expenditure Method.

1. Product Method:

In this method, national income is measured as a flow of goods and services. We calculate money value of all final goods and services produced in an economy during a year. Final



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goods here refer to those goods which are directly consumed and not used in further production process.

2. Income Method:

Under this method, national income is measured as a flow of factor incomes. There are generally four factors of production labour, capital, land and entrepreneurship. Labour gets wages and salaries, capital gets interest, land gets rent and entrepreneurship gets profit as their remuneration.

Besides, there are some self-employed persons who employ their own labour and capital such as doctors, advocates, CAs, etc. Their income is called mixed income. The sum-total of all these factor incomes is called NDP at factor costs.

3. Expenditure Method:

In this method, national income is measured as a flow of expenditure. GDP is sum-total of private consumption expenditure. Government consumption expenditure, gross capital formation (Government and private) and net exports (Export-Import).

Q.11 Discuss elasticity of supply.

Ans. The elasticity of supply establishes a quantitative relationship between the supply of a commodity and its price. Hence, we can express the numeral change in supply with the change in the price of a commodity using the concept of elasticity. Note that elasticity can also be calculated with respect to the other determinants of supply.

However, the major factor controlling the supply of a commodity is its price. Therefore, we generally talk about the price elasticity of supply. The price elasticity of supply is the ratio of the percentage change in the price to the percentage change in quantity supplied of a commodity.

Relatively Less-Elastic Supply

When the change in supply is relatively less when compared to the change in price, we say that the commodity has a relatively-less elastic supply. In such a case, the price elasticity of supply assumes a value less than 1.

Relatively Greater-Elastic Supply

When the change in supply is relatively more when compared to the change in price, we say that the commodity has a relatively greater-elastic supply. In such a case, the price elasticity of supply assumes a value greater than 1.

Unitary Elastic

For a commodity with a unit elasticity of supply, the change in quantity supplied of a commodity is exactly equal to the change in its price. In other words, the change in both price and supply of the commodity are proportionately equal to each other. To point out, the elasticity of supply in such a case is equal to one. Further, a unitary elastic supply curve passes through the origin.

