

Total No. of Questions : 6]

SEAT No. :

P-1787

[Total No. of Pages : 4

[6032]-501

T.Y. B.Com (Semester - V)

**351 : BUSINESS REGULATORY FRAMEWORK - I  
(CBCS) (2019 Pattern)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Q.no. 1 and Q.no. 6 are compulsory.*
- 2) *Solve any 3 questions from the remaining question no. 2, 3, 4 & 5.*

**Q1) A) Fill in the blanks (Any 5) : [5]**

- i) The Indian contract Act came into force on \_\_\_\_\_ throughout India except Jammu & Kashmir.  
(15 October 1872, 1 September 1872, 1 October 1872)
- ii) The minimum number of partners to start a partnership business should be \_\_\_\_\_.  
(4, 3, 2)
- iii) Sale of Goods Act 1930 applies to \_\_\_\_\_ Goods.  
(immovable, movable, public)
- iv) \_\_\_\_\_ method of dispute resolution is called domestic court.  
(District court, High court, Arbitration)
- v) \_\_\_\_\_ is a payment received from one person to another for breach of contract.  
(Consideration, Income, Compensation)
- vi) Foreign persons cannot be shareholders of any of the following organizations.  
(LLP, Joint stock corporation, partnership)

**B) Match the following. [5]**

- | 'A' Group                              | 'B' Group                    |
|--|------------------------------|
| i) Adult person                        | a) Present object            |
| ii) LLP                                | b) Completed 18 years of age |
| iii) Goods present at the time of sale | c) Limited liability         |
| iv) Arbitration                        | d) Active partner            |
| v) Participation in management         | e) Arbitrator                |

**P.T.O.**

**Q2)** Explain the characteristics of a consideration by stating what is consideration is? [15]

**Q3)** Explain the difference between limited liability partnership and partnership firm. [15]

**Q4)** Explain the conditions and warranties of sale of goods contract. [15]

**Q5)** What is an arbitrator? Explain the powers and duties of an arbitrator. [15]

**Q6)** Write notes (Any 3) : [15]

- a) Void contract
- b) Types of partners
- c) Agreement to sale
- d) Conciliation
- e) Transfer of ownership



Total No. of Questions : 6]

P-1787

[6032]-501

T.Y. B.Com (Semester - V)

351 : BUSINESS REGULATORY FRAMEWORK - I  
(CBCS) (2019 Pattern)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 70

सूचना :

- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 सोडविणे अनिवार्य आहे.
- 2) प्रश्न क्र. 2, 3, 4 आणि 5 मधील कोणतेही 3 प्रश्न सोडवावेत.

- 
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणत्याही 5) [5]
- i) भारतीय करार कायदा जम्मू-काश्मिर वगळता ..... मध्ये संपूर्ण भारतात लागू करण्यात आला.  
(15 ऑक्टोबर 1872, 1 सप्टेंबर 1872, 1 ऑक्टोबर 1872)
  - ii) भागीदारी व्यवसाय सुरु करण्यासाठी भागीदारांची किमान संख्या ..... इतकी असावी.  
(4, 3, 2)
  - iii) मालवि की कायदा 1930 ..... वस्तूंना लागू होतो.  
(अचल, चल, सार्वजनिक)
  - iv) विवाद सोडवण्याच्या ..... पद्धतीला घरगुती न्यायालय असे संबोधले जाते.  
(जिल्हा न्यायालय, उच्च न्यायालय, मध्यस्थी)
  - v) करारभंगामुळे एका व्यक्तीकडून दुसऱ्या व्यक्तीला मिळणारा मोबदला म्हणजे ..... होय.  
(प्रतिफल, उत्पन्न, नुकसान भरपाई)
  - vi) विदेशी व्यक्ती खालीलपैकी ..... संस्थेचे भागधारक होऊ शकत नाहीत.  
(LLP, संयुक्त भांडवली प्रमंडळ, भागीदारी)
- ब) योग्य जोड्या लावा. [5]
- | 'अ' गट                                | 'ब' गट                  |
|---------------------------------------|-------------------------|
| i) सज्ञान व्यक्ती                     | अ) वर्तमान वस्तू        |
| ii) एलएलपी                            | ब) वयाची 18 वर्षे पूर्ण |
| iii) विक्रीच्या वेळी वस्तू अस्तित्वात | क) मर्यादित जबाबदारी    |
| iv) मध्यस्थी                          | ड) क्रियाशील भागीदार    |
| v) व्यवस्थापनात सहभाग                 | इ) लवाद निर्णय          |

- प्रश्न 2) प्रतिफल म्हणजे काय ते सांगून प्रतिफलाची वैशिष्ट्ये स्पष्ट करा. [15]
- प्रश्न 3) मर्यादित जबाबदारी भागीदारी आणि भागीदारी संस्था यातील फरक स्पष्ट करा. [15]
- प्रश्न 4) मालविक्री कराराच्या प्रमुख आणि दुय्यम अटी स्पष्ट करा. [15]
- प्रश्न 5) लवाद म्हणजे काय हे सांगून लवादाचे अधिकार आणि कर्तव्ये स्पष्ट करा. [15]
- प्रश्न 6) टिपा लिहा. (कोणत्याही 3) [15]
- अ) व्यर्थ करार
- ब) भागीदारांचे प्रकार
- क) मालविक्रीचा ठराव
- ड) समझोता
- इ) मालकी हक्काचे हस्तांतर



Total No. of Questions : 4]

SEAT No. :

P-1788

[Total No. of Pages : 5

[6032]-502

T.Y. B.Com.

**352 : ADVANCED ACCOUNTING - I  
(2019 Pattern) (CBCS) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates :*

- 1) *Q.1 is compulsory.*
- 2) *Solve any 2 questions from remaining Q. No. 2, 3 and 4.*

**Q1) a) Fill in the blanks (Any five out of 7) [5]**

- i) \_\_\_\_\_ is an important tool used to manage finances by tracking the cash flow for an organization.
  - a) Fund Flow Statement
  - b) Cash flow statement
  - c) Balance Sheet
  - d) Ratio Analysis
- ii) A \_\_\_\_\_ is a financial statement that contains details of a company's assets or liabilities at a specific point in time.
  - a) Profit & Loss Account
  - b) Profit statement
  - c) Cash flow statement
  - d) Balance sheet
- iii) Bills Payable is shown on the \_\_\_\_\_ side of the Balance sheet.
  - a) Liability
  - b) Asset
  - c) Profit
  - d) Loss
- iv) Every Banking company should prepare a Balance sheet and Profit and loss account as on \_\_\_\_\_ each year.
  - a) 1<sup>st</sup> January
  - b) 31<sup>st</sup> March
  - c) 30<sup>th</sup> June
  - d) 31<sup>st</sup> December
- v) An asset becomes non- performing when it \_\_\_\_\_ to generate income for a Bank.
  - a) ceases
  - b) starts
  - c) opens
  - d) creates

*P.T.O.*

- vi) Under the \_\_\_\_\_ method of valuation of closing investment it is assumed that the investment purchased first are sold first.
- a) LIFO
  - b) FIFO
  - c) Simple Average
  - d) Weighted Average
- vii) Interest on investment is calculated on the \_\_\_\_\_.
- a) market value
  - b) national value
  - c) face value
  - d) prominent value
- b) True of False (Any five out of 7) : [5]
- i) The objective of Accounting Standard is to harmonise different management policies.
  - ii) The Profit and Loss is an Account of Assets and Liabilities.
  - iii) Cash receipts are recorded on the Receipts side in the Cash Flow Statement.
  - iv) The conversion of debt to equity is a non – cash transaction.
  - v) Acceptances, Endorsements and other obligations are a contingent liability of a Bank.
  - vi) Profit and Loss accounts records purchases and sales.
  - vii) Share capital is a Liability.
- c) Match the following : [5]
- i) Unclaimed Dividend
  - ii) Investments
  - iii) Free of Cost shares
  - iv) Inflow and Outflow of Cash
  - v) Market price
  - a) Bonus shares
  - b) Purchase / Sale price of Securities
  - c) Schedule no. 8
  - d) Schedule no. 5
  - e) Cash Flow statements
- d) Short Notes (Any three out of five) : [15]
- i) Explain the importance of AS.
  - ii) Explain the need of Internal Reconstruction.
  - iii) Explain methods of Electronic Funds Transfer.
  - iv) Explain FIFO method with an example.
  - v) Explain AS-12.

**Q2)** The following is the Balance Sheet of Bosco Ltd as on 31<sup>st</sup> March 2021. **[20]**

Balance Sheet as on 31<sup>st</sup> March 2021

Liabilities	Amt.	Assets	Amt.
Issued and Subscribed Capital	4,00,000	Goodwill	60,000
4000 Equity Shares of 100 each fully paid		Buildings	1,50,000
3000 7 % Preference Shares of 100 each fully paid	3,00,000	Machinery	3,00,000
		Patents	30,000
		Stock	2,20,000
Profits Prior to Incorporation	10,000	Debtors	1,50,000
6 % Debentures	3,00,000	Cash	5,000
Sundry Creditors	2,00,000	Preliminary Expenses	25,000
		Profit and Loss	2,70,000
<b>Total</b>	<b>12,10,000</b>	<b>Total</b>	<b>12,10,000</b>

The following scheme of reconstruction was duly approved by the court

- a) 7 % Preference Share to be converted into 9 % Preference shares the amount being reduced by 30 %.
- b) Equity Shares to be reduced to fully paid shares of Rs. 50 each.
- c) Buildings to be appreciated by 20 %.
- d) Debentures be reduced by 20 %.
- e) All intangibles assets and liabilities amounts including patents to be written off. Utilise profits prior to incorporation if necessary.

Pass journal entries to record the above scheme of reconstruction in the books of Bosco Ltd. and a revised Balance Sheet as on 31<sup>st</sup> March 2021.

**Q3)** Following is the Trial Balance of Laji Bank as on 31<sup>st</sup> March 2021. Prepare Profit & Loss Account and Balance Sheet as on that date. **[20]**

Trial Balance as on 31<sup>st</sup> March 2021

Particulars :	Debit	Credit
Equity Share Capital of Rs.100 each Rs.50 paid up		4,00,000
Profit & Loss Account on 1 <sup>st</sup> April 2020		1,60,000
Current Deposit Account		13,64,000
Fixed Deposit Account		15,60,000
Savings Bank Account		10,26,000
Directors Fees	18,000	
Audit Fees	4,000	
Furniture (Cost Rs. 4,00,000)	3,48,000	
Interest and Discount Received		8,40,000
Commission and Exchange		4,00,000
Reserve Fund		1,40,000
Printing and Stationery	16,000	
Rent and Taxes	34,000	
Salary	2,80,000	
Buildings (Cost Rs. 12,00,000)	9,00,000	
Law Charges	6,000	
Cash in Hand	64,000	
Cash with RBI	14,00,000	
Cash with other Bank	13,00,000	
Investment at Cost	4,80,000	
Loans, Cash Credits and Overdrafts	12,00,000	
Bills Discounted and Purchased	5,60,000	
Interest Paid	6,00,000	
Borrowings from Brahmalya Bank		8,00,000
Branch Adjustment Account		5,20,000
<b>Total</b>	<b>72,10,000</b>	<b>72,10,000</b>

Following additional Adjustments are available -

- a) The Bank has accepted on behalf of the customers bills worth Rs. 6,00,000 against the securities of Rs. 7,60,000 lodged with the bank.
- b) Rebate on Bills discounted Rs. 22,000
- c) Provide Depreciation on Buildings 10% and Furniture 5% on cost.
- d) Provide Rs. 6,000 for Bad and Doubtful Debts.
- e) Transfer 25% of profit to statutory reserve.



**Q4)** M/s. Nilesh Investments Trust Ltd. submit the following details regarding one of their investments for the year 2021. **[20]**

- a) Opening Balance at cost (01.01.21) Rs. 90,000, Face value Rs. 1,00,000.
- b) Purchased investments worth Rs. 40,000 on 1<sup>st</sup> March 2021 cum-interest at 5% discount, Brokerage paid on it Rs. 400.
- c) Sold investments worth Rs. 50,000 on 1<sup>st</sup> July 2021 cum-interest at 2% premium. Brokerage paid on it Rs. 500.
- d) Sold investments worth Rs. 30,000 1<sup>st</sup> Oct. 2021 ex-interest at par. Brokerage paid on it Rs. 300.
- e) Purchase investments worth Rs. 20,000 on 1<sup>st</sup> Dec. 2021 ex-interest at 2% discount. Brokerage paid on it Rs. 200.
- f) Investment carries interest at 6% p.a. payable on every 31<sup>st</sup> March and 30<sup>th</sup> September. Prepare investment account as on 31/12/2021. Investments are to be valued at cost by First-in-first out method.



Total No. of Questions : 6]

SEAT No. :

P-1789

[Total No. of Pages : 4

[6032]-503

T.Y. B.Com.

BUSINESS ECONOMICS

**353A : Indian and Global Economic Development - I  
(2019 Pattern) (CBCS) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Question No. 1 and 6 are compulsory.*
- 2) *Solve any three questions from 2 to 5.*
- 3) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks (Any Five) :**

**[5]**

- i) According to the traditional view, an increase in the gross national income of a country through an increase in the productive capacity of a country is \_\_\_\_\_.
  - a) Economic Growth
  - b) Economic Changes
  - c) Economic Development
  - d) Modernization
- ii) The concept of economic development is related to \_\_\_\_\_.
  - a) Social Changes
  - b) Quantitative Changes
  - c) Qualitative Changes
  - d) Political Changes
- iii) At present Indian agriculture is provided the largest amount of credit by \_\_\_\_\_.
  - a) Lenders
  - b) Government
  - c) Institutional Source
  - d) Private Banks
- iv) India's new industrial policy was announced in \_\_\_\_\_.
  - a) 2007
  - b) 2001
  - c) 1991
  - d) 2009
- v) \_\_\_\_\_ is a problem of public sector enterprise.
  - a) Urbanization
  - b) Proprietary Rights
  - c) Increasing Loss
  - d) Increasing Export
- vi) In 1950-51 the share of \_\_\_\_\_ sector in India's gross domestic product was the lowest.
  - a) Agricultural Sector
  - b) Service Sector
  - c) Industrial Sector
  - d) Government Sector

**P.T.O.**

**B) Match the Pairs :** [5]

- | A  | B                          |
|--|----------------------------|
| i) Developing Country                            | a) Low productivity        |
| ii) Developed Country                            | b) Government Interference |
| iii) Indian Agriculture                          | c) India                   |
| iv) Public Sector                                | d) Indian Service Sector   |
| v) High Contribution in National Income of India | e) America                 |

**Q2)** What is mean by emerging economy? Explain in detail characteristics of Indian economy as an emerging economy. [15]

**Q3)** Define agricultural marketing. State problems of agricultural marketing and suggest measures to improve agricultural marketing in India. [15]

**Q4)** Explain role of Micro, Small and Medium Scale Enterprises in India. [15]

**Q5)** Define Service Sector. Explain role of service sector in India. [15]

**Q6) Write Short notes on (Any Three) :** [15]

- a) Comparison of Indian Economy with world Economy with reference to Population.
- b) Causes of low productivity of Indian Agriculture.
- c) Problems of Public sectors Enterprises in India.
- d) E-Commerce.
- e) Digital Economy.



वेळ : 2½ तास ]

[ एकूण गुण : 70

- सूचना :
- 1) प्रश्न पहिला आणि सहावा सक्तीचे आहेत.
  - 2) प्रश्न क्रमांक 2 ते 5 पैकी कोणतेही तीन प्रश्न सोडवा.
  - 3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- 
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणत्याही पाच) [5]
- i) पारंपारिक दृष्टिकोनानुसार देशाच्या उत्पादन क्षमतेत वाढ होऊन देशाच्या एकूण राष्ट्रीय उत्पन्नात वाढ होणे म्हणजे ..... होय.
    - अ) आर्थिक वृद्धी
    - ब) आर्थिक बदल
    - क) आर्थिक विकास
    - ड) आधुनिकीकरण
  - ii) आर्थिक विकास ही संकल्पना ..... संबंधित आहे.
    - अ) सामाजिक बदलाशी
    - ब) संख्यात्मक बदलाशी
    - क) गुणात्मक बदलाशी
    - ड) राजकीय बदलाशी
  - iii) सध्या भारतीय शेतीला ..... कडून सर्वात जास्त कर्ज पुरवठा केला जातो.
    - अ) सावकार
    - ब) सरकार
    - क) संस्थात्मक घटक
    - ड) खासगी बँका
  - iv) भारताचे नवीन औद्योगिक धोरण ..... मध्ये जाहीर झाले.
    - अ) 2007
    - ब) 2001
    - क) 1991
    - ड) 2009
  - v) ..... ही सार्वजनिक क्षेत्रातील उपक्रमाची समस्या आहे.
    - अ) शहरीकरण
    - ब) मालकी हक्क
    - क) वाढत जाणारा तोटा
    - ड) वाढती निर्यात
  - vi) 1950-51 मध्ये भारताच्या स्थूल देशांतर्गत उत्पादनात ..... या क्षेत्राचा हिस्सा सर्वात कमी होता.
    - अ) शेती क्षेत्र
    - ब) सेवा क्षेत्र
    - क) उद्योग क्षेत्र
    - ड) सरकारी क्षेत्र

ब) जोड्या लावा.

[5]

अ	ब
i) विकसनशील देश	अ) अल्प उत्पादकता
ii) विकसित देश	ब) सरकारी हस्तक्षेप
iii) भारतीय शेती	क) भारत
iv) सार्वजनिक क्षेत्र	ड) भारतीय सेवा क्षेत्र
v) राष्ट्रीय उत्पन्नात अधिक हिस्सा	इ) अमेरिका

**प्रश्न 2)** नवीन उद्द्यास येणारी अर्थव्यवस्था म्हणजे काय? नवीन उद्द्यास येणारी अर्थव्यवस्था म्हणून भारतीय अर्थव्यवस्थेची वैशिष्ट्ये स्पष्ट करा. [15]

**प्रश्न 3)** कृषी विपणनची व्याख्या द्या. भारतीय कृषी विपणन मधील दोष सांगून दोष दूर करण्यासाठी उपाय सुचवा. [15]

**प्रश्न 4)** भारतातील सूक्ष्म, लघू आणि मध्यम आकाराच्या उद्योगांची भूमिका स्पष्ट करा. [15]

**प्रश्न 5)** सेवा क्षेत्राची व्याख्या करा. भारतातील सेवा क्षेत्राची भूमिका स्पष्ट करा. [15]

**प्रश्न 6)** टिपा लिहा. (कोणत्याही तीन) [15]

- अ) लोकसंख्येच्या संदर्भात भारतीय अर्थव्यवस्थेची जागतिक अर्थव्यवस्थांशी तुलना
- ब) भारतीय शेतीच्या अल्प-उत्पादकतेची कारणे
- क) भारतातील सार्वजनिक क्षेत्रातील उपक्रमाच्या समस्या
- ड) ई-कॉमर्स
- इ) डिजिटल इकॉनॉमी



Total No. of Questions : 6]

SEAT No. :

P-1790

[Total No. of Pages : 4

[6032]-504

T.Y. B.Com. (Semester - V)

ECONOMICS

353B : International Economics - I

(2019 Pattern) (CBCS)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Question No. 1 and Question No. 6 are compulsory.
- 2) Solve any three questions from Question No. 2 to Question No. 5.
- 3) Figures to the right side indicate full marks.

Q1) A) Fill in the blanks (Any 5) :

[5]

- i) The new Trade Theory has been explained by \_\_\_\_\_.
  - a) Fidel Ezeala Harnison
  - b) Raymond Vernon
  - c) Devid Ricardo
  - d) Adam Smith
- ii) Leontief Paradox is an experical testing of \_\_\_\_\_ theory.
  - a) Absolute cost advantage
  - b) Hecksher Ohlin
  - c) Comparative cost advantage
  - d) None of the above
- iii) Free trade tends to \_\_\_\_\_.
  - a) Increase monopolies
  - b) Restrict monopolies
  - c) Has no Impact
  - d) Can not determined
- iv) \_\_\_\_\_ is not a form to tariff.
  - a) Protective
  - b) Revenue
  - c) Consumption
  - d) None of the above
- v) \_\_\_\_\_ is called dumping.
  - a) Expensive goods selling for low price
  - b) Reducing tariffs
  - c) Increasing tariffs
  - d) Fixing Quota

P.T.O.

vi) \_\_\_\_\_ explained the Gross Barter terms of Trade.

- a) Jacob Viner
- b) F. W. Tausing
- c) W. Singer
- d) Dormance

B) Match the Pairs. [5]

'A' Group

'B' Group

- i) Inter regional trade
- ii) Theory of factor Endowment
- iii) International Trade
- iv) Comparative cost advantages
- v) Single factoral terms of trade
- a) Heckscher - Ohlin
- b) David Ricardo
- c) Jacob Viner
- d) Trade between countries
- e) Domestic Trade

**Q2)** Explain the scope and importance of International Trade. [15]

**Q3)** Explain the theory of absolute cost advantages as explained by Adam Smith. [15]

**Q4)** Explain the arguments of favourable and against of free trade policy. [15]

**Q5)** Explain the causes of unfavourable terms of trade of developing countries. [15]

**Q6)** Write Short notes (Any three) : [15]

- a) Concept of inter-regional trade
- b) Leontif paradox
- c) Concept of dumping
- d) Importance of terms of trade
- e) Protected Trade Policy



Total No. of Questions : 6]

P-1790

[6032]-504

T.Y. B.Com. (Semester - V)

ECONOMICS

353B : International Economics - I

(2019 Pattern) (CBCS)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 70

सूचना :

- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 सोडविणे अनिवार्य आहे.
- 2) प्रश्न क्र. 2 ते प्रश्न क्र. 5 या पैकी कोणतेही तीन प्रश्न सोडवा.
- 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
- 4) संदर्भासाठी मुळे इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणत्याही पाच) [5]
- i) नविन व्यापार सिद्धांत ..... यांनी स्पष्ट केला आहे.  
अ) फिडेल इझेला हॅरिसन                      ब) रेमंड व्हर्नन  
क) डेव्हिड रिकार्डो                                      ड) अँडम स्मिथ
  - ii) लिऑन्टीफ चा विरोधाभास ..... च्या सिद्धांताची प्रायोगिक चाचणी आहे.  
अ) निरपेक्ष खर्च लाभ सिद्धांत  
ब) हेकशचर ओहलीन  
क) तुलनात्मक खर्च सिद्धांत  
ड) वरील पैकी एकही नाही
  - iii) मुक्त व्यापाराचा परिणाम म्हणजे .....  
अ) मक्तेदारी वाढते                                      ब) मक्तेदारी कमी होते  
क) कोणताही परिणाम होत नाही                      ड) निश्चित केले जावू शकत नाही
  - iv) ..... हा जकातीचा प्रकार नाही.  
अ) संरक्षणात्मक    ब) महसूली  
क) उपभोग्य    ड) वरील पैकी नाही
  - v) ..... याला अवपुंजन म्हणतात.  
अ) महाग वस्तु कमी किमतीला विकणे  
ब) जकात वाढविणे  
क) जकात कमी करणे  
ड) कोटा निश्चित करणे



vi) ..... यांनी व्यापाराच्या स्थूल वस्तुरूप व्यापारशर्ती स्पष्ट केल्या आहेत.

अ) जेकब वायनर

ब) एफ. डब्ल्यू टाऊसिंग

क) डब्ल्यू सिंगर

ड) डॉर्मन

ब) जोडया लावा.

[5]

‘अ’ गट

‘ब’ गट

i) आंतर – प्रादेशिक व्यापार

अ) हेकश्चर ओहलीन

ii) घटक देणगी सिद्धांत

ब) डेव्हीड रिकार्डो

iii) आंतरराष्ट्रीय व्यापार

क) जेकब वायनर

iv) तुलनात्मक खर्च लाभ

ड) देशा-देशांमधील व्यापार

v) एक घटक व्यापार शर्ती

इ) देशांतर्गत व्यापार

प्रश्न 2) आंतरराष्ट्रीय व्यापाराची व्याप्ती आणि महत्व स्पष्ट करा.

[15]

प्रश्न 3) अँडम स्मिथ ने मांडलेली निरपेक्ष खर्च लाभ सिद्धांत स्पष्ट करा.

[15]

प्रश्न 4) मुक्त व्यापाराच्या बाजूने आणि विरोधात मांडलेले युक्तीवाद स्पष्ट करा.

[15]

प्रश्न 5) विकसंशील देशांना व्यापारशर्ती प्रतिकूल का असतात? कारणे स्पष्ट करा.

[15]

प्रश्न 6) टिपा लिहा. (कोणत्याही तीन)

[15]

अ) आंतरप्रादेशिक व्यापार

ब) लिऑन्टीफ चा विरोधाभास

क) अवपुंजनाची संकल्पना

ड) व्यापार शर्तीचे महत्व

इ) संरक्षित व्यापार धोरण



Total No. of Questions : 3]

SEAT No. :

P-1791

[Total No. of Pages : 4

[6032]-505

T.Y. B.Com. (Semester - V)

354 : AUDITING & TAXATION - I

(2019 Pattern) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) A) Fill in the blank with the most appropriate alternative (any Five) : [5]

- i) Internal auditor is appointed by \_\_\_\_\_. (The Management, The Government, The Shareholders.)
- ii) The work of one clerk is automatically check by another clerk is called internal \_\_\_\_\_. (Control, Check, Audit)
- iii) Voucher relates to \_\_\_\_\_. (Cash Receipt, Cash Payment, All of these)
- iv) Audit report is presented to \_\_\_\_\_. (Secretary, Registrar, Creditor)
- v) Tax audit is compulsory under the section \_\_\_\_\_. (44AB, 44AC, 44AD,)
- vi) \_\_\_\_\_ of the following is not a skill needed by a Forensic Accountant. (Accounting and Auditing, Investigative, Sociology)

B) True or False : [5]

- i) Internal check is part of Accounting Control.
- ii) Unmodified Report & Qualified Report both are separate things.
- iii) Tax liabilities of an assessee depends upon his residential status.
- iv) As per the Income Tax Act 1961, agriculture income in India is not exempt to tax.
- v) EDP is the fastest and best available method with highest reliability and accuracy.

P.T.O.

**Q2) Write a short note (any two) : [10]**

- a) Features of Internal Check
- b) Audit Certificate
- c) A Removal of Auditor
- d) Forensic Audit Report

**Q3) Answer the following (Any 2) : [30]**

- a) Define the term 'Audit Programme'. Explain advantages and limitations of its.
- b) What is Vouching? Explain the process of a Cash Book.
- c) Explain the rights and duties of the Company Auditor.
- d) Define the term Forensic Audit. Explain the objectives and importance of Forensic Audit.



Total No. of Questions : 3]

P-1791

[6032]-505

T.Y. B.Com. (Semester - V)

354 : AUDITING & TAXATION - I

(2019 Pattern) (CBCS)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

सूचना :

- 1) सर्व प्रश्न अनिवार्य आहेत.
- 2) उजवीकडे दिलेली संख्या पूर्ण गुण दर्शवितात.

**प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणत्याही 5) [5]

- i) ..... तर्फे अंतर्गत लेखापरीक्षकाची नेमणूक केली जाते. (व्यवस्थापन, सरकार, भागधारक)
- ii) एका लिपिकाचे काम दुसऱ्या लिपिकाकडून आपोआप तपासले जाते त्याला अंतर्गत ..... असे म्हणतात. (नियंत्रण, तपासणी, लेखापरीक्षण)
- iii) व्हाउचर ..... शी संबंधित आहे. (रोख पावती, रोख देय, हे सर्व)
- iv) लेखा परीक्षण अहवाल ..... यांना सादर केला जातो. (सचिव, निबंधक, कर्जदार)
- v) कलम ..... अंतर्गत कर लेखापरीक्षण बंधनकारक आहे. (44 एबी, 44 एसी, 44 एडी)
- vi) खालील पैकी ..... हे फॉरेंसिक अकाउंटंटला आवश्यक असलेले कौशल्य नाही. (लेखाकर्म आणि अंकेक्षण, अन्वेषण, समाजशास्त्र)

ब) चूक की बरोबर : [5]

- i) अंतर्गत तपासणी हा लेखा नियंत्रणाचा एक भाग आहे.
- ii) सुधारित अहवाल आणि पात्र अहवाल या दोन्ही वेगवेगळ्या बाबी आहेत.
- iii) करदात्याची कर दायित्वे त्याच्या निवासी स्थितीवर अवलंबून असतात.
- iv) आयकर कायदा 1961 नुसार भारतातील कृषी उत्पन्नावर करातून सुट नाही.
- v) ईडीपी ही सर्वोच्च विश्वासाहता आणि अचूकतेसह सर्वात जलद आणि सर्वोत्तम उपलब्ध पद्धत आहे.

- प्रश्न 2)** थोडक्यात टिपा लिहा. (कोणत्याही 2) [10]
- अ) अंतर्गत तपासणीची वैशिष्ट्ये
  - ब) अंकेक्षण प्रमाणपत्र
  - क) लेखापरीक्षकांना काढून टाकणे
  - ड) फॉरेंसिक ऑडिट रिपोर्ट

- प्रश्न 3)** खालील प्रश्नांची उत्तरे द्या (कोणतेही 2) [30]
- अ) 'अंकेक्षण कार्यक्रम' व्याख्या द्या. त्याचे फायदे आणि मर्यादा स्पष्ट करा.
  - ब) प्रमाणन (व्हाउचिंग) म्हणजे काय? रोख पुस्तकाची प्रक्रिया स्पष्ट करा.
  - क) कंपनी अंकेक्षकाचे अधिकार आणि कर्तव्ये स्पष्ट करा.
  - ड) फॉरेंसिक ऑडिट व्याख्या द्या. फॉरेंसिक ऑडिटची उद्दिष्टे आणि महत्त्व स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

**P1792**

[Total No. of Pages : 4

[6032]-506

**T.Y. B.Com.**

**BUSINESS ADMINISTRATION - II**  
**Human Resource Management & Marketing**  
**(CBCS 2019 Pattern) (Semester - V) (355 (A))**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks with the most appropriate alternative (any five): [5]**

- i) Training courses typically designed for \_\_\_\_\_.
  - a) Short term
  - b) Long term
  - c) Medium term
  - d) All of these
- ii) \_\_\_\_\_ can be defined as process of choosing the right person for the right job.
  - a) Selection
  - b) Recruitment
  - c) Incorporation
  - d) Orientation
- iii) HRM is an art of \_\_\_\_\_.
  - a) Preparation of a task
  - b) Coordinating middle level Management
  - c) Helping top level Management
  - d) Managing people
- iv) \_\_\_\_\_ is the process of managing, training, developing & evaluating employees.
  - a) Performance Appraisal
  - b) Motivation
  - c) Coordination
  - d) Selection
- v) The word development is linked with \_\_\_\_\_.
  - a) Managers
  - b) Workers
  - c) Supervisors
  - d) All of the above
- vi) \_\_\_\_\_ is the process of searching for the prospective employees & stimulating them to apply for the job.
  - a) Selection
  - b) Recruitment
  - c) Placement
  - d) Training

**P.T.O.**

B) Match the following: [5]

Column A

Column B

- |                          |                                |
|--------------------------|--------------------------------|
| i) Kaizen 5-S            | a) Employee Development        |
| ii) Coordination         | b) Graphics Scale Method       |
| iii) Interview Method    | c) Japanese Technique          |
| iv) Career Planning      | d) HRM Function                |
| v) Performance Appraisal | e) External Recruitment Source |

**Q2)** Write a short note (any two) [10]

- a) Emerging Concept of Human Resource Development
- b) Importance of Selection Procedure
- c) Importance of Training to the organization
- d) Importance of Performance Appraisal

**Q3)** a) Define Selection. Explain different types of Interview. [8]

- b) What do you mean by Career Development? Explain Various stages of career development. [7]

**Q4)** a) Define Human Resource and explain its purpose and scope. [8]

- b) Explain modern concepts in Human Resource Management. [7]







ब) खालील जोड्या जुळवा :

[5]

‘अ’ गट

‘ब’ गट

i) कायड्रेन पंचसूत्री

अ) कर्मचारी विकास

ii) समन्वय

ब) आलेख मुल्यांकन पद्धत

iii) मुलाखत पद्धत

क) जपानी तंत्र

iv) कारकीर्द नियोजन

ड) मानवी संसाधन व्यवस्थापन कार्य

v) कार्यमुल्यांकन

इ) बाह्य भरती स्रोत

**प्र.2)** थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[10]

अ) मानवी संसाधन विकासाची उदयोन्मुख संकल्पना

ब) निवड प्रक्रियेचे महत्त्व

क) संस्थेसाठी प्रशिक्षणाचे महत्त्व

ड) कामगिरी मूल्यमापनाचे महत्त्व

**प्र.3)** अ) निवड प्रक्रियेची व्याख्या द्या. मुलाखतीचे विविध प्रकार स्पष्ट करा.

[8]

ब) कारकीर्द विकास म्हणजे काय? कारकीर्द विकासाच्या विविध पायऱ्या स्पष्ट करा.

[7]

**प्र.4)** अ) मानवी संसाधनाचा अर्थ सांगून त्याचे उद्देश व व्याप्ती स्पष्ट करा.

[8]

ब) मानव संसाधन व्यवस्थापनातील आधुनिक संकल्पा स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

**P1793**

[Total No. of Pages : 4

[6032]-507

**T.Y. B.Com.**

**BANKING AND FINANCE - II**

**355 B : Financial Markets and Institutions in India - I**

**(2019 Pattern) (Semester-V) (CBCS)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right side indicate full marks.*

**Q1) A) Fill in the blanks (Attempt any five):**

**[5]**

- i) \_\_\_\_\_ is not the indicator of financial development
  - a) Financial Interrelation Ratio
  - b) Birth Ratio
  - c) finance Ratio
  - d) Intermediation Ratio
- ii) \_\_\_\_\_ is a component of Indian Financial system
  - a) Financial Institutions
  - b) Financial markets
  - c) Financial instruments
  - d) All of above
- iii) \_\_\_\_\_ is not a type of cheque.
  - a) Mutilated Cheque
  - b) Stale Cheque
  - c) Promissory Cheque
  - d) Crossed Cheque
- iv) \_\_\_\_\_ is a market for lending & borrowing of short term funds.
  - a) Money market
  - b) Primary market
  - c) Capital market
  - d) All of the above
- v) \_\_\_\_\_ is least risky
  - a) Equity
  - b) Corporate Bonds
  - c) Treasury Bills
  - d) Certificate of Deposits
- vi) Exchange rates are determined in \_\_\_\_\_
  - a) The Money Market
  - b) The foreign Exchange Market
  - c) The Stock Market
  - d) The Capital Market

**P.T.O.**

B) Match the following: [5]

A

B

- |                           |  |
|---------------------------|--|
| i) Intermediation Ratio   | a) Initial Public Offer IPO              |
| ii) Call Money Market     | b) Insurance Policy                      |
| iii) Secondary Securities | c) Management of FOREX                   |
| iv) Public Issue          | d) Indicator of Financial<br>Development |
| v) RBI                    | e) High Liquidity                        |

**Q2)** Write short note (any two) [10]

- a) Indicators of Financial Development
- b) Financial Institutions
- c) National Stock Exchange
- d) Determination of exchange rate

**Q3)** a) Explain the role of financial system in economic development. [8]

b) Explain the deficiencies of Indian Money market [7]

**Q4)** a) Explain the functions of Foreign Exchange Market [8]

b) Explain the participants in Indian Capital market [7]



Total No. of Questions : 4]

P1793

[6032]-507

T.Y. B.Com.

BANKING AND FINANCE - II

355 B : Financial Markets and Institutions in India - I

(2019 Pattern) (Semester-V) (CBCS)

(मराठी रूपांतर)

वेळ : 2½ तास/

[एकूण गुण : 50

- सूचना :- 1) सर्व प्रश्न आवश्यक आहेत.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.  
3) संदर्भासाठी मुळ इंग्रजी प्रश्नपत्रिका पहावी.

प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच)

[5]

- i) ..... हा वित्तीय विकासाचा निर्देशक नाही.  
अ) वित्तीय आंतर संबंधीय गुणोत्तर      ब) जन्म गुणोत्तर  
क) वित्तीय गुणोत्तर      ड) मध्यस्थी गुणोत्तर
- ii) ..... हा भारतीय वित्तीय व्यवस्थेचा घटक आहे.  
अ) वित्तीय संस्था      ब) वित्तीय बाजार  
क) वित्तीय साधने      ड) वरील सर्व
- iii) ..... हा धनादेशाचा प्रकार नाही.  
अ) विकृत/फेरफार केलेला धनादेश      ब) शिळा धनादेश  
क) वचन धनादेश      ड) रेखांकित धनादेश
- iv) अल्प मुदतीचे कर्ज देणे व घेण्यासाठीचा बाजार म्हणजे ..... होय.  
अ) नाणे बाजार      ब) प्राथमिक बाजार  
क) भांडवली बाजार      ड) वरील सर्व
- v) ..... कमीत कमी धोकादायक आहे.  
अ) समहक्क भाग      ब) व्यावसायिक बंधपत्र  
क) कोषागार पत्रे/हुंडी      ड) ठेव प्रमाणपत्र
- vi) विनिमय दर ..... मध्ये निर्धारित केले जातात.  
अ) नाणे बाजार      ब) परकीय चलन बाजार  
क) शेअर बाजार      ड) भांडवली बाजार

- ब) जोड्या जुळवा. [5]
- | अ                          | ब                                       |
|----------------------------|---|
| i) मध्यस्थी गुणोत्तर       | अ) प्रारंभिक सार्वजनिक भाग विक्री (IPO) |
| ii) मागणी देख्य नाणे बाजार | ब) विमा पॉलिसी                          |
| iii) दुय्यम प्रतिभूती      | क) परकीय चलनाचे व्यवस्थापन              |
| iv) पब्लिक इश्यू           | ड) वित्तीय विकासाचा निर्देशक            |
| v) आर.बी.आय.               | इ) उच्च तरलता                           |

**प्र.2) टिपा लिहा. (कोणत्याही दोन)** [10]

- अ) वित्तीय विकासाचे निर्देशक  
ब) वित्तीय संस्था  
क) राष्ट्रीय शेअर बाजार  
ड) विनिमय दर निर्धारण

**प्र.3) अ) आर्थिक विकासात वित्तीय प्रणालीची भूमिका स्पष्ट करा.** [8]

ब) भारतीय नाणे बाजारातील उणीवा स्पष्ट करा. [7]

**प्र.4) अ) परकीय चलन बाजाराची कार्ये स्पष्ट करा.** [8]

ब) भारतीय भांडवली बाजारातील सहभागी घटक स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

**P1794**

[Total No. of Pages : 4

[6032]-508

**T.Y.B.Com.**

**355 - C : BUSINESS LAW AND PRACTICE-II  
(2019 Pattern) (CBCS) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blank with the most appropriate alternative. (any five) [5]**

- i) In India the law related to workman compensation, child labour act are called as \_\_\_\_\_.  
(Employment law, labour law, mercantile law, factories law)
- ii) The purpose of labour law does not include\_\_\_\_\_.  
(Provides legal frame-work, employee satisfaction, workplace democracy, industrial relations)
- iii) The term \_\_\_\_\_ means productive work especially Physically work done for wages.  
(Labour, productivity, job, work)
- iv) The Indian labour law is majority concentrating on the problems related to \_\_\_\_\_.  
(Labour welfare. child, women problem, factory work)
- v) \_\_\_\_\_ has formulated the employees provident fund scheme.  
(ESIC, medical benefit council, the state government, the central government)
- vi) First Aid Boxes is to be provided for\_\_\_\_\_ of persons under the factories act, 1948.  
(150 Persons. 50 Persons, 200 persons, 90 persons)

***P.T.O.***

B Match the following:

Column A	Column B
i) ILO	a) 1881
ii) First factory	b) 1948
iii) The employees state insurance act	c) Safeguard the interest of Labour
iv) National labour office	d) 1986
v) The Child labour (Prohibition and regulation)act	e) Enhance social protection

**Q2)** Write short notes (any two) [10]

- a) Labour courts.
- b) Disablement benefit
- c) Licensing and registration of factories.
- d) Employees deposit linked insurance.

**Q3)** a) Explain the qualification of commissioner labour. [8]

b) Explain the following concept. [7]

- i) Annual leave with wages.
- ii) Hours of work.
- iii) Penalties for the offences.

**Q4)** a) Explain the objectives and scope of under the employees state Insurance Act, 1948. [8]

b) Explain the applicability and constitutional validity of employee's provident fund and miscellaneous provident act.1952 [7]



Total No. of Questions : 4]

**P1794**

[6032]-508

**T.Y.B.Com.**

**355 - C : BUSINESS LAW AND PRACTICE-II  
(2019 Pattern) (CBCS) (Semester - V)**

**(मराठी रूपांतर)**

वेळ : 2½ तास]

[एकूण गुण : 50

- सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.  
2) उजवीकडील दिलेली संख्या पूर्ण गुण दर्शवितात.

**प्र.1) अ) रिकाम्या जागा भरा. (कोणतेही 5) [5]**

- i) भारतात कामगारांची नुकसान भरपाई, बालकामगार इ. संबंधित असणाऱ्या कायद्याला ..... असे म्हणतात.  
(बोनस कायदा, व्यापारी कायदा, कारखाना कायदा, मजूरी कायदा)
- ii) कामगार कायद्यामध्ये ..... हा हेतू समाविष्ट नाही.  
(कायदेशीर नियामक काम, कर्मचा-यांचे समाधान, कामगार लोकशाही, औद्योगिक संबंध)
- iii) ..... या शब्दाचा अर्थ म्हणजेच मजूरीसाठी केले जाणारे शारीरिक कार्य होय.  
(श्रमीक, उत्पादकता, नोकरी, काम)
- iv) भारतीय कामगार कायदा हा प्रामुख्याने ..... या समस्यांवर लक्ष केंद्रीत करतो.  
(कामगार कल्याण, बालकामगार, महिला समस्या, कारखान्याचे काम)
- v) ..... ने कर्मचारी भविष्य निर्वाह निधी योजना तयार केली आहे.  
(ईएसआयसी, वैद्यकीय लाभ परिषद, राज्य सरकार, केंद्र सरकार)
- vi) कारखाना कायदा, 1948 अंतर्गत ..... पेक्षा अधिक व्यक्ती असणाऱ्या कारखान्यासाठी प्रथोमचार सुविधा पुरवणे बंधनकारक आहे.  
(150 व्यक्ती, 50 व्यक्ती, 200 व्यक्ती, 90 व्यक्ती)



ब) योग्य जोड्या जुळवा.		[5]
	रकाना अ	रकाना ब
i) आय.एल.ओ		अ) 1881
ii) पहिला कारखाना कायदा		ब) 1948
iii) कर्मचारी राज्य विमा कायदा		क) कामगारांच्या हिताचे रक्षण करणे
iv) एन.एल.ओ		ड) 1986
v) बालकामगार प्रतिबंध आणि नियमन कायदा		इ) सामाजिक संरक्षण वाढविणे

**प्र.2)** थोडक्यात टिपा लिहा. (कोणत्याही 2) [10]

- अ) कामगार न्यायालय
- ब) अपंगत्व लाभ
- क) कारखाना कायद्याचे परवाना आणि नोंदणी
- ड) कर्मचारी बचत लिंकड विमा योजना

**प्र.3) अ)** भारतातील कामगार कायदानुसार, कामगार आयुक्तच्या पात्रता स्पष्ट करा. [8]

- ब) कारखाना व्याख्या लिहा. कारखाना कायदा 1948 अंतर्गत, वेतनासह वार्षिक रजा, कामाचे तास, गुन्हांसाठी दंड या संकल्पना स्पष्ट करा. [7]

**प्र.4) अ)** कर्मचारी राज्य कायदा, 1948 विमा कायद्यांतर्गत उद्दिष्ट्ये व व्याप्ती स्पष्ट करा. [8]

- ब) कर्मचारी भविष्य निर्वाह निधी आणि विविध तरतूदी अधिनियमांतर्गत कायद्यातील वैधता आणि घटनात्मक वैधता स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

**P1795**

[6032]-509

[Total No. of Pages : 4

**T.Y.B.Com.**

**335D : CO-OPERATION AND RURAL DEVELOPMENT-II  
(CBCS) (2019 Pattern) (Semester - V) (Special Paper - II)**

*Time : 2½ Hour]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks (any five):**

**[5]**

- i) S.C.B. Stands for \_\_\_\_\_.
  - a) State Co-operative board
  - b) State credit Banks
  - c) Social Co-Operative board
  - d) Society for Co-operative Business
- ii) NAFED was founded in \_\_\_\_\_.
  - a) 1958
  - b) 1968
  - c) 1908
  - d) 1918
- iii) D.C.C.W.S. stands for
  - a) District Co-operative stores
  - b) District Consumer co-operative Wholesale stores
  - c) District Consumer Credit Workers
  - d) District Consumer Credit Wholesale.
- iv) The first dairy co-operative society was in 1913 at \_\_\_\_\_.
  - a) Anand, Gujrat
  - b) Allahabad U.P.
  - c) Aurangabad-Maharashtra
  - d) Ahemdabad, Gujrat

**P.T.O.**

- v) Consumer Co-Operative are established for \_\_\_\_\_.
- a) Welfare of society      b) welfare of consumers  
 c) Welfare of Government      d) Welfare of consumers.
- vi) The first co-operative sugar factory was formed in \_\_\_\_\_.
- a) Pune-Maharashtra      b) Pravaranagar-Maharashtra  
 c) Nagpur-Maharashtra      d) Nasik-Maharashtra.

B) Match the following pairs: [5]

- | A   | B                                   |
|---|-------------------------------------|
| i) E marketing                              | a) Consumer Co-op society.          |
| ii) State co-operative marketing federation | b) Strategy for price               |
| iii) Welfare of consumers                   | c) Control on primary co-op society |
| iv) District level society                  | d) Marketing with new technology    |
| v) Pricing policy                           | e) Apex body of state               |

**Q2)** Write short notes (Any 2) [10]

- a) Recent trends in Co-operative marketing.  
 b) Progress of primary co-operative society  
 c) Development of consumer societies.  
 d) Problems of sugar co-operative society.

**Q3)** a) State the various elements of marketing. [8]

b) State the features of co-operative marketing. [7]

**Q4)** a) State the functions of national co-operative consumer federation. [8]

b) Sate the problems of dairy co-operative societies. [7]



Total No. of Questions : 4]

**P1795**

[6032]-509

**T.Y.B.Com.**

**335D : CO-OPERATION AND RURAL DEVELOPMENT-II  
(CBCS) (2019 Pattern) (Semester - V) (Special Paper - II)**

**(मराठी रूपांतर)**

वेळ : 2½ तास]

[एकूण गुण : 50

- सूचना :- 1) सर्व प्रश्न सोडविणे अनिवार्य आहे.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

**प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच) [5]**

i) एस सी बी ..... दर्शविते.

अ) राज्य सहकारी मंडळ

ब) राज्य पत बैका

क) सामाजिक सहकारी मंडळ

ड) सहकारी व्यवसाय सोसायटी

ii) नाफेड ची स्थापना ..... वर्षी झाली.

अ) 1958

ब) 1968

क) 1908

ड) 1918

iii) डी.सी.सी. डब्ल्यू. एस. .... दर्शविते.

अ) जिल्हा सहकारी भांडार

ब) जिल्हा सहकारी ग्राहक घाऊक भांडार

क) जिल्हा ग्राहक पत कर्मचारी

ड) जिल्हा ग्राहक घाऊक पतसंस्था

iv) पहीली सहकारी दुग्ध सोसायटी 1913 मध्ये ..... येथे स्थापन झाली.

अ) आनंद, गुजरात

ब) अलाहाबाद, उत्तर प्रदेश

क) औरंगाबाद, महाराष्ट्र

ड) अहमदाबाद, गुजरात

v) ग्राहक सहकारी संस्था ..... साठी स्थापन केल्या जातात.

अ) सोसायटी कल्याण

ब) ग्राहकांचे कल्याण

क) सरकारचे कल्याण

ड) वरीलपैकी नाही

vi) पहिला सहकारी साखर कारखाना ..... येथे स्थापन झाला.

अ) पूर्ण-महाराष्ट्र

ब) पूवराणगर-महाराष्ट्र

क) नागपूर-महाराष्ट्र

ड) नासिक-महाराष्ट्र

- ब) खालील जोड्या जुळवा. [5]
- | ‘अ’                           | ‘ब’                                   |
|-------------------------------|---------------------------------------|
| i) ई-विपणन                    | अ) ग्राहक सहकारी सोसायटी              |
| ii) राज्य सहकारी विपणन महासंघ | ब) किमतीची भूहरचना                    |
| iii) ग्राहकांचे कल्याण        | क) प्राथमिक सहकारी सोसायटीवर नियंत्रण |
| iv) जिल्हा स्तरीय सोसायटी     | ड) नविन तंत्रज्ञानानुसार विपणन        |
| v) किमतीविषयी धोरण            | इ) राज्यातील सर्वोच्च सहकारी संस्था   |

प्र.2) थोडक्यात टिपा लिहा. (कोणताही दोन) [10]

- अ) सहकारी विपणनातील अलीकडील प्रवाह  
ब) प्राथमिक सहकारी संस्थांची प्रगती  
क) ग्राहक सहकारी संस्थांचा विकास  
ड) साखर सहकारी संस्थांचे दोष/समस्या

प्र.3) अ) विपणनाचे विविध घटक सांगा. [8]

ब) सहकारी विपणनाची वैशिष्ट्ये सांगा. [7]

प्र.4) अ) राष्ट्रीय सहकारी ग्राहक संघाची कार्ये सांगा. [8]

ब) दूध सहकारी संस्थांच्या समस्या सांगा. [7]



Total No. of Questions : 4]

SEAT No. :

**P1796**

[6032]-510

[Total No. of Pages : 3

**T.Y.B.Com.**

**355 E : COST AND WORKS ACCOUNTING - II  
(2019 Pattern) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks (any 5 out of 6). [5]**

- a) Normal\_\_\_\_\_is an example of selling overheads.
  - i) Purchase
  - ii) Bad debts
  - iii) prime
  - iv) income
- b) The Cost accounting standards are developed by\_\_\_\_\_.
  - i) Cost Accounting Standards Board
  - ii) Financial accounting standards board
  - iii) Reporting standards board
  - iv) Recording standards board
- c) Overheads are absorbed on the basis of absorption\_\_\_\_\_.
  - i) Rules
  - ii) policy
  - iii) rates
  - iv) procedure
- d) In activity based costing system, cost pool is like a\_\_\_\_\_.
  - i) unit
  - ii) centre store
  - iii) cost centre
  - iv) driver
- e) As per CAS-15\_\_\_\_\_overheads comprises selling overheads and distribution overheads.
  - i) Purchase
  - ii) production
  - iii) banking
  - iv) marketing
- f) Variable overheads vary with the volume of\_\_\_\_\_.
  - i) Output
  - ii) charges
  - iii) Rigid expenses
  - iv) Flexible rates

**B) b) Match the following. [5]**

- |  |  |
|--|--|
| i) Prime cost                          | 1) Selling expenses                    |
| ii) CAS-3                              | 2) Providing a service                 |
| iii) Service Cost                      | 3) Production and operations overheads |
| iv) Selling and Distribution overheads | 4) Unaffected by variations            |
| v) Fixed overheads                     | 5) Directly related to production      |

**P.T.O.**

**Q2) Short notes (Any Two out of Four).**

**[10]**

- Cost Accounting Standards.
- Explain the need for Activity Based Costing.
- Classification of costs.
- Absorption of overheads

**Q3) The following data were obtained by M.K. Corporation Ltd., Nagpur, for the six months ended 31-3-15. Calculate department overhead rates for each of the production dept. assuming that the overheads rate are recovered as a percentage of prime cost materials.**

**[15]**

Particulars	Production departments			Service departments	
	“A”	“B”	“C”	“X”	“Y”
Direct materials (in Rs)	3,200	5,000	8,700	1,500	1,000
Direct wages (in Rs)	7,000	6,000	5,000	1,000	1,000
Employee numbers (numbers)	200	150	150	50	50
Electricity K.W.H	8,000	6,000	6,000	2,000	3,000
Light point numbers (number)	10	15	15	5	5
Capital value of Assets	50,000	30,000	20,000	10,000	10,000
Area occupied Sq. Mtrs (in sq Mtrs)	800	600	600	200	200

Other expenses for the period were:

Indirect expenses:

Production depts:	In Rs.
“A”	660
“B”	780
“C”	900
Service depts:	
“X”	900
“Y”	860
Material handling charges	400
Motive power	1,500
Electricity and lighting	200
Recreation room expenses	3,000
Depreciation	6,000
Repairs and Maintenance	1,200
General overheads	10,000
Rent and taxes	600

Apportion the expenses of service dept: “X” in the ratio of 4 : 3 : 3 and that of Service dept.: “Y” in the proportion to Direct Materials.

**Q4)** Star Ltd., has installed a Historical Costing System and follows the practise to absorb overheads on the basis of pre-determined rate. The following particulars are made available relating to the financial year ended on 31st March 2021. **[15]**

Particulars	Rs.
Stock of Work-In-Progress	40,000
Factory overheads absorbed	84,740
Stock of Finished Goods	1,20,000
Actual Factory Overheads	1,09,740
Cost of Goods Sold	2,40,000

Determine unabsorbed overheads and indicate clearly the profit implications of different methods of disposal of underabsorbed overheads.





Total No. of Questions : 4]

SEAT No. :

**P1797**

[Total No. of Pages : 3

[6032]-511

**T.Y.B.Com.**

**355 (F) : BUSINESS STATISTICS - II  
(2019 CBCS Pattern) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Use of statistical tables and calculator is allowed.*

**Q1)** Attempt each of the following.

**[1each]**

a) Fill in the blanks (any 5).

- i) Number of distinct ways of arranging 5 persons for a photograph in a row is\_\_\_\_\_.
- ii) Let  $X \sim \text{Bernoulli}$  ( $p = 0.4$ ) then variance of  $X$  is\_\_\_\_\_.
- iii) Re order level = minimum level + \_\_\_\_\_.
- iv) If event  $A$  and  $B$  are independent then  $P(A/B)=$ \_\_\_\_\_.
- v) Economic order quantity is the tool for controlling\_\_\_\_\_.
- vi)  $X \sim \text{poisson}$  with mean 1.2 then variance of  $x$  is\_\_\_\_\_.
- vii) If  $A$  &  $B$  are independent r.v  $P(A) = 0.5$  &  $P(B) = 0.6$  then  $P(A \cap B) =$ \_\_\_\_\_.

b) State whether following statement is true or false.

**[1 each]**

- i) A discrete random variable takes uncountably infinite values.
- ii) Set up cost incurred each time an order is placed.
- iii) If  $\sim$  event  $A$  and  $B$  are not independent then

$$P(A/B) = \frac{P(A \cap B)}{P(B)}, P(B) > 0.$$

- iv) If  $X \sim B(n, p)$  then mean of  $X$  is  $np$ .
- v) Let  $X \sim P(\lambda = 2.4)$  then value of  $P(X = 0) = e^{-2.4}$ .

**P.T.O.**

**Q2)** Write a short note on the following (any two). **[5 each]**

- a) Discrete random variable.
- b) Limitations of classical definition of probability.
- c) Assumptions of EOQ model when shortages are allowed.
- d) Poisson distribution.

**Q3) A)** Attempt the following.

- a) Define the following. **[4]**
  - i) Sample Space.
  - ii) Mutually exclusive event.
  - iii) Relative complement of event A.
  - iv) event.
- b) The probability of defective bolt is 0.1. Let X denotes the number of defective bolts in a box of 20 bolts. Find the probability of the defective bolts will be. **[4]**
  - i) at least two.
  - ii) at most three.

**B)** Attempt the following.

- a) Define Economic order quantity and Recorder level. **[4]**
- b) Define conditional probability with illustration. **[3]**

**Q4) A)** Attempt the following.

- a) A dealer supplies the following information with respect to a product. **[4]**
  - Annual demand - 1000
  - Ordering cost - 10 Rs. per order
  - Price per unit - 20 Rs.
  - Inventory carrying cost - 20%
  - Back - order cost - 25%Determine:
  - i) EOQ.
  - ii) Optimal number of orders.
- b) Define Binomial distribution with parameter n & p If  $X \sim B$  (n = 5, p = 0.5) then find its mean & variance. **[4]**

B) Attempt the following.

a) The p.m.f of a discrete random variable X is given by.

X	-1	0	1
p (X = x)	0.25	0.5	0.25

Find variance of X.

[3]

b) Let (X, Y) denotes the bivariate discrete random variable with joint p.m.f given.

	Y →			
X ↓		-1	0	1
-1		$\frac{1}{12}$	$\frac{3}{12}$	$\frac{2}{12}$
1		$\frac{3}{12}$	$\frac{2}{12}$	$\frac{1}{12}$

Find marginal distribution of Y and hence E (Y).

[4]

✱ ✱ ✱

Total No. of Questions : 4]

SEAT No. :

**P1798**

[Total No. of Pages : 4

[6032]-512

**T.Y.B.Com.**

**355 (G) : BUSINESS ENTREPRENEURSHIP - II  
(2019 Pattern) (Semester - V) (Special Paper - II)**

*Time : 2½ Hour]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the Blanks ( any 5 )**

**[5]**

- i) A micro enterprise investment in plant & Machinery does not exceed to Rs\_\_\_\_\_ crore.
  - a) Three
  - b) Two
  - c) One
- ii) Micro, Small and Medium Enterprises (MSME) Act is formed in the year\_\_\_\_\_.
  - a) 2001
  - b) 2004
  - c) 2006
- iii) In service sector, the small enterprises investment in equipment does not exceed to Rs.
  - a) 1 Crore
  - b) 2 Crore
  - c) 5 Crore
- iv) A\_\_\_\_\_ is an important groundwork of an enterprise.
  - a) Project
  - b) Audit
  - c) Balance sheet
- v) Net profit ratio also known as \_\_\_\_\_.
  - a) Net profit volume Ratio
  - b) Net profit Margin ratio
  - c) Net profit Growth Ratio
- vi) MIDC was established in the year\_\_\_\_\_.
  - a) 1960
  - b) 1961
  - c) 1962

**P.T.O.**

B Match the following: [5]

- | Group 'A'  | Group 'B'                 |
|--|---------------------------|
| i) COVID-19  | a) No Profit no loss      |
| ii) Atmanirbhar Bharat Abhiyan                             | b) 1972                   |
| iii) Micro, small and medium Enterprises (MSME) challenges | c) Deficit in Demand      |
| iv) Break Even analysis (BEA)                              | d) Five steps             |
| v) Technical consultancy Organization (TCO)                | e) Lack of Skilled worker |

**Q2)** Write short notes (Any 2 ) [10]

- COVID-19 impact on Micro, small and medium enterprises (MSME).
- Limits of MSME.
- Classification of Project.
- Maharashtra Industrial development corporation (MIDC).

**Q3) a)** What is micro, small and medium Enterprises (MSME)? Explain the classification of Enterprises. [8]

b) Explain the Udyam Registration portal. [7]

**Q4) a)** What is project? Explain the reasons for failure of project. [8]

b) Explain the various financial assistance through MIDC and SIDBI project assistance. [7]



Total No. of Questions : 4]

**P1798**

[6032]-512

**T.Y.B.Com.**

**355 (G) : BUSINESS ENTREPRENEURSHIP - II  
(2019 Pattern) (Semester - V) (Special Paper - II)**

**(मराठी रूपांतर)**

वेळ : 2½ तास]

[एकूण गुण : 50

- सूचना :-
- 1) सर्व प्रश्न सोडविणे अनिवार्य आहे.
  - 2) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.
  - 3) संदर्भासाठी इंग्रजी प्रश्नपत्रिका पहावी.

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**प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच)**

**[5]**

- i) यंत्रसामग्रीमध्ये सूक्ष्म उद्योगाकडून केली जाणारी गुंतवणूक रु ..... कोटी पेक्षा जास्त नसते.  
अ) तीन  
ब) दो  
क) एक
- ii) एम.एस.एम.ई. कायदा ..... वर्षात तयार झाला.  
अ) 2001  
ब) 2004  
क) 2006
- iii) सेवा क्षेत्रात यंत्रसामग्रीतील गुंतवणूक लहान उद्योगात रु ..... पेक्षा जास्त नसते.  
अ) 1 कोटी  
ब) 2 कोटी  
क) 5 कोटी
- iv) ..... हा उपक्रमाचा महत्वाचा पाया आहे.  
अ) प्रकल्प  
ब) अंकेक्षण  
क) तालेबंद
- v) निव्वळ नफा गुणोत्तर हे ..... म्हणून देखील ओळखले जाते.  
अ) निव्वळ नफा खंड प्रमाण  
ब) निव्वळ नफा मार्जिन गुणोत्तर  
क) निव्वळ नफा वाढीचे प्रमाण

- vi) महाराष्ट्र औद्योगिक विकास महामंडळाची स्थापना ..... या वर्षी झाली.  
 अ) 1960  
 ब) 1961  
 क) 1962

ब) जोड्या लावा. [5]

- | गट 'अ'                                 | गट 'ब'                    |
|--|---------------------------|
| i) कोविड - 19                          | अ) ना नफा ना तोटा         |
| ii) आत्मनिर्भर भारत अभियान             | ब) 1972                   |
| iii) एम.एस.एम.इ. आव्हान                | क) मागणीत तूट             |
| iv) सम-छेद विश्लेषण (बी.ई.ए.)          | ड) पाच टप्पे              |
| v) तांत्रिक सल्लागार संस्था (टी.सी.ओ.) | इ) कुशल कामगारांची कमतरता |

प्र.2) टिपा लिहा. (कोणत्याही दोन) [10]

- अ) सूक्ष्म, लघु आणि मध्यम उपक्रम (एमएसएमई) यावर कोविड - 19 चा प्रभाव.  
 ब) सूक्ष्म, लघु आणि मध्यम उपक्रम (एमएसएमई) च्या मर्यादा.  
 क) प्रकल्पांचे वर्गीकरण.  
 ड) महाराष्ट्र औद्योगिक विकास महामंडळ (एम.आय.डी.सी.)

प्र.3) अ) सूक्ष्म, लघु आणि मध्यम उपक्रम (एमएसएमई) म्हणजे काय? उपक्रमांचे विविध वर्गीकरण स्पष्ट करा. [8]

ब) उद्यम नोंदणी पोर्टल स्पष्ट करा. [7]

प्र.4) अ) प्रकल्प म्हणजे काय? प्रकल्प अयशस्वी होण्याची कारणे स्पष्ट करा. [8]

ब) प्रकल्प सहाय्यासाठी महाराष्ट्र औद्योगिक विकास महामंडळ आणि भारतातील लघु औद्योगिक विकास बँकद्वारे विविध आर्थिक सहाय्य स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

P-3006

[Total No. of Pages : 4

[6032]-513

T.Y. B.Com.

**355 H : MARKETING MANAGEMENT - II**

**(2019 Pattern) (CBCS) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blank with the most appropriate alternative (any Five):**

**[5]**

- i) The purpose of non-profit organizations is to \_\_\_\_\_.  
(provide services, earning income, making a profit)
- ii) \_\_\_\_\_ is the demand created in the minds of consumers for a product not available in the market.  
(Declining demand, Latent demand, Negative demand)
- iii) \_\_\_\_\_ is the process of estimating a company's sales revenue for a specific time period, commonly a month, quarter, or year.  
(Market demand, Sales forecasting, Marketing)
- iv) \_\_\_\_\_ is one of the external factors that affect the marketing organization.  
(Distributors, Production process, Top management)
- v) \_\_\_\_\_ are concerned with creating a lasting impression among consumers, improving product sales and market share.  
(Brand Manager, Consumer, Manufacturer)
- vi) All the \_\_\_\_\_ try to impress the brand of their product in the mind of the consumer.  
(Manufacturer, Purchaser, Customer)

**P.T.O.**



**B) Match the following :**

**[5]**

<b>Column A</b>	<b>Column B</b>
i) A desire backed by economic power	a) Ratio Analysis
ii) Non-profit Organization	b) Two companies come together to promote each other
iii) Geographical Marketing Organizations	c) A very large market
iv) Double Brand Strategy	d) Charitable Trust
v) Sales Forecasting Method	e) Demand

**Q2) Write a short note (any two) :**

**[10]**

- a) Delphi Technique
- b) Features of Non-Profit Organization
- c) Customer Oriented Marketing Organization
- d) Brand Strategy

**Q3) a) Explain the types of demands in Marketing.**

**[8]**

**b) Explain the problems of the Non-Profit Organization.**

**[7]**

**Q4) a) Explain the factors affecting on Marketing Organization.**

**[8]**

**b) Explain the importance of Building a Brand Strategy.**

**[7]**



Total No. of Questions : 4]

P-3006

[6032]-513

T.Y. B.Com.

355 H : MARKETING MANAGEMENT - II

(2019 Pattern) (CBCS) (Semester - V)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

- 
- प्रश्न 1) अ) योग्य पर्याय निवडून रिक्त जागा भरा. (कोणत्याही पाच) [5]
- i) अव्यवसायिक संस्थांचा उद्देश ..... हा असतो.  
(सेवा पुरविणे, उत्पन्न मिळविणे, नफा मिळविणे)
- ii) बाजारपेठेत उपलब्ध नसलेल्या उत्पादनासाठी ग्राहकांच्या मनात निर्माण होणारी मागणी म्हणजे ..... होय.  
(घटती मागणी, सुप्त मागणी, नकारात्मक मागणी)
- iii) ..... ही एखाद्या विशिष्ट कालावधीसाठी, सामान्यतः एक महिना, तिमाही किंवा वर्षासाठी कंपनीच्या विक्री उत्पन्नाचा अंदाज लावण्याची प्रक्रिया आहे.  
(बाजार मागणी, विपणन, विक्रीअंदाज)
- iv) ..... हा विपणन संस्थेवर परिणाम करणारा बाह्य घटक आहे.  
(वितरक, उत्पादन प्रक्रिया, उच्च व्यवस्थापन)
- v) ..... ग्राहकांमध्ये कायमस्वरूपी प्रभाव निर्माण करणे, उत्पादनांची विक्री आणि बाजारातील हिस्सा सुधारणे शी संबंधित आहे.  
(ब्रँड मॅनेजर, ग्राहक, उत्पादक)
- vi) सर्व ..... आपल्या उत्पादनाचा ब्रँड ग्राहकांच्या मनात ठसवण्याचा प्रयत्न करतात.  
(उत्पादक, खरेदीदार, ग्राहक)

ब) योग्य जोड्या जुळवा.

[5]

रकाना अ	रकाना ब
i) आर्थिक शक्तीचे पाठबळ लाभलेली इच्छा	अ) गुणोत्तर विश्लेषण
ii) विना नफा संघटना	ब) एकमेकांना प्रमोट करण्यासाठी दोन कंपन्या एकत्र
iii) भौगोलिक आधारावर विपणन संघटना	क) खूप मोठी बाजारपेठ
iv) स्रोत चिन्हांकन व्युहरचना	ड) धर्मादाय संस्था
v) विक्री अंदाज पद्धत	इ) मागणी

प्रश्न 2) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) डेलफी तंत्र
- ब) विना नफा संघटनेची वैशिष्ट्ये
- क) ग्राहकाभिमुख विपणन संघटना
- ड) चिन्हांकन व्युहरचना

प्रश्न 3) अ) विपणनामधील मागण्यांचे प्रकार स्पष्ट करा.

[8]

ब) विना नफा संघटनेच्या समस्या स्पष्ट करा.

[7]

प्रश्न 4) अ) विपणन संस्थेवर परिणाम करणारे घटक स्पष्ट करा.

[8]

ब) चिन्हांकन व्युहरचना तयार करण्याचे महत्त्व स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

**P1799**

[Total No. of Pages : 4

[6032]-514

**T.Y.B.Com.**

**355 I : AGRICULTURAL AND INDUSTRIAL ECONOMICS-II  
(CBCS 2019 Pattern) (Semester - V) (Paper-II)**

*Time : 2 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the Blanks (Attempt any 5 out of 6) [5]**

- i) Which sector contributes the most to India's Economy.
  - a) Service sector
  - b) Manufacturing sector
  - c) Agriculture sector
  - d) Small scale industries
- ii) Which of the following Industry is Not depend on agriculture sector.
  - a) IT industry
  - b) Sugar industry
  - c) Jute industry
  - d) Textiles industry
- iii) The major problem of agricultural marketing in India is \_\_\_\_\_.
  - a) Price fluctuations
  - b) Low agricultural productivity
  - c) Uncertainty in moonson
  - d) Non-availability of seeds
- iv) The major problem of agricultural processing industries is \_\_\_\_\_.
  - a) Low quality of raw material
  - b) Low quality of Human capital
  - c) Price fluctuations in raw material
  - d) Lack of knowledge.
- v) What is the major role of public sector in economic development of India?
  - a) Strong industrial base
  - b) Generation of employment
  - c) Export promotion
  - d) All of the above

**P.T.O.**

- vi) The model APLM act was passed in
- |         |         |
|---------|---------|
| a) 2020 | b) 2018 |
| c) 2017 | d) 2016 |

- B Match the following: [5]**
- |                               |                                      |
|-------------------------------|--------------------------------------|
| i) Lack of transport facility | a) 2017                              |
| ii) APLM act                  | b) Problem of agricultural marketing |
| iii) Health                   | c) Reduction in public ownership     |
| iv) Disinvestment             | d) Health sector                     |
| v) Export promotion           | e) SEZ                               |

**Q2) Write a short notes (Any 2 out of 4) [10]**

- a) Scope of agro processing industries.
- b) Problems of agricultural marketing.
- c) Importance of sugar industry.
- d) Issues regarding deregulation.

**Q3) a) Explain in detail the problems of agro processing industries in India. [8]**

- b) Describe the present status of food retail marketing system in India. [7]

**Q4) a) Explain in detail the importance of agro based industries. [8]**

- b) Write a detail note on disinvestment and future economics reforms of India. [7]





- ब) योग्य जोड्या लावा. [5]
- |                          |                          |
|--------------------------|--------------------------|
| i) वाहतूक सुविधांचा अभाव | अ) 2017                  |
| ii) APLM कायदा           | ब) कृषि विपणनाची समस्या  |
| iii) आरोग्य              | क) सार्वजनिक मालकीतील घट |
| iv) निर्गुतवणूक          | ड) आरोग्य क्षेत्र        |
| v) निर्यात प्रोत्साहन    | ई) SEZ                   |

**प्र.2)** टिपा लिहा. (कोणत्याही दोन) [10]

- अ) कृषि प्रक्रिया उद्योगांची व्याप्ती  
ब) कृषि विपणनाच्या समस्या  
क) साखर उद्योगांचे महत्व  
ड) निर्गुतवणूकीबाबत चर्चेचे मुद्दे

**प्र.3)** अ) भारतातील कृषि प्रक्रिया उद्योगांच्या समस्या सविस्तरपणे स्पष्ट करा. [8]

ब) भारतातील सद्यास्थितीतील किरकोळखादय विपणन व्यवस्था विशद करा. [7]

**प्र.4)** अ) कृषि आधारित उद्योगांचे महत्व सविस्तरपणे स्पष्ट करा. [8]

ब) भारतातील भावी आर्थिक सुधारणा आणि निर्गुतवणूक याविषयी भाष्य करा. [7]



Total No. of Questions : 4]

SEAT No. :

**P1800**

[Total No. of Pages : 4

[6032]-515

**T.Y.B.Com.**

**355 (J) : DEFENCE BUDGETING, FINANCE &  
MANAGEMENT (Special Paper-II)  
(2019 Pattern) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Attempt any five of the following (Any five)

**[5×2=10]**

- a) What is Joint Common Test Set (JCTS)
- b) Define security.
- c) Define finance.
- d) State the meaning of development.
- e) Define budget.
- f) Define defence budget.

**Q2)** Attempt any four of the following (Any four)

**[4×5=20]**

- a) Line of Actual Control (LAC)
- b) DPSU'S
- c) Ministry of defence
- d) SCO- Shanghai Cooperation Organisation
- e) Weapons

**P.T.O.**



**Q3)** Attempt any four of the following (Any four)

**[4×5=20]**

- a) Explain weapons procurement policies in India since 1947.
- b) Explain basic aims and objectives of Defence public sector undertaking.
- c) State the role of the US Pacific Air Forces (PACAF)
- d) Explain the political aspects of defence production.
- e) State the future prospects of the defence debate.

**Q4)** Attempt any two of the following (Any Two)

**[2×10=20]**

- a) Explain in detail India's Missile Systems.
- b) State the role of the department of Defence production.
- c) Explain in detail information and role of Defence public sector undertakings.



Total No. of Questions : 4]

**P1800**

[6032]-515

**T.Y.B.Com.**

**335 (J): DEFENCE BUDGETING, FINANCE & MANAGEMENT**

**(Special Paper-II)**

**(2019 Pattern) (Semester - V)**

**(मराठी रूपांतर)**

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.  
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

---

**प्र.1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा.**

**[5×2=10]**

- अ) जॉईन कॉमन टेस्ट सेट म्हणजे काय?
- ब) सुरक्षेची व्याख्या द्या.
- क) फायनान्स व्याख्या द्या.
- ड) विकासाचा अर्थ सांगा.
- इ) अर्थसंकल्प व्याख्या द्या.
- फ) संरक्षण अर्थसंकल्प व्याख्या द्या.

**प्र.2) टिपा लिहा. (कोणतेही चार)**

**[4×5=20]**

- अ) लाईन ऑफ ऍक्च्युअल कंट्रोल (एल.ए.सी.)
- ब) डी पी एस यु
- क) संरक्षण मंत्रालय
- ड) एस सी ओ-शांघाय को अपरेशन ऑर्गनायझेशन
- इ) शस्त्रास्त्रे

**प्र.3)** खालीलपैकी कोणतेही चार प्रश्न सोडवा.

[4×5=20]

- अ) 1947 नंतरचे शस्त्रास्त्रे खरेदी धोरण स्पष्ट करा.
- ब) संरक्षण उत्पादनातील सार्वजनिक क्षेत्राची मुळ ध्येय आणि उद्दिष्टे स्पष्ट करा.
- क) यु एस पॅसिफिक एअर फोर्स ची भूमिका सांगा.
- ड) संरक्षण उत्पादनातील राजकीय पैलू स्पष्ट करा.
- इ) संरक्षण वादाच्या भविष्यातील शक्यता सांगा.

**प्र.4)** खालीलपैकी कोणतेही दोन प्रश्न सोडवा.

[2×10=20]

- अ) भारताची क्षेपणास्त्र प्रणाली सविस्तर वर्णन करा.
- ब) संरक्षण उत्पादन विभागाची भूमिका सविस्तर स्पष्ट करा.
- क) सार्वजनिक उत्पादन विभागाची माहिती व भूमिका सविस्तर स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

**P1801**

[Total No. of Pages : 4

[6032]-516

**T.Y.B.Com.**

**355 - K : INSURANCE, TRANSPORT AND TOURISM-II**

**Insurance Special Paper  
(2019 Pattern) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the Blanks (Attempt any 5 out of 7)**

**[2×5=10]**

- i) Risk management is concerned with\_\_\_\_\_
  - a) Arranging and controlling of activities
  - b) Planning arranging and controlling of activities
  - c) Managing of funds
  - d) Controlling
- ii) Insurance is based on Transfer of Risk of the \_\_\_\_\_
  - a) Insured person
  - b) Insurer
  - c) Agent
  - d) None of these
- iii) In the concept of Insurance. Risk always implies a \_\_\_\_\_
  - a) Doubt
  - b) Mitigation
  - c) Probability
  - d) All of these
- iv) \_\_\_\_\_ is Not a Type of Hazard.
  - a) Legal risk
  - b) Social risks
  - c) Physical risks
  - d) Personal Risk
- v) Risk Insured against death is a contract of \_\_\_\_\_
  - a) Agreement
  - b) Permission
  - c) Assurance
  - d) Caveat emptor

**P.T.O.**

- vi) When does a policy lapse?
  - a) No premium paid
  - b) Sickness
  - c) Address change
  - d) Leaving the city.
- viii) N.C.B. stands for \_\_\_\_\_.
  - a) National Co-operative Bank
  - b) National credit Bureau
  - c) No claim Bonus
  - d) No Change Bonus

- B) Match the following: [5]
- i) Fundamental Risk
  - ii) Particular Risk
  - iii) Static Risk
  - iv) Pure Risk
  - v) Dynamic Risk
- a) Changes in the economy
  - b) Stable Environment
  - c) Accident
  - d) Physical disability
  - e) Unemployed

**Q2)** Write short notes (Any 2 out of 4) [10]

- a) First premium.
- b) Risk prevention and avoidance.
- c) Pricing elements.
- d) Marine Insurance Act 1963.

**Q3)** a) Explain the concept of “Days of Grace” in different types of insurance. [8]

b) State the insurance and Risk Management Techniques? [7]

**Q4)** a) Explain in detail Rate Computation. [8]

b) Explain the importance clause under Public Liability Insurance Act.1991. [7]



Total No. of Questions : 4]

**P1801**

[6032]-516

**T.Y.B.Com.**

**335 - K : INSURANCE, TRANSPORT AND TOURISM - II**

**Insurance Special Paper**

**(2019 Pattern) (Semester - V)**

**(मराठी रूपांतर)**

वेळ : 2½ तास]

[एकूण गुण : 50

- सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.  
2) उजवीकडील आकडे पूर्ण गुण दर्शवितात.

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**प्र.1) अ) रिक्तस्थाने जागा भरा. (7 पैकी कोणतेही 5 सोडवा)**

**[5]**

- i) जोखीम ..... व्यवस्थापनाशी संबंधित आहे.  
अ) कामकाजाची व्यवस्था आणि नियंत्रण  
ब) कामकाजाचे नियोजन, व्यवस्था आणि नियंत्रण  
क) निधी व्यवस्थापन  
ड) नियंत्रण ठेवणे
- ii) विमा ..... ला जोखीम हस्तांतरणावर आधारित आहे.  
अ) विमाधारक व्यक्ती  
ब) विमाकर्ता  
क) एजंट  
ड) यापैकी नाही
- iii) विम्याच्या संकल्पनेत, जोखीम नेहमी ..... सूचित करते.  
अ) शंका  
ब) शमन  
क) संभाव्यता  
ड) यापैकी सर्व
- iv) ..... हा धोक्याचा प्रकार नाही.  
अ) कायदेशीर जोखीम  
ब) सामाजिक जोखीम  
क) शारीरिक जोखीम  
ड) वैयक्तिक जोखीम
- v) मृत्यूच्या जोखीमीवर विमा उतरवणे हा एक ..... आहे.  
अ) संमती  
ब) परवानगी  
क) आश्वासन  
ड) खरेदीदार सावध रहाणे

- vi) पॉलिसी कॅव्हा संपेल ?
- अ) विमा हत्ता दिले नाहीत तर  
ब) आजारपणामुळे  
क) पत्ता बदलल्यामुळे  
ड) शहर सोहत असल्याने
- vii) N.C.B. याचा अर्थ .....
- अ) राष्ट्रीय सहकारी बँक  
ब) नॅशनल क्रेडिट ब्युरो  
क) कोणताही दावा बोनस नाही  
ड) कोणताही बदल बोनस नाही

- ब) जोड्या जुळवा. [5]
- i) मूलभूत जोखीम अ) अर्थव्यवस्थेत बदल  
ii) विशिष्ट जोखीम ब) स्थिर पर्यावरण  
iii) स्थिर जोखीम क) अपघात  
iv) शुद्ध जोखीम ड) शारीरिक अपंगत्व  
v) डायनामिक जोखीम इ) बेरोजगार

**प्र.2) टिपा लिहा. (4 पैकी कोणतेही 2) [10]**

- अ) पहिला हत्ता  
ब) जोखीम प्रतिबंध आणि टाळणे.  
क) किंमतीची घटक  
ड) सागरी विमा कायदा 1963

**प्र.3) अ) विविध प्रकारच्या विम्यामध्ये “कूपेचे दिवस” ही संकल्पना स्पष्ट करा. [8]**

ब) विमा आणि जोखीम व्यवस्थापन तंत्रे स्पष्ट करा. [7]

**प्र.4) अ) दर गणनाचे तपशीलवार वर्णन करा. [8]**

ब) सार्वजनिक दायित्व विमा कायदा 1991 अंतर्गत महत्त्वाचे कलम स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

**P1802**

[Total No. of Pages : 2

[6032]-517

**T.Y. B.Com.**

**355 (L) : COMPUTER PROGRAMMING AND APPLICATION-II**

**Computer Networking & E-Commerce-I**

**(2019 Pattern) (Semester-V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks. (Attempt any 5 out of 6) [5]**

- a) \_\_\_\_\_ topology requires a central controller or hub.
  - i) Star
  - ii) Mesh
  - iii) Bus
  - iv) Ring
- b) \_\_\_\_\_ topology requires a multipoint connection.
  - i) Mesh
  - ii) Star
  - iii) Ring
  - iv) Bus
- c) In a \_\_\_\_\_ connection more than 2 devices can share a single link.
  - i) Point-to-point
  - ii) Primary
  - iii) Multipoint
  - iv) Secondary
- d) The entities in the same layer on different machines are called \_\_\_\_\_.
  - i) hosts
  - ii) Peers
  - iii) Protocols
  - iv) IMP's
- e) \_\_\_\_\_ is main function of the transport layer.
  - i) Process to process delivery
  - ii) Node to node delivery
  - iii) Synchronization
  - iv) Updating & maintenance of routing tables.
- f) The OSI model has \_\_\_\_\_ layers.
  - i) 4
  - ii) 5
  - iii) 6
  - iv) 7

**P.T.O.**



B) Match the following. [5]

List-I

- a) Data link layer
- b) Network layer
- c) Transport layer
- d) Presentation layer

List-II

- i) Encryption
- ii) Connection control
- iii) Routing
- iv) Framing

**Q2)** Short notes. (any 2 out of 4) [10]

- a) Blue tooth
- b) Serial Network
- c) Half duplex
- d) Radio Transmission

**Q3)** a) Explain the computer network concept and types of networks. [8]

b) Explain guided media (Wired) with types in detail. [7]

**Q4)** a) Explain Network Interface Card (NIC) and its components. [8]

b) Amazon case study-Tearing Down the whole business: [7]

Amazon runs a platform business model as a core model with several business units within some units, like prime & the advertising business are highly tied to the e-commerce platform for instance prime help. Amazon reward repeat customers thus enhancing its platform business other units like AWS helped improved Amazons tech infrastructure. Today Amazon is a tech gaint who dominated the e-commerce business by offering a wide variety of product at low cost & with a delivery service propelled by its inventory management infrastructures built over the years.

But if Amazon is an extremely complex company which cant be easily labled. how can we called its business model?

Amazon mission statement is to serve consumer through online, physical stores and Focus on selection, price and convenience.

Amazon vision statement is to be Earth's most customer centric company.

Where customers can find and discover anything might want to buy online and endeavors to offer it's customer the lowest possible pricess.

- i) What is the main idea of the case study?
- ii) What is the problem that you can identify?
- iii) What are the possible solution that you can give?



Total No. of Questions : 4]

SEAT No. :

P-1803

[Total No. of Pages : 4

[6032]-518

T.Y. B.Com. (Semester - V)

356(a) : BUSINESS ADMINISTRATION - III

Finance

(2019 Pattern) (Special Paper - III)

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the Blanks (Any 5) :**

**[5]**

- i) Euronext is the stock exchange of \_\_\_\_\_.
  - a) The united kingdom
  - b) France
  - c) European union
- ii) A forecast is not \_\_\_\_\_.
  - a) a prediction of future events
  - b) based on expert opinion
  - c) a budget
- iii) Public deposits are the deposits that are raised directly from \_\_\_\_\_.
  - a) the public
  - b) the directors
  - c) the owners
- iv) Rate of return on capital is exceptionally high in \_\_\_\_\_.
  - a) Under Capitalization
  - b) Over Capitalization
  - c) Working Captial
- v) The headquarters of Investment Information and Credit Rating Agency (ICRA) Limited is located in \_\_\_\_\_.
  - a) Mumbai
  - b) Gurugram
  - c) New Delhi

**P.T.O.**

vi) \_\_\_\_\_ shares carry priority rights.

- a) Equity shares
- b) Preference shares
- c) Debentures

vii) Merchant Loans are \_\_\_\_\_ Loans.

- a) Short Term
- b) Medium Term
- c) Long Term

B) Match the Pairs. (Any 5)

[5]

Group A

Group B

i) SEBI

a) Total amount of Long term funds available to the company

ii) NSE

b) Current Assets

iii) CRI SIL

c) Long Term source of Finance

iv) Bridge Loans

d) Short Term Loan

v) Equity shares

e) Credit Rating Agency

vi) Capitalization

f) National Stock Exchange

vii) Working Capital

g) Securities Exchange Board of India

**Q2)** Write Short Notes on [Any 2]

[10]

- a) Routine Functions of Finance
- b) Scope of Financial Planning
- c) Capital Structure
- d) Trade Credit

**Q3)** a) Write the objectives of Financial Management.

[8]

b) Explain the methods of Estimating Financial Requirements.

[7]

**Q4)** a) What do you mean by Under-Capitalization.

[8]

b) State the difference between Equity shares and preference shares.

[7]



Total No. of Questions : 4]

P-1803

[6032]-518

T.Y. B.Com. (Semester - V)

356(a) : BUSINESS ADMINISTRATION - III

Finance

(2019 Pattern) (Special Paper - III)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

सूचना :

- 1) सर्व प्रश्न अनिवार्य आहेत.
- 2) उजवीकडील अंक गुण दर्शवितात.
- 3) संदर्भासाठी मुळ इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1)** अ) गाळलेल्या जागा भरा. (कोणत्याही 5) [5]
- i) युरोनेक्स्ट हा ..... चा भागबाजार आहे.
    - अ) दि युनायटेड किंगडम
    - ब) फ्रान्स
    - क) युरोपियन युनियन
  - ii) अंदाज हे ..... नाही.
    - अ) भविष्यातील घटनांचा अंदाज
    - ब) तज्ञांच्या मतावर आधारित
    - क) अंदाजपत्रक
  - iii) सार्वजनिक ठेवी म्हणजे ..... ने थेट जमा केलेल्या ठेवी होत.
    - अ) लोकां
    - ब) पदाधिकाऱ्यां
    - क) मालकां
  - iv) भांडवल लाभावरील दर हे ..... यात जास्त असतात.
    - अ) न्यून भांडवलीकरण
    - ब) अधिभांडवलीकरण
    - क) खेळते भांडवल
  - v) ICRA (Investment Information and Credit Rating Agency) चे मुख्यालय ..... येथे आहे.
    - अ) मुंबई
    - ब) गुरुग्राम
    - क) नवी दिल्ली

- vi) ..... या भागांना प्राधान्य हक्क असतात  
 अ) सामान्यभाग  
 ब) अग्रभाग  
 क) कर्जरोखे
- vii) व्यापारी कर्जे ..... असतात.  
 अ) अल्पकालीन  
 ब) मध्यमकालीन  
 क) दीर्घकालीन
- ब) जोड्या लावा. (कोणत्याही 5) [5]
- | गट अ              | गट ब  |
|-------------------|---|
| i) SEBI           | अ) कंपनीकडे उपलब्ध असलेल्या दीर्घ मुदतीच्या ठेवीची एकूण रक्कम |
| ii) NSE           | ब) चालू मालमत्ता  |
| iii) CRISIL       | क) दीर्घकालीन वित्तपुरवठ्याचा मार्ग                           |
| iv) Bridge Loans  | ड) अल्पकालीन कर्ज   |
| v) सामान्य भाग    | इ) पतनिर्धारण करणारी संस्था                                   |
| vi) भांडवलीकरण    | फ) भारतातील राष्ट्रीय भागबाजार                                |
| vii) खेळते भांडवल | य) भारतीय प्रतिभूती आणि विनिमय मंडळ                           |

- प्रश्न 2)** टीपा लिहा (कोणत्याही 2) [10]
- अ) वित्ताची नियमित कार्ये  
 ब) वित्तीय नियोजनाची व्याप्ती  
 क) भांडवल संरचना  
 ड) व्यापारी कर्जे खाते

- प्रश्न 3)** अ) वित्तीय व्यवस्थापनेची उद्दिष्टे स्पष्ट करा. [8]  
 ब) वित्तीय गरज अंदाजाच्या पद्धती स्पष्ट करा. [7]

- प्रश्न 4)** अ) न्यून भांडवलीकरण म्हणजे काय. [8]  
 ब) सामान्य भाग आणि अग्रहक्क यातील फरक स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

P-1804

[Total No. of Pages : 4

[6032]-519

T.Y. B.Com.

**365 B : BANKING AND FINANCE - III**

**Banking Law and Practices in India - I**

**(2019 Pattern) (CBCS) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right side indicate full marks.*

**Q1) A) Fill in the blanks (Attempt any five) : [5]**

- i) Section 17 of Banking Regulation Act deals with \_\_\_\_\_.
  - a) Reserve Fund
  - b) Cash Reserve
  - c) Audit
  - d) Banking Ombudsman
- ii) \_\_\_\_\_ section of Banking Regulation Act 1949 define word 'banking company'.
  - a) 4 B
  - b) 5 C
  - c) 6 B
  - d) 10 B
- iii) \_\_\_\_\_ is not the negotiable instrument.
  - a) Cheque
  - b) Promissory Note
  - c) Bill of Exchange
  - d) Currency Note
- iv) \_\_\_\_\_ is not an objective of the Insolvency and Bankruptcy Code, 2016?
  - a) Promoting availability of credit
  - b) Promoting entrepreneurship
  - c) Insolvency resolution of corporate persons
  - d) Recovery of loans by creditors
- v) \_\_\_\_\_ Regulates Insolvency Professionals.
  - a) Ministry of Corporate Affairs
  - b) Insolvency and Bankruptcy board of India
  - c) National Company law Tribunal
  - d) Reserve Bank of India
- vi) The Banking Ombudsman Scheme is introduced under \_\_\_\_\_.
  - a) Section 25 A
  - b) Section 30 A
  - c) Section 35 A
  - d) Section 40 A

**P.T.O.**

**B) Match the following :** [5]

- |                                    |                        |
|------------------------------------|------------------------|
| i) Central Bank of India           | a) Section 5 B         |
| ii) Definition of word 'Banking'   | b) 2016                |
| iii) Negotiable instrument         | c) Section 44 A        |
| iv) Insolvency and Bankruptcy Code | d) RBI                 |
| v) Voluntary Amalgamation          | e) Freely Transferable |

**Q2) Write Short Notes (Any 2) :** [10]

- a) Compulsory Amalgamation
- b) Dishonour of Cheque
- c) Insolvency and Bankruptcy board of India
- d) Banking Ombudsman

**Q3) a) Explain the powers of Reserve Bank of India.** [8]

- b) Explain the features of Negotiable Instruments. [7]

**Q4) a) Explain the powers and duties of Banking Ombudsman.** [8]

- b) Explain the Importance of Insolvency and Bankruptcy Code 2016. [7]



Total No. of Questions : 4]

P-1804

[6032]-519

T.Y. B.Com.

365 B : BANKING AND FINANCE - III

Banking Law and Practices in India - I

(2019 Pattern) (CBCS) (Semester - V)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.  
2) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.  
3) संदर्भासाठी इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच) [5]
- i) बँक व्यवसाय नियमन कायद्याचे कलम 17 ..... शी संबंधित आहे.  
अ) राखीव निधी ब) रोख राखीव  
क) अंकेक्षण ड) बँकिंग लोकपाल
- ii) बँक व्यवसाय नियमन कायदा 1949 मध्ये ..... कलमाने 'बँकिंग कंपनी' शब्दाची व्याख्या केली आहे.  
अ) 4 ब ब) 5 क  
क) 6 ब ड) 10 ब
- iii) ..... हे चलनक्षम दस्तऐवज नाही.  
अ) धनादेश ब) वचन पत्र  
क) विनिमय पत्र ड) चलनी नोट
- iv) खालीलपैकी ..... हे दिवाळखोरी आणि नादारी संहिता 2016 चे उद्दिष्ट नाही.  
अ) क्रेडिटच्या उपलब्धतेला प्रोत्साहन देणे  
ब) उद्योजकतेला प्रोत्साहन देणे  
क) कॉर्पोरेट व्यक्तींचे दिवाळखोरीचे निकारण करणे  
ड) कर्जदारांकडून कर्जाची वसुली करणे
- v) ..... दिवाळखोर व्यावसायिकांचे नियमन करते.  
अ) व्यावसायिक व्यवहार मंत्रालय  
ब) भारतीय दिवाळखोरी आणि नादारी मंडळ  
क) राष्ट्रीय कंपनी कायदा न्यायाधिकरण  
ड) भारतीय रिझर्व्ह बँक
- vi) बँकिंग लोकपाल योजना ..... अंतर्गत सुरू करण्यात आली आहे.  
अ) कलम 25 अ ब) कलम 30 अ  
क) कलम 35 अ ड) कलम 40 अ



- ब) जोड्या जुळवा. [5]
- |                                 |                        |
|---------------------------------|------------------------|
| i) भारताची मध्यवर्ती बँक        | अ) कलम 5 ब             |
| ii) 'बँकिंग' शब्दाची व्याख्या   | ब) 2016                |
| iii) चलनक्षम दस्तऐवज            | क) कलम 44 अ            |
| iv) दिवाळखोरी आणि नादारी संहिता | ड) भारतीय रिझर्व्ह बँक |
| v) ऐच्छिक एकत्रीकरण             | इ) मुक्त हस्तांतरणीय   |

- प्रश्न 2) टिपा लिहा. (कोणत्याही दोन) [10]
- अ) सक्तीचे एकत्रीकरण  
ब) धनादेशाचा अनादर  
क) भारतीय दिवाळखोरी आणि नादारी मंडळ  
ड) बँकिंग लोकपाल

- प्रश्न 3) अ) भारतीय रिझर्व्ह बँकेचे अधिकार स्पष्ट करा. [8]  
ब) चलनक्षम दस्तऐवजांची वैशिष्ट्ये स्पष्ट करा. [7]

- प्रश्न 4) अ) बँकिंग लोकपालचे अधिकार आणि कर्तव्ये स्पष्ट करा. [8]  
ब) दिवाळखोरी आणि नादारी संहिता महत्त्व स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

P-1805

[Total No. of Pages : 4

[6032]-520

T.Y. B.Com. (Semester - V)

356C : BUSINESS LAW AND PRACTICES - III

(2019 Pattern) (CBCS) (Paper - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

**Q1) A) Fill in the blank with the most appropriate alternative (any Five) : [5]**

- i) \_\_\_\_\_ is not a penalty that can be imposed under the Custom Act 1962.
  - a) Confiscation of goods
  - b) Imprisonment of the offender
  - c) Monetary fine
  - d) Revocation of Passport
- ii) Under \_\_\_\_\_ circumstances can the Customs department seize and confiscate goods and conveyance under the Customs Act of 1962.
  - a) Non-payment of customs duty
  - b) Smuggling
  - c) Misdeclaration
  - d) All of the above
- iii) \_\_\_\_\_ is not a benefit of GST in India.
  - a) Reduction in tax evasion
  - b) Simplification of tax structure
  - c) Increase in tax rates
  - d) Boost to the economy
- iv) \_\_\_\_\_ is an example of a zero-rated supply under GST in India.
  - a) Exports of goods or services
  - b) Supply of goods or services within the state
  - c) Supply of alcoholic beverages
  - d) Supply of luxury goods

P.T.O.

- v) \_\_\_\_\_ documents are required for GST registration in India.
- PAN card of the business
  - Aadhaar card of the authorized signatory
  - Address proof of the business
  - All of the above
- vi) \_\_\_\_\_ GSTR form is used to file annual returns for regular taxpayers
- GSTR-1
  - GSTR-2A
  - GSTR-3B
  - GSTR-9

**B) Match the following :** [5]

- | Column 'A'   | Column 'B'  |
|--|---|
| i) The document required for the clearance of goods exported from India. | a) Annual return to be filed once for each financial year |
| ii) The type of duty levied on goods exported from India.                | b) Shipping Bill  |
| iii) GSTR-3B   | c) Return has to be filed by a composition dealer         |
| iv) GSTR-4   | d) Export Duty  |
| v) GSTR-1  | e) Monthly return for regular taxpayers                   |

**Q2) Write a short note (any two) (150 words each) :** [10]

- Prohibited goods as per Custom Act 1962.
- Reverse Charge Mechanism.
- GST rates applicable for goods and services.
- Process for GST return filing.

**Q3) Answer the following questions**

- Under what circumstances can goods and conveyances be confiscated by the Customs department? [8]
- What are the different types of GST in India? [7]

**Q4) Answer the following questions :**

- Explain the key functions and responsibilities of the GST Council in India. [8]
- What are the Offences & Penal Provisions under GST Laws? [7]







Total No. of Questions : 4]

SEAT No. :

P-1806

[Total No. of Pages : 4

[6032]-521

T.Y. B.Com. (Semester - V)

**356 D : CO-OPERATION AND RURAL  
DEVELOPMENT - III  
(2019 Pattern) (CBCS)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blank (any five) : [5]**

- i) Co-operatives in India followed by \_\_\_\_\_ structure.
  - a) Unitary
  - b) Federal
  - c) Centralised
  - d) Decentralised
- ii) Admission of members in a co-operative society is the duty of \_\_\_\_\_.
  - a) President
  - b) Secretary
  - c) General Body
  - d) Managing committee
- iii) The urban co-operatives are also commonly known as \_\_\_\_\_.
  - a) Urban co-operative Banks
  - b) Co-operative Banks
  - c) National Banks
  - d) None of these
- iv) Human Resource Management emphasises \_\_\_\_\_.
  - a) Development of people
  - b) Punishment to people
  - c) Adoption of people
  - d) None of these

**P.T.O.**

- v) Training is \_\_\_\_\_ process.
- a) Short Term                      b) Medium Term  
c) Long Term                      d) Production
- vi) The Decision relates to day to day operation in co-operative is known as \_\_\_\_\_ Decision.
- a) Major                              b) Organisation  
c) Personal                          d) Operative

B) Match the following pairs : [5]

- | 'A'                                     | 'B'                                       |
|---|---|
| i) Principle of co-operative management | a) Executive Body of co-operative society |
| ii) Board of Directors                  | b) Set of rules in co-operatives          |
| iii) Recruitment & Training             | c) Selection of Alternatives              |
| iv) VAMNI COM                           | d) H.R.D. Management                      |
| v) Decision Making                      | e) Co-operating Training Institute        |

**Q2)** Write Short Notes (Any Two) : [10]

- a) Scope of co-operative management  
b) Levels of Management  
c) Co-operative philosophy  
d) Steps in Decision making

**Q3)** a) State the functions of co-operative management. [8]

b) State the duties of Board of Directors. [7]

**Q4)** a) State the process of Appraisal & Evaluation. [8]

b) State the measures to overcome the defects in co-operative management. [7]







vi) सहकारामध्ये दैनंदिन कामकाजविषयक संबाधित निर्णयाला ..... प्रकारचा निर्णय म्हणतात.

अ) मोठ्या

ब) संघटनात्मक

क) वैयक्तिक

ड) हाताळणी

ब) खालील जाड्या जूळवा :

[5]

अ

ब

i) सहकार व्यवस्थापनाची तत्वे

अ) सहकारी सोसायटीची कार्यकारी मंडळ

ii) संचालक मंडळ

ब) सहकारातील नियमांचा संच

iii) भरती आणि प्रशिक्षण

क) पर्यायांची निवड

iv) वेंकूठभाई मेहता इन्स्टीट्यूट

ड) मानव संसाधन व्यवस्थापन

v) निर्णय प्रक्रिया

इ) सहकार प्रशिक्षण देणारी संस्था

**प्रश्न 2)** थोडक्यात टिपा लिहा.

[10]

अ) सहकार व्यवस्थापनाची व्याप्ती

ब) व्यवस्थापनाचे स्तर

क) सहकारातील तत्वज्ञान

ड) निर्णय प्रक्रियेतील टप्पे

**प्रश्न 3)** अ) सहकारी व्यवस्थापनाची कार्ये सांगा.

[8]

ब) संचालक मंडळाची कर्तव्ये सांगा.

[7]

**प्रश्न 4)** अ) कर्मचारी मुल्यमापन आणि मुल्यांकनाची प्रक्रिया सांगा.

[8]

ब) सहकारी व्यवस्थापनातील दोष दूर करण्यासाठी उपाय सांगा.

[7]



Total No. of Questions : 4]

SEAT No. :

P-1807

[Total No. Of Pages : 3

[6032]-522

T.Y.B.Com

**356E: COST AND WORKS ACCOUNTING - III**  
**Techniques of Cost Accounting**  
**(2019 Pattern) (Semester-V) (CBCS)**

*Time : 2 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates :*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks,*

**Q1) a) Fill in the blanks (any Five):** **[5]**

- 1) Marginal Costing is also known as \_\_\_\_\_
  - a) Indirect Costing
  - b) Variable Costing
  - c) Fixed Costing
- 2) Budget is a written plan of \_\_\_\_\_
  - a) Action
  - b) Reaction
  - c) Environment.
- 3) Requisites for Inter-firm comparison system is \_\_\_\_\_
  - a) Budgetary Control
  - b) Marginal Costing
  - c) Uniform Costing
- 4) MIS normally found in a manufacturing organization will not be suitable in the \_\_\_\_\_
  - a) Service Sector
  - b) Banking Sector
  - c) Agriculture Sector
- 5) Sales Minus Variable Cost = Fixed Cost Plus-----
  - i) Loss
  - ii) Profit
  - iii) Zero

**P.T.O**

6) \_\_\_\_\_ is a document, booklet or a bulletin in written form containing instructions to be followed in connection with cost ascertainment and cost control.

- a) Uniform Cost Manual
- b) Inter-firm comparison
- c) Uniform Costing

b) Match the pairs (any Five): [5]

Group A		Group B	
A	SCM	I	Uniform Costing
B	Summary of all budgets	II	P/V Ratio
C	Used by several undertaking same costing principles and practice	III	Actual Sales-Break Even Sales
D	A ratio express relationship between contribution and sales	IV	Supply Chain Management.
E	Margin of Safety	V	Master Budget

**Q2) Write short notes (any Two):** [10]

- a) Advantages of Uniform Costing
- b) Cash Budget
- c) Features of Supply Chain Management
- d) Limitations of Inter-firm comparison

**Q3) a)** Forbes India Limited, Pimpri provides you following details for the month Sept. 2021 [8]

- i) Sales Rs.4,00,000
- ii) Variable Cost Rs.2,00,000
- iii) Fixed Cost Rs.1,00,000

**Find out**

- i) Contribution
  - ii) P/V Ratio,
  - iii) Break Even Point [Rupees] and
  - iv) Margin of Safety
- b) Define the term Uniform Costing. State the objectives of Uniform Costing. [7]

- Q4) a)** The expenses budgeted for the production at 60% capacity of OM Industries are given below: [8]

<b>Particulars</b>	<b>Amount (Rs.)</b>
<b>Variable Overhead</b>	
Indirect Material	6,000
Indirect Labour	18,000
<b>Semi- Variable Overhead</b>	
Electricity (40% fixed)	30,000
Repairs (80% fixed)	3,000
<b>Fixed Overheads</b>	
Depreciation	16,500
Insurance	4,500
Salaries	15,000
Estimated direct labour hours	1,86,000

You are required to prepare Flexible Budget at 50%, 60%; 70% capacity also calculate overhead rate.

- b) Explain the term Supply Chain Management. State the important features of Supply Chain Management. [7]



Total No. of Questions : 4]

SEAT No. :

P-1808

[Total No. of Pages : 3

[6032]-523

T.Y.B.Com

(356(F)) : BUSINESS STATISTICS-III

(2019 Pattern) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates :

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.
- 3) Use of statistical tables and calculator is allowed.

Q1) a) Fill in the blanks. (any five) [5]

- i) The number of defects can be controlled using \_\_\_\_\_ chart.
- ii) EOL stands for \_\_\_\_\_ opportunity loss.
- iii) In game theory saddle point does not exist if minimax \_\_\_\_\_ maximin.
- iv) A process is said to be under statistical control if it operates with \_\_\_\_\_ causes.
- v) In variable control charts first we always draw \_\_\_\_\_ control chart.
- vi) P chart is \_\_\_\_\_ type control chart.

b) State whether each of the following statement given below is true or false: [5]

- i) Upper control limit of  $\bar{x}$  in case of  $\bar{x}$  and R - chart is  $\bar{x} + \frac{R}{d_2\sqrt{n}}$ .
- ii) Value of game is always negative.
- iii) R chart is quantitative type control chart.
- iv) Control chart does not apply on continuous production process.
- v) If quantity in hand is more than demand then there exist opportunity loss.

P.T.O.

**Q2)** Attempt any two of the following.

- a) Explain the following terms
- i) Expected monetary value [1]
  - ii) Sequencing problem [3]
  - iii) Capability index [1]
- b) i) Give an example of each a) assignable causes b) change causes [1]
- ii) State Laplace criterion in game theory. [1]
  - iii) Obtain the saddle point for the following game. [2]

$$\begin{array}{c} \text{Company A} \\ \text{Company B} \begin{bmatrix} 18 & 16 \\ -17 & -11 \end{bmatrix} \end{array}$$

- iv) Explain pure and mix strategies in game theory. [1]
- c) Solve the following game : [5]

$$\begin{array}{c} \text{Player B} \\ B_1 \ B_2 \ B_3 \\ \text{Player A} \begin{array}{l} A_1 \begin{bmatrix} 8 & 8 & 7 \end{bmatrix} \\ A_2 \begin{bmatrix} 6 & 7 & 2 \end{bmatrix} \\ A_3 \begin{bmatrix} 5 & 6 & 1 \end{bmatrix} \end{array} \end{array}$$

- d) Number of defects in 8 different pins manufactured are as follows : [5]  
0, 0, 1, 1, 3, 2, 0, 2. construct R chart.

**Q3)** a) The maintenance cost and resale value per year of a machine whose purchase price is Rs. 10000 is given below. [8]

Year	1	2	3	4	5	6	7	8
Maintenance cost (in Rs)	1000	1600	2000	2500	3000	4000	5100	7000
Resale value (in Rs.)	6000	3500	1600	800	700	500	400	400

When should the machine be replaced?

- b) From the following pay off (profit), table, determine the optimal strategy using maximax, minimax, EMV criterion. [7]

Actions	Payoffs conditional on Events			
	A	B	C	D
S <sub>1</sub>	8	0	-10	6
S <sub>2</sub>	-4	12	-18	-2
S <sub>3</sub>	14	6	0	8

- Q4)** a) Write a note on sequencing problem. [5]  
b) Explain graphical method to solve 2×2 game. [5]  
c) From the following find payoff table. Demand of an item can be 0 to 4 units per day. purchase price per unit is Rs 30. selling price per unit is Rs.40 unsold stock is complete loss. [5]



Total No. of Questions : 4]

SEAT No. :

P-1809

[Total No. of Pages : 4

[6032]-524

T.Y. B.Com.

**356 (G) : BUSINESS ENTREPRENEURSHIP - III**  
**(2019 Pattern) (Semester - V) (Special Paper - III)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the Blanks (Any 5) : [5]**

- i) Now a days a lot of stress is being put on the \_\_\_\_\_ of the employees in the organization.
  - a) character
  - b) behaviour
  - c) rewards
- ii) Organization behaviour in entrepreneurship helps to understand behaviour of human in \_\_\_\_\_.
  - a) work place only
  - b) society only
  - c) work place and society
- iii) \_\_\_\_\_ is a study of group behaviour.
  - a) Psychology
  - b) Physiology
  - c) Sociology
- iv) \_\_\_\_\_ is an Indian businessman of Serum Institute of India.
  - a) Baba Kalyani
  - b) Adar Poonawala
  - c) Anand Mahindra
- v) Kiran Mazumdar Shaw is the founder of \_\_\_\_\_.
  - a) Biocon
  - b) Bharat Forge
  - c) Nykaa
- vi) \_\_\_\_\_ group exist primarily to fulfill personal rather than organizational needs.
  - a) Formal
  - b) Informal
  - c) None of the above

**P.T.O.**



**B) Match the following :****[5]**

	<b>Group A</b>		<b>Group B</b>
i)	Model of organizational behaviour	a)	Friends
ii)	Theory of personality	b)	Arcelor
iii)	Laxmi Niwas Mittal	c)	Physical
iv)	Informal groups	d)	Trait
v)	Factor of personality	e)	Custodial

**Q2) Write short notes (Any 2) :****[10]**

- a) Nature of organizational behaviour for entrepreneurship.
- b) Characteristics of personality.
- c) Mr. Adar Poonawala.
- d) Group Cohesion.

**Q3) a)** What is organizational behaviour? Explain the importance and objectives of organizational behaviour. **[8]**

b) Explain factors of personality. **[7]**

**Q4) a)** Explain the autobiography of Mr. Shiv Nadar (Indian Industrialist). **[8]**

b) Explain the functions of group dynamics. **[7]**



Total No. of Questions : 4]

P-1809

[6032]-524

T.Y. B.Com.

356 (G) : BUSINESS ENTREPRENEURSHIP - III

(2019 Pattern) (Semester - V) (Special Paper - III)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

- सूचना : 1) सर्व प्रश्न सोडविणे अनिवार्य आहे.  
2) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.  
3) संदर्भासाठी इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1) अ) रिकाम्या जागा भरा. (कोणतेही पाच) [5]
- i) आजकाल संस्थेतील कर्मचाऱ्यांच्या ..... यावर खूप ताण येत आहे.  
अ) वर्ण ब) वर्तन  
क) बक्षिसे
- ii) उद्योजकतेतील संस्थेचे वर्तन मानवी वर्तन समजण्यास ..... या ठिकाणी मदत करते.  
अ) फक्त कामाची जागा ब) फक्त समाज  
क) कामाची जागा आणि समाज
- iii) ..... हा समूह वर्तनाचा अभ्यास आहे.  
अ) मानसशास्त्र ब) शरीरविज्ञान  
क) समाजशास्त्र
- iv) ..... हे सीरम इन्स्टिट्यूट ऑफ इंडियाचे भारतीय व्यापारी आहेत.  
अ) बाबा कल्याणी ब) आदर पूनावाला  
क) आनंद महिंद्रा
- v) किरण मुद्गुमदार शाँ ह्या ..... च्या संस्थापक आहेत.  
अ) बायोकोन ब) भारत फोर्ज  
क) नायका
- vi) ..... समूह प्रामुख्याने संस्थात्मक गरजा पूर्ण करण्याऐवजी वैयक्तिक गरजा पूर्ण करण्यासाठी अस्तित्वात आहेत.  
अ) औपचारिक ब) अनौपचारिक  
क) वरीलपैकी काहीही नाही

ब) जोड्या लावा.

[5]

	गट 'अ'		गट 'ब'
i)	संस्थात्मक वर्तनाचे मॉडेल	अ)	मित्र
ii)	व्यक्तिमत्त्वाचा सिद्धांत	ब)	आर्सेलर
iii)	लक्ष्मी निवास मित्तल	क)	शारीरिक
iv)	अनौपचारिक गट	ड)	वैशिष्ट्य
v)	व्यक्तिमत्त्वाचा घटक	इ)	पालकत्व

प्रश्न 2) टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) उद्योजकतेसाठी संस्थात्मक वर्तनाचे स्वरूप.
- ब) व्यक्तिमत्त्वाची वैशिष्ट्ये.
- क) श्री आदर पूनावाला.
- ड) गट सामंजस्य.

प्रश्न 3) अ) संघटनात्मक वर्तन म्हणजे काय? संघटनात्मक वर्तनाचे महत्त्व आणि उद्दिष्टे स्पष्ट करा. [8]

ब) व्यक्तिमत्त्वाचे घटक स्पष्ट करा. [7]

प्रश्न 4) अ) श्री शिव नाडर (भारतीय उद्योगपती) यांचे आत्मचरित्र स्पष्ट करा. [8]

ब) समूह गतिशीलतेची कार्ये स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

P-1810

[Total No. of Pages : 4

[6032]-525

T.Y. B.Com. (Semester - V)

356H : MARKETING MANAGEMENT - III

(2019 Pattern) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) A) Fill in the blank (any Five) :

[5]

- i) E-Advertising are for \_\_\_\_\_ level.
  - a) National
  - b) Regional
  - c) Global
  - d) Local
- ii) According to Mr. Starch advertising is an \_\_\_\_\_ attempt to sell goods.
  - a) Projected
  - b) Written
  - c) Artificial
  - d) Natural
- iii) Advertising is a \_\_\_\_\_ effort.
  - a) Written
  - b) Projected
  - c) Creative
  - d) Artificial
- iv) The information that is conveyed to the customers by expressing what the adviser wants to say in words or pictures is called \_\_\_\_\_ in the advertisement.
  - a) Appeal
  - b) Message
  - c) Ethics
  - d) Structure
- v) Member of standard council of Advertising in India are related to
  - a) Social
  - b) Educational
  - c) Economical
  - d) Advertising
- vi) Brand is considered as a symbol of \_\_\_\_\_.
  - a) Trust
  - b) Quality
  - c) Trust and quality
  - d) None of these

P.T.O.

B) Match the following : [5]

- |                              |                                |
|------------------------------|--------------------------------|
| i) F.M. Centre               | a) Negative Emotional Approach |
| ii) Pop under Advertising    | b) Brand Development Index     |
| iii) Appeals of fear & anger | c) Broad cast media            |
| iv) Love security greed      | d) E-Advertising               |
| v) BDI                       | e) Positive Emotional Appeals  |

**Q2)** Write a short notes (any 2 out of 4) : [10]

- a) Procedure of E-commerce
- b) Positive Emotional Approach
- c) Advertising standards council of India
- d) Brand Extension

**Q3)** a) Explain the functions of Advertising in detail. [8]

b) Explain in detail how to create message of advertising. [7]

**Q4)** a) Explain the causes of waste in Advertising. [8]

b) Explain the types of Brands. [7]







Total No. of Questions : 4]

SEAT No. :

P-1811

[Total No. of Pages : 4

[6032]-526

T.Y. B.Com. (Semester - V)

356 I : AGRICULTURAL AND INDUSTRIAL

ECONOMICS - III

(2019 Pattern) (CBCS) (Paper - III)

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) a)** Fill in the blanks (Attempt any 5 out of 6) : **[5]**

i) The central government in India have setup \_\_\_\_\_ to attract foreign companies to invest in India.

(Special Investment zones, special trade zones, Special Economic zones, Special business zones)

ii) The \_\_\_\_\_ credit is mainly needed for long term development of agriculture sector.

(Short-term, Medium term, Very short term, Long term)

iii) The Special Economic zone act was passed as on \_\_\_\_\_ 2005.

(01 April, 10 February, 01 May, 23 April)

iv) In India the cooperative credit organizations has \_\_\_\_\_ tier structure.

(four, two, one, three)

v) The financial sector reforms was takes place in \_\_\_\_\_.

(1982, 1978, 1991, 1998)

vi) The major source of agricultural credit is \_\_\_\_\_.

(Cooperative credit society, Commercial banks, self-help groups, Small finance banks)

**P.T.O.**



b) Match the following : [5]

- |                                    |                                   |
|------------------------------------|-----------------------------------|
| i) Opening of Indian Economy       | a) Agrarian Economy               |
| ii) Export promotion               | b) New Economic policy 1991       |
| iii) Sustainable agriculture       | c) Needed for future generation   |
| iv) Basic feature of Rural Economy | d) SEZ                            |
| v) Lack of credit                  | e) Problem of agricultural credit |

**Q2)** Write a short note (Any 2 out of 4) : [10]

- a) Interdependence of agriculture and Industry.
- b) Foreign direct Investment.
- c) Sustainable agriculture.
- d) Challenges of agricultural credit in India.

**Q3)** a) Explain the role of multinational companies in Economic development of India. [8]

b) Define Rural Economy. Explain the features of Rural Economy. [7]

**Q4)** a) Describe the importance of Industrial policy in Industrial development. [8]

b) Explain in detail the role and importance of agricultural credit in India. [7]



Total No. of Questions : 4]

P-1811

[6032]-526

T.Y. B.Com. (Semester - V)

356 I : AGRICULTURAL AND INDUSTRIAL  
ECONOMICS - III

(2019 Pattern) (CBCS) (Paper - III)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

सूचना :

- 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.
- 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
- 3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

**प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणत्याही 5) [5]

- i) केंद्र सरकारने भारतामध्ये विदेशी कंपन्यांची गुंतवणूक वाढविण्यासाठी ..... व्यवस्था केलेली आहे.  
(विशेष गुंतवणूक क्षेत्र, विशेष व्यापार क्षेत्र, विशेष आर्थिक क्षेत्र, विशेष व्यवसाय क्षेत्र)
- ii) शेती क्षेत्राच्या दिर्घकालीन विकासासाठी ..... वित्ताची प्रामुख्याने गरज भारतते.  
(अल्पकालीन, मध्यमकालीन, अतिअल्पकालीन, दिर्घकालीन)
- iii) सन 2005 मध्ये ..... या दिवशी विशेष आर्थिक क्षेत्र कायदा पाठ झाला.  
(01 एप्रिल, 10 फेब्रुवारी, 01 मे, 23 एप्रिल)
- iv) भारतामध्ये सहकारी पतपूरवठा संस्थांची रचना ..... स्तरीय आहे.  
(चार, दोन, एक, त्रि)
- v) भारतामध्ये वित्तीय क्षेत्र सुधारणा ..... मध्ये अंमलात आणल्या गेल्या.  
(1982, 1978, 1991, 1998)
- vi) कृषी वित्तपूरवठ्याचा ..... हा मुख्य स्रोत आहे.  
(सहकारी पतपूरवठा संस्था, व्यापारी बँका, बचत-गट, लघुवित्त बँका)

- ब) योग्य जोड्या लावा : [5]
- |  |                             |
|--|-----------------------------|
| i) मुक्त भारतीय अर्थव्यवस्था                 | अ) कृषी आधारित अर्थव्यवस्था |
| ii) निर्यात प्रोत्साहन                       | ब) नवीन आर्थिक धोरण-1991    |
| iii) शाश्वत कृषी                             | क) भावीपिढीसाठी आवश्यक      |
| iv) ग्रामीण अर्थव्यवस्थेचे मूलभूत वैशिष्ट्ये | ड) SEZ                      |
| v) पतपूरवठ्याचा अभाव                         | इ) कृषीपतपूरवठ्याची समस्या  |

- प्रश्न 2) टिपा लिहा (कोणत्याही दोन) [10]
- अ) कृषी व उद्योग क्षेत्राचे परस्परावलंबित्व
- ब) विदेशी प्रत्यक्ष गुंतवणूक
- क) शाश्वत शेती
- ड) भारतातील कृषी पतपूरवठ्या समोरील आव्हाने.

- प्रश्न 3) अ) भारताच्या आर्थिक विकासातील बहुराष्ट्रीय कंपन्यांची भूमिका स्पष्ट करा. [8]
- ब) ग्रामीण अर्थव्यवस्था-व्याख्या द्या. ग्रामीण अर्थव्यवस्थेची वैशिष्ट्ये स्पष्ट करा. [7]

- प्रश्न 4) अ) औद्योगिक विकासातील औद्योगिक धोरणांचे महत्व विशद करा. [8]
- ब) भारताच्या कृषी विकासातील कृषी वित्तपूरवठ्याची भूमिका आणि महत्व सविस्तरपणे स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

**P-1812**

[Total No. of Pages : 4

**[6032]-527**

**T.Y. B.Com. (Semester - V)**

**356(J) : DEFENCE BUDGETING, FINANCE &  
MANAGEMENT - III  
(2019 Pattern) (Special Paper - III)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Attempt any five of the following :

**[5 × 2 = 10]**

- a) Define public good.
- b) Define micro economics.
- c) What is a financial advisor?
- d) State the defence budget structure.
- e) Define defence five year plan.
- f) State the role of the Chief of the Defence Staff (CDS)

**Q2)** Attempt any four of the following :

**[4 × 5 = 20]**

- a) Defence budget
- b) Union budget
- c) International Telecommunication Union (ITU)
- d) Auditor general
- e) Financial advisor

**P.T.O.**

**Q3)** Attempt any four of the following :

**[4 × 5 = 20]**

- a) Explain about Indian National Space Promotion and Authorisation Centre (IN-SPACe).
- b) Explain principles of the financial system.
- c) Explain formulation of Defence five year plan.
- d) Explain parliamentary control of the Defence budget.
- e) What are the new projects that India is now working on Defence?

**Q4)** Attempt any two of the following :

**[2 × 10 = 20]**

- a) Explain in detail the defence account department.
- b) Explain in detail the structure of a five year defence plan.
- c) Where do you see yourself in the next 10 years in Defence?



Total No. of Questions : 4]

P-1812

[6032]-527

T.Y. B.Com. (Semester - V)

356(J) : DEFENCE BUDGETING, FINANCE &  
MANAGEMENT - III

(2019 Pattern) (Special Paper - III)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 70

सूचना :

- 1) सर्व प्रश्न अनिवार्य.
- 2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

---

प्रश्न 1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा.

[5 × 2 = 10]

- अ) पब्लिक गुड व्याख्या द्या.
- ब) मायक्रो इकोनॉमिक्स व्याख्या द्या.
- क) फायनान्शियल अॅडव्हायझर म्हणजे काय?
- ड) संरक्षण अर्थसंकल्प आराखडा सांगा.
- इ) संरक्षण पंचवार्षिक योजना व्याख्या द्या.
- फ) चीफ ऑफ द डिफेन्स स्टाफ (CDS) ची भूमिका सांगा.

प्रश्न 2) टिपा लिहा. (कोणतेही चार)

[4 × 5 = 20]

- अ) संरक्षण अर्थसंकल्प
- ब) सर्वसाधारण अर्थसंकल्प
- क) आंतरराष्ट्रीय दूरसंचार संघ (ITU)
- ड) ऑडिटर जनरल
- इ) फायनान्शियल अॅडव्हायझर

**प्रश्न 3)** खालीलपैकी कोणतेही चार प्रश्न सोडवा. [4 × 5 = 20]

- अ) इंडियन नॅशनल स्पेस प्रमोशन अँड ऑथोरायझेशन सेंटर (IN-SPACE) बद्दल स्पष्टीकरण द्या.
- ब) फायनान्शियल सिस्टीमची मुलतत्वे स्पष्ट करा.
- क) संरक्षण पंचवार्षिक योजनेची निर्मिती स्पष्ट करा.
- ड) संरक्षण अर्थसंकल्पावरील लोकसभेचे नियंत्रण स्पष्ट करा.
- इ) भारताचे सध्या संरक्षणावर कार्यरत असलेले नवीन प्रोजेक्ट कोणते.

**प्रश्न 4)** खालीलपैकी कोणतेही दोन प्रश्न सोडवा. [2 × 10 = 20]

- अ) डिफेन्स अकाउंट डिपार्टमेंट सविस्तर स्पष्ट करा.
- ब) संरक्षण पंचवार्षिक योजनेचा आराखडा सविस्तर स्पष्ट करा.
- क) पुढील 10 वर्षात तुम्ही स्वतःला संरक्षण क्षेत्रात कुठे पाहता?



Total No. of Questions : 4]

SEAT No. :

P-1813

[Total No. of Pages : 4

[6032]-528

T.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM - III

356 K : Insurance (Special Paper - I)

(2019 Pattern) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

**Q1) A) Fill in the Blanks (Attempt any 5 out of 7) : [5]**

- i) Under Non-Medical underwriting, which is not a condition to be followed?
  - a) Female
  - b) Limit in sum insured
  - c) Limit in age
  - d) Limit in income
- ii) An \_\_\_\_\_ is a financial investment made by a company or individual in another country's business interests.
  - a) RBI
  - b) FDI
  - c) SEZ
  - d) CRR
- iii) \_\_\_\_\_ was constituted as an autonomous body to regulate and develop the business of insurance and reinsurance in India.
  - a) LIC
  - b) GIC
  - c) IRDA
  - d) NBFC
- iv) \_\_\_\_\_ in the insurance are just like the retailers of any consumer product who help in selling and distributing the product.
  - a) Surveyors
  - b) Loss assessors
  - c) Agents
  - d) Banks
- v) \_\_\_\_\_ are agents but they can sell policies of several life and non-life insurance companies at a time.
  - a) Loss assessors
  - b) Brokers
  - c) Insurer
  - d) Insured

P.T.O.





Total No. of Questions : 4]

P-1813

[6032]-528

T.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM - III

356 K : Insurance (Special Paper - I)

(2019 Pattern) (Semester - V)

(मराठी रूपांतर)

वेळ : 2½ तास ]

[ एकूण गुण : 50

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.  
2) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.  
3) संदर्भासाठी इंग्रजी प्रश्नपत्रिका पहावी.

- प्रश्न 1)** अ) रिकाम्या जागा भरा. (7 पैकी कोणतेही 5) [5]
- i) नॉन-मेडिकल अंडररायटिंगमध्ये कोणती अट पाळायची नाही ?  
अ) स्त्री ब) विम्याच्या रकमेची मर्यादा  
क) वयाची मर्यादा ड) उत्पन्नाची मर्यादा
- ii) ..... ही कंपनी किंवा व्यक्तीने दुसऱ्या देशाच्या व्यावसायिक हितासाठी केलेली आर्थिक गुंतवणूक आहे.  
अ) आर बी आय ब) एफ दी आई  
क) एस ई डेड ड) सी आर आर
- iii) ..... ही भारतातील विमा आणि पुनर्विमा व्यवसायाचे नियमन आणि विकास करण्यासाठी स्वायत्त संस्था म्हणून स्थापना करण्यात आली.  
अ) एल आय सी ब) जी आय सी  
क) आय आर डी ए ड) एन बी एफ सी
- iv) ..... विम्यामध्ये कोणत्याही ग्राहक उत्पादनाच्या किरकोळ विक्रेत्यांसारखे असतात जे उत्पादनाची विक्री आणि वितरण करण्यात मदत करतात.  
अ) सर्वेक्षणकर्ते ब) नुकसान मूल्यांकनकर्ते  
क) एजंट ड) बँका
- v) ..... हे एजंट आहेत परंतु ते एकावेळी अनेक जीवन आणि जीवन विमा कंपन्यांच्या पॉलिसी विकू शकतात.  
अ) तोटा मूल्यांकनकर्ता ब) दलाल  
क) विमाकर्ता ड) विमाधारक



Total No. of Questions : 4]

SEAT No. :

P-1814

[Total No. of Pages : 2

[6032]-529

T.Y. B.Com.

COMPUTER PROGRAMMING AND APPLICATION-III

356L : Software Engineering (I)

(2019 Pattern) (Special Paper-III) (Semester - V)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.

Q1) A) Fill in the blanks (Attempt any 5 out of 6)

[5]

- i) \_\_\_\_\_ is proposed the spiral model.
  - a) Barry Boehm
  - b) Pressman
  - c) Royce
  - d) IBM
- ii) \_\_\_\_\_ is system software.
  - a) Computer program
  - b) Testing
  - c) AI
  - d) IOT
- iii) Quality Management is known as \_\_\_\_\_.
  - a) SQI
  - b) SQA
  - c) SQM
  - d) SQA & SQM
- iv) RAD software process model stands for \_\_\_\_\_.
  - a) Rapid application development
  - b) Relative application model
  - c) Rapid application design
  - d) Recent application development
- v) The first step is the SDLC is \_\_\_\_\_.
  - a) Analysis
  - b) Design
  - c) Problem Identification
  - d) Development
- vi) \_\_\_\_\_ is not characteristics of system.
  - a) Structure
  - b) Central objective
  - c) Dependence
  - d) Independence

P.T.O.

**B) Match the following :** [5]

**List I**

- a) Evolutionary model
- b) Waterfall model
- c) Component based Software Engineering
- d) Spiral development

**List II**

- I) Requirement compromises are inevitable
- II) Specification can be developed incrementally
- III) Explicit recognition of risk
- IV) Inflexible partitioning of the project into stages

**Q2) Short notes (any 2 out of 4) :** [10]

- a) Spiral model
- b) Software Requirement specification (SRS)
- c) Fact gathering techniques.
- d) Mc call's quality factor.

**Q3) a) Explain system concept and it's types in detail.** [8]

**b) Explain system Analyst with it's role, knowledge and qualities.** [7]

**Q4) a) Explain Software Engineering with needs and characteristics.** [8]

**b) Explain SDLC (software Development life cycle) in detail.** [7]



Total No. of Questions : 3]

SEAT No. :

**P1815**

[Total No. of Pages : 2

[6032]-530

**T.Y. B.Com. (Vocational)**

**355-Voc (A) : COMPUTER APPLICATIONS -I**

**(2019 Pattern) (CBCS) (Semester-V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks.**

**[5]**

a) \_\_\_\_\_ operator is used to display power (ab).

i)  $a^b$

ii)  $a**b$

iii)  $a^*b$

iv)  $a*^b$

b) Which of the following is truncation division operator in python.

i) \

ii) //

iii) /

iv) //

c) \_\_\_\_\_ is used to create an empty set in Python.

i) set ()

ii) ()

iii) []

iv) {}

d) The data type for 14.2 is \_\_\_\_\_.

i) int

ii) bool

iii) float

iv) string

e) Python was developed by \_\_\_\_\_.

i) Dennis Ritchie

ii) Niene Stom

iii) Ken Thompson

iv) Guido van Rossum

**B) State whether the following statement is True or False:**

**[5]**

a) Python is low level programming language.

b) Python is written using C++ language.

c) *bool* data type always returns true or false value.

d) '+' is used as an arithmetic operator in python.

e) Python is not case sensitive language.

**P.T.O.**

**Q2)** Answer the following (Any 4).

**[20]**

- a) Explain *while* loop with syntax and example.
- b) Write a python program to calculate simple interest.
- c) Write any five Applications of python.
- d) Write a python program to display maximum of two numbers.
- e) Explain the variables in python.

**Q3)** Answer the following (Any 2).

**[20]**

- a) Explain in detail any five operators in python.
- b) Explain *pass* and *continue* statements in python with syntax and example.
- c) Explain in detail any five features of python.



Total No. of Questions : 4]

SEAT No. :

P-1816

[Total No. of Pages : 3

[6032]-531

T.Y. B.Com.

SALES MANAGEMENT

355 B-VOC : Advertising, Sales Promotion & Sales  
Management - I

(2019 Pattern) (Semester - V) (CBCS)

*Time : 2 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to right indicate full marks.*

**Q1)** A) Fill in the blanks :

**[5]**

- a) It involves Planning and co-ordination of sales efforts.
  - i) Product distribution
  - ii) Sales Management
  - iii) Marketing
  - iv) Labelling
  
- b) Providing Motivation to sales force is the prime responsibility of \_\_\_\_\_.
  - i) CEO
  - ii) Finance Manager
  - iii) Sales Manager
  - iv) Marketing Manager
  
- c) Most organisations used their sales force to reach \_\_\_\_\_.
  - i) Customers
  - ii) Traders
  - iii) Competitors
  - iv) Sales

**P.T.O.**



- d) Following is the **not** part of Sales Management.
  - i) Recruitment
  - ii) Motivation
  - iii) Performance appraisal
  - iv) Exit interview
  
- e) It is basic objectives of Sales Management.
  - i) To maintain sales
  - ii) Advertise
  - iii) Communicate
  - iv) Finance

- B) Match the pairs : [5]
- |   |                          |
|---|--------------------------|
| a) Process of organisation of sales efforts | i) Source of recruitment |
| b) Advertisement in newspaper               | ii) Setting objectives   |
| c) Sales Planning                           | iii) Motivation          |
| d) Written test                             | iv) Sales Management     |
| e) Fair pay packet                          | v) Selection process     |

- Q2)** Write short note on (any 2) : [10]
- a) Importance of Sales Planning.
  - b) External sources of recruitment.
  - c) Methods of motivation to sales persons.
  - d) Challenges before Sales Manager.

**Q3)** Answer the following (any 4) : **[20]**

- a) Methods of training of Salesman.
- b) Steps in Sales Control.
- c) Need of Sales Planning.
- d) Selection process of sales person.
- e) Identification of salesforce.
- f) Role of Sales Manager.

**Q4)** Answer the following (any 1) : **[10]**

- a) What do you mean by Sales Management? Explain need and importance of Sales Management in current scenario.
- b) Write detail note on training and motivation to sales persons.



Total No. of Questions : 4]

SEAT No. :

**P3156**

[Total No. of Pages : 2

**[6032]-532**

**T.Y.B.Com. (Vocational)**

**CUSTOMS DUTY**

**355 C : Tax Procedure & Practices**

**(CBCS 2019 Pattern) (Semester - V) (Paper - I)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right side indicate full marks.*

**Q1) A) Choose the correct answer (Any Five) [5]**

- a) In case of imported goods, transaction value also includes \_\_\_\_\_
- |                         |                       |
|-------------------------|-----------------------|
| i) 200 nautical miles   | ii) 20 nautical miles |
| iii) 100 nautical miles | iv) 10 nautical miles |
- b) As per Customs Act, 1962, conveyance includes \_\_\_\_\_
- i) Vessel
  - ii) Aircraft
  - iii) Vehicle including railway vehicle
  - iv) All of the above
- c) As per section 14(1) of Customs Act, transaction value means \_\_\_\_\_
- i) Price paid to the seller of imported goods
  - ii) Price paid by the buyer of export goods
  - iii) Both (i) and (ii) above
  - iv) Price actually paid or payable for goods
- d) In case of imported goods, transaction value also includes \_\_\_\_\_
- i) Commission and brokerage
  - ii) Cost of transportation at the place of importation
  - iii) Landing charges at the Indian port
  - iv) Only (ii) and (iii) above
- e) Customs duty shall be levied on goods \_\_\_\_\_
- i) Imported into India by any person other than Government
  - ii) Exported from India by any person other than Government
  - iii) Imported into or exported from India by Government
  - iv) All of the above

**P.T.O.**

- f) The basic condition for levy of Customs Duty is \_\_\_\_\_
- i) There must be import or export of goods
  - ii) There must be import or export of services
  - iii) There must be import or export of goods or services or both
  - iv) All of the above

- B) State whether the following statement is TRUE or FALSE. [5]
- a) Customs station means any customs port, customs airport or land.
  - b) Coastal goods mean the goods transported in a vessel from one port in India to another.
  - c) Export means bringing into India from a place outside India.
  - d) The Central Government cannot impose Safeguard duty to domestic industry.
  - e) Baggage includes unaccompanied baggage but does not include motor vehicles.

**Q2) Write Short Notes (Any Two) [10]**

- a) Constitutional background of customs law.
- b) Prohibited Goods
- c) Anti-Dumping Duty
- d) Features of Custom Duty

**Q3) Answer the following questions (Any Four) [20]**

- a) What is Transaction Value?
- b) What is 'Person-in-charge'?
- c) What is mean by 'Goods'?
- d) How do determine taxable event for import?
- e) What is mean by 'Indian Customs water'?
- f) What is 'foreign-going vessels or aircraft'?

**Q4) Answer any One of the following questions. [10]**

- a) Explain the provisions for classification of Goods under Customs.
- b) How is Transaction Value determined under different circumstances?



Total No. of Questions : 3]

SEAT No. :

**P1817**

[Total No. of Pages : 2

**[6032]-533**

**T.Y.B.Com. (Vocational)**

**356 VOC -A : COMPUTER APPLICATION - II**

**(CBCS 2019 Pattern) (Semester - V)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks : [5]**

- a) \_\_\_\_\_ refers to the act clicking and looking through resources on the internet.
  - i) Website Layout design
  - ii) Website navigation
  - iii) Website Designing
  - iv) Website Activation
- b) The purpose of Search engine is to -
  - i) Search video
  - ii) Search documents
  - iii) Download software
  - iv) All of these
- c) URL stands for \_\_\_\_\_
  - i) Unique Reference Label
  - ii) Uniform Resource Locator
  - iii) Uniform Reference Label
  - iv) Unique Resource Locator
- d) Which of the following is used to create website.
  - i) Word
  - ii) Excel
  - iii) HTTP
  - iv) HTML
- e) \_\_\_\_\_ is not an example of e - commerce website.
  - i) Flipkart
  - ii) Amazon
  - iii) Twitter
  - iv) Olx

**B) State whether the statement is True or False. [5]**

- a) In web designing designer must think about how the page will layout on multiple devices.
- b) Navigational sites are those sites that are built primarily to support business of some organization.
- c) A hyperlink is a digital reference to data that the user can follow or be guided to by clicking or tapping.
- d) SQL is an example of search engine.
- e) Dynamic webpage generates on demand by a program or a request from browser.

**P.T.O.**

**Q2) Attempt any FOUR of the following :** **[20]**

- a) Explain Wed Pyramid with the diagram.
- b) Explain Site Navigation as an element of website design.
- c) What is Search Engine? Give any two examples of Search Engine.
- d) Write a note on Domain Name System.
- e) What is Hyperlink? Explain.

**Q3) Attempt any TWO of the following :** **[20]**

- a) Explain web development process model.
- b) Explain any two types of websites with example.
- c) Write any five principles of good website design.



Total No. of Questions : 4]

SEAT No. :

**P1818**

[Total No. of Pages : 2

**[6032]-534**

**T.Y.B.Com (Vocational)**

**MARKETING**

**356 (B) VOC : Advertising ,Sales promotion & Sales**

**Management -II**

**(2019 Pattern) (CBCS) (Semester -V) (Paper - VI)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

**Q1) A) Fill in the blanks**

**[5]**

- a) it is a systematic study of problems related to marketing of goods and services.
  - i) Product knowledge
  - ii) Sales Management
  - iii) Marketing Research
  - iv) Basic research
- b) Following is not step in marketing research.
  - i) Problem Identification
  - ii) Field Work
  - iii) Data analysis
  - iv) Marketing management
- c) Festival and rituals in country is part of \_\_\_\_\_
  - i) Political environment
  - ii) Cultural environment
  - iii) Competitors
  - iv) Sales policy
- d) It is marketing of products that are presumed to be environmentally safe.
  - i) Green marketing
  - ii) Niche Marketing
  - iii) Blue marketing
  - iv) CRM
- e) It is basic advantage of digital marketing is \_\_\_\_\_
  - i) To Capture market
  - ii) Global reach
  - iii) Local market
  - iv) District wholesaler

**P.T.O.**

B) Match the Pairs. [5]

Group A

- a) Digital marketing
- b) Green marketing
- c) Affiliate marketing
- d) Marketing environment
- e) Promotion manager

Group B

- i) Promotion of product
- ii) Wide coverage
- iii) Environment Friendly products
- iv) Establishing connection through blogs
- v) Economical and political factors

**Q2)** Write short note on (any 2) [10]

- a) Importance of green marketing
- b) Role of marketing research analyst
- c) Functions of promotional manger
- d) Trends in marketing Enviroment

**Q3)** Answer the following (any 4) [20]

- a) Objectives of marketing research
- b) Functions of marketing manager
- c) Role of Product Manager
- d) Affiliate Marketing
- e) Digital Marketing
- f) Techniques of marketing research

**Q4)** Answer the following (any 1) [10]

- a) State and explain meaning, need and importance of marketing environment.
- b) Write a detail note on social media marketing.





Total No. of Questions : 4]

SEAT No. :

**P3157**

[Total No. of Pages : 2

**[6032]-535**

**T.Y.B.Com. (Vocational)**

**356 C - VOC : TAX PROCEDURE & PRACTICES - II**

**(2019 CBCS Pattern) (Semester - V) (Paper - II)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All Questions are Compulsory.*
- 2) *Figures to the right side indicate full marks.*

**Q1) A) Choose the correct answer (Any Five) [5]**

- a) According to Schumpeter, \_\_\_\_\_ is the most important function of a modern entrepreneur.
  - i) Creativity
  - ii) Invention
  - iii) Skill
  - iv) Innovation
- b) \_\_\_\_\_ is the hallmark of a successful entrepreneur.
  - i) Risk bearing capacity
  - ii) Persistence
  - iii) Flexibility
  - iv) Self-confidence
- c) \_\_\_\_\_ Entrepreneurs neither introduce new changes nor adopt new methods innovated by others.
  - i) Technical
  - ii) Fabian
  - iii) Induced
  - iv) Business
- d) Entrepreneurship Development Programs is required to help \_\_\_\_\_.
  - i) Existing entrepreneurs
  - ii) First generation entrepreneurs
  - iii) Future generation entrepreneurs
  - iv) None of the above
- e) \_\_\_\_\_ analysis is primarily concerned with the identification, qualification and evaluation of the project resources.
  - i) Techno-economic
  - ii) Financial
  - iii) Input
  - iv) Feasibility
- f) IFCI stands for \_\_\_\_\_.
  - i) Industrial Funding Corporation of India
  - ii) Institutional Finance Corporation of India
  - iii) Industrial Finance Corporation of India
  - iv) Indian Finance Corporation and Institution

**P.T.O.**

- B) State whether the following statement is TRUE or FALSE [5]
- a) Self-Help Groups are the informal associations of people.
  - b) The entrepreneur always introduces something new or can be an imitator.
  - c) Entrepreneurs of large-scale businesses like Tata, Birla, etc. are Instigated Entrepreneur.
  - d) Industrial Entrepreneur is a person who demonstrates his innovative skill in organizing a corporate undertaking.
  - e) Financial analysis is primarily concerned with the identification, qualification, and evaluation of the project resources.

- Q2) Write Short Notes (Any Two) [10]
- a) Mission of MSME
  - b) Futures of Entrepreneurship in India
  - c) Prime Minister Employment Generation Program
  - d) National Entrepreneurship Development Board

- Q3) Answer the following questions (Any Four) [20]
- a) Explain the role and importance of entrepreneurship.
  - b) What are the criteria for selection of a new product or service?
  - c) What are the functions of MCED?
  - d) What are the deferent types of entrepreneurs?
  - e) What are the qualities of entrepreneurs?
  - f) What are the functions of a Pollution Control Board?

- Q4) Answer Any One of the following questions. [10]
- a) What are the functions of the State Industrial Development Bank?
  - b) What are the significances of MSME in entrepreneurship development?

