

Total No. of Questions : 4]

SEAT No. :

PD-892

[Total No. of Pages : 2

[6439]-1

S.Y. B.Com.

231 : BUSINESS COMMUNICATION - I
(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) In the communication process, _____ is the media through which a message is conveyed.
 - a) Feedback
 - b) Channel
 - c) Noise
- ii) _____ of business letter contains the name and address of the organization, Email Address, Telephone Number, Fax Number etc.
 - a) Reference
 - b) Heading
 - c) Subject
- iii) The person who asks questions to the candidate during the interview is known as _____.
 - a) Interviewee
 - b) Interviewer
 - c) Student
- iv) _____ is the short form for Biographical data.
 - a) Resume
 - b) Bio-data
 - c) Curriculum Vitae

P.T.O.

- v) Conveying a message in spoken form is known as ____ communication.
- Oral
 - Written
 - Non Verbal
- vi) Your's faithfully is the example of ____.
- Complimentary Close
 - Salutation
 - Heading

- B) Match the following [5]
- | | |
|---------------------------|--|
| i) Mechanical Barriers | a) Principle of Effective Communication |
| ii) Clarity | b) Discussion among a group of people |
| iii) Inside Address | c) Ability to complete task within time |
| iv) Group Discussion | d) Name and Address of Receiver of Letter |
| v) Time Management Skills | e) Defects in devices used for communication |

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

- Importance of Communication.
- Physical Appearance of Business Letter.
- Problem Solving Skills
- Elements of Curriculum Vitae

Q3) a) Explain the Barriers of Communication. [8]

- b) Explain the Layout or structure of Business Letter. [7]

Q4) a) Explain meaning and importance of Listening. [8]

- b) Draft Job Application Letter for the post of Accountant to Atharva Chemicals Ltd, 124, Sadashiv Peth, Pune. [7]



Total No. of Questions : 4]

SEAT No. :

PD-2907

[Total No. of Pages : 6

[6439]-2

S.Y. B.Com.

232 : CORPORATE ACCOUNTING - I
(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No. 1 is compulsory.*
- 2) *Solve any 2 Questions from Q. No. 2, 3 and 4.*
- 3) *Use of simple calculator is allowed.*
- 4) *Figures to the right indicate full marks.*

Q1) A) Fill in the blanks with the appropriate term from the given options (any five) : [5]

- i) Profit earned before incorporation is known as _____.
(Gross Profit; Capital Profit; Revenue Profit)
- ii) According to revised AS-10, _____ shall also be considered to the cost of Property, Plant and Equipment.
(Cost of Dismantling; Provision for Depreciation; Cost of Acquisition)
- iii) Intrinsic Value Method is also known as _____.
(Fair Value Method; Market Value Method; Real Value Basis Method)
- iv) Dividend received is recorded under _____ note in the statement of profit and loss.
(Revenue from Operations; Other Income; Exceptional Items)
- v) AS-14 deals with _____.
(Accounting for Amalgamation; Consolidated Financial Statements; Accounting for Investments)
- vi) Under _____, shares are valued on the basis of expected earning and normal rate of return.
(Maintainable Profit; Dividend Yield; Earning Yield)
- vii) Staff welfare expenses are recorded under _____.
(Employee Benefit Expenses; Finance Costs, Contingent Liabilities)

P.T.O.

B) State whether the following statements are True or False (any five)
[5]

- i) AS 10 deals with Livestock.
- ii) Shares issued at a discount refer to the issuance of shares at a price lower than their face value.
- iii) The excise duty is added while calculating revenue from operations.
- iv) Contribution to Provident fund is treated as Employee Benefit Expenses.
- v) According to AS – 5; Expenses of ₹ 8,00,000 omitted to record in the books is an example of ordinary item.
- vi) All standing charges must be allocated in time ratio while ascertaining profits prior to incorporation.
- vii) In net asset method all assets are valued at book value only.

C) Match the following :
[5]

Group A	Group B
i) Uncalled share capital	a) Avg. value of share as per Net Asset & Yield Basis method
ii) Quoted shares	b) Post-incorporation
iii) Fair Value Method	c) Reserve Capital
iv) Losses due to flood	d) Listed with Stock Exchange
v) Underwriters commission	e) Extra-ordinary item

D) Write Short Notes (any three) :
[15]

- i) AS - 5
- ii) Benefits of Accounting Standards
- iii) Managerial Remuneration
- iv) Needs of valuation of shares
- v) Treatment of post-incorporation profit and loss

Q2) From the following Trial balance of Geoweave India Ltd., Prepare Balance Sheet and Statement of Profit and Loss for the year ended 31st March 2025 as per Schedule III of Companies Act 2013. Also prepare necessary notes to accounts. **[20]**

Trial Balance
As on 31.03.2025

Particulars	Debit Balance	Credit Balance
Share Capital		
4,000,8% Preference Shares of 100 each		4,00,000
10,000 Equity Shares of ₹ 100 each		10,00,000
General Reserve		40,000
Opening Stock	3,40,000	
Sundry Debtors	3,20,000	
Sundry Creditors		1,72,000
Bills Receivable	48,000	
Profit & Loss A/c (As on 1.04.2024)		24,000
Business Premises	4,00,000	
Plant and Machinery	3,20,000	
Furniture	92,000	
Investments	1,00,000	
Cash in Hand	10,000	
Cash at Bank	4,90,400	
Insurance	4,800	
Advertisement	16,000	
Purchases	9,00,000	
Sales		17,20,000
Carriage Inward	16,000	
Manufacturing Wages	1,20,000	
Bad Debts	4,400	
Salaries	28,000	
Depreciation on Assets	1,00,000	
Office Expenses	18,800	
Preliminary Expenses	32,000	
Bills Payable		4,400
Total	33,60,400	33,60,400

Additional Information :

- The Authorised Capital of the company is 10,000 Equity Shares of ₹ 100 each.
- Closing Stock was valued at ₹ 3,20,000 at cost and ₹ 3,40,000 at market price.
- Salaries Payable were ₹ 6,000.
- Provide ₹ 72,000 for Taxation.
- Write off, half of the Preliminary expenses.
- Goods worth ₹ 20,000 were sold as on 28-03-2025 and delivered to the customer but were not recorded in Sales Book.
- Directors declared 8% dividend on Preference Shares and 10% on Paid up Equity Shares.

Q3) Prashant Ltd. Pune was incorporated on 1st August 2024 to take over the running business with effect from 1st April, 2024. The Profit and Loss Account for the year ended 31st March, 2025 was as follows : [20]

Profit and Loss Account

For the year ended 31st March 2025

Particulars	Amount	Particulars	Amount
To Staff Salaries	75,000	By Gross Profit	9,00,000
To Rent	45,000		
To Partner's Salary	24,000		
To Carriage Outward	18,000		
To Audit Fees	8,500		
To Depreciation	1,20,000		
To Interest to Vendors	15,000		
To Office Expenses	24,000		
To Publicity Charges	90,000		
To Printing & Stationery	18,000		
To Discount Allowed	30,000		
To Bad Debts	7,500		
To Debenture Interest	25,000		
To Net Profit	4,00,000		
	9,00,000		9,00,000

Additional Information :

- Sales for the year were ₹ 30,00,000 of which sales up to 1st August, 2024 were ₹ 12,50,000.
- Purchase Consideration was paid to the vendor on 1st Oct. 2024.
You are required to prepare statement showing profit prior to and post incorporation.

- Q4) a)** Following is the Balance Sheet of Sonali Ltd., Nashik as on 31st March 2025. **[14]**

Liabilities	Amount (₹)	Assets	Amount (₹)
Share Capital :		Goodwill	30,000
15,000 Equity Shares of ₹ 10 each	1,50,000	Land & Building	70,000
10,000 Preference shares of ₹ 10 each	1,00,000	Plant & Machinery	1,00,000
Reserve & Surplus:		Furniture	50,000
General Reserve	50,000	Stock	50,000
Profit & Loss A/c	50,000	Sundry Debtors	60,000
Current Liabilities & Provisions		Cash at Bank	20,000
Sundry Creditors	30,000	Cash in Hand	20,000
Bills Payable	20,000		
	4,00,000		4,00,000

Additional information:

- i) Assets were valued as follows:

Goodwill	₹ 25,000
Land & Building	₹ 80,000
Plant & Machinery	₹ 1,20,000
Furniture	₹ 60,000
Stock	₹ 70,000
Sundry Debtors	₹ 50,000

- ii) The net profits for the last four years were as follows:

Year	Amount (₹)
2021-22	₹ 40,000
2022-23	₹ 30,000
2023-24	₹ 30,000
2024-25	₹ 50,000

- iii) It is the normal practice of the company to transfer 25% profit to the reserve fund.
- iv) Similar companies give a yield of 15% on the market value of the shares.

Calculate the value of each Equity Share under:

- I) Net Assets Method
- II) Yield Value Method
- III) Fair Value Method

- b) Neha industries Ltd., Chakan purchased a plot of Land from Raj Ltd as on 1st April 2025 for which the following information has been given:[6]

Purchase Price of Land	₹ 37,50,000
Transfer of title	₹ 1,30,000
Other Legal charges	₹ 50,000
Cost of demolition of old Building on land	₹ 45,000
Sale of scrap of old Building on land	₹ 5,000

You are required to calculate the cost of Land.



Total No. of Questions : 6]

SEAT No. :

PD-2039

[Total No. of Pages : 4

[6439]-3

S.Y. B.Com.

233 : BUSINESS ECONOMICS - I (MACRO)
(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Q.1 and Q.6 are compulsory.
- 2) Solve any 3 questions from the remaining questions 2 to 5.
- 3) Draw neat diagrams wherever necessary.

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

- i) _____ are studied in macroeconomics.
(Overall factors, Price theory, Private industry, Industrial equilibrium)
- ii) The book "The General Theory of employment Interest & money" was written by _____.
(Adam Smith, J M Keynes, Alfred Marshall, J.B. Say)
- iii) The Net National Product is related to _____.
(Business cycle, Indirect tax, National Income, Private Income)
- iv) The marginal propensity to consume (MPC) is a _____ function.
(Disposable Income curve, GDP Curve, Consumption function, Autonomous Consumption Curve)
- v) The change in income due to a change in investment is known as _____.
(Consumption, Multiplier, Accelerator, Rate of Interest)
- vi) Which of the following is a part of National Income _____
(Pension, Unemployment allowance, Profit, Scholarship)

B) Following the Match : [5]

- | Group 'A' | Group 'B' |
|-------------------------------------|---------------------------------------|
| i) Macroeconomics | a) Production Method |
| ii) Two-factor flow Model | b) J.M. Keynes |
| iii) Law of market | c) Saving and consumption |
| iv) National income | d) Family and industrial organization |
| v) Father of modern macro economics | e) Study of aggregate factor |
| | f) J. B Say |

P.T.O.

Q2) Define the Macroeconomics. Explain the nature and scope of macroeconomics. [15]

Q3) Explain the methods and difficulties of Measurement National Income. [15]

Q4) Explain the Keynesian theory of employment and output. [15]

Q5) What is Consumption Function? Explain the Factors Determinate to Consumption Function. [15]

Q6) Write a short note on. (Any three) : [15]

- a) Limitations of Macroeconomics
- b) Importance of National Income Measurement
- c) J.B. Say's Law
- d) Net National Product and per Capita Income.



[6439]-3

S.Y. B.Com.

233 : BUSINESS ECONOMICS - I (MACRO)

व्यावसायिक अर्थशास्त्र (समग्र)

(2019 Pattern) (CBCS) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना : 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 अनिवार्य आहेत.
2) उर्वरित प्रश्न क्रमांक 2, 3, 4 आणि 5 मधील कोणतेही तीन प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) अ) रिकाम्या जागा भरा. (कोणतेही पाच सोडवा) [5]

- समग्र अर्थशास्त्र मध्ये अभ्यास केला जातो.
(एकूण घटक, किंमत सिद्धांत, खाजगी उद्योग, औद्योगिक समतोल)
- “रोजगार व्याज आणि पैशाचा सामान्य सिद्धांत” हे पुस्तक यांनी लिहिले.
(अँडम स्मिथ, जे. एम. केन्स, अल्फ्रेड मार्शल, जे बी से)
- निव्वळ राष्ट्रीय उत्पादन ही संकल्पना घटक शी संबंधित आहे.
(दरडोई उत्पन्न, निव्वळ अप्रत्यक्ष कर, राष्ट्रीय उत्पन्न, राष्ट्रीय खर्च)
- उपभोग सीमांत प्रवृत्ती (MPC) चे फलन आहे.
(व्ययशक्य उत्पन्न वक्र, जिडीपी वक्र, उपभोग फलन, स्वायत्त उपभोग वक्र)
- गुंतवणुकीतील बदलामुळे उत्पन्नात होणारा बदल म्हणून ओळखला जातो.
(उपभोग, गुणक, प्रवेगक, व्याजदर)
- खालीलपैकी कोणता राष्ट्रीय उत्पन्नाचा भाग आहे
(निवृत्तीवेतन, बेरोजगारी भत्ता, नफा, शिष्यवृत्ती)

ब) जोड्या जुळवा. [5]

- | गट 'अ' | गट 'ब' |
|------------------------------------|-----------------------------|
| i) स्थूल अर्थशास्त्र | अ) उत्पादन पद्धत |
| ii) दोन क्षेत्रीय प्रवाह प्रतिमान | ब) जे एम केन्स |
| iii) बाजाराचा नियम | क) बचत आणि उपभोग |
| iv) राष्ट्रीय उत्पन्न | ड) कुटुंब आणि उद्योग संस्था |
| v) आधुनिक समग्र अर्थशास्त्राचा जनक | इ) एकूण घटकाचा अभ्यास |
| | फ) जे बी से |

- प्रश्न 2) समग्र अर्थशास्त्राची व्याख्या द्या. समग्र अर्थशास्त्राचे स्वरूप आणि व्याप्ती स्पष्ट करा. [15]
- प्रश्न 3) राष्ट्रीय उत्पन्न मापनाच्या पद्धती आणि अडचणी स्पष्ट करा. [15]
- प्रश्न 4) केन्सचा उत्पादन आणि रोजगाराचा सिद्धांत स्पष्ट करा. [15]
- प्रश्न 5) उपभोग फलन म्हणजे काय? उपभोग फलनाचे निर्धारक स्पष्ट करा. [15]
- प्रश्न 6) टिपा लिहा (कोणत्याही तीन) [15]
- अ) स्थूल अर्थशास्त्राच्या मर्यादा
 - ब) राष्ट्रीय उत्पन्न मापनाचे महत्त्व
 - क) जे बी से याचा नियम
 - ड) निवळ राष्ट्रीय उत्पादन आणि दरडोई उत्पन्न



Total No. of Questions : 6]

SEAT No. :

PD2908

[Total No. of Pages : 4

[6439]-4

S.Y. B.Com.

234 : BUSINESS MANAGEMENT -I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No. 1 is Compulsory.*
- 2) *Attempt any four Questions from Q. No. 2 to 6.*
- 3) *Figures to the right indicate full marks.*

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

- i) Management is the process to coordinate and organize an organization's operations to help them achieving their _____.
(Goals, Planning, Control, Motivation)
- ii) Internal sources of _____ involve filling job vacancies within an organization.
(motivation, recruitment, leadership, communication)
- iii) _____ is a process by which information is exchanged between individuals.
(Research, Control. Communication, Coordination)
- iv) _____ requires open communication, active listening, and the ability to work cooperatively.
(Leadership, Effective teamwork, Conflicts, Motivation)
- v) _____ is the ability to form novel and valuable ideas or works using ones imagination.
(Optimisation, Creativity, Resources, Critical Path Management)
- vi) _____ planning refers to task prioritisation for achieving short term goals.
(Organised, Tactical, Long term, Logical)
- vii) Organizing provides a framework for making sound _____ decisions.
(sources, internal, external, strategic)

P.T.O.

B) Match the following : [5]

Column A	Column B
i) Strategic Planning	a) Forecasting Methods
ii) Decision Making	b) Long-Term Planning
iii) Sources of Recruitment	c) Evaluating information
iv) Critical thinking	d) Technique of Creating Alternatives
v) Qualitative Forecasting	e) Internal Recruitment

Q2) What is 'Management'? Explain the process of Management. [15]

Q3) What is 'Planning'? Explain the steps in Planning process. [15]

Q4) What is 'Recruitment'? Explain the Sources of Recruitment. [15]

Q5) Explain the concept of Team work. Explain the advantages of teamwork. [15]

Q6) Write a short note (any three) : [15]

- a) Importance of Management.
- b) Strategic Planning.
- c) Need of Staffing.
- d) Difficulties in Delegation of Authority.



वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :-
- 1) प्रश्न क्र. 1 सोडविणे अनिवार्य आहे.
 - 2) प्रश्न क्र. 2 ते प्रश्न क्र. 6 पैकी कोणतेही चार प्रश्न सोडवा.
 - 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 4) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

प्र.1) अ) सर्वात योग्य पर्यायाची निवड करून रिकाम्या जागा भरा. (कोणत्याही पाच) [5]

- i) व्यवस्थापन म्हणजे एखाद्या संस्थेच्या कामकाजाचे समन्वय साधण्याची आणि संघटित करण्याची प्रक्रिया ज्यामुळे त्यांना त्यांचे साध्य करण्यास मदत होते.
(उद्दिष्टे, नियोजन, नियंत्रण, प्रेरणा)
- ii) चे अंतर्गत स्रोत म्हणजे संस्थेतील रिक्त पदे भरणे.
(प्रेरणा, भरती, नेतृत्व, संवाद)
- iii) ही अशी प्रक्रिया आहे ज्याद्वारे व्यक्तींमध्ये माहितीची देवाणघेवाण केली जाते.
(संशोधन, नियंत्रण, संवाद, समन्वय)
- iv) ला मुक्त संवाद, सक्रिय ऐकणे आणि सहकार्याने काम करण्याची क्षमता आवश्यक आहे.
(नेतृत्व, प्रभावी टीमवर्क, संघर्ष, प्रेरणा)
- v) म्हणजे एखाद्याच्या कल्पनाशक्तीचा वापर करून नवीन आणि मौल्यवान कल्पना किंवा कामे तयार करण्याची क्षमता.
(ऑप्टिमायझेशन, सर्जनशीलता, संसाधने, गंभीर मार्ग व्यवस्थापन)
- vi) नियोजन म्हणजे अल्पकालीन उद्दिष्टे साध्य करण्यासाठी कार्य प्राधान्यक्रम.
(संघटित, रणनीतिक, दीर्घकालीन, तार्किक)
- vii) संघटन हे योग्य निर्णय घेण्यासाठी एक चौकट प्रदान करते.
(स्रोत, अंतर्गत, बाह्य, धोरणात्मक)

ब) खालील जोड्या जुळवा.

[5]

गट-अ

गट-ब

- i) धोरणात्मक नियोजन
- ii) दीर्घकालीन नियोजन
- iii) भरतीचे स्रोत
- iv) पर्याय निर्माण
- v) गुणात्मक अंदाज

- अ) अंदाज पद्धती
- ब) निर्णय घेणे
- क) माहितीचे मूल्यांकन करणे
- ड) करण्याचे गंभीर विचार तंत्र
- इ) अंतर्गत भरती

प्र.2) 'व्यवस्थापन' म्हणजे काय? व्यवस्थापनाची प्रक्रिया स्पष्ट करा.

[15]

प्र.3) 'नियोजन' म्हणजे काय? नियोजन प्रक्रियेतील पायऱ्या स्पष्ट करा.

[15]

प्र.4) 'भरती' म्हणजे काय? भरतीचे स्रोत स्पष्ट करा.

[15]

प्र.5) टीम वर्कची संकल्पना स्पष्ट करा. टीम वर्कचे फायदे स्पष्ट करा.

[15]

प्र.6) थोडक्यात टिपा लिहा. (कोणत्याही तीन)

[15]

- अ) व्यवस्थापनाचे महत्त्व
- ब) धोरणात्मक नियोजन
- क) कर्मचाऱ्यांची गरज
- ड) अधिकार सोपवण्यात येणाऱ्या अडचणी



Total No. of Questions : 6]

SEAT No. :

PD-893

[Total No. of Pages : 4

[6439]-5

S.Y. B.Com.

235 : ELEMENTS OF COMPANY LAW - I
(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Question No.1 and Question No.6 are compulsory.
- 2) Solve any Three question from the Remaining Questions No - 2,3,4 & 5.
- 3) Figures to the right indicate full marks.

Q1) A) Fill in the blanks. (any Five) [5]

- i) _____ Company can start the business after completion of Registration Stage. (Public, Private, Sick)
- ii) _____ Company is established for the purpose of providing Services to the society. (Private, Chartered, Charitable)
- iii) The document provides the rules for day-to-day internal affairs of the company called as _____. (Memorandum of Association, Articles of Association, Prospectus, Minutes)
- iv) Equity shares allotted to existing Shareholders at free of cost are called as _____.
(Preference Shares, Sweat Equity Shares, Bonus Shares)
- v) Scheme under which a company repurchases its own shares is called as _____. (ESOP, Buyback, Right issue)
- vi) A prospectus issued without detailed information of shares is called as _____ prospectus
(Abridged, Shelf, Red Herring)

B) Match the following. [5]

Group A

- i) Private Company
- ii) Public Company
- iii) Memorandum of Association
- iv) Articles of Association
- v) Debenture holders

Group B

- a) Chartered of the Company
- b) Creditors
- c) Minimum Two Directors
- d) Minimum Three Directors
- e) Collateral Document

P.T.O.

Q2) Define 'Company'. Explain in details the various types of Companies. [15]

Q3) What is a Promoter? Explain the various stages in Formation of a Public Company. [15]

Q4) What do you mean by Memorandum of Association? Explain the various clauses in the Memorandum of Association. [15]

Q5) Define 'Share'. Explain in details the kinds of Shares. [15]

Q6) Write Short Notes (Any Three) [15]

- a) Sweat Equity Shares.
- b) Mis-statement in Prospectus
- c) Legal Position of Promoters
- d) Shares Transmission.
- e) Content in Articles of Association.



PD-893

[6439]-5

S.Y. B.Com.

235 : ELEMENTS OF COMPANY LAW - I

(2019 Pattern) (CBCS) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

सूचना :

- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 अनिवार्य आहेत.
- 2) उर्वरित प्रश्न क्रमांक 2, 3, 4 आणि 5 मधील कोणतेही तीन प्रश्न सोडवा.
- 3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

-
- प्रश्न 1)** अ) रिकाम्या जागा भरा (कोणत्याही पाच) [5]
- i) कंपनीला नोंदणी अवस्था पूर्ण झाल्यानंतर आपला व्यवसाय प्रारंभ करता येतो. (सार्वजनिक, खाजगी, आजारी)
 - ii) सेवा पुरविण्याच्या उद्देशाने स्थापन झालेल्या कंपन्यांना कंपन्या असे म्हणतात. (खाजगी, सनदी, धर्मादाय)
 - iii) कंपनीच्या दैनंदिन अंतर्गत व्यवस्थापनाचे नियम दर्शविणाऱ्या दस्तऐवजाला असे म्हणतात. (घटनापत्रक, नियमावली, माहितीपत्रक)
 - iv) विद्यमान भागधारकांना विनामूल्या दिलेल्या भागांना असे म्हणतात. (अग्रहक्क भाग, स्वेट सामान्य भाग, बोनस भाग)
 - v) कंपनीने आपणच विकलेले भाग परत खरेदी करणे याला, असे. (कर्मचारी भाग विकल्प योजना, भागांची पुनर्खरेदी, हक्क भाग)
 - vi) भागांची संपूर्ण माहिती न देता जे माहितीपत्रक प्रसिद्ध केले जाते, त्याला माहितीपत्रक असे म्हणतात. (संक्षिप्त, सेल्फ, रेड हेरिंग)
- ब) योग्य जोड्या जुळवा. [5]

गट-अ	गट-ब
i) खाजगी कंपनी	अ) कंपनीची सनद
ii) सार्वजनिक कंपनी	ब) धनको
iii) घटनापत्रक	क) किमान दोन संचालक
iv) नियमावली	ड) किमान तीन संचालक
v) कर्जरोखेधारक	ई) दुय्यम दस्तऐवज

- प्रश्न 2) 'कंपनी' व्याख्या लिहा. कंपन्यांचे विविध प्रकार सविस्तर स्पष्ट कर. [15]
- प्रश्न 3) प्रवर्तक म्हणजे काय? सार्वजनिक कंपनीच्या स्थापनेतील विविध अवस्था सविस्तर स्पष्ट करा. [15]
- प्रश्न 4) घटनापत्रक म्हणजे काय? घटनापत्रकातील विविध कलमे स्पष्ट करा. [15]
- प्रश्न 5) 'भाग' या संकल्पनेची व्याख्या लिहा. भागांचे विविध प्रकार सविस्तर स्पष्ट करा. [15]
- प्रश्न 6) टिपा लिहा. (कोणत्याही तीन) [15]
- अ) स्वेट सामान्य भाग
 - ब) माहितीपत्रकातील असत्य विधान
 - क) प्रवर्तकाचे कायदेशीर स्थान
 - ड) भाग संक्रमण
 - इ) नियमावलीतील मजकूर



Total No. of Questions : 4]

SEAT No. :

PD-894

[Total No. of Pages : 4

[6439]-6

S.Y. B.Com.

**(236(a)) : BUSINESS ADMINISTRATION - I
(2019 Pattern) (CBCS) (Semester - 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) Management is essential for the organizations which are _____.
(Non-Profit Organization, Service Organization, All of these)
- ii) The minimum numbers of members in a private limited Company _____. (2,5,7)
- iii) Study of human population is called as _____ environment.
(Political, Social, Demographic)
- iv) _____ ensures that product reach the ultimate customer from the manufacturer. (Selling, Marketing, Sales promotion)
- v) Change the fiscal policy of Government is an aspect on _____ Environment. (Political, Social, Economic)
- vi) _____ is the process of increasing knowledge and skills.
(Development, Sale, Marketing)

B) Match the following. [5]

Column A	Column B
i) Internal Environment	a) Common mutual Interest
ii) Advertisement	b) Taxation Policy
iii) Sales Promotion	c) Short term incentives
iv) Economics Environment	d) Impersonal form of Communication
v) Cooperative society	e) Controlled by business

P.T.O.

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

- a) Joint Stock Company
- b) Sale Promotion Technique
- c) Features of Business Environment
- d) Functions of Administration

Q3) a) Define the term Business? Explain the Scope of business. [8]

b) What is mean by Partnership? Explain its Features. [7]

Q4) a) Explain the process of Business Development. [8]

b) What do you mean by economic environment? Explain the Elements of economic environment. [7]



PD-894

[6439]-6

S.Y. B.Com.

(236(a)) : BUSINESS ADMINISTRATION - I

(2019 Pattern) (CBCS) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

सूचना :

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

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

- i) स्वरूपाच्या संघटनांसाठी व्यवस्थापनाची आवश्यकता असते.
(बिगर नफा संघटना, सेवा संघटना, वरीलपैकी सर्व)
- ii) खाजगी मर्यादित कंपनी मध्ये सभासदांची किमान इतकी असते. (2,5,7)
- iii) मानवी लोकसंख्येच्या अभ्यासाला पर्यावरण असे म्हणतात.
(राजकिय, सामाजिक, लोकसंख्याशास्त्रीय)
- iv) पुढीलपैकी साधनांच्या साहाय्याने एखादे उत्पादन हे संबंधित ग्राहकापर्यंत वस्तूनिर्माणकापासून पोहचले असल्याची खात्रीशीर माहिती देते.
(विक्री, विपणन, विक्री प्रवर्तन)
- v) शासनाच्या वित्तीय धोरणांमध्ये होणारे जे बदल आहेत ते पर्यावरणाचे पैलू दर्शवतात. (राजकिय, सामाजिक, आर्थिक)
- vi) ही ज्ञान आणि कौशल्ये वाढवण्याची प्रक्रिया आहे.
(विकास, विक्री, विपणन)

ब) योग्य जोड्या जुळवा - [5]

रकाना अ	रकाना ब
i) अंतर्गम पर्यावरण	अ) परस्पर समान हित
ii) जाहिरात	ब) कर आकारणी धोरण
iii) विक्री प्रवर्तन	क) अल्पकालीन प्रोत्साहन
iv) आर्थिक पर्यावरण	ड) संप्रेषणाचे अवैयक्तिक स्वरूप
v) सहकारी संस्था	ई) व्यवसायाद्वारे नियंत्रण

प्रश्न 2) थोडक्यात टिपा लिहा. (कोणत्याही 2)

[10]

- अ) संयुक्त भांडवली कंपनी
- ब) विक्री प्रवर्तनाची तंत्रे
- क) व्यावसायिक पर्यावरणाची वैशिष्ट्ये
- ड) प्रशासनाची कार्ये

प्रश्न 3) अ) व्यवसाय म्हणजे काय? व्यवसायाची व्याप्ती स्पष्ट करा.

[8]

ब) भागीदारी संस्था म्हणजे काय? भागीदारी संस्थेची वैशिष्ट्ये सांगा.

[7]

प्रश्न 4) अ) व्यवसाय विकासाची प्रक्रिया स्पष्ट करा.

[8]

ब) आर्थिक पर्यावरण म्हणजे काय? आर्थिक पर्यावरणातील घटक स्पष्ट करा.

[7]



SEAT No. :

[Total No. of Pages : 4

S.Y. B.Com.

Indian Banking System

(2019 Pattern) (Semester - III)

[Max. Marks : 50

- 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) In _____ the Government of India nationalised 14 banks.
 - a) 1935
 - b) 1934
 - c) 1969
 - d) 1980
- ii) The Reserve Bank of India was established in the year _____.
 - a) 1955
 - b) 1935
 - c) 1951
 - d) 1980
- iii) The rate at which the RBI lends money to Commercial Bank is called _____.
 - a) Bank Rate
 - b) Cash Reserve Ratio
 - c) Repo Rate
 - d) Reverse Repo Rate
- iv) The structure of short- and medium-term loan in Co- operative Sector is _____.
 - a) One-tiered
 - b) Two-tiered
 - c) Three-tiered
 - d) Multi-tiered
- v) _____ functions as the banker to the central and state governments.
 - a) U.T.I.
 - b) RBI
 - c) SBI
 - d) ICICI
- vi) _____ is the first Presidency Bank of India.
 - a) East India Company
 - b) Bank of Bengal
 - c) Bank of Bombay
 - d) Bank of Madras

P.T.O.

B) Match the following : [5]

Column A	Column B
i) Hilton young Commission	a) 1980
ii) Second phase of Nationalization	b) RBI
iii) Regional Rural Banks	c) 1991
iv) Bankers Bank	d) 1975
v) New Private Banks	e) Creation of Central Bank

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

- a) Impact of COVID -19 on Indian Banking
- b) Bank Rate
- c) Foreign Banks
- d) Objectives of Regional Rural Banks

Q3) a) Explain the structure of Indian Banking system. [8]

b) Explain the general functions of Reserve Bank of India. [7]

Q4) a) Explain the characteristics of Private Banks. [8]

b) Define Public Sector Bank and explain its features. [7]



PD895

S.Y. B.Com.

(मराठी रूपांतर)

[एकूण गुण : 50

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

क) बैंक ऑफ बॉम्बे ड) बैंक ऑफ मद्रास

ब) जोड्या लावा.

[5]

गट-अ

गट-ब

- | | |
|----------------------------------|------------------------------|
| i) हिल्टन यंग आयोग | अ) 1980 |
| ii) राष्ट्रीयीकरणाचा दूसरा टप्पा | ब) RBI |
| iii) प्रादेशिक ग्रामीण बँक | क) 1991 |
| iv) बँकांची बँक | ड) 1975 |
| v) नवीन खाजगी बँका | इ) मध्यवर्ती बँकेची निर्मिती |

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) कोव्हिड - 19 चा भारतीय बँक क्षेत्रावर झालेला परिणाम
- ब) बँक दर
- क) विदेशी बँक
- ड) प्रादेशिक ग्रामीण बँकांची उद्दिष्टे

प्र.3) अ) भारतीय बँक व्यवस्थेची रचना स्पष्ट करा.

[8]

ब) भारतीय रिझर्व्ह बँकेची सामान्य कार्ये स्पष्ट करा.

[7]

प्र.4) अ) खाजगी बँकांची वैशिष्ट्ये स्पष्ट करा.

[8]

ब) सार्वजनिक बँकेची व्याख्या लिहून त्याची वैशिष्ट्ये स्पष्ट करा.

[7]



SEAT No. :

[Total No. of Pages : 4

S.Y. B.Com.

P.T.O.

B) Match the following : [5]

Column A	Column B
i) Bye laws	a) Income from both parties
ii) Commission Agent	b) Section 61
iii) Broker	c) Form 'A'
iv) IT Act	d) Money paid out to a selling agent
v) Register the establishment	e) Use of electronic records

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

- a) Retail sale
- b) Principles of General Insurance
- c) Digital signature
- d) Work of hours provisions under Maharashtra Shop Act, 1948

Q3) a) State the features of the Maharashtra Agricultural Produce Marketing (Regulation) Act 1963? [8]

b) Explain the characteristics of insurance. [7]

Q4) a) What are the guidelines and procedure established by section 7 of the Information Technology Act 2000 for electronic records? [8]

b) Explain the procedure to obtain licence under shop and establishment Act, 1948. [7]



ब) योग्य जोड्या जुळवा.

[5]

रकाना-अ

रकाना-ब

i) उपविधी

अ) दोन्ही पक्षाकडून उत्पन्न

ii) कमिशन एजंट

ब) सेक्शन 61

iii) ब्रोकर (दलाल)

क) फॉर्म A

iv) आयटी कायदा

ड) विक्रीवर पैसे मिळणे

v) आस्थापनेची नोंदणी

इ) ईलेक्ट्रॉनिक रेकॉर्डचा वापर

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

[10]

अ) किरकोळ विक्री

ब) सामान्य विम्याची तत्वे

क) डिजीटल सही

ड) महाराष्ट्र दुकाने आणि आस्थापना संस्था कायदानुसार कामाचे तास

प्र.3) अ) महाराष्ट्रातील कृषी उत्पादन (नियमन) कायदा, 1963 नूसार वैशिष्ट्ये स्पष्ट करा.

[8]

ब) विम्याची वैशिष्ट्ये स्पष्ट करा.

[7]

प्र.4) अ) माहिती तंत्रज्ञान कायदा, 2000 नूसार आस्थापनेत ईलेक्ट्रॉनिक नोंदी ठेवण्याबाबत मार्गदर्शक प्रक्रिया स्पष्ट करा.

[8]

ब) महाराष्ट्र दुकाने आणि आस्थापना संस्था कायदा, 1948 नूसार लायसन्स (परवाना) काढण्याची प्रक्रिया स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PD897

[6439]-9

S.Y.B.Com.

**236 D : CO-OPERATION AND RURAL DEVELOPMENT-I
(2019 Pattern) (Semester - 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 Five)

[5]

- i) _____ is the apex body which co-ordinates the functioning of different financial institutions.
 - a) NABARD
 - b) SEBI
 - c) RBI
- ii) Rural Development is a _____ in nature.
 - a) Multi challenge
 - b) Multidisciplinary
 - c) None of the above
- iii) Panchayats are constituted for _____.
 - a) 3 Years
 - b) 5 Years
 - c) 10 Years
- iv) Naam Foundation was formed by _____.
 - a) Nana Patekar
 - b) Amir khan
 - c) Akshay Kumar

P.T.O.

- v) _____ Industries in rural areas can remove regional imbalance.
- Heavy
 - Medium scale
 - Agro-based
- vi) _____ Village is known for its irrigation system and water conservation program.
- Hiware Bazar
 - Zarap
 - Mumbai

B) Match the following [5]

- | Group 'A' | Group 'B' |
|--|----------------------------|
| i) Committee recommended for Panchayati Raj system | a) 2016 |
| ii) Establishment of Paani Foundation | b) Zarap-Sindhudurg |
| iii) Bhagirath Gram Vikas Pratishthan | c) Balwantrai Mehata |
| iv) Hiware Bazar | d) Rural Employment Scheme |
| v) MGNREGA | e) Mr. Popatrao Pawar |

Q2) Write short Note (Any two) [10]

- Objectives of Rural Development.
- Structure of Panchayat Raj in India.
- The work of Dr. Dhananjayrao Gadgil in Rural Development.
- Impact of Globalisation on Rural Development.

Q3) a) Explain in detail the significance of Rural Development. [8]
 b) Explain Mahatma Gandhi National Rural Employment Guarantee scheme. [7]

Q4) a) Discuss the role of Co-operative movement in Rural Development. [8]
 b) Explain in detail the important provisions of the Panchayat Raj Act. [7]



Total No. of Questions : 4]

PD897

[6439]-9

S.Y.B.Com.

236 D : CO-OPERATION AND RURAL DEVELOPMENT-I
(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास/

/एकूण गुण : 50

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

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

[5]

- i) ही सर्वोच्च संस्था आहे जी विविध वित्तीय संस्थांच्या कामकाजात समन्वय साधते.
अ) नाबार्ड
ब) सेबी
क) आर.बी.आय.
- ii) ग्रामीण विकास म्हणजे
अ) बहु आव्हाने
ब) बहुविद्याशाखीय
क) वरीलपैकी काहीही नाही
- iii) पंचायतीची स्थापना साठी केली जाते.
अ) 3 वर्षे
ब) 5 वर्षे
क) 10 वर्षे
- iv) 'नाम फाउंडेशन' ची स्थापना नी केली.
अ) नाना पाटेकर
ब) अमीर खान
क) अक्षय कुमार

- v) उद्योग ग्रामीण भागातील प्रादेशिक असंतुलन दूर करू शकतात.
 अ) जड
 ब) मध्यम प्रमाण
 क) कृषी-आधारित
- vi) हे गाव सिंचन व्यवस्था आणि जलसंधारण कार्यक्रमासाठी ओळखले जाते.
 अ) हिवरे बाजार
 ब) झाराप
 क) मुंबई

ब) योग्य जोड्या लावा. [5]

गट-अ	गट-ब
i) भारतात पंचायत राज प्रणालीची शिफारस करणारी समिती	अ) 2016
ii) 'पानी फाउंडेशनची' स्थापना	ब) झाराप-सिंधुदुर्ग
iii) भगिरथ ग्रामविकास प्रतिष्ठान	क) बलवंतराय मेहता
iv) हिवरे बाजार	ड) ग्रामीण रोजगार योजना
v) मनरेगा (MANREGA)	इ) श्री. पोपटराव पवार

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

- अ) ग्रामीण विकासाचे उद्देश
 ब) भारतातील पंचायत राजची रचना
 क) धनंजय गाडगीळ यांची ग्रामीण विकासातील कार्ये
 ड) ग्रामीण विकासावर जागतिकीकरणाचा प्रभाव

प्र.3) अ) ग्रामीण विकासाचे महत्त्व स्पष्ट करा. [8]

ब) महात्मा गांधी राष्ट्रीय ग्रामीण रोजगार हमी योजना स्पष्ट करा. [7]

प्र.4) अ) ग्रामीण विकासातील सहकारी चळवळीच्या भूमिकेवर चर्चा करा. [8]

ब) पंचायतराज कायद्यातील महत्वाच्या तरतूदी सविस्तर स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PD-2909

[Total No. of Pages : 3

[6439]-10

S.Y. B.Com.

236E : COST AND WORKS ACCOUNTING - I
(2019 Pattern) (Semester - III)

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 calculator is allowed.*

Q1) A) Fill in the blanks by choosing the proper alternative given in the bracket.
(any Five) **[5]**

- i) The main function of cost accounting is reporting to _____.
(Government, Management, Trade Unions, Creditors)
- ii) Prime cost + factory overheads = _____.
(Works Cost, Cost of Production, Total Cost, Prime cost)
- iii) _____ deals with classification of cost.
(CAS-1, CAS-6, CAS-3, CAS-2)
- iv) _____ level lies below the minimum stock level.
(Reorder, Danger, Average, Maximum)
- v) _____ is the unit of quantity of product, service or time in relation to which costs may be ascertained or expressed
(Cost center, cost unit, inventory control, EOQ)
- vi) In Hospital, per patient per bed is a _____.
(Cost, Single Cost Unit, Composite Cost Unit, Unit)

B) Match the following pairs :

[5]

Group 'A'

Group 'B'

- | | |
|--------------------|------------------------------------|
| a) 'C' items | i) EOQ |
| b) Cost Accounting | ii) Direct Expenses |
| c) Royalty | iii) Behaviour wise classification |
| d) Fixed Cost | iv) Recording of Cost |
| e) Ordering cost | v) More in quantity |

P.T.O.

Q2) Write short notes on any two of the following:

[10]

- a) Advantages of cost accounting
- b) Types of cost centers
- c) Economic Order Quantity (EOQ)
- d) Bin Card

Q3) a) The following information has been obtained from Poonam Ltd. Pune for the year ended 31st December 2024.

[8]

Particulars	Amount
Stock of materials on 1-1-2023	16,720
Materials purchased	25,900
Depreciation on office furniture	420
Rent, rates, taxes and insurance (Factory)	1,190
Productive wages	17,640
Gas and water (Factory)	1,680
Travelling expenses	2,940
Sales	70,000
Manager's salary (2/3 factory, 1/3 office)	1,500
Depreciation on plant and machinery	1,820
Carriage outward	601
Direct expenses	1,001
Rent, rates, taxes and insurance (office)	2,800
Stock of materials on 31-12-2024	8,792

You are required to prepare a Cost Sheet for the same computing the Following:

- i) Prime Cost
- ii) Works/Factory Cost
- iii) Cost of Production
- iv) Total Cost
- v) Profit / Loss

- b) Calculate the economic order quantity from the following particulars:[7]

Annual Consumption: 1200 units

Cost of Material: Rs 40 per unit

Cost of placing an order: Rs. 12

Annual carrying cost of one unit: 20% of inventory value

- Q4)** a) Component 'X' is used in Xavier Industries, zanjira as Follows: [8]

Normal Usage: 1200 units per week each

Minimum Usage: 800 units per week each

Maximum Usage: 1600 units per week each

Re- Order Quantity: 800 units

Re- Order Period : 2 to 4 weeks

Calculate : a) Reorder level, b) Maximum level, c) Minimum Level, d) Average stock level.

- b) What is purchasing? Describe functions of Purchase Department. [7]



Total No. of Questions : 6]

SEAT No. :

PD898

[Total No. of Pages : 3

[6439]-11

S.Y. B.Com.

236 - F : BUSINESS STATISTICS - I

(2019 Pattern) (Semester-III)

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 Q.2 to Q.5.*
- 3) *Figures to the right indicate full marks.*
- 4) *Use of calculator and statistical table is allowed.*
- 5) *Symbols have their usual meanings.*

Q1) A) Choose the correct alternative in each of the following (Any Five) :[5×1=5]

- a) Which of the following is not an example of attribute?
 - i) Nationality
 - ii) Beauty
 - iii) Literacy
 - iv) No. of spelling mistakes
- b) The multiple correlation coefficient lies between _____.
 - i) -1 to 0
 - ii) -1 to 1
 - iii) 0 to 1
 - iv) 0 to ∞
- c) Normally a life tables is constructed for an age interval _____ years.
 - i) One
 - ii) Five
 - iii) Ten
 - iv) Five to Ten
- d) Vital statistics is a branch of biometry which deals with data and laws of _____.
 - i) Births
 - ii) Deaths
 - iii) Marriages
 - iv) All the above
- e) In trivariate study, the correlation coefficient between any two variables when third variable held as constant is called as _____.
 - i) Simple Correlation
 - ii) Multiple Correlation
 - iii) Partial Correlation
 - iv) Multiple Regression
- f) Life table also named as _____.
 - i) Survival table
 - ii) Mortality table
 - iii) Life expectancy table
 - iv) All the above

P.T.O.

- B) State whether following statements are true to false (Any Five) : [5×1=5]
- Number of girls in the family is an example of attribute.
 - The partial correlation coefficient may be negative.
 - N.R.R. an exceeds G.R.R.
 - A life table is a profile of human population.
 - The three regression planes are coincide iff $|R| = 0$.
 - Given $d_1 = 52$, $l_1 = 131$ then $l_2 = 183$.

Q2) Attempt each of the following : [5 each]

- Define the terms : Dichotomy, Positive attribute, Negative attribute.
- A report regarding examination is given below :
 “Total No. of students appeared in examination is 1000, there are 550 boys among 1000 students, 700 students were passed. No. of passed boys is 300. Find the no. of passed girls, no. of failed girls and no. of failed boys.”
- Test whether the attributes A and B are independent, given that :
 $(AB) = 10$, $(A\bar{B}) = 30$, $(\bar{A}B) = 40$, $(\bar{A}\bar{B}) = 120$.

Q3) Attempt each of the following : [5 each]

- Define the terms : Multiple Correlation, Multiple Regression, Partial Correlation.
- If $\bar{X}_1 = \bar{X}_2 = \bar{X}_3 = 0$, $\sigma_1 = \sigma_2 = \sigma_3 = 1$ and $r_{12} = r_{13} = r_{23} = k$ then find the equation of least square regression plane of X_1 on X_2 & X_3 .
- If $X_1 = Y_1 + Y_2$, $X_2 = Y_2 + Y_3$, $X_3 = Y_3 + Y_1$, where Y_1 , Y_2 and Y_3 are mutually uncorrelated variables with mean 0 and unit standard deviation, then find $R_{1,23}$.

Q4) Attempt each of the following : [5 each]

- Define the terms : Vital event, Rate of Vital event, C.D.R. and C.B.R.
- Compute C.B.R., G.F.R. for the following data :

Age Group	No. of Women	No. of Births
15-19	24,000	800
20-24	20,000	2,400
25-29	15,000	2,000
30-34	12,000	600
35-39	6,000	120
40-44	4,000	10

Total population is 1,86,300.

- c) Compute ASFR and G.R.R. for the following data :

Age Group	No. of Women	Female Births
15-19	16,000	160
20-24	15,000	225
25-29	16,500	330
30-34	14,000	210
35-39	16,000	144
40-44	12,000	90

Q5) Attempt each of the following :

[5 each]

- a) Define life table, construction of life table in detail.
b) Complete the life tables given below :

Age (x) in years	l_x	d_x	P_x	q_x	L_x	T_x	e_x°
4	95,000	500	-	-	-	48,50,300	-
5	-	400	-	-	-	-	-

- c) Given the following data :

Age (x) in years	61	62	63	64	65	66
l_x	871	575	366	222	129	71

Find the probability that :

- i) A person aged 63 will die in next 3 years,
ii) A person aged 62 will survive in next 2 years.

Q6) Write short notes on the following :(Any three)

[3×5=15]

- a) Order of a class, dot operator to find relation between class frequency (upto order 3) fundamental set of class frequencies.
b) Distinguish between ‘association’ and ‘correlation’.
c) Show that multiple correlation coefficient can not be negative.
d) Explain how STDR is superior to CDR.
e) Any three application of life-table, expectation of life.



Total No. of Questions : 4]

SEAT No. :

PD899

[Total No. of Pages : 4

[6439]-12

S.Y. B.Com.

**236 (G) : BUSINESS ENTREPRENEURSHIP - I
(2019 Pattern) (Semester - III) (Special Paper - I)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) An individual who starts, creates and manages a new business can be called as _____.
 - a) a leader
 - b) a manager
 - c) an entrepreneur
- ii) Under _____ entrepreneurship, entrepreneur uses internet technology.
 - a) Environmental
 - b) Internet
 - c) Artistic
- iii) Mr. Navin Agrawal is director of _____.
 - a) Tata
 - b) Aaple Ghar
 - c) DeAsra Foundation
- iv) Entrepreneurship is a process of _____.
 - a) Traditional
 - b) Innovation
 - c) Segmentation
- v) _____ means that business adheres to ethical principles.
 - a) Business Ethics
 - b) Business Unethics
 - c) Corporate Social Responsibility
- vi) _____ is the structure of rules, practice and processes used to direct and manage company.
 - a) Social Audit
 - b) Business Ethics
 - c) Corporate Governance

P.T.O.

B) Match the following : [5]

Group 'A'	Group 'B'
i) Snapdeal	a) Poverty
ii) Problem of Unemployment	b) Peter Drucker
iii) Dr. Anand Deshpande	c) Founded in the year 2010
iv) Kakinada Experiment	d) DeAsara Foundation
v) Principles of Innovation	e) McClelland

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

- a) Self-Employment V/s Entrepreneurship
- b) Artistic Entrepreneurs
- c) Leadership by Example
- d) Social Audit

Q3) a) What is an entrepreneur? Explain in detail the importance of entrepreneurship. [8]

b) What is 'Internet Entrepreneur'? Explain various advantages of Internet Entrepreneur. [7]

Q4) a) What is 'Innovation'? Explain in detail various sources of 'Innovation'. [8]

b) What is 'Social Responsibility of Business'? Explain social responsibilities of business towards Investors. [7]



Total No. of Questions : 4]

PD899

[6439]-12

S.Y. B.Com.

**236 (G) : BUSINESS ENTREPRENEURSHIP - I
(2019 Pattern) (Semester - III) (Special Paper - I)**

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

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

[5]

- i) व्यक्ती जी नवीन व्यवसाय सुरू करते आणि त्याचे व्यवस्थापन करते त्या व्यक्तीस असे म्हणतात.
अ) नेता
ब) व्यवस्थापक
क) एक उद्योजक
- ii) उद्योजकता अंतर्गत, उद्योजक इंटरनेट तंत्रज्ञान वापरतात.
अ) पर्यावरणीय
ब) इंटरनेट
क) कलात्मक
- iii) श्री. नवीन अग्रवाल चे संचालक आहेत.
अ) टाटा
ब) आपले घर
क) देआसरा फाउंडेशन
- iv) उद्योजकता ही ची प्रक्रिया आहे.
अ) पारंपारिक
ब) नवनिर्मिती
क) विभाजन
- v) म्हणजे व्यवसायाने नैतिक तत्त्वांचे पालन करणे होय.
अ) व्यावसायिक नैतिकता
ब) व्यावसायिक अनैतिकता
क) कॉर्पोरेट सामाजिक जबाबदारी
- vi) म्हणजे कंपनीचे व्यवस्थापन करण्यासाठी वापरले जाणाऱ्या नियम, पद्धती आणि प्रक्रियांची रचना होय.
अ) सामाजिक अंकेक्षण
ब) व्यवसाय नैतिकता
क) कॉर्पोरेट प्रशासन

ब) जोड्या जुळवा.

[5]

गट-अ

गट-ब

i) स्नॅपडील

अ) दारिद्र्य

ii) बेरोजगारीची समस्या

ब) पीटर ड्रकर

iii) डॉ. आनंद देशपांडे

क) 2010

iv) काकीनाडा प्रयोग

ड) देआसरा फाउंडेशन

v) नवनिर्मिती तत्त्वे

इ) मॅकक्लेलॅंड

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) स्वयंरोजगार व उद्योजकता यामधील फरक

ब) कलात्मक उद्योजक (Artistic Entrepreneurs)

क) उदाहरणाद्वारे नेतृत्व (Leadership by Example)

ड) सामाजिक अंकेक्षण (Social Audit)

प्र.3) अ) उद्योजक म्हणजे काय? उद्योजकतेचे महत्त्व सविस्तर स्पष्ट करा.

[8]

ब) इंटरनेट उद्योजक म्हणजे काय? इंटरनेट उद्योजकाचे विविध फायदे स्पष्ट करा.

[7]

प्र.4) अ) नवनिर्मिती म्हणजे काय? नवनिर्मितीच्या विविध स्रोतांचे सविस्तर वर्णन करा.

[8]

ब) व्यवसायाची सामाजिक जबाबदारी काय आहे? व्यवसायाची गुंतवणूकदारांप्रती असलेली सामाजिक जबाबदारी सविस्तर स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PD900

[Total No. of Pages : 4

[6439]-13

S.Y. B.Com.

236 (H) : MARKETING MANAGEMENT - I
(2019 Pattern) (Semester - 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 Five) : [5]

- i) Marketing research acts as a _____ intelligence of marketing firms.
 - a) Economic
 - b) Financial
 - c) Commercial
- ii) Consumer behaviour is always _____.
 - a) Stable
 - b) Unstable
 - c) Steady
- iii) _____ is a complex function of marketing management.
 - a) Organising
 - b) Planning
 - c) Pricing Decision
- iv) _____ is a factor affecting marketing planning.
 - a) Internal factors
 - b) National factors
 - c) International factors
- v) _____ is a division of a plan for profitability and growth.
 - a) Corporate plan
 - b) Departmental plan
 - c) Production plan
- vi) A common problem in international research is _____.
 - a) Availability of primary Data
 - b) Research specialty
 - c) Secondary information

P.T.O.

B) Write whether the following statements are true or false. (Any five) [5]

- i) Marketing management explores marketing opportunities and devises suitable marketing strategies.
- ii) The objective of marketing management is the effective implementation of marketing activities.
- iii) All the activities of marketing are managerial processes.
- iv) Every brand manager creates a brand plan.
- v) Marketing planning is the collection and analysis of market data.
- vi) Marketing planning is important only for large companies.

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

- a) Problems of marketing management.
- b) Marketing Strategy.
- c) Structure of the marketing plan.
- d) Data Analysis.

Q3) a) Explain the philosophy of marketing management. [8]

b) Explain the determinants of consumer behavior. [7]

Q4) a) Explain the nature and scope of marketing planning. [8]

b) Explain the scope of marketing research. [7]



Total No. of Questions : 4]

PD900

[6439]-13

S.Y. B.Com.

236 (H) : MARKETING MANAGEMENT - I

(2019 Pattern) (Semester - 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.

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

[5]

- i) विपणन संशोधन हे विपणन कंपन्यांची बुद्धिमत्ता म्हणून कार्य करते.
अ) आर्थिक
ब) वित्तीय
क) व्यावसायिक
- ii) ग्राहकाची वर्तुणूक नेहमीच असते.
अ) स्थिर
ब) अस्थिर
क) अविचल
- iii) विपणन व्यवस्थापनाचे हे गुंतागुंतीचे कार्य आहे.
अ) संघटन
ब) नियोजन
क) किंमत निश्चिती
- iv) हा विपणन नियोजनवरती परिणाम करणारा घटक आहे.
अ) अंतर्गत घटक
ब) राष्ट्रीय घटक
क) आंतरराष्ट्रीय घटक
- v) आराखडा म्हणजे नफा क्षमता आणि वृद्धी यासाठी केले जाणारे आराखड्याचे विभाजन होय.
अ) कॉर्पोरेट आराखडा
ब) विभागीय आराखडा
क) उत्पादन आराखडा
- vi) आंतरराष्ट्रीय संशोधना मधील सर्वसामान्य समस्या म्हणजे ही होय.
अ) प्राथमिक माहितीची उपलब्धता
ब) संशोधन विशेषत्व
क) दुय्यम माहिती

- ब) पुढील विधाने चूक की बरोबर ते लिहा. (कोणत्याही पाच) [5]
- i) विपणन व्यवस्थापन हे विपणनाच्या संधीचा शोध घेते आणि योग्य विपणन व्यूहरचना शोधून काढते.
 - ii) विपणनाच्या कृतीची सक्षम अंमलबजावणी करणे हे विपणन व्यवस्थापनाचे उद्दिष्ट आहे.
 - iii) विपणनाच्या सर्व कृती ह्या व्यवस्थापकीय प्रक्रिया आहेत.
 - iv) प्रत्येक ब्रँड व्यवस्थापक ब्रँड आराखडा तयार करतो.
 - v) विपणन नियोजन म्हणजे बाजारातील आकडेवारीचे एकत्रीकरण आणि विश्लेषण होय.
 - vi) विपणन नियोजन केवळ मोठ्या कंपन्यांसाठी महत्त्वपूर्ण आहे.

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

- अ) विपणन व्यवस्थापनाच्या समस्या
- ब) विपणन व्यूहरचना
- क) विपणन योजनेची संरचना
- ड) माहितीचे विश्लेषण

प्र.3) अ) विपणन व्यवस्थापनाचे तत्वज्ञान स्पष्ट करा. [8]

ब) ग्राहक वर्तनाचे निर्धारक घटक स्पष्ट करा. [7]

प्र.4) अ) विपणन नियोजनाचे स्वरूप आणि व्याप्ती स्पष्ट करा. [8]

ब) विपणन संशोधनाची व्याप्ती स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PD901

[Total No. of Pages : 4

[6439]-14

S.Y. B.Com.

**236 (i) : AGRICULTURAL AND INDUSTRIAL ECONOMICS - I
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple Choice Questions. (Attempt any 5 out of 6) : [5]

- i) Agriculture is classified under _____ sector.
 - a) Primary
 - b) Secondary
 - c) Tertiary
 - d) None
- ii) Inflation is measured on the basis of _____.
 - a) Wholesale price index
 - b) Consumer price index
 - c) Marshall's index
 - d) Interest rate
- iii) Land Holding of marginal farmer is _____.
 - a) Less than 5 acre
 - b) More than 5 acre
 - c) Less than 2.5 acre
 - d) More than 2.5 acre
- iv) Industrialization often leads to _____.
 - a) Poverty
 - b) Decentralisation
 - c) Development
 - d) Population
- v) According to Weber, the most important factor in locating a factory is _____.
 - a) Transportation cost
 - b) Agglomeration
 - c) Labour
 - d) Water
- vi) Industrial Economics is the science that studies _____.
 - a) Business
 - b) Agricultural
 - c) Industry organisation and Industrial Business
 - d) Government

P.T.O.

B) Match the following : [5]

- | | |
|--|---|
| i) Holding between zero to one hectare | a) Agricultural Development |
| ii) New Industrial Policy | b) Industrial Development |
| iii) A multinational corporation | c) Marginal farmer |
| iv) First Five Year Plan | d) 1991 |
| v) Second Five Year Plan | e) Carrying out production in more than one country |

Q2) Write a Short Notes on (Any 2 out of 4) : [10]

- a) Transition of Agricultural Sector.
- b) Cobweb theory.
- c) Concept of Plant, Firm and Industry.
- d) Causes of Industrial Imbalance.

Q3) a) Define Agricultural Economics. Explain the nature and scope of Agricultural Economics. [8]

b) Explain the advantages and disadvantages of large size of farm. [7]

Q4) a) Define Industrial Economics. Explain the scope and importance of Industrial Economics. [8]

b) Explain the Weber's theory of Industrial Location. [7]



PD901

S.Y. B.Com.

(मराठी रूपांतर)

[एकूण गुण : 50

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

i) कृषी क्षेत्र म्हणून वर्गीकृत आहे.

अ) प्राथमिक ब) माध्यमिक
क) तृतीय ड) काहीही नाही

ii) महागाई च्या आधारावर मोजली जाते.

अ) घाऊक किमत निर्देशांक ब) ग्राहक मुल्य निर्देशांक
क) मार्शलचा निर्देशांक ड) व्याजदर

iii) सीमांत शेतकऱ्याची जमीनधारणा असते.

अ) पाच एकरपेक्षा कमी ब) पाच एकरपेक्षा जास्त
क) अडीच एकरपेक्षा कमी ड) अडीच एकरपेक्षा जास्त

iv) औद्योगिकीकरणामुळे निर्माण होतो.

अ) गरीबी ब) विक्ेंद्रीकरण
क) विकास ड) लोकसंख्या

v) वेबरच्यामते उद्योगसंस्था स्थाननिश्चितीत हा महत्त्वाचा घटक आहे.

अ) वाहतुक खर्च ब) एकत्रीकरण
क) श्रम ड) पाणी

vi) औद्योगिक अर्थशास्त्र म्हणजे अभ्यास करणारे शास्त्र होय.

अ) व्यवसाय
ब) कृषी
क) उद्योगसंस्था आणि उद्योग धंद्यांचा
ड) सरकार

- ब) योग्य जोड्या जुळवा. [5]
- | | |
|--------------------------------------|---|
| i) 0 ते 1 हेक्टर पर्यंतची जमीन धारणा | अ) कृषी विकास |
| ii) नवीन औद्योगिक धोरण | ब) औद्योगिक विकास |
| iii) बहुराष्ट्रीय निगम | क) सीमांत शेतकरी |
| iv) पहीली पंचवार्षिक योजना | ड) 1991 |
| v) दुसरी पंचवार्षिक योजना | इ) एकापेक्षा जास्त देशात उत्पादन करणारे |

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

- अ) कृषिक्षेत्राचे संक्रमण
ब) कॉबवेब सिध्दांत
क) संकल्पना : संयंत्र, उद्योगसंस्था आणि उद्योग
ड) औद्योगिक असमतोलाची कारणे

प्र.3) अ) कृषी अर्थशास्त्राची व्याख्या करा. कृषी अर्थशास्त्राचे स्वरूप आणि व्याप्ती स्पष्ट करा. [8]

ब) मोठ्या धारण क्षेत्राचे फायदे आणि तोटे स्पष्ट करा. [7]

प्र.4) अ) औद्योगिक अर्थशास्त्राची व्याख्या करा. औद्योगिक अर्थशास्त्राची व्याप्ती आणि महत्त्व स्पष्ट करा. [8]

ब) औद्योगिक स्थाननिश्चितीचा वेबरचा सिध्दांत स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PD2040

[Total No. of Pages : 2

[6439]-15

S.Y.B.Com.

**236 (J) : DEFENCE BUDGETING, FINANCE & MANAGEMENT - I
(2019 Pattern) (Semester -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) Attempt any five of the following:

[5×2=10]

- a) What is Demands for grants?
- b) Define Finance Bill.
- c) State the role of paramilitary force.
- d) State the role of private sector in defence.
- e) Define Expenditure Budget.
- f) What is international security?

Q2) Attempt any four Short note of the following:

[4×5=20]

- a) Second line of the defence
- b) Annual Financial Statement (AFS)
- c) Key Features of Budget 2022-23
- d) Fiscal Policy Strategy
- e) Primary Deficit

Q3) Attempt any Two of the following (Any Two)

[2×5=10]

- a) Explain debate on defence expenditure in parliament.
- b) Write the role of Central Sector Schemes.
- c) Write the role of Public Sector Enterprises.

Q4) Attempt any one of the following (Any One)

[1×10=10]

- a) Explain in detail Centrally Sponsored Schemes in Defence.
- b) Explain in detail application of management in Indian armed forces.



P.T.O.

Total No. of Questions : 4]

PD2040

[6439]-15

S.Y.B.Com.

**236 (J) : DEFENCE BUDGETING, FINANCE & MANAGEMENT - I
(2019 Pattern) (Semester -III)**

(मराठी रूपांतर)

वेळ : 2½ तास/

/एकूण गुण : 50

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

प्र.1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा.

[5×2=10]

- अ) डिमांड्स फोर ग्रँड म्हणजे काय?
- ब) फायनान्शियल बिलची व्याख्या लिहा.
- क) पॅरामिलिटरी फोर्सची भूमिका सांगा.
- ड) संरक्षणातील खाजगी क्षेत्राची भूमिका सांगा.
- इ) एक्सपेंडिचर बजेटची व्याख्या लिहा.
- फ) आंतरराष्ट्रीय सुरक्षा म्हणजे काय?

प्र.2) टिपा लिहा. (कोणतेही चार)

[4×5=20]

- अ) संरक्षणातील दुय्यम सेनादले
- ब) अन्युअल फायनान्शियल स्टेटमेंट
- क) की फिचर ऑफ 2022-23 बजेट
- ड) फिस्कल पॉलिसी स्ट्रॅटेजी
- इ) प्राथमिक कमतरता

प्र.3) खालीलपैकी कोणतेही दोन प्रश्न सोडवा.

[2×5=10]

- अ) संरक्षण खर्चावरील लोकसभेतील चर्चा स्पष्ट करा.
- ब) सेन्ट्रल सेक्टर योजनांची भूमिका लिहा.
- क) पब्लिक सेक्टर एंटरप्राईजची भूमिका लिहा.

प्र.4) खालीलपैकी कोणतेही एक प्रश्न सोडवा.

[1×10=10]

- अ) संरक्षणाच्या सेन्ट्रल स्पॉन्सर्डस्कीम संदर्भात सविस्तर माहिती लिहा.
- ब) भारतीय सेनादलातील व्यवस्थापनाचा उपयोग सविस्तर लिहा.



Total No. of Questions : 4]

SEAT No. :

PD902

[Total No. of Pages : 4

[6439]-16

S.Y. B.Com.

236 (k) : INSURANCE TRANSPORT AND TOURISM - I (Insurance)
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) The main protection need of 19 years old is most likely to be _____.
 - a) Self Protection
 - b) Home loan protection
 - c) Protection of dependents
- ii) The document which contains the terms and conditions of the life insurance contract is termed as _____.
 - a) Life insurance policy
 - b) Agreement
 - c) Cover note
- iii) Risk insured against death is a contract of _____.
 - a) agreement
 - b) permission
 - c) assurance
- iv) Rashtriya Krishi Yojana of Crop Insurance came into India during _____.
 - a) 1999
 - b) 1988
 - c) 1977
- v) Which regulation deals with claim procedure?
 - a) IRDA (Licencing of Agents) Regulation, 2000
 - b) Insurance Act, 1938
 - c) Government of India directives
- vi) _____ principle in insurance means maximum truth.
 - a) Subrogation
 - b) Causa Proxima
 - c) Contribution

P.T.O.

B) Match the following : [5]

Group 'A'	Group 'B'
i) Insurance	a) 1938
ii) Claim	b) 1999
iii) Money Back Policy	c) Protection from financial loss
iv) Child Insurance	d) Demand made by insured to insurer for loss occurred due to mishap
v) Insurance Act	e) Provide regular percentage of sum assured
	f) Suitable for children
	g) Insurable Interest

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

- a) Term Plan.
- b) Cover Note.
- c) Health Insurance.
- d) Objectives of Insurance Act 1938.

Q3) a) Give the process of Life Insurance Contract. [8]

b) Explain the process of settlement of claim on death of policy holder.[7]

Q4) a) State the effects of globalization on Insurance Sector. [8]

b) Explain the process of becoming an insurance agent. [7]



Total No. of Questions : 4]

PD902

[6439]-16

S.Y. B.Com.

236 (k) : INSURANCE TRANSPORT AND TOURISM - I (Insurance)
(2019 Pattern) (Semester - 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.

प्र.1) अ) रिकाम्या जागा भरा. (कोणतेही 5)

[5]

- i) 19 वर्षे वयाच्या व्यक्तीची मुख्य गरज आहे.
अ) स्वयं संरक्षण
ब) गृहकर्जाचे संरक्षण
क) अवलंबून असलेल्यांचे संरक्षण
- ii) जीवन विमा कराराच्या अटी व शर्ती असलेले दस्तऐवजाला म्हणतात.
अ) जीवन विमा पॉलिसी
ब) करार
क) कव्हर नोट
- iii) मृत्यूच्या जोखमीवर विमा उतरविणे हा एक आहे.
अ) संमती
ब) परवानगी
क) आश्वासन
- iv) पीक विमा योजनेची राष्ट्रीय कृषी योजना भारतात मध्ये आली.
अ) 1999
ब) 1988
क) 1977
- v) हक्क प्रक्रियेचे कोणते नियमन आहे?
अ) आयआरडीए (एजंटसचा परवाना) नियमन, 2000
ब) विमा कायदा, 1938
क) भारत सरकारचे निर्देश
- vi) विम्यातील तत्त्व म्हणजे जास्तीत जास्त सत्य होय.
अ) मालकी हक्क बदल
ब) नुकसान घडविणारे नजिकचे कारण
क) अंशदायित्वाचे

ब) जोड्या जुळवा.

[5]

गट-अ	गट-ब
i) विमा	अ) 1938
ii) दावा	ब) 1999
iii) पैसे परत करण्याचा विमा	क) आर्थिक नुकसानीपासून संरक्षण
iv) मुलाचा विमा	ड) अपघातामुळे झालेल्या नुकसानीसाठी विमाधारकाने विमा कंपनीकडे केलेली मागणी
v) विमा कायदा	इ) विमा रकमेची नियमित टक्केवारी देणे
	फ) मुलांसाठी योग्य
	य) विमाहित तत्त्व

प्र.2) टिपा लिहा. (कोणत्याही 2)

[10]

- अ) मुदती विमा
- ब) कव्हर नोट
- क) आरोग्य विमा
- ड) विमा कायदा 1938 चे उद्देश

प्र.3) अ) जीवन विमा कराराची प्रक्रिया द्या.

[8]

ब) विमा धारकाचा मृत्यू झाल्यानंतर करावयाच्या दाव्याची पूर्तता करण्याची प्रक्रिया स्पष्ट करा. [7]

प्र.4) अ) जागतिकीकरणाचे विमा क्षेत्रावर होणारे परिणाम सांगा.

[8]

ब) विमा प्रतिनिधी होण्याची प्रक्रिया स्पष्ट करा.

[7]



Total No. of Questions : 6]

SEAT No. :

PD903

[Total No. of Pages : 2

[6439]-17

S.Y. B.Com.

COMPUTER PROGRAMMING AND APPLICATION-I

236L : Web Base Application in Commerce

(CBCS 2019 Pattern) (Semester-III) (Special Elective-VI)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q.No. 1 and Q.No. 6 are compulsory.*
- 2) *Solve any 3 (three) questions from the remaining Questions Nos. 2, 3, 4 and 5.*

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

- a) The _____ is a global system of interconnected. Computer networks that is connected to several billion devices world wide.
 - i) Internet
 - ii) WWW
 - iii) CSS
 - iv) Cyber Ethics
- b) _____ is a system of interlinked hypertext documents accessed using internet.
 - i) CSS
 - ii) WWW
 - iii) Class
 - iv) Id
- c) To define style for an unique element _____ CSS selector is used.
 - i) Class
 - ii) Name
 - iii) Id
 - iv) Text
- d) Javascript is _____ language.
 - i) Case-Sensitive
 - ii) Case-Insensitive
 - iii) CSS
 - iv) HTML
- e) Javascript is platform _____ object-based, scripting, language.
 - i) Independent
 - ii) Dependent
 - iii) Linear
 - iv) All
- f) _____ is social media application.
 - i) Amazon
 - ii) Flipcart
 - iii) Medlife
 - iv) Instagram

P.T.O.

- B) Match the following : [5]
- | | |
|-------------------------|---------------------|
| a) Search engine | i) Anchor Tag |
| b) Hyperlink | ii) Yahoo |
| c) Bill payment gateway | iii) E-bill payment |
| d) M-Commerce | iv) Netscape |
| e) Web browser | v) PayPal |

Q2) Answer in brief : [15]

- a) Explain applications of Internet.
- b) Write an surfing and searching.
- c) What are the different types of Browser?

Q3) Answer the following questions : [15]

- a) What is E-Governance?
- b) Explain advantages of online shopping.
- c) Write an Online Educational Sites.

Q4) Answer the following questions : [15]

- a) Explain basic structure and advantages of HTML.
- b) Write different physical style tags of HTML.
- c) Explain method and action attribute of Form Tag.

Q5) Answer the following questions : [15]

- a) What is client side scripting?
- b) What are the components of Web Scripting?
- c) What is Operator? Explain arithmetic operators of Javascript.

Q6) Attempt Any Three short notes from following : [15]

- a) HTTP.
- b) Cyber Ethics.
- c) Web Browser Portability.
- d) CSS (Cascade Style Sheets).
- e) Web Browser controls.



Total No. of Questions : 4]

SEAT No. :

PD-904

[Total No. of Pages : 2

[6439] - 18

S.Y. B.Com. (Vocational)

235A VOC: COMPUTER APPLICATIONS - I
(2019 CBCS Pattern) (Semester-III)

Time : 2½ 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]

- i) What is the full form of DBMS?
 - a) Data of Binary Management System
 - b) Database Management System
 - c) Database Management Service
 - d) Data Backup Management System
- ii) A Database Managemei System is a type of _____ software
 - a) It is a type of system software
 - b) It is a kind of application software
 - c) It is a kind of general software
 - d) Both A and C
- iii) _____ consists of raw facts.
 - a) Data
 - b) Information
 - c) Database
 - d) Domain
- iv) _____ key is unique identifier for a database record.
 - a) Primary
 - b) Foreign
 - c) Candidate
 - d) Super
- v) SELECT command of SQL is of _____ type.
 - a) DDL
 - b) DCL
 - c) DML
 - d) DQL

P.T.O.

B) Match the following : [5]

Column A	Column B
1) Database	A) Raw facts
2) Data	B) Creating and managing databases
3) Information	C) Deletes record from a table
4) DBMS	D) Collection of interrelated data
5) DROP Table	E) Processed data

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

- a) Data Dictionary
- b) Relational Database Model
- c) Create table command

Q3) Answer the following (Any 4) : [20]

- a) Explain use of Database in business.
- b) Explain ERD with example
- c) What is DDL? Explain in detail.
- d) Explain mathematical functions with syntax and example.
- e) Explain logical operators in SQL.

Q4) Answer the following (Any 1) : [10]

- a) What Normalization? Explain with example.
- b) Define RDBMS. Explain advantages of RDBMS.



Total No. of Questions : 4]

SEAT No. :

PD-905

[Total No. of Pages : 2

[6439] - 19

S.Y. B.Com. (Vocational)

ADVERTISING, SALES PROMOTION & SALES MANAGEMENT - I

235 B VOC- Advertising and Media Planning

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

Time : 2½ 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]

- i) The main objective of sales promotion is _____
 - a) To increase immediate sale
 - b) Advertising
 - c) To build image of product
 - d) All the above
- ii) Objective of all advertisement is _____
 - a) Objectivity
 - b) Timeliness
 - c) Persuasion
 - d) Infotainment
- iii) Selecting style, tone, words for making ads are part of _____
 - a) Message strategy
 - b) Message execution
 - c) Selecting media
 - d) Measuring communication
- iv) Advantage of television advertising includes _____
 - a) Costly
 - b) Wide reach
 - c) Not flexible
 - d) Repetations are monotonous
- v) Advertising is an important source of revenue to _____
 - a) Advertisers
 - b) Public
 - c) Media
 - d) Government

P.T.O.

B) Match the following : [5]

A	B
a) Discounts	i) Pre-testing methods
b) Memory test, recall test	ii) Post-testing methods
c) Time is sold for this media	iii) Positioning
d) Laboratory test, Eye camera test	iv) Technique of sales promotion
e) Creating image of product in minds of target group	v) Electronic media

Q2) Short notes (Any 2) : [10]

- a) Functions of ad-agency
- b) Components of media plan
- c) Advertising planning
- d) Difficulties in measuring advertising effectiveness

Q3) Answer the following questions (Any 4) : [20]

- a) Explain your view on “future of advertising in India”.
- b) Write a note on “Target market”
- c) Write advantages of outdoor media.
- d) What do you mean by media planning.
- e) Post-testing methods of measuring ad-effectiveness.
- f) Explain role of advertising in promotion mix.

Q4) Answer the following : [10]

- a) Explain need & importance of advertising research.
- b) Explain pre-testing methods of measuring ad effectiveness.



Total No. of Questions : 4]

SEAT No. :

PD-3924

[Total No. of Pages : 3

[6439]-20

S.Y. B.Com. (Vocational)

235C : TAX PROCEDURE & PRACTICES (Paper - I)

Income Tax

(2019 Pattern) (Semester - III) (CBCS)

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 simple calculator is allowed.*

Q1) A) Choose appropriate answer (Any Five) [5]

- i) A person who provides medical services is said to be in _____.
 - a) Trade
 - b) Profession
 - c) Business
 - d) All of the above
- ii) A long-term capital asset means a capital asset held by the assessee for more than _____ months immediately preceeding the month of its transfer.
 - a) 16
 - b) 20
 - c) 36
 - d) 12
- iii) Capital receipts under head "PGBP" shall _____.
 - a) added to income
 - b) not take into account
 - c) deducted from income
 - d) shown as separate line item
- iv) Deducted U/s. 80D is allowed for the purpose of _____.
 - a) Fire Insurance
 - b) Interest on Fixed Deposits
 - c) LIC Premium
 - d) Health Insurance
- v) Deduction on Interest on loan taken for studies fall under section _____.
 - a) 32
 - b) 80D
 - c) 80E
 - d) 80P
- vi) _____ is related to the cost inflation index for the year.
 - a) Indexed cost of acquisition
 - b) Sale Consideration
 - c) Cose of acquisition
 - d) All of the above

P.T.O.

B) State whether the following statements is TRUE or FALSE (Any Five) : [5]

- i) Deemed Dividend received from foreign company is fully exempt.
- ii) Winnings from lotteries, crossword puzzles, card games etc, are taxable under the head income from Other Sources.
- iii) Sale of fixed assets under head "PGBP" shall be taken into account while computing taxable income.
- iv) Income of a minor is clubbed to father's income or mother's income whichever is greater.
- v) Deduction U/s. 80TTA is allowed in respect of income from interest on saving account.
- vi) Deduction can be claimed for the amount deposited under Atal Pension Scheme under section 80U.

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

- a) Income of Minor Child
- b) Deduction u/s 80G
- c) Capital Gain
- d) Depreciation

Q3) Solve the following question : [15]

Following is the Profit & Loss A/c for the Business of Mrs. Rohini, Pune for the Financial year ending on 31.3.2025

Profit & Loss A/c

Particulars	Rs.	Particulars	Rs.
To Salary	1,50,000	By Gross profit	3,75,000
To Interest on loan	31,500	By Int. on Bank deposit	6,250
To Advertisement	16,500	By Sundry Receipts	18,750
To R.D.D.	6,000	By Gift from mother	50,000
To Fire Insurance	5,000	By Rent received from HP	1,00,000
To Wealth Tax	5,000		
To Office Exp.	6,000		
To Income Tax provision	6,200		
To Depreciation	45,000		
To Net Profit	2,78,000		
	5,50,000		5,50,000

Additional Information :

- a) Salary includes Rs. 12,500 paid for domestic purposes.
- b) The bank loan is taken for business purposes
- c) Depreciation allowed as per the Income Tax Rule is Rs. 36,000
- d) The advertisement includes Rs. 2,000 as expenses for selling household furniture.

You are required to compute taxable income from business under old regime.

Q4) Solve the following question :

[15]

Mr. Ravi, Pune has given the following particulars of his incomes and savings for the financial year ending on 31.3.2024

- Gross Salary Rs. 7,80,000
- Income from House Property Rs. 2,00,000
- Income from Business Rs. 1,90,000
- Interest on Saving A/c Rs. 10,000
- Interest on P.P.F. Rs. 13,000
- Interest on Debentures Rs. 26,000
- He paid Profession Tax Rs. 2,500

Mr. Raj made the following investments during the year.

- LIC premium Rs. 80,000
- Deposit in PPF Rs. 78,000
- Mediclaim Insurance Premium Rs. 25,000
- Interest on Education Loan. Rs. 60,000

Compute his Taxable Income in old and New Regime



Total No. of Questions : 4]

SEAT No. :

PD-906

[Total No. of Pages : 2

[6439]-21

S.Y. B.Com. (Vocational)

COMPUTER APPLICATIONS

(2019 Pattern) (Semester - III) (236-A)

Time : 2½ Hours]

[Max. Marks : 50

Instructions:

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

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

- i) _____ is a software development activity that is not a part of software processes.
 - a) Validation
 - b) Specification
 - c) Development
 - d) Dependence
- ii) _____ is defined as the process of generating analysis and designing documents.
 - a) Re-engineering
 - b) Reverse Engineering
 - c) Software Engineering
 - d) Science and Engineering
- iii) Attributes of good software is _____
 - a) Development
 - b) Maintainability and Functionality
 - c) Functionality
 - d) Maintainability
- iv) SDLC stands for _____
 - a) System Design Life Cycle
 - b) Software Design Life Cycle
 - c) Software Development Life Cycle
 - d) System Development Life cycle
- v) _____ of the following is not a software process quality?
 - a) Visibility
 - b) Timeliness
 - c) Productivity
 - d) Portability

P.T.O.

B) Match the following : [5]

Column A	Column B
a) Record Review	i) Process of converting user inputs to computer based format
b) Technical	ii) Last symbol used in flowchart
c) Input Design	iii) Fact Finding Technique
d) Relationship	iv) Type of Feasibility Study
e) Terminal	v) Meaningful association between entities

Q2) Write short note on (Any 2) [10]

- a) Data Flow Diagram
- b) System Analysis
- c) Code Design

Q3) Answer the following (Any 4): [20]

- a) What is ER Diagram? Explain.
- b) Explain the characteristics of System.
- c) Explain any one fact finding technique in detail.
- d) Explain feasibility study.
- e) Explain Open and Close system in detail.

Q4) Answer the following (Any 1): [10]

- a) Explain Software Development Life Cycle with suitable diagram.
- b) Explain the role of system analyst.



Total No. of Questions : 4]

SEAT No. :

PD907

[6439]-22

[Total No. of Pages : 2

S.Y. B.Com. (Vocational)

ADVERTISING, SALES PROMOTION & SALES MANAGEMENT-II

VOC-236 (B) : Personal Selling & Salesmanship

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

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 :

[5]

- a) It is the blend of all marketing efforts.
 - i) Product life cycle
 - ii) Marketing Mix
 - iii) Product development cycle
 - iv) Branding
- b) Good Health is _____ quality of salesman.
 - i) Easy
 - ii) Character
 - iii) Mental
 - iv) Physical
- c) It creates relation between customer and company.
 - i) Personal selling
 - ii) Advertising
 - iii) Marketing
 - iv) Prospecting
- d) When customers are divided as per density of population it is _____ Segmentation.
 - i) Geographic
 - ii) Selling motives
 - iii) Demographic
 - iv) Quantum
- e) When customers are divided as per life style it is called as _____.
 - i) Benefit
 - ii) Volume
 - iii) Demographic
 - iv) Geographic

P.T.O.

B) Match the pair : [5]

A	B
a) Behavioural	i) Toothpaste Brand
b) Honesty	ii) Market segmentation
c) Travelling	iii) Quality of salesman
d) Suggestions to customers	iv) Type of salesperson
e) Colgate	v) Duty of salesperson

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

- a) Price Mix
- b) Need of personal selling
- c) Meaning and concept of Market segmentation
- d) Promotion Mix

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

- a) Product Mix
- b) Objectives of personal selling
- c) Basis of market segmentation
- d) Product classification
- e) Branding
- f) Disadvantages of personal selling

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

- a) State and explain qualities of successful salesman
- b) State and explain various types of sales persons



Total No. of Questions : 4]

SEAT No. :

PD-3930

[Total No. of Pages : 2

[6439]-23

S.Y. B.Com. (Vocational)

236CVOC. : TAX PROCEDURE & PRACTICES (Paper - II)

Goods & Services Tax and Profession Tax

(2019 Pattern) (Semester - III) (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) Choose appropriate answer (Any Five) [5]

- i) Every enrolled person shall pay the profession tax within the period of _____ from the date of enrolment in the first year.
 - a) One Month
 - b) Two Months
 - c) Three Months
 - d) Six Months
- ii) Every registered employer shall furnish a return in _____ under Profession Tax.
 - a) Form I-B
 - b) Form II-B
 - c) Form III-B
 - d) Form III-C
- iii) The payment of profession tax should be made in Challan Form No _____ before uploading the return.
 - a) MTR-2
 - b) MTR-7
 - c) MTR-6
 - d) MTR-6C
- iv) GST was introduced in India with effect from _____.
 - a) 1st June 2017
 - b) 1st June 2018
 - c) 1st July 2017
 - d) 1st April 2017
- v) What are the factors differentiating composite supply & mixed supply?
 - a) Nature of bundling
 - b) Existence of principal supply
 - c) Both (A & B)
 - d) Rates of Supply
- vi) In case of composite supply, the tax rate is applicable on _____.
 - a) Principal supply
 - b) Respective supply
 - c) Ancillary supply
 - d) Respective + Ancillary supplies

P.T.O.

B) State whether the following statements is TRUE or FALSE : [5]

- i) Armed force members are not exempt from payment of profession tax.
- ii) Supplies made with or without consideration are covered under the scope of supply.
- iii) GST has subsumed the central excise duty.
- iv) Services Imported by SEZ units for authorized operations are exempt from IGST.
- v) Supply of Services having place of supply in Nepal, against payment in Indian Rupees, is taxable under GST.

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

- a) Profession tax
- b) Aggregate turnover
- c) Time of supply
- d) Value of token

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

- a) Define Pure Agent
- b) What is the threshold limit for opting for a composition scheme?
- c) What will be the time of supply of goods, in case of forward charge?
- d) State the provisions of registration under profession tax.
- e) State the rules for switching over from the composition scheme.
- f) Is a supplier of services eligible to pay tax under the composition scheme? Explain.

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

- a) What are the benefits of opting for the Composition Scheme?
- b) How is the value of supply determined for a person dealing in second-hand goods?



Total No. of Questions : 4]

SEAT No. :

PD-908

[Total No. of Pages : 2

[6439]-101

S.Y. B.Com.

241 : BUSINESS COMMUNICATION - II
(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) _____ is a document issued by an employer to its employees.
 - a) Pamphlet
 - b) Press Release
 - c) Office Order
- ii) Students need _____ to join Google Classroom.
 - a) Password
 - b) Teacher's email address
 - c) Class Code
- iii) _____ used to circulate any message to a huge number of audiences simultaneously.
 - a) Circular Letter
 - b) Complaint Letter
 - c) Sales Letter
- iv) _____ is a frequently updated web page used for personal commentary or business content.
 - a) Blog
 - b) Google Sheet
 - c) Google Classroom

P.T.O.

- v) _____ is a formal letter written to confirm the list of items you would like to purchase.
- Order letter
 - Sales letter
 - Inquiry letter
- vi) _____ is a social networking site that makes it easy for you to connect and share with family and friends online.
- Facebook
 - Google Form
 - Google Classroom

B) Match the following : [5]

- | Group 'A' | Group 'B' |
|-----------------------------|---|
| i) Formal Report | a) Short document that is shared within an organization |
| ii) Cisco Webex Meeting App | b) Inbox |
| iii) Inquiry Letter | c) To get detailed information about something |
| iv) E-mail | d) Online Meeting & Team Messaging |
| v) Informal report | e) Annual Report |

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

- Formal Report
- YouTube
- Collection Letter
- Elements of Mail

Q3) a) What is 'Report'? State essential elements of Report Writing. [8]

b) Explain in detail about 'Facebook' and 'Google Classroom'. [7]

Q4) a) Write an enquiry letter to M/s Sneha Furniture, Mumbai regarding requirement of office furniture. [8]

b) Write the Meaning of 'Blog'? Explain in detail about how to write a Blog. [7]



Total No. of Questions : 6]

SEAT No. :

PD909

[Total No. of Pages : 4

[6439]-103

S.Y.B.Com.

**243 : BUSINESS ECONOMICS-II (MACRO)
(2019 Pattern) (Semester - IV)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Q.No.1 and Q.No.6 are compulsory.
- 2) Solve any three questions the remaining question No.2 to question No.5.
- 3) Figures to the right indicate full marks.

Q1) A) Fill in the blanks. (any 5)

[5]

i) $M_1 = C + DD + \underline{\hspace{2cm}}$

(UTI, OD, CDs, TD)

ii) $P = \frac{MV + M_1 V_1}{T}$ is the _____ equation.

(Marshall, Pigou, Robertson, Fisher)

iii) Trade cycles has _____ phases.

(Four, Three, Two, One)

iv) The taxes are a _____ payment.

(Optional, Illegal, Punitive, Compulsory)

v) Irving Fisher was introduced the quantity theory of Money in the year of _____

(1919, 1911, 1912, 1910)

vi) _____ is an example of Indirect Tax.

(Income Tax, Service Tax, corporation Tax, Wealth Tax)

P.T.O.

B) Match the following pairs. [5]

Group 'A'

Group 'B'

- | | |
|----------------------------|--------------------------|
| i) Credit creation | a) Qualitative Measures |
| ii) Credit control | b) Dr. Marshal |
| iii) Cash Balance Approach | c) Commercial Banks |
| iv) Bank Rate | d) RBI |
| v) Direct Action | e) Quantitative Measures |

Q2) Explain the Fisher's quantity theory of money. [15]

Q3) Explain the causes of Inflation. [15]

Q4) Define the Trade cycles. Explain the phases of Trade cycles. [15]

Q5) Define the Public Finance. Explain the scope of Public Finance. [15]

Q6) Write short notes. (any three) [15]

- a) Importance of Public Finance
- b) Demand Full Inflation
- c) Cash Reserve Ratio (CRR)
- d) Primary Functions of Money
- e) Gender Budget



Total No. of Questions : 6]

PD909

[6439]-103

S.Y.B.Com.

243 : BUSINESS ECONOMICS-II (MACRO)

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :-
- 1) प्रश्न क्र. 1 व प्रश्न क्र. 6 अनिवार्य आहेत.
 - 2) उर्वरीत प्रश्न क्र. 2 ते 5 पैकी कोणतेही तीन प्रश्न सोडवा.
 - 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 4) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

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

[5]

- i) $M_1 = \text{चलन} + \text{मागणी ठेवी} + \dots\dots\dots$
(युनिट ट्रस्ट ऑफ इंडिया, इतर ठेवी, मागणी ठेवी, मुदत ठेवी)
- ii) $P = \frac{MV + M_1, V_1}{T}$ हे याचे समीकरण आहे.
(मार्शल, पिगु, रॉबर्टसन, फिशर)
- iii) व्यापारचक्राच्या अवस्था असतात.
(चार, तीन, दोन, एक)
- iv) कर हे देणे आहे.
(ऐच्छिक, बेकायदेशीर, दंडात्मक, अनिवार्य)
- v) आर्यविन फिशर यांनी पैशाचा चलनसंख्यामान सिद्धांत या वर्षी मांडला.
(1919, 1911, 1912, 1910)
- vi) हे अप्रत्यक्ष कराचे उदाहरण आहे.
(उत्पन्न कर, सेवा कर, महामंडळ कर, संपत्ती कर)

ब) योग्य जोड्या लावा.

[5]

गट-अ

गट-ब

i) पतनिर्मिती

अ) गुणात्मक साधने

ii) पतनियंत्रण

ब) डॉ. मार्शल

iii) रोख राखीव दृष्टीकोन

क) व्यापारी बँका

iv) बँक दर

ड) RBI

v) प्रत्यक्ष कारवाई

इ) संख्यात्मक साधन

प्र.2) फिशर यांचा चलनसंख्यामान सिध्दांत स्पष्ट करा.

[15]

प्र.3) भाववाढीची कारणे स्पष्ट करा.

[15]

प्र.4) व्यापारचक्राची व्याख्या द्या. व्यापार चक्राच्या अवस्था (टप्पे) स्पष्ट करा.

[15]

प्र.5) सार्वजनिक आयव्ययाची व्याख्या द्या. सार्वजनिक आयव्ययाची व्याप्ती स्पष्ट करा.

[15]

प्र.6) टिपा लिहा. (कोणत्याही तीन)

[15]

अ) सार्वजनिक आयव्ययाचे महत्त्व

ब) मागणी ताणनिर्मित चलनवाढ

क) रोख राखीव गुणोत्तर प्रमाण (CRR)

ड) पैशाची प्राथमिक कार्ये

इ) लिंगाधारित अंदाजपत्रक



Total No. of Questions : 6]

SEAT No. :

[Total No. of Pages : 4

PD910

[6439]-104

S.Y.B.Com.

244 : BUSINESS MANAGEMENT -II

(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No. 1 is Compulsory.*
- 2) *Attempt any four Questions from Q. No. 2 to 6.*
- 3) *Figures to the right indicate full marks.*

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

- i) Offering an incentive can help promote _____ changes in your department.
(negative, downward, descending, positive)
- ii) Control is a function of management that helps to _____ and take corrective actions.
(check errors, create mistakes, manipulate, direction)
- iii) _____ can help improve society and promote a positive brand image for companies.
(WWW, CSR, ACC, ROM)
- iv) _____ leadership is a style in which the leader has complete control and makes all decisions.
(Autocratic, Democratic, Laissez-faire, Coaching)
- v) Collaboration is a characteristic shown when leaders work effectively with a variety of _____.
(machines, robots, files, colleagues)
- vi) _____ needs are at the highest level in Maslow's need hierarchy pyramid.
(Self-actualization, Safety needs, Social needs, Physiological needs)

P.T.O.

B) Match the following. [5]

Column 'A'	Column 'B'
i) Negative motivation	a) Emotional needs
ii) Rewards	b) Personal observation
iii) Control techniques	c) Operating system upgrade
iv) McClelland's Theory	d) Fear
v) Technological change	e) Positive motivation

Q2) Explain the meaning of the term motivation and its importance. [15]

Q3) What is Leadership? Explain the leadership styles for effective management. [15]

Q4) What is the meaning of coordination and control? Explain the steps in the process of control. [15]

Q5) What is Corporate Social Responsibility, Corporate Governance and Corporate Citizenship? [15]

Q6) Write a short notes. (any three). [15]

- a) Maslow's Need Hierarchy Theory
- b) Leadership qualities
- c) Disaster Management
- d) Management of Change
- e) Difficulties in establishing control



Total No. of Questions : 6]

PD910

[6439]-104

S.Y.B.Com.

244 : BUSINESS MANAGEMENT -II

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :-
- 1) प्रश्न क्र. 1 सोडविणे आवश्यक आहे.
 - 2) प्रश्न क्र. 2 ते 6 प्रश्नांपैकी कोणतेही चार प्रश्न सोडवा.
 - 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्र.1) अ) रिक्त जागा सर्वात योग्य पर्यायाने भरा. (कोणतेही पाच)

[5]

- i) प्रोत्साहन दिल्यास आपल्या विभागात बदलांना प्रोत्साहन मिळू शकते.
(नकारात्मक, अधोगती, उतरती, सकारात्मक)
- ii) नियंत्रण हे व्यवस्थापनाचे एक कार्य आहे जे करण्यास आणि सुधारात्मक कृती करण्यास मदत करते.
(त्रुटी तपासा, चुका निर्माण करा, फेरफार करा, दिशा द्या)
- iii) समाज सुधारण्यास आणि कंपन्यांसाठी सकारात्मक ब्रँड प्रतिमा वाढविण्यात मदत करू शकते.
(डब्ल्यू, सीएसआर, एसीसी, रोम)
- iv) नेतृत्व ही अशी शैली आहे ज्यात नेत्याचे पूर्ण नियंत्रण असते आणि तो सर्व निर्णय घेतो.
(हुकूमशाही, लोकशाहीवादी, लेसेज-फेअर, कोचिंग)
- v) सहकार्य हे एक वैशिष्ट्य आहे जेव्हा नेते विविध गोष्टींसह प्रभावीपणे कार्य करतात
(मशीन, रोबोट, फाइल्स, सहकारी)
- vi) मॅस्लोच्या गरजेच्या पिरॅमिडमध्ये गरजा सर्वोच्च पातळीवर आहेत.
(स्व-वास्तविकता, सुरक्षा गरजा, सामाजिक गरजा, शारीरिक गरजा)

ब) खालील जोड्या जुळवा :

[5]

गट-अ

गट-ब

i) नकारात्मक प्रेरणा

अ) भावनिक गरजा

ii) बक्षिसे

ब) वैयक्तिक निरीक्षण

iii) नियंत्रण तंत्र

क) ऑपरेटिंग सिस्टम अपग्रेड करा

iv) मॅक्लेलॅंडचा सिद्धांत

ड) भीती

v) तांत्रिक बदल

इ) सकारात्मक प्रेरणा

प्र.2) प्रेरणा या शब्दाचा अर्थ आणि त्याचे महत्त्व समजावून सांगा.

[15]

प्र.3) नेतृत्व म्हणजे काय? प्रभावी व्यवस्थापनासाठी नेतृत्व शैली स्पष्ट करा.

[15]

प्र.4) समन्वय आणि नियंत्रण म्हणजे काय? नियंत्रणाच्या प्रक्रियेतील टप्पे समजावून सांगा.

[15]

प्र.5) कॉर्पोरेट सोशल रिस्पॉन्सिबिलिटी, कॉर्पोरेट गव्हर्नन्स आणि कॉर्पोरेट सिटिझनशिप म्हणजे काय? [15]

प्र.6) थोडक्यात टिपण लिहा. (कोणतेही तीन)

[15]

अ) मॅस्लोची आवश्यकता पदानुक्रम सिद्धांत

ब) नेतृत्वगुण

क) आपत्ती व्यवस्थापन

ड) बदलाचे व्यवस्थापन

इ) नियंत्रण प्रस्थापित करण्यात अडचणी



Total No. of Questions : 6]

SEAT No. :

PD911

[Total No. of Pages : 4

[6439]-105

S.Y.B.Com.

245 : ELEMENTS OF COMPANY LAW -II

(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Question No. 1 and No.6 are Compulsory.
- 2) Answer any 3 questions from the remaining questions No. 2, 3, 4 and 5.
- 3) Figures to the right indicate full marks.

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

i) As per company Act-2013. Every Listed Company should have minimum _____ women as Director.

(1, 3, 5)

ii) _____ are appointed to manage the day-to-day management of the company.

(Shareholders, Directors, Debentureholders)

iii) _____ is the full form of CSR.

(Corporate Service Responsibility, corporate social Responsibility, Company social Representative)

iv) _____ are the written records of the proceedings of the meeting.

(Resolution, Proposal, minutes)

v) The company must give a clear _____ day's notice to its members for calling the Annual General meeting.

(15, 21, 24)

vi) E-Governance is also known as _____ Governance.

(Electronic, Eco-friendly, Economy)

P.T.O.

B) Match the following. [5]

Group 'A'

i) Director

ii) Secretary

iii) Resolution

iv) E-Governance

v) Information technology Act

Group 'B'

a) Quick statutory compliance

b) Formal decision of meeting

c) Year-2000

d) Representatives of shareholders

e) Administrative officer

Q2) Define 'Director'. Explain the various powers and duties of Directors. [15]

Q3) Define 'Managing Director'. Distinguish between managing Director and full time Director. [15]

Q4) What do you mean by meeting? Explain the various types of meetings. [15]

Q5) What is 'E-Governance'? Explain in details various importance and Advantages of E-Governance. [15]

Q6) Write a short note (any three). [15]

a) Legal position of Directors

b) Duties of Company secretary

c) Types of Resolution

d) Advantages of E-filing

e) Priority order for payment of liability at the time of liquidation.



Total No. of Questions : 6]

PD911

[6439]-105

S.Y.B.Com.

245 : ELEMENTS OF COMPANY LAW -II

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :-
- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 अनिवार्य आहेत.
 - 2) प्रश्न क्र. 2, 3, 4 आणि 5 या पैकी कोणतेही तीन प्रश्न सोडवा.
 - 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही 5)

[5]

- i) कंपनी कायदा 2013 नुसार, भाग बाजारामध्ये नोंदणी झालेल्या प्रत्येक कंपनीमध्ये किमान महिला संचालक असले पाहिजेत.

(1, 3, 5)

- ii) कंपनीचे दैनंदिन व्यवस्थापन करण्यासाठी नेमणूक केली जाते.

(भागधारकांची, संचालकांची, कर्जरोखेधारकांची)

- iii) CSR चे पूर्ण रूप सांगा.

(Corporate Service Responsibility, corporate social Responsibility, Company social Representative)

- iv) सभेच्या कार्यवाहीचा लेखी वृत्तांत म्हणजे होय.

(ठराव, प्रस्ताव, इतिवृत्त)

- v) वार्षिक सर्वसाधारण सभेची सुचना दिवस अगोदर पाठविणे आवश्यक आहे.

(15, 21, 24)

- vi) ई-गव्हर्नन्सला गव्हर्नन्स असेही म्हटले जाते.

(इलेक्ट्रॉनिक, इको-फ्रेंडली, इकोनॉमी)

ब) योग्य जोड्या जुळवा :

[5]

गट-अ	गट-ब
i) संचालक	अ) तात्काळ वैधानीक बाबींची पुर्तता
ii) सचिव	ब) सभेचा औपचारीक निर्णय
iii) ठराव	क) सन - 2000
iv) ई-गव्हर्नन्स	ड) भागधारकांचे प्रतिनिधी
v) माहिती तंत्रज्ञान कायदा	इ) प्रशासकीय अधिकारी

प्र.2) संचालकाची व्याख्या लिहा. संचालकांचे अधिकार आणि कर्तव्ये सविस्तर स्पष्ट करा. [15]

प्र.3) व्यवस्था संचालक म्हणजे काय? व्यवस्था संचालक आणि पूर्ण वेळ संचालक यातील फरक स्पष्ट करा. [15]

प्र.4) सभा म्हणजे काय? सभांचे विविध प्रकार स्पष्ट करा. [15]

प्र.5) ई-गव्हर्नन्स म्हणजे काय? ई-गव्हर्नन्सचे महत्त्व आणि फायदे सविस्तर स्पष्ट करा. [15]

प्र.6) टिपा लिहा. (कोणत्याही 3) [15]

- अ) संचालकांचे कायदेशीर स्थान
- ब) कंपनी सचिवाची कर्तव्ये
- क) ठरावाचे प्रकार
- ड) ई-फायलिंगचे फायदे
- इ) कंपनीच्या समापनाच्या वेळी देणी परतकरण्याचा क्रम



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PD912

[6439]-106

S.Y. B.Com.

246A : BUSINESS ADMINISTRATION - II
(2019 Pattern) (Semester - IV)

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) The National Productivity Council was established in February_____.
(1956, 1958, 2000)
- ii) The _____ is the charter of the company.
(Memorandum of Association, Prospectus, Article of Association)
- iii) The International Organization for Standardization is based in _____.
(Geneva, Singapore, Mumbai)
- iv) _____ are not an external element of the business organization.
(Workers, Political, Social)
- v) In the process of _____, two business associations come together and legally form a new business association.
(Acquisition, Merger, Partnership)
- vi) The main purpose of a business is to _____.
(Make a profit, Make a loss, No profit no loss)

P.T.O.

B) Match the following : [5]

Column A	Column B
i) ESI Corporation	a) Registration of Micro, Small and medium Enterprises
ii) Protection of Food Adulteration Act. 1954	b) Protection of authors, drama and film script writers
iii) FEMA Act 1999	c) Regulation of all foreign exchange transactions
iv) The Copyright Act 1999	d) Protection of Consumers
v) MSMED Act 2006	e) Employee state insurance registration

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

- a) Role of National Productivity Council
- b) Importance of Business Strategy
- c) Process of company formation
- d) Advantages of Mergers

Q3) a) What are the incentive scheme of central government for promoting business unit? [8]

b) Explain the factors affecting productivity. [7]

Q4) a) State the advantages and disadvantages of public-private partnership. [8]

b) Explain the interface between business and government. [7]



Total No. of Questions : 4]

PD912

[6439]-106

S.Y. B.Com.

246A : BUSINESS ADMINISTRATION - II

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास/

/एकूण गुण : 50

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

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

[5]

- i) फेब्रुवारी मध्ये राष्ट्रीय उत्पादकता परिषद स्थापन करण्यात आली.
(1956, 1958, 2000)
- ii) ही कंपनीची सनद आहे.
(कंपनीचे घटनापत्रक, माहितीपत्रक, कंपनीची नियमावली)
- iii) आंतरराष्ट्रीय प्रमाणीकरण संघटना येथे आहे.
(जिनिव्हा, सिंगापूर, मुंबई)
- iv) हा व्यवसाय संस्थेचा बाह्य घटक नाही.
(कामगार, राजकीय, सामाजिक)
- v) प्रक्रियेत दोन व्यवसाय संघटना एकत्र येऊन एका नविन व्यवसाय संघटनेची कायदेशीररीत्या उभारणी करतात.
(अधिग्रहण, विलीनीकरण, भागीदारी)
- vi) व्यवसायाचा मुख्य उद्देश हा असतो.
(नफा कमविणे, तोटा कमविणे, ना-नफा-ना-तोटा)

ब) योग्य जोड्या जुळवा.

[5]

रकाना-अ

रकाना-ब

i) ईएसआय कॉर्पोरेशन

अ) सूक्ष्म, लघु आणि मध्यम उद्योगांची नोंदणी

ii) अन्न भेसळ संरक्षण कायदा, 1954

ब) लेखक, नाटक आणि चित्रपटाच्या पटकथा लेखकांचे संरक्षण

iii) फेमा कायदा, 1999

क) सर्व परकीय चलन व्यवहारांचे नियमन

iv) कॉपीराइट कायदा, 1999

ड) ग्राहकांचे संरक्षण

v) एमएसएमईडी कायदा, 2006

इ) कर्मचारी राज्य विमा नोंदणी

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

[10]

अ) राष्ट्रीय उत्पादकता परिषदेची भूमिका

ब) व्यवसाय व्युत्पन्नचनेचे महत्त्व

क) कंपनी निर्मितीची प्रक्रिया

ड) विलीनीकरणाचे फायदे

प्र.3) अ) उद्योगाचे संवर्धन करण्यासाठी केंद्र सरकारच्या प्रेरक योजना स्पष्ट करा.

[8]

ब) उत्पादकतेवर परिणाम करणारे घटक स्पष्ट करा.

[7]

प्र.4) अ) सार्वजनिक-खाजगी भागीदारीचे फायदे आणि तोटे स्पष्ट करा.

[8]

ब) व्यवसाय आणि शासन यांच्यातील सुसंवाद स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PD913

[6439]-107

S.Y. B.Com.

BANKING & FINANCE-II

246 (B) : Indian Banking System - II

(CBCS 2019 Pattern) (Semester - IV)

Time : 2 ½ 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]

- i) Which was the first _____ cooperative Bank established in India.
 - a) Bharat Co-operative Bank Limited
 - b) Kangra central Co-operative Bank Limited
 - c) Anyonya Co-operative Bank Limited
 - d) Abhyudaya Co-operative Bank
- ii) Which one of the apex bodies regulates the _____ Co-operative banks in India?
 - a) NABARD
 - b) RBI
 - c) Sponson Banks
 - d) Both A and B
- iii) Industrial Development Bank of India (IDBI) establised in _____.
 - a) 1964
 - b) 1965
 - c) 1966
 - d) 1967
- iv) What is retail Banking _____.
 - a) Banking targetted at corporates
 - b) Banking focused towards weaker class segment
 - c) Banking deals with individuals and Lends them money
 - d) Banking deals with wholesalers for deposits source

P.T.O.

- v) RBI notifies CRR under _____ Act.
 - a) Section 24 of the Banking Regulation Act
 - b) Section 42 of the Banking Regulation Act
 - c) Section 42 of the RBI Act
 - d) Section 24 of the RBI Act
- vi) Narasimham committee was appointed on _____.
 - a) Agricultural reforms b) Industrial reforms
 - c) Insurance reforms d) Banking reform

- B) Match the following [5]
- | | |
|----------------------------|------------------|
| i) NABARD | a) 12 July, 1982 |
| ii) IDBI | b) 1 April, 1935 |
| iii) RBI | c) July, 1982 |
| iv) Narasimham committee-I | d) 1966 |
| v) Exim Bank | e) 1991 |

Q2) Short Notes (Any 2 out of 4) [10]

- a) Cash Reserve Ratio
- b) Merchant Banking
- c) Evolution Development Banking
- d) Principles of Co-operation

Q3) a) Explain the Role of Co-operative Banks in Economic Development. [8]

- b) Explain the functions of Development Banks. [7]

Q4) a) Explain the Advantages and Disadvantages of unit Banking. [8]

- b) Explain the recommendations of Narasimham committe - I [7]



Total No. of Questions : 4]

PD913

[6439]-107

S.Y. B.Com.

BANKING & FINANCE-II

246 (B) : Indian Banking System - II

(CBCS 2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास/

/एकूण गुण : 50

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

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

[5]

- i) भारतातील पहिली सहकारी बँक होती.
अ) भारत सहकारी बँक मर्यादित ब) कांग्रा मध्यवर्ती सहकारी बँक मर्यादित
क) अनोन्य सहकारी बँक मर्यादित ड) अभ्युदय सहकारी बँक मर्यादित
- ii) भारतातील सहकारी बँकांचे नियमन करणारी पुढीलपैकी ही शिखर संस्था आहे.
अ) नाबार्ड ब) आर.बी.आय.
क) पुरस्कृत बँक ड) अ आणि ब दोन्हीही
- iii) भारतीय औद्योगिक विकास बँकेची (आयडीबीआय) स्थापना साली झाली.
अ) 1964 ब) 1965
क) 1966 ड) 1967
- iv) किरकोळ बँकिंग म्हणजे होय.
अ) कार्पोरेशनला लक्ष्य केलेला बँक व्यवसाय
ब) व्यक्तीगत स्वरूपात केला जाणारा बँक व्यवसाय आणि त्यांना पैसे कर्जाऊ देणे
क) ठेवीच्या स्रोतांसाठी घाऊक विक्रेत्यांबरोबर व्यवहार करणे
ड) समाजातील दुर्बल वर्गाला लक्ष्य करणे

- v) भारतीय रिझर्व्ह बँकेने रोख राखीव प्रमाणांचे संसूचन या अधिनियमान्वये केले.
 अ) बँक नियामक कायदा कलम 24
 ब) बँक नियामक कायदा कलम 42
 क) भारतीय रिझर्व्ह बँक अधिनियम कलम 42
 ड) भारतीय रिझर्व्ह बँक अधिनियम कलम 24
- vi) नरसिंहम समितीची स्थापना करिता करण्यात आलेली होती.
 अ) कृषी सुधारणा
 ब) औद्योगिक सुधारणा
 क) विमा सुधारणा
 ड) बँक व्यवसायातील सुधारणा

- ब) जोड्या लावा. [5]
- | | |
|-----------------------------|-------------------|
| i) नाबार्ड | अ) 12 जुलै, 1982 |
| ii) आयडीबीआय | ब) 1 एप्रिल, 1935 |
| iii) रिझर्व्ह बँक ऑफ इंडिया | क) जुलै, 1982 |
| iv) नरसिंहम समिती - I | ड) 1966 |
| v) आयात-निर्यात बँक | इ) 1991 |

- प्र.2) टिपा लिहा. (कोणतेही दोन)** [10]
- अ) रोख राखीव निधी
 ब) प्रकल्प सेवी बँका
 क) विकास बँकांची उत्क्रांती
 ड) सहकाराची तत्त्वे

- प्र.3) अ) आर्थिक विकासातील सहकारी बँकांची भूमिका विशद करा.** [8]
 ब) आर्थिक विकासातील विकास बँकेची कार्ये स्पष्ट करा. [7]

- प्र.4) अ) घाऊक बँकिंगचे फायदे आणि तोटे विशद करा.** [8]
 ब) नरसिंहम समिती - I च्या शिफारशी स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PD914

[6439]-108

S.Y. B.Com.

246 - C : BUSINESS LAW & PRACTICE - II

(2019 Pattern) (Semester - IV)

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) The co-operative societies Act was passed in India in the year _____.
(1919, 1912, 1950)
- ii) Apex society means _____ level society.
(National, State, Village)
- iii) When was life insurance sector nationalized?
(1947, 1950, 1956)
- iv) _____ replaced in competition Act 2002.
(FERA 1973, FEMA 1999, M.R.T.P. Act, 1969)
- v) Terminal bonus is payable at the time of _____.
(Surrender, Maturity, Loan)
- vi) Work committee is a _____.
(Bi-partite body, Tripartite body, Adjudication Machinery)

P.T.O.

B) Match the following. [5]

Group A	Group B
i) Constitution of Society	a) 1956
ii) Nationalize of LIC	b) Section(7)
iii) M.R.T.P. Act	c) Bylaws
iv) GIC	d) 1969
v) Labour Court	e) General Insurance Corporation

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

- a) Registration of Co-operative Society.
- b) Advantages of Life Insurance.
- c) Powers of Competition Commission.
- d) Difference between Strike and Lock-out.

Q3) a) Define Co-operative Society. Explain the features of Co-operative Society. [8]

b) Explain the types of Life Insurance Policy. [7]

Q4) a) Explain the Competition Commission of India. [8]

b) Explain the causes of Industrial Dispute. [7]



Total No. of Questions : 4]

PD914

[6439]-108

S.Y. B.Com.

246 - C : BUSINESS LAW & PRACTICE - II

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही 5)

[5]

- i) सहकारी संस्था कायदा या वर्षी स्थापन झाला.
(1919, 1912, 1950)
- ii) शिखर संस्था म्हणजे स्तरीय संस्था होय.
(राष्ट्रीय, राज्य, ग्राम)
- iii) जीवन विमा क्षेत्राचे राष्ट्रीयीकरण मध्ये झाले.
(1947, 1950, 1956)
- iv) चे रूपांतर 2002 च्या स्पर्धा कायद्यात झाले.
(फेरा 1973, फेमा 1999, एम.आर.टी.पी कायदा 1969)
- v) ठरावीक मुदतीसंबंधीचा बोनस च्या वेळी देय आहे.
(आत्मसमर्पण, कालावधीनंतर, कर्ज)
- vi) कार्य समिती आहे.
(द्विपक्षीय, त्रिपक्षीय, निर्णय यंत्रणा)

ब) जोड्या जुळवा.

[5]

गट-अ

गट-ब

- i) संस्थेची घटना
- ii) एल.आय.सी चे राष्ट्रीयीकरण
- iii) एम.आर.टी.पी कायदा
- iv) जी.आय.सी.
- v) कामगार न्यायालय

- अ) 1956
- ब) कलम (7)
- क) उपविधी
- ड) 1969
- इ) साधारण विमा महामंडळ

प्र.2) टिपा लिहा. (कोणतेही 2)

[10]

- अ) सहकारी संस्थेची नोंदणी
- ब) जीवन विम्याचे फायदे
- क) स्पर्धा आयोगाचे अधिकार
- ड) संप आणि टाळेबंदी यातील फरक

प्र.3) अ) सहकारी संस्थेची व्याख्या लिहा. सहकारी संस्थेची वैशिष्ट्ये स्पष्ट करा.

[8]

ब) जीवन विमापत्राचे प्रकार स्पष्ट करा.

[7]

प्र.4) अ) भारतातील स्पर्धा आयोग स्पष्ट करा.

[8]

ब) औद्योगिक विवादाची कारणे स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PD915

[Total No. of Pages : 4

[6439]-109

S.Y. B.Com.

246 (D) : CO-OPERATION AND RURAL DEVELOPMENT - II
(CBCS 2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) In India, the first co-operative societies Act was passed in _____.
 - a) 1919
 - b) 1902
 - c) 1935
- ii) National Policy on co-operatives was formulated in _____.
 - a) 2008
 - b) 2015
 - c) 2002
- iii) Maharashtra state co-operatives societies Act, 1960 was brought into action on _____.
 - a) 26 January, 1962
 - b) 15 August 1960
 - c) 1 May, 1962
- iv) _____ are formed to protect the interest of consumers.
 - a) SEBI
 - b) RBI
 - c) Consumer's co-operative societies
- v) Amul is the example of _____.
 - a) Dairy co-operative societies
 - b) Farmers Union
 - c) Consumer's Union
- vi) A _____ is legally-established body or entity owned by its members or residents for common needs.
 - a) Co-operative Housing Society
 - b) NITI Aayog
 - c) Competition Commission

P.T.O.

B) Match the followings. [5]

I	II
i) Ministry of Co-operation	a) Fundamental Right
ii) Consumer Co-operative Society	b) Co-operatives in India
iii) Co-operative Societies Act	c) 1912
iv) Lijjat Papad	d) 2021
v) Right to form co-operatives	e) Protecting the consumer's interests

Q2) Write short notes (Any Two) : [10]

- a) Dairy Co-operatives.
- b) Amendments made in Maharashtra Co-operatives Societies Act in 2013.
- c) Benefits of Co-operative Legislations.
- d) Privileges of Co-operative Societies.

Q3) a) Explain the objectives and features of co-operative societies Act, 1904.[8]

- b) Explain the need and objectives of Multi State Co-operative Societies Act, 1960. [7]

Q4) a) Explain the need and objectives of Maharashtra state co-operatives societies Act, 1960. [8]

- b) Explain the functions, problems and progress of co-operative Housing Societies in India. [7]



Total No. of Questions : 4]

PD915

[6439]-109

S.Y. B.Com.

246 (D) : CO-OPERATION AND RURAL DEVELOPMENT - II
(CBCS 2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

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

[5]

- i) भारतात पहिला सहकारी संस्था कायदा मध्ये संमत झाला.
अ) 1919
ब) 1902
क) 1935
- ii) राष्ट्रीय सहकारी धोरण मध्ये तयार करण्यात आले.
अ) 2008
ब) 2015
क) 2002
- iii) महाराष्ट्र राज्य सहकारी संस्था अधिनियम 1960 ची अंमलबजावणी रोजी पासून करण्यात आली.
अ) 26 जानेवारी 1962
ब) 15 ऑगस्ट 1960
क) 1 मे 1962
- iv) ची स्थापना ग्राहकांच्या हितांचे रक्षण करण्यासाठी करण्यात आली.
अ) सेबी
ब) आर.बी.आय.
क) ग्राहक सहकारी संस्था
- v) अमूल हे चे उदाहरण आहे.
अ) दुग्ध सहकारी संस्था
ब) शेतकरी संघटना
क) ग्राहक संघ

- vi) ही तिच्या सदस्यांद्वारे किंवा रहिवाशांद्वारे स्थापन केलेली कायदेशीर आणि सामुहिक गरजांसाठीची संस्था आहे.
अ) सहकारी गृहनिर्माण संस्था
ब) निती आयोग
क) स्पर्धा आयोग

ब) योग्य जोड्या जुळवा.

[5]

I

II

- | | |
|---|------------------------------|
| i) सहकार मंत्रालय | अ) मूलभूत अधिकार |
| ii) ग्राहक सहकारी संस्था | ब) भारतातील सहकारी संस्था |
| iii) सहकारी संस्था कायदा | क) 1912 |
| iv) लिज्जत पापड | ड) 2021 |
| v) सहकारी संस्था स्थापन करण्याचा अधिकार | इ) ग्राहकांच्या हिताचे रक्षण |

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

[10]

- अ) दुग्ध उत्पादन सहकारी संस्था.
ब) 2013 मध्ये महाराष्ट्र सहकारी संस्था अधिनियमात केलेल्या सुधारणा.
क) सहकारी कायद्याचे फायदे
ड) सहकारी संस्थांचे विशेषाधिकार

प्र.3) अ) सहकारी संस्था अधिनियम 1904 ची उद्दिष्ट्ये आणि वैशिष्ट्ये स्पष्ट करा.

[8]

ब) बहुराज्यीय सहकारी संस्था कायदा 1960 ची गरज आणि उद्दिष्ट्ये स्पष्ट करा.

[7]

प्र.4) अ) महाराष्ट्र राज्य सहकारी संस्था अधिनियम, 1960 ची गरज आणि उद्दिष्ट्ये स्पष्ट करा.

[8]

ब) भारतातील सहकारी गृहनिर्माण संस्थांची कार्ये, समस्या आणि प्रगती स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PD916

[Total No. of Pages : 3

[6439]-110

S.Y. B.Com.

246(E) : COST AND WORKS ACCOUNTING - II
(2019 Pattern) (Semester-IV)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Use simple calculator for calculation.*
- 3) *Figures to the right indicate full marks.*

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

- a) If raw materials prices are inflated, which of the following stock valuation methods will show the lowest gross profit?
 - i) Last In, First Out (LIFO)
 - ii) First In, First Out (FIFO)
 - iii) Replacement Cost
 - iv) Simple Average
- b) Wage sheet is prepared by:
 - i) Time keeping department
 - ii) Personnel department
 - iii) Payroll department
 - iv) Cost accounting department
- c) Direct labour cost includes:
 - i) Labour cost of regular working hours
 - ii) Labour cost of overtime hours
 - iii) Both (i) and (ii)
 - iv) None of the above
- d) Death and retirement is a _____ causes of a worker.
 - i) Avoidable
 - ii) Unavoidable
 - iii) Both (i) and (ii)
 - iv) None of the above
- e) The objective of _____ is to reward an employee suitably on the basis of his merit.
 - i) Job specification
 - ii) Job Evaluation
 - iii) Labour turnover
 - iv) Merit rating
- f) In Just-In-Time System _____.
 - i) There is no delay
 - ii) Conveyance times are balanced
 - iii) Both (i) and (ii)
 - iv) None of the above

P.T.O.

B) Match the following : [5]

Group 'A'	Group 'B'
a) Bin Card	i) Maintain in and out record
b) FIFO	ii) Appraisal of performance
c) Time Keeping	iii) Store Ledger
d) Merit Rating	iv) Computer Aided Manufacturing
e) JIT	v) Prices are falling
	vi) Japanese Management Philosophy
	vii) Data Analysis

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

- a) Classification and Codification of Material.
- b) Components of Payroll.
- c) Job Evaluation.
- d) CAM (Computer Aided Manufacturing).

Q3) a) The following is an extract of the records of Receipts and issues of Material Zepto' relating to Jahingir ltd., Jalgaon, Prepare a Store Ledger Account as per FIFO' method for the month March, 2025. [8]

1	Opening Stock - 200 units @ Rs. 35
Purchases -	
3	300 units @ Rs. 40
13	900 units @ Rs. 43
23	600 units @ Rs. 38
Issues -	
5	400 units
15	600 units
25	600 units
29	400 units

- b) From the following data provided to you, find out the Labour Turnover Rate by applying : [7]

- i) Flux Method
- ii) Replacement Method
- iii) Separation Method

No. of workers on the payroll:

At the beginning of the month 500

At the end of the month 600

During the month, 5 workers left 20 persons were discharged and 75 workers were recruited, of these, 10 workers were recruited in the vacancies of those leaving, while the rest were engaged for an expansion scheme.

- Q4) a)** Calculate the earnings of a worker under : [8]

- i) Time Rate Method.
- ii) Piece Rate Method
- iii) Halsey Plan and
- iv) Rowan Plan

Information given:

Standard Time - 30 hours

Time taken - 20 hours

Units produced =25

Rate per unit=Re.5

Hourly rate of wages is Re.10 per hour plus a dearness allowance @ Re.5 per hour worked.

- b) Explain the Benefits of ERP Solution. [7]



Total No. of Questions : 6

SEAT No. :

PD-917

[Total No. of Pages : 4]

[6439]-111

S.Y. B.Com.

246(F) : BUSINESS STATISTICS - II
(2019 Pattern) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No. 1 and No. 6 are compulsory.*
- 2) *Solve any three questions from remaining question nos. 2, 3, 4 and 5.*
- 3) *Figures to the right indicate full marks.*
- 4) *Use of calculator and statistical table is allowed.*
- 5) *Symbols have their usual meaning.*

Q1) A) Choose the correct alternative in each of the following (Any five)

[5 × 1 = 5]

- i) In time series analysis the method of moving averages, is used to estimate _____.
 - a) Trend
 - b) Seasonal variations
 - c) Cyclical variations
 - d) Irregular Variations
- ii) In time series analysis least square method _____.
 - a) reduces the calculations
 - b) is subjective
 - c) reduces the sum of squares of errors
 - d) does not give estimate for future
- iii) The cost of slack variable is _____.
 - a) 0
 - b) -1
 - c) 1
 - d) 2
- iv) In a L.P.P functions to be maximized or minimized are called _____.
 - a) constraints
 - b) basic solution
 - c) feasible solution
 - d) objective function

P.T.O.

Q3) Attempt each of the following :

[3 × 5 = 15]

- a) Define L.P.P., Canonical and standard form of L.P.P.
 b) Obtain the dual problem of the following L.P.P.

$$\begin{aligned} \text{Minimize} \quad & Z = 17x_1 + 13x_2 + 18x_3 \\ \text{Subject to} \quad & 18x_1 + 12x_2 + x_3 \geq 13 \\ & 13x_1 + 16x_2 + 14x_3 \geq 14 \\ & 14x_1 + x_2 + 15x_3 \geq 11 \\ & x_1 + 15x_2 + 12x_3 \geq 17 \\ & x_1, x_2, x_3 \geq 0 \end{aligned}$$

- c) Obtain initial simplex table for L.P.P.

$$\begin{aligned} \text{Maximize} \quad & Z = 5x_1 + 3x_2 \\ \text{Subject to} \quad & x_1 + x_2 \leq 2 \\ & 5x_1 + 2x_2 \leq 10 \\ & 3x_1 + 8x_2 \leq 12 \\ & x_1, x_2 \geq 0 \end{aligned}$$

Q4) Attempt each of the following :

[3 × 5 = 15]

- a) Obtain Initial basic feasible solution using North-West Corner method for the following transportation problem.

Market→ Sources↓	D ₁	D ₂	D ₃	Supply
01	5	1	8	12
02	2	4	0	14
03	3	6	7	4
Demand	9	10	11	30

Hence find the corresponding total transportation cost.

- b) Explain how to convert maximization of transportation problem into minimization of transportation problem.
 c) Obtain an initial basic feasible solution for the following transportation problem using VAM.

	D ₁	D ₂	D ₃	D ₄	Supply
O ₁	2	3	11	7	6
O ₂	1	0	6	1	1
O ₃	5	8	15	9	10
Demand	7	5	3	2	

Q5) Attempt each of the following :

[3 × 5 = 15]

- a) Solve following assignment problem to minimize the cost

		Machines			
		M ₁	M ₂	M ₃	M ₄
Jobs	J ₁	5	7	11	6
	J ₂	8	5	9	6
	J ₃	4	7	10	7
	J ₄	10	4	8	3

- b) Describe the procedure of Hungarian method to solve the assignment problem.
- c) Solve the following assignment problem for maximization.

		Machines			
		I	II	III	IV
Jobs	A	1	8	4	1
	B	5	7	6	2
	C	3	5	4	2
	D	3	1	6	2

Q6) Write short notes on the following (Any three) :

[3 × 5 = 15]

- a) Explain how to fit Autoregressive model of order 1 (AR(1)).
- b) Discuss the four components of time series.
- c) Basic feasible solution, alternate solution, degenerate solution in simplex method.
- d) Balanced and unbalanced transportation problem.
- e) Write an algorithm to solve assignment problem for optimal cost.



SEAT No. :

PD-918

[Total No. of Pages : 4

[6439]-112

S.Y. B.Com.

246(G) : BUSINESS ENTREPRENEURSHIP - II
(2019 Pattern) (Semester - IV) (Special Paper - I)

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) _____ plays a key role in the process of economic development.
 - a) Entrepreneurs
 - b) Seller
 - c) customer
- ii) The Service Sector includes _____ activity.
 - a) agriculture
 - b) transport
 - c) fishing
- iii) Self-help group first started from the Gramin Bank of_____.
 - a) Bangladesh
 - b) Pune
 - c) Japan
- iv) A self-help group consists of_____ members.
 - a) 10 to 20
 - b) 5 to 10
 - c) 15 to 25
- v) Hotel is related to _____ sector.
 - a) Service
 - b) Primary
 - c) Secondary
- vi) Mr. Ratan Tata was born in _____ city.
 - a) Mumbai
 - b) Pune
 - c) Nagpur

B) Match the following [5]

Group 'A'

Group 'B'

- | | |
|---------------------------|----------------------|
| i) Mr. Radhakishan Damani | a) Nobal Peace Prize |
| ii) Mr. Mohammed Yunus | b) OYO Rooms |
| iii) Primary Sector | c) 1991 |
| iv) Globalization | d) D-Mart |
| v) Mr. Ritesh Agarwal | e) Agriculture |

P.T.O.

Q2) Write Short notes (Any 2) : [10]

- a) Evolution of Self-help group
- b) Role of service sector in national economy
- c) Mumbaiche Dabewale
- d) Effect of corona virus on entrepreneurship

Q3) a) What is 'Group Entrepreneurship'? Explain advantages and disadvantages of Group Entrepreneurship. [8]

- b) Write the distinction between service industry and manufacturing industries. [7]

Q4) a) Discuss in detail the industrial contribution of Mr. Sajeed Bhikchandani. [8]

- b) What is 'Entrepreneurship Development? Explain various challenges of Entrepreneurship Development. [7]



PD-918

[6439]-112

S.Y. B.Com.

246(G) : BUSINESS ENTREPRENEURSHIP - II
(2019 Pattern) (Semester - IV) (Special Paper - I)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.
3) संदर्भासाठी मूळ इंग्रजी प्रश्न पत्रिका पहावी.

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

- i) आर्थिक विकासाच्या प्रक्रियेत यांची भूमिका महत्त्वाची असते.
अ) उद्योजक ब) विक्रेता
क) ग्राहक
- ii) सेवा क्षेत्रामध्ये या कृतीचा समावेश होतो.
अ) शेती ब) वाहतूक
क) मासेमारी
- iii) स्वयं सहाय्यता गटाची सुरुवात सर्वप्रथम च्या ग्रामीण बँकेतून झाली.
अ) बांगलादेश ब) पुणे
क) जपान
- iv) स्वयं-सहाय्यता गटात सदस्य असतात.
अ) 10 ते 20 ब) 5 ते 10
क) 15 ते 25
- v) हॉटेल हे या क्षेत्राशी संबंधित आहे.
अ) सेवा ब) प्राथमिक
क) माध्यमिक
- vi) श्री. रतन टाटा यांचा जन्म शहरात झाला.
अ) मुंबई ब) पुणे
क) नागपूर

ब) योग्य जोड्या जुळवा. [5]

- | गट 'अ' | गट 'ब' |
|-------------------------|--------------------------|
| i) श्री. राधाकिशन दमाणी | अ) नोबेल शांतता पुरस्कार |
| ii) श्री. मोहम्मद युनूस | ब) ओ. वाय. ओ. रूमस |
| iii) प्राथमिक क्षेत्र | क) 1991 |
| iv) जागतिकीकरण | ड) डी-मार्ट |
| v) श्री. रितेश अग्रवाल | इ) कृषी |

- प्रश्न 2) टिपा लिहा (कोणतेही 2) [10]
- अ) स्वयं – सहाय्यता गटाची उत्क्रांती (Evolution of Self-help group)
 - ब) राष्ट्रीय अर्थव्यवस्थेत सेवा क्षेत्राची भूमिका (Role of service sector in national economy)
 - क) मुंबईचे डबेवाले (Mumbaiche Dabewale)
 - ड) उद्योजकतेवर कोरोना व्हायरसचा परिणाम (Effect of corona virus on entrepreneurship)
- प्रश्न 3) अ) 'समूह उद्योजकता' म्हणजे काय? समूह उद्योजकतेचे फायदे आणि तोटे स्पष्ट करा. [8]
- ब) सेवा उद्योग आणि उत्पादन उद्योग यामधील फरक लिहा. [7]
- प्रश्न 4) अ) श्री. संजीव भिकचंदानी यांच्या उद्योग क्षेत्रातील योगदान यावर सविस्तर चर्चा करा. [8]
- ब) 'उद्योजकता विकास' म्हणजे काय? उद्योजकता विकासातील विविध आव्हाने स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PD-919

[Total No. of Pages : 4

[6439]-113

S.Y. B.Com.

246(H) : MARKETING MANAGEMENT - II
(2019 Pattern) (Semester - IV)

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) : **[5]**

- i) Green Marketing is also known as _____
(Environmentally marketing, Digital marketing, Social marketing, Rural marketing)
- ii) E-marketing requires _____
(Internet, Land, Marketing mix, Green marketing)
- iii) E-mail marketing saves _____ and money
(Work, Time, Management, Interest)
- iv) _____ is an example of business to business services.
(Yahoo, Youtube brand channel, Google, Chrome)
- v) International marketing ensures _____ utilisation of resources.
(minimum, maximum, normal, proper)
- vi) On - line advertisements are _____
(expensive, entertaining, time consuming, personal)

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

Group 'A'

Group 'B'

- | | |
|-----------------------------|-----------------------------|
| i) Green marketing | a) Increase in Export |
| ii) International Marketing | b) Statistical Information |
| iii) Online marketing | c) Use of Natural Resources |
| iv) Web Analytics | d) Youtube |
| v) Small scale Industry | e) Local Market |
| | f) Huge marketing cost |

P.T.O.

Q2) Write Short notes (Any 2) :

[10]

- a) Strategies of Green marketing.
- b) Limitations of E-marketing.
- c) Web Analytics
- d) Forces influencing International marketing.

Q3) a) What is meant by Green marketing? Explain the importance of Green marketing. [8]

b) What is On - Line and Off - Line marketing? Discuss the scope for e - marketing in Indian scenario. [7]

Q4) a) What is social media marketing? Explain its importance. [8]

b) Define International Marketing. Explain the objectives of International marketing. [7]



PD-919

[6439]-113

S.Y. B.Com.

246(H) : MARKETING MANAGEMENT - II
(2019 Pattern) (Semester - IV)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्रश्न 1) अ) रिकाम्या जागा भरा. (कोणतेही पाच) [5]

- i) हरित विपणन म्हणजे
(पर्यावरण विपणन, डिजिटल विपणन, सामाजिक प्रसारमाध्यमे द्वारे विपणन, ग्रामीण विपणन)
- ii) ई-विपणनासाठी ची आवश्यकता असते.
(इंटरनेट, जमीन, विपणन मिश्र, हरित विपणन)
- iii) इ-मेल विपणनाद्वारे व पैशांची बचत होते.
(कामाची, वेळेची, व्यवस्थापनाची, इंटरनेटची)
- iv) हे व्यवसाय ते व्यवसाय सेवांचे उदाहरण आहे.
(याहु, युट्युब ब्रॉड चॅनल, गुगल, क्रॉम)
- v) आंतरराष्ट्रीय विपणन संसाधनांचा वापर सुनिश्चित करतात.
(किमान, कमाल, सर्वसाधारण, योग्य)
- vi) ऑनलाइन जाहिरात असतात.
(खर्चीक, मनोरंजक, वेळखाऊ, वैयक्तिक)

ब) जोडया लावा. [5]

- | गट 'अ' | गट 'ब' |
|-------------------------|-------------------------------|
| i) हरित विपणन | अ) निर्यात वाढ |
| ii) आंतरराष्ट्रीय विपणन | ब) सांख्यिकी माहिती |
| iii) ऑनलाईन विपणन | क) नैसर्गिक स्रोतांचा वापर |
| iv) वेब ॲनॅलेटिक्स | ड) युट्युब |
| v) लघु उद्योग | इ) स्थानिक बाजारपेठ |
| | ई) मोठ्या प्रमाणात विपणन खर्च |

- प्रश्न 2) टिपा लिहा (कोणतेही 2) [10]
- अ) हरित विपणनाची व्यूहरचना.
ब) इ-विपणनाच्या मर्यादा.
क) वेब ॲनॅलेटिक्स.
ड) आंतरराष्ट्रीय विपणनावर परिणाम करणारे घटक/प्रवाह.
- प्रश्न 3) अ) हरित विपणन म्हणजे काय? हरित विपणनाचे महत्त्व सांगा. [8]
ब) ऑनलाईन आणि ऑफलाईन विपणन म्हणजे काय? इ-विपणनाची भारतातील व्याप्ती सांगा. [7]
- प्रश्न 4) अ) सामाजिक प्रसारमाध्यम विपणन म्हणजे काय? सामाजिक प्रसारमाध्यम विपणनाचे महत्त्व लिहा. [8]
ब) आंतरराष्ट्रीय विपणनाच्या व्याख्या सांगून आंतरराष्ट्रीय विपणनाचे उद्दिष्टे लिहा. [7]



Total No. of Questions : 4]

SEAT No. :

PD-920

[Total No. of Pages : 4

[6439]-114

S.Y. B.Com.

246 (i) : AGRICULTURAL AND INDUSTRIAL ECONOMICS - II
(2019 Pattern) (Semester - IV)

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) Prime minister crop insurance scheme come into existence in _____
 - a) 2016
 - b) 2010
 - c) 1995
 - d) 1985
- ii) What is inter-cropping?
 - a) It is time period between two cropping seasons
 - b) It is growing of Two or more crops in Random mixture
 - c) It is growing of two or more crops in definite row pattern
 - d) None of these
- iii) The Blue revolution is related with _____
 - a) Fish Production
 - b) Meat Production
 - c) Grains Production
 - d) Pulses
- iv) Expand ADR
 - a) All India Depository Receipts
 - b) American Domestic Receipt
 - c) American Depository Receipts
 - d) All India Domestic Receipts
- v) Which of the following is not a factor that affects productivity?
 - a) Wireless cellular phones
 - b) Design of the workspace
 - c) Use of Internet
 - d) Standardizing processess
- vi) A 'Debenture' is ?
 - a) Long term loan
 - b) A short term loan
 - c) An Internal Source of Finance
 - d) None of these

P.T.O.

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

A	B
i) Short term Finance	a) Group farming
ii) System of farming	b) Milk
iii) Operation flood	c) RBI
iv) System of International Finance	d) Trade Credit
v) Discounts of treasury Bills	e) Managed float Exchange rate system

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

- a) Recent changes in farm management.
- b) Foreign Institutional Investment.
- c) Agricultural Insurance.
- d) Importance of Industrial Finance.

Q3) a) Explain the meaning and scope of farm management.**[8]**

- b) Explain the types of Risk and Uncertainty in Agriculture.

[7]**Q4) a) State the types of farming.****[8]**

- b) Explain the measure required for improving productivity.

[7]

Total No. of Questions : 4]

PD-920

[6439]-114

S.Y. B.Com.

246 (i) : AGRICULTURAL AND INDUSTRIAL ECONOMICS - II
(2019 Pattern) (Semester - IV)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

-
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (सहा पैकी कोणत्याही पाच) [5]
- i) प्रधानमंत्री पीक वीमा योजना कधी अस्तित्वात आली?
अ) 2016 ब) 2010
क) 1995 ड) 1985
- ii) आंतरपीक पद्धती म्हणजे काय?
अ) दोन हंगामा दरम्यानचा काळ
ब) यादृच्छिक पद्धतीमध्ये दोन किंवा अधिक पिके
क) दोन किंवा अधिक पिकांची रांगेत वाढ
ड) यापैकी नाही
- iii) हरीत क्रांती कशाशी संबंधित आहे?
अ) मासे उत्पादन ब) मांस उत्पादन
क) धान्य उत्पादन ड) डाळींचे उत्पादन
- iv) ए.डी. आर चे पूर्ण रूप द्या.
अ) All India Depository Receipts
ब) American Domestic Receipt
क) American Depository Receipts
ड) All India Domestic Receipts
- v) खालीलपैकी कोणता घटक उत्पादकता प्रभावित करत नाही.
अ) वायरलेस सेल्यूलर फोन ब) कार्यक्षेत्राचे डिझाईन
क) इंटरनेटचा वापर ड) प्रमाण प्रक्रीया
- vi) डिबॅचर हे
अ) दीर्घ कालीन कर्ज ब) अल्पकालीन कर्ज
क) अंतर्गत कर्जाचा स्रोत ड) यापैकी नाही

ब) जोड्या जुळवा :

[5]

अ	ब
i) अल्पकालीन वित्त पुरवठा	अ) गटशेती
ii) शेतीची पद्धती	ब) दुध
iii) ऑपरेशन फ्लड	क) आर.बी.आय.
iv) आंतरराष्ट्रीय वित्त पद्धती	ड) व्यापारी कर्ज
v) ट्रेसरीबीलची वटवणूक	इ) व्यवस्थापित फ्लोट विनिमय दर प्रणाली

प्रश्न 2) टिपा लिहा. (चार पैकी कोणत्याही दोन)

[10]

- अ) शेती व्यवस्थापनातील अलीकडच्या काळातील बदल
- ब) परकीय संख्यात्मक गुंतवणूक
- क) कृषी विमा
- ड) औद्योगिक वित्ताचे महत्व

प्रश्न 3) अ) शेती व्यवस्थापनाचा अर्थ आणि व्याप्ती स्पष्ट करा.

[8]

ब) शेती क्षेत्रातील धोका आणि अनिश्चिततेचे प्रकार स्पष्ट करा.

[7]

प्रश्न 4) अ) शेतीचे प्रकार सांगा.

[8]

ब) उत्पादकता वृद्धीच्या उपाययोजना स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PD-2911

[Total No. of Pages : 4

[6439]-115

S.Y. B. Com.

**(246(J)) : DEFENCE BUDGETING FINANCE & MANAGEMENT - II
(2019 Pattern) (Semester - IV)**

Time : 2½ Hours]

[Max. Marks : 50

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) What is Planning?
- b) What is war finance?
- c) Define third world countries.
- d) State the role of the department of Defence production.
- e) Define war time economy.
- f) What is a peacetime economy?

Q2) Attempt any four of the following :

[4 × 5 = 20]

- a) DRDO
- b) War potential
- c) Arms production
- d) ISRO
- e) Military budget.

P.T.O.

Q3) Attempt any Two of the following (Any Two) :

[2 × 5 = 10]

- a) Explain source of Mobilization.
- b) Explain third world countries' meaning and concept.
- c) Explain military industrialization.

Q4) Attempt any one of the following (any One)

[1 × 10 = 10]

- a) State the relevance of the arms production to third world countries.
- b) Explain in detail the importance of DRDO in war.



Total No. of Questions : 4]

PD-2911

[6439]-115

S.Y. B. Com.

(246(J)) : DEFENCE BUDGETING FINANCE & MANAGEMENT - II

(2019 Pattern) (Semester - IV)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

सूचना :

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

प्रश्न 1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा.

[5 × 2 = 10]

- अ) नियोजन म्हणजे काय?
- ब) वॉर फायनान्स व्याख्या द्या.
- क) तिसऱ्या जगातील राष्ट्र व्याख्या द्या.
- ड) संरक्षण उत्पादन विभागाची भूमिका सांगा.
- इ) युद्धकालीन अर्थव्यवस्था व्याख्या द्या.
- फ) शांतताकालीन अर्थव्यवस्था म्हणजे काय?

प्रश्न 2) टिपा लिहा. (कोणतेही चार)

[4 × 5 = 20]

- अ) डी आर डी ओ
- ब) युद्ध गतिमानता
- क) शस्त्रास्त्रे उत्पादन
- ड) भारतीय अवकाश संशोधन संस्था
- इ) लष्करी अर्थसंकल्प

प्रश्न 3) खालीलपैकी कोणतेही दोन प्रश्न सोडवा.

[2 × 5 = 10]

- अ) गतिमानतेची साधने स्पष्ट करा.
- ब) तिसऱ्या जगातील राष्ट्र अर्थ आणि संकल्पना सांगा.
- क) लष्करी औद्योगीकरण स्पष्ट करा.

प्रश्न 4) खालीलपैकी कोणतेही एक प्रश्न सोडवा.

[1 × 10 = 10]

- अ) तिसऱ्या जगातील राष्ट्रांच्या शस्त्रास्त्र उत्पादनाचा रिलिवन्स सांगा.
- ब) युद्धातील डी आर डी ओ चे महत्व सविस्तर विशद करा.



SEAT No. :

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PD-921

[Total No. of Pages : 4

[6439]-116

S.Y. B.Com.

246 (K) : INSURANCE, TRANSPORT & TOURISM - II
(2019 Pattern) (Semester - IV)

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 five) [5]

- i) When a visitor Travels in his Country of residence, he is a _____.
Visitor.
 - a) Domestic
 - b) International
 - c) Out bound
- ii) FTA Stand for _____.
 - a) Foreign Tourist Arrivals
 - b) Foreign Travel Association
 - c) Foreign travel Act
- iii) FEE Stand for _____.
 - a) Foreign Exchange Earning
 - b) Foreign Entrance Fees
 - c) Foreign Educational Earning
- iv) _____ is the Main Aim of tourism in India.
 - a) To develop and promote tourism
 - b) Employment generation and economic growth
 - c) Both
- v) A person who is travelling a place for pleasure is known as
 - a) Tourist
 - b) Traveler
 - c) Passenger
- vi) Which of the most important economic benefits of Tourism
 - a) foreign Exchange
 - b) increase in employment
 - c) increase in production
- vii) The first Tourism Policy implemented in _____.
 - a) 1982
 - b) 1999
 - c) 1986

P.T.O.

B) Match the following :

[5]

Group A

- i) Agro Tourism
- ii) Health Tourism
- iii) Domestic Tourism
- iv) Incentive Tourism
- v) Heritage Tourism

Group B

- a) Medical Tourism
- b) Rural Tourism
- c) Travelling Offer by Company
- d) Travelling in Own Country
- e) Sport Tourism
- f) Travelling at Historical Places
- g) Religious Tourism

Q2) Short notes (Any two) :

[10]

- a) Intra-regional tourism.
- b) Health tourism.
- c) Tourism Infrastructure Development.
- d) Globalization and Tourism.
- e) Types of Tourism

Q3) a) Explain the Nature of tourism.

[8]

- b) State Business tourism in detail.

[7]

Q4) a) Give the Socio-Cultural impact of tourism.

[8]

- b) Explain the scope of tourism in India.

[7]



PD-921

[6439]-116

S.Y. B.Com.

246 (K) : विमा, वाहतूक आणि पर्यटन - II
(2019 Pattern) (Semester - IV)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

-
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणतेही पाच) [5]
- i) जेव्हा एखादा पर्यटक त्याच्या राहत्या देशात प्रवास करतो तेव्हा तो
पर्यटक असतो.
अ) देशांतर्गत ब) आंतरराष्ट्रीय
क) आउट बाउंड
- ii) FTA (एफटीए) म्हणजे
अ) परदेशी पर्यटक आगमन ब) परदेशी प्रवास संघ
क) परदेशी प्रवास कायदा
- iii) FEE (एफइइ) म्हणजे
अ) परकीय चलन कमाई ब) परदेशी प्रवेश शुल्क
क) परदेशी शैक्षणिक कमाई
- iv) हे भारतातील पर्यटनाचे मुख्य उद्दिष्ट आहे.
अ) पर्यटन विकास आणि प्रोत्साहन ब) रोजगार निर्मिती आणि आर्थिक वाढ
क) दोन्ही
- v) आनंदासाठी एखाद्या ठिकाणी प्रवास करणारी व्यक्ती म्हणून ओळखली जाते.
अ) पर्यटक ब) वाटसरू
क) प्रवासी
- vi) पर्यटनाचा सर्वात महत्त्वाचा आर्थिक फायदा कोणता
अ) परकीय चलन ब) रोजगारात वाढ
क) उत्पादनात वाढ
- vii) पहिले पर्यटन धोरण मध्ये लागू केले गेले.
अ) 1982 ब) 1999
क) 1986

ब) खालील जुळवा :

[5]

गट अ

- i) कृषी पर्यटन
- ii) आरोग्य पर्यटन
- iii) देशांतर्गत पर्यटन
- iv) प्रोत्साहनपर पर्यटन
- v) हेरिटेज टुरिझम

गट ब

- अ) वैद्यकीय पर्यटन
- ब) ग्रामीण पर्यटन
- क) कंपनीकडून प्रवासाची ऑफर
- ड) स्वतःच्या देशात प्रवास
- इ) क्रीडा पर्यटन
- फ) ऐतिहासिक ठिकाणी प्रवास
- य) धार्मिक पर्यटन

प्रश्न 2) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) आंतर-प्रादेशिक पर्यटन
- ब) आरोग्य पर्यटन
- क) पर्यटन पायाभूत सुविधांचा विकास
- ड) जागतिकीकरण आणि पर्यटन
- इ) पर्यटनाचे प्रकार

प्रश्न 3) अ) पर्यटनाचे स्वरूप स्पष्ट करा.

[8]

ब) राज्य व्यवसाय पर्यटन स्पष्ट करा.

[7]

प्रश्न 4) अ) पर्यटनाचा सामाजिक-सांस्कृतिक प्रभाव स्पष्ट करा.

[8]

ब) भारतातील पर्यटनाची व्याप्ती स्पष्ट करा.

[7]



Total No. of Questions : 6]

SEAT No. :

PD-922

[Total No. of Pages : 3

[6439]-117

S.Y. B.Com.

COMPUTER PROGRAMMING AND APPLICATION - II

246 L : Relational Database Management System - II

(2019 Pattern) (CBCS) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q.No. 1 and Q.No. 6 compulsory.*
- 2) *Solve any three questions from the remaining questions No. 2, 3, 4 and 5.*
- 3) *Figures to the right indicate full marks.*

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

- i) _____ are a database feature that can automatically generate unique numbers.
 - a) Synonyms
 - b) Sequence
 - c) Index
 - d) View
- ii) _____ Command removes user access right to the database objects.
 - a) Grant
 - b) Revoke
 - c) Constraint
 - d) Privileges
- iii) In SQL, Grant command is used to _____.
 - a) allow user to access databases
 - b) allow user to create databases
 - c) choose auditing for specific SQL commands
 - d) grant system privileges, roles, and object privileges to uses and roles
- iv) _____key ensure the referential integrity of the data in one table to match the values in another table.
 - a) Primary key
 - b) Foreign key
 - c) Unique key
 - d) Not null key

P.T.O.

- v) The _____ of following is not a valid SQL Data type.
- a) float b) numeric
- c) decimal d) character
- vi) SQL is _____ Query Language.
- a) Stable b) Structured
- c) Suitable d) Strong

B) Solve the following queries : [5]

- i) Create Table
Employee having structure (E_id, EName, Jdate, Salary)
- ii) Display all records of employee in descending order of name.
- iii) Find all employee whose salary is less than Rs. 10000.
- iv) Delete the record of employee having E_id = 3.
- v) Change the joining date of employee id = 1 to 15-Mar-2024.

Q2) Answer the following questions : [15]

- Explain scalar function with example in SQL.
- What is the use of index?
- What are the restrictions for Alter command in SQL.

Q3) Answer the following questions : [15]

- What is universal data access?
- Explain advantages of DBMS.
- Explain types of view.

Q4) Answer the following questions : [15]

- Explain user Privileges in detail.
- Explain IN and NOT IN operator.
- Explain aggregate functions with examples.

Q5) Answer the following questions :

[15]

- a) Explain where clause with example.
- b) Explain types of joins.
- c) Write a co-related sub queries.

Q6) Write short note on following (Any 3) :

[15]

- a) Rollup operator in SQL.
- b) Advantages of RDBMS.
- c) Use of ADO.
- d) Unique and NOT NULL constraint.
- e) DDL



Total No. of Questions : 3]

SEAT No. :

PD-923

[Total No. of Pages : 2

[6439]-118

S.Y. B.Com.

VOC-245A: COMPUTER APPLICATIONS
(CBCS) (2019 Pattern) (Semester - IV)(Vocational - I)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All Questions are compulsory.*
- 2) *Figure to the right indicate full marks.*

Q1) A) Fill in the Blanks.

[5]

- i) The following _____ is an attribute of a DSS.
 - a) Database
 - b) Efficiency and Effectiveness
 - c) Information
 - d) Cell
- ii) ERP is an _____ .
 - a) Enterprise Resource Planning
 - b) Enterprise Research Product
 - c) Enterprise Research Process
 - d) Entrepreneur Resource Process
- iii) Executive Support System is also called as_____.
 - a) Executive System
 - b) Executive Research System
 - c) Executive Information System
 - d) Executive Intelligence System
- iv) What is data converted into a meaningful and useful context?
 - a) Information
 - b) Executive Information
 - c) Intelligence
 - d) Knowledge
- v) An _____ system is designed to learn more about customers wants needs, and behaviors.
 - a) EIS
 - b) ESS
 - c) ERP
 - d) MIS

P.T.O.

B) State the following is True or False [5]

- a) Integrate Internal and External data is the main characteristics of ESS.
- b) Better decision from an enterprise will help organization to go a step ahead of its competitors.
- c) ERP focuses on the internal operations of an organization.
- d) MIS is implemented by company to handle its contact with its customer.
- e) User Interface is a component of Decision Support System.

Q2) Answer the following (Any four) [20]

- a) What do understand by Executive Support System? Explain
- b) What is Decision Support System? Explain its characteristics.
- c) What is the Difference between Information and Data?
- d) What is scope of ERP in organization?
- e) How Management Information System is useful for business organization? Explain

Q3) Write short note on the following (Any Two): [20]

- a) What is ERP? What are its applications?
- b) Explain in detail any two types of decision support system.
- c) What are the various disadvantages of executive support system?



Total No. of Questions : 4]

SEAT No. :

PD-924

[Total No. of Pages : 2

[6439]-119

S.Y. B.Com. (Vocational)

ADVERTISING AND MEDIA PLANNING

**245 B : Advertising Sales Promotion and Sales Management - I
(2019 Pattern) (CBCS) (Semester - IV)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidate:

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

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

[5]

- i) In AIDAS, I stand for
 - a) Interest
 - b) Interaction
 - c) Idea
 - d) Intimation
- ii) _____ is not a part of marketing mix.
 - a) Product
 - b) Purpose
 - c) Place
 - d) Price
- iii) Free samples, coupons, discount, sale, _____ these are the examples of _____.
 - a) Advertising
 - b) Personal selling
 - c) Sales Promotion
 - d) Publicity
- iv) Sub elements of product mix includes _____.
 - a) New product development
 - b) Branding
 - c) Packaging
 - d) All the above
- v) Social media marketing focuses on _____.
 - a) Social platform
 - b) Individual shop
 - c) Whole sale
 - d) All of the above

P.T.O.

B) Match the following : [5]

Column A	Column B
a) Micro blogging	i) Brand
b) It is specific name, symbol or design	ii) Promotion mix
c) Credit or Discount	iii) Post vert short entries
d) Cupons	iv) Place mix
e) Channel of distribution	v) Price mix

Q2) Write short note on (Any 2) [10]

- a) Web Advertising
- b) Elements of promotion mix
- c) Characteristics of Branding

Q3) Answer the following (Any 4): [20]

- a) What are the elements of place mix?
- b) Write techniques of Online sales promotion.
- c) Write a note on AIDAS.
- d) Social media advertising.
- e) Write sub elements of price mix.

Q4) Answer the following (Any 1): [10]

- a) What do you mean by marketing mix? Explain in brief elements of marketing mix.
- b) What do you mean by brand positioning. Explain with examples.



Total No. of Questions : 4]

SEAT No. :

PD-2043

[Total No. of Pages : 3

[6439]-120

S.Y. B.Com. (Vocational)

TAX PROCEDURE & PRACTICES - I

245 C : Income Tax

(2019 Pattern) (CBCS) (Semester - IV)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidate:

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

Q1) A) Choose appropriate answer (Any Five) : [5]

- i) Unabsorbed depreciation can be carried forward for set off for ____
 - a) 4 years only
 - b) 8 years only
 - c) 10 years only
 - d) unlimited years
- ii) Advance tax is not payable if tax payable is less than ____
 - a) Rs.10,000
 - b) Rs.15,000
 - c) Rs.20,000
 - d) Rs.25,000
- iii) ____ is not a capital expense.
 - a) Expenses of promoting a company
 - b) Commission to employees to achieve sales targets
 - c) Installation expenditure of plant of a company
 - d) Legal expenses for reduction of capital
- iv) An individual involved in the profession with a gross receipt that exceeds Rs ____ during the previous year, is required to get his accounts audited under IT Act.
 - a) 15 lakhs
 - b) 20 lakhs
 - c) 45 lakhs
 - d) 50 lakhs

P.T.O.

- v) Regular assessment means assessment made under _____
 - a) Section 143(3) b) Section 144
 - c) Section 145 d) Section 145(3)
- vi) It is not mandatory for an assessee to file a return of loss if it pertains to loss under the head _____
 - a) PGBP b) Salary
 - c) Capital gains d) Income from house property

B) State whether the following statement is true or false (Any Five) : [5]

- a) The books of accounts are to be kept and maintained for a period of six years from the end of the relevant assessment year.
- b) From tax point of view, a limited liability partnership (LLP) is treated as General partnership firm.
- c) If the AO has reason to believe that any income chargeable to tax has escaped assessment for any assessment year, he may initiate proceedings of Re-assessment.
- d) A return of income when notified as defective, has to be rectified within 40 days.
- e) A Tax Audit is an examination and assessment of the books of accounts of an organization carrying business or profession.
- f) In ease of non-corporate taxpayer, Minimum Alternative Tax is levied @ 15% of adjusted total income.

Q2) Write short note on (Any 2)

[10]

- a) Regular Assessment
- b) Advance Payment of Tax
- c) Tax Collection at Source
- d) Minimum Alternative Tax

Q3) Solve the following problem :**[15]**

The Profit and Loss A/c of M/s XY Partnership Firm for the year ended 31st March 2025 is as under:

Profit & Loss A/c

Particulars	Rs.	Particulars	Rs.
To Remuneration to partners	2,60,000	By Gross Profit B/d	4,45,000
To Trade expenses	36,000	By Commission	62,000
To Provision for Bad debts	5,000	By Interest on Securities	17,600
To Postage	6,600	By Sundry receipts	3,600
To Depreciation	16,800	By Capital Gain	14,800
To Rent of Building	60,000	By Interest on FD	57,000
To Interest on Capital	35,600		
To Net Profit C/d	1,80,000		
	6,00,000		6,00,000

Additional Information:

- Depreciation allowable as per IT rules amounting to Rs.15,000.
 - Trade expenses, including Rs.10,000, are disallowed as per IT provisions.
 - Interest on capital has been paid at 15% p.a. in accordance with the terms of the partnership deed.
- Calculate total income of the firm.

Q4) Answer the following questions (Any Three) :**[15]**

- State the powers of the Central Board of Direct Taxes.
- Explain in brief Penal Provisions under Income Tax law.
- State the different types of return under the Income Tax Act.
- Mr. A estimated his income tax liability at Rs.1,30,000 including Health and Education Cess for the year 2024-25. He also estimated his TDS at Rs.20,000 for the said previous year. Find out the advance tax payable by Mr. A.
- From the following information compute the interest payable under section 234A by individual for Assessment year: 2024-25.
 - Date of filing of return: 15th November 2024
 - Due date of filing of return: 31st July 2024
 - Tax determined on regular assessment Rs,36,000
 - Tax paid in advance Rs.20,000



Total No. of Questions : 3]

SEAT No. :

PD925

[6439]-121

[Total No. of Pages : 2

S.Y. B.Com. (Vocational)

VOC - 246(A) : COMPUTER APPLICATIONS-II
(CBCS 2019 Pattern) (Semester-IV)

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) In which HTML element, we put the JavaScript code?
 - i) `<javascript>...</javascript>`
 - ii) `<js>...</js>`
 - iii) `<script>...</script>`
 - iv) `<css>...</css>`
- b) _____ attribute of the body tag is used to specify color of text for a web page.
 - i) text
 - ii) txtgcolor
 - iii) textcolor
 - iv) tcolor
- c) How do we write a comment in javascript?
 - i) \$ \$
 - ii) //
 - iii) /* */
 - iv) # #
- d) _____ tag is used for making the text bold in HTML.
 - i) `<bo>`
 - ii) `<bl>`
 - iii) `<bold>`
 - iv) `<b>`
- e) _____ tag defines a row in an HTML table.
 - i) `<trow>`
 - ii) `<tr>`
 - iii) `<tabrw>`
 - iv) `<tdr>`
- f) _____ tag is used to break the line in the web page.
 - i) `<bline>`
 - ii) `<li>`
 - iii) `<br>`
 - iv) `<bl>`

P.T.O.

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

- a) All HTML tags are enclosed in < >.
- b) is used to give border to the text.
- c) <pr> tag is used to define paragraph in HTML.
- d) In HTML tag is used to make a bulleted list.
- e) <hr> tag is used to break the line in the web page.

Q2) Answer the following (Any FOUR) : [20]

- a) Explain any four Formatting tags in HTML.
- b) Explain Table tag used in HTML with example.
- c) How images are inserted in HTML? Explain image tag with syntax and example.
- d) Define Array. How to create Array in JavaScript?
- e) Explain Variables used in JavaScript

Q3) Answer the following (Any TWO) : [20]

- a) Explain ordered and unordered list tag in HTML with syntax and example.
- b) What is hyperlink? How hyperlink is created in HTML? Explain tag with syntax and example.
- c) Explain Arithmetic and comparison operators in JavaScript with example.



Total No. of Questions : 4]

SEAT No. :

PD926

[6439]-122

[Total No. of Pages : 2

S.Y. B.Com. (Vocational)

PERSONAL SELLING & SALESMANSHIP

**246 (B) : Advertising, Sales Promotion & Sales Management
(2019 Pattern) (Semester-IV)**

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) Multiple Choice Questions : [5]

- a) The four phases of the Product life cycle are the _____.
 - i) introduction, growth, maturity, and decline phases
 - ii) introduction, maturity, decline, growth
 - iii) growth, maturity decline introduction
 - iv) introduction, Maturity, decline growth.
- b) In Maturity stage of product life cycle cost of marketing is _____.
 - i) Very high
 - ii) Very low
 - iii) Moderate
 - iv) Not known
- c) It is Support and assistance that business provides to its customers.
 - i) Idea generation
 - ii) Suggestion
 - iii) After Sales Service
 - iv) Lower pricing
- d) Love and affection is the _____ behind purchase of products.
 - i) Buying motives
 - ii) Selling motives
 - iii) Marketing decisions
 - iv) Bargaining motive
- e) This type of customer are very difficult to handle.
 - i) Friendly
 - ii) Arrogant
 - iii) shy
 - iv) silent

P.T.O.

B) Match the pairs : [5]

- | | |
|--------------------------------------|-------------------------|
| a) Primary Packaging | i) Cloth Bag |
| b) Secondary packaging | ii) Toothpaste Carton |
| c) It is online promotion of Product | iii) Introduction stage |
| d) Sales volume low but increasing | iv) Buying motives |
| e) Pride | v) Online Marketing |

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

- a) Packaging and labelling of product
- b) Decline stage in product life cycle
- c) Emotional buying motives
- d) After Sales Service

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

- a) Product life cycle
- b) New product development
- c) Rational buying motives
- d) Patronage buying motives
- e) Green marketing
- f) Online Marketing

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

- a) State and explain process of selling.
- b) Write detail note on new concepts in marketing



Total No. of Questions : 4]

SEAT No. :

PD-2044

[Total No. of Pages : 2

[6439] - 123

S.Y. B.Com. (Vocational)

TAX PROCEDURE & PRACTICES Paper-II

246C: Goods & Services Tax

(CBCS) (2019 Pattern) (Semester-IV)

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 correct answer (Any Five) : [5]

- 1) The annual audit report must be certified by a practicing _____
 - a) MCA
 - b) MCMA
 - c) CA or CMA
 - d) MCCA
- 2) Invoice-wise details of supplies made by a taxable person are filed in _____
 - a) GSTR-1
 - b) GSTR-2
 - c) GSTR-4
 - d) GSTR-9
- 3) Input Tax Credit credited in the Electronic Credit Ledger can be utilized for _____
 - a) Payment of Taxes
 - b) Payment of Interest
 - c) Payment of Fine
 - d) Payment of Expenditure
- 4) The return for outward supplies made by a registered person must be submitted in Form no. _____
 - a) GSTR-1
 - b) GSTR-2B
 - c) GSTR-3
 - d) GSTR-4B
- 5) Provisional Input tax credit can be utilized against _____
 - a) Any Tax liability
 - b) Output Tax liability
 - c) Interest and Penalty
 - d) Fine

P.T.O.

6) The final return must be submitted in Form _____

- | | |
|------------|-----------|
| a) GSTR-4 | b) GSTR-5 |
| c) GSTR-10 | d) GSTR-9 |

B) TRUE or FALSE : [5]

- 1) The details of outward supplies must include information on debit notes, credit notes and revised invoices issued in relation to outward supplies.
- 2) Input tax credit is completely restricted when switching from taxable supplies to exempt supplies.
- 3) Proportionate credit for capital goods is allowed for both business and non-business purposes.
- 4) A payment voucher is not required if the supplier is unregistered.
- 5) The time limit to pay for the value of supply along with taxes to claim input tax credit is 90 days.

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

- 1) Input Tax Credit
- 2) Bill of Supply
- 3) Assessment under GST law
- 4) FORM GSTR-2A

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

- 1) What information is included in GSTR-1?
- 2) What is the maximum time limit to claim Input Tax Credit?
- 3) What are the provisions for assessing unregistered people under GST?
- 4) How will the transfer of credit be handled in the case of sale, merger, amalgamation, etc.?
- 5) What are the conditions for an Input Service Distributor to distribute credit?
- 6) What is the difference between Input Tax Credit for Compulsory and Voluntary Registration?

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

- 1) What are the various types of GST returns?
- 2) What are the different provisions for audit by tax authorities under GST?

