

Total No. of Questions : 5]

SEAT No. :

**P1101**

[Total No. of Pages : 2

**[4963] - 201**

**S.Y. B.Com.**

**BUSINESS COMMUNICATION**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** Define the term 'Communication' Explain the principles and process of communication. **[16]**

**Q2)** Explain the structure of business letter. **[16]**

OR

Define the term 'Soft-skill'. Explain the different elements of soft-skill.

**Q3) a)** Write an enquiry letter to M/s Hema Dresses, Laxmi Road, Pune on behalf of M/s Prakash cloth stores, sarang society, Nasik-regarding need of various sizes of school dresses. **[8]**

b) Write an Appointment letter from M/s Pooja Traders. Laxmipuri, Kolhapur to Mr. Raju Shah, Sadashiv Peth, Pune as he is appointed as an 'Managing Director' in the company. **[8]**

OR

a) Write an favourable reply to M/s Pragati Traders, Vijapur Road, Solapur, regarding the financial standing of M/s Swastic Traders, Alandi Road, Pune on behalf of M/s Supriya & Co. Ganagapur Road, Nasik.

b) Draft a Notice & Agenda of Annual General Meeting to its shareholders on behalf of Wipro Company Ltd., Hinjewadi, Pune.

**P.T.O**

**Q4)** What do you mean by 'Report'? Explain the essentials & Types of reports.[16]

**Q5)** Write short notes (any two) **[16]**

- a) Advantages & Disadvantages of non-verbal Communication.
- b) Advantages & Disadvantages of E-mail
- c) Electronic Clearance System
- d) Contents of Minutes



Total No. of Questions : 4]

SEAT No. :

**P1102**

[Total No. of Pages : 7

**[4963] - 202**

**S.Y. B.Com.**

**CORPORATE ACCOUNTING**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*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) Profit Prior to incorporation is also called \_\_\_\_\_ Profit.
- ii) The dividend declared between two annual general meetings is called \_\_\_\_\_
- iii) Balance on forfeited shares account is transferred to \_\_\_\_\_
- iv) A person appointed to wind up a company is called \_\_\_\_\_
- v) General Reserve is transferred to the \_\_\_\_\_ of equity shareholders account.
- vi) Amount payable to Minority shareholders is called \_\_\_\_\_
- vii) \_\_\_\_\_ is a company whose shares are acquired by any other company to exercise control.

**B) State the following statements are true or false (any five) [5]**

- i) Depreciation must be provided on idle asset.
- ii) Goodwill is fixed asset
- iii) Share Premium is recorded under the head 'reserve and Surplus'
- iv) A new company is formed in case of External Reconstruction.
- v) General Reserve is transferred to Equity shareholders account
- vi) Purchase consideration is paid in the form of cash, Equity shares and Preference Shares.
- vii) Increase in the value of an asset is credited to Capital Reduction Account

**P.T.O**

C) Write short notes on (any two)

[14]

- i) Forfeiture of Shares
- ii) Capital Structure of a Company
- iii) Liquidators Final Statement of Account
- iv) Methods of Purchase Consideration
- v) Minority Interest

**Q2)** National Chemicals Limited was registered with an authorized capital of Rs. 1500000, divided into 150000 equity shares of Rs. 10 each. The trial balance as on 31 .03.2015 is as follows:

Debit	Rs.	Credit	Rs.
Calls In Arrears	18,000	6% Debentures	7,50,000
Plant And Machinery	9,00,000	R.D.D.	9,500
Stock	1,88,000	Sales	10,38,000
Fixtures	18,000	Creditors	1,25,000
Debtors	2,18,000	Bills Payable	95,000
Building	7,50,000	General Resrve	60,000
Purchases	4,62,000	Profit And Loss	
		Appropriation A/C	36,000
Interim Dividend Paid	19,000	Called Up Capital	11,50,000
Rent, Rates And Taxes	12,000		
General Expenses	12,000		
Debenture Interest Paid	22,500		
Preliminary Expenses	13,000		
Freight	32,000		
Goodwill	62,000		
Wages	2,12,000		
Cash In Hand	1,00,000		
Directors Fees	16,000		
Bad Debts	5,000		
Salaries	54,000		
4% Government Securities (Purchased On 31 .03.2015)	1,50,000		
	32,63,500		32,63,500

Adjustments:

- i) Closing stock in 31 .3.2015 amounted to Rs. 2,50,000/-
- ii) Rs.25000 out of wages were utilized in adding rooms to the Building
- iii) Outstanding salaries amounted Rs.2,000/-
- iv) Prepaid insurance included in General Expenses amounted Rs. 400/-
- v) Interest on debentures in outstanding for six months.
- vi) Provide for Bad and Doubtful Debts @5% on sundry debtors
- vii) Write off preliminary expenses by 20%
- viii) Depreciate Plant and Machinery @ 10%
- ix) Depreciate Fixtures @ 5%
- x) Provision for Income Tax is to be made to the extent of Rs. 60,000/-
- xi) Transfer Rs. 20,000/- to General Reserve
- xii) Directors proposed a dividend of 5% on paid up capital

You are required to prepare Trading A/c. Profit and Loss A/c and Profit and Loss Appropriation Account for the year ended 31.3.2015 and a Balance Sheet as on that date in the prescribed format under the Companies Act 1956. [14]

OR

Mansi Chemicals Ltd. Was newly formed with an authorized capital of Rs. 2,00,000/- divided into 20,000 equity shares of Rs. 10 each.

The company issued 6,000 equity shares to the public for subscription at a premium of 10% payable as follows:

On Application	Rs. 2
On Allotment	Rs. 4 (Including Premium)
On First Call	Rs.2
On Final Call	Rs. 3

Applications for 10,000 shares were received and pro rata allotment was made to the applicants of 9,000 shares, remaining applications were rejected and the application money was refunded.

Excess application money was adjusted against allotment dues.

All the shareholders paid the necessary amounts due from them except Mr. Suraj who failed to pay the first and final call money on 100 shares.

His shares were forfeited. These forfeited shares were reissued to Mr. Chandrakant at Rs. 8 per share as fully paid.

Give necessary journal entries in the books of the company.

[14]

**Q3) A) Attempt the following questions. (four marks each) [8]**

- i) Sahyadri Ltd. Purchased machinery for Rs. 25,00,000/- which has an estimated useful life of 10 years.

At the end of the period, it is expected to have a scrap value of Rs. 5,00,000/-.

- a) Find out depreciable amount  
b) Calculate the amount of depreciation for each year.

- ii) The assets and liabilities of Prabhakar Ltd. are valued at Rs 20,00,000/-and Rs 15,00,000/- respectively.

Its business is acquired by Star Ltd at a purchase price of Rs. 9,00,000/-,.

Calculate the amount of Goodwill.

B) Following is the summarized Balance Sheet of H Limited and s Limited as on 31.12.2014

Liabilities	H Ltd.	S Ltd.	Assets	H Ltd.	S Ltd.
Equity share capital of Rs.10 each	6,00,000	3,00,000	Goodwill	60,000	--
General reserve	2,00,000	1,50,000	Buildings	3,00,000	1,50,000
Profit and loss a/c	3,00,000	1,20,000	Machinery	1,90,000	1,35,000
Creditors	1,00,000	75,000	Vehicles	60,000	1,20,000
Bills payable	30,000	40,000	Investment in 22,500 Equity shares in S Ltd at cost	3,15,000	--
			Stock	1,60,000	1,60,000
			Debtors	75,000	40,000
			Bills receivable	30,000	40,000
			Cash	40,000	40,000
	12,30,000	6,85,000		12,30,000	6,85,000

- i) H Ltd. acquired the shares of S Ltd. On 1.7.2014
- ii) On 1.1.2014, S Ltd. Has a General Reserve of Rs. 60,000/- and the Profit and Loss account showed a credit balance of Rs. 40,000/-.
- iii) Creditors of H Ltd. include Rs. 30,000/- due from S Ltd.
- iv) Bills Payable of S Ltd include Rs. 25,000/- issued in favour of H Ltd.

You are required to prepare a Consolidated Balance Sheet as on 31.12.2014 with necessary workings. [14]

**Q4) A)** Star Traders Ltd. went into voluntary liquidation on 31.12.2013 when its Balance Sheet was as follows:

Liabilities	Amount	Assets	Amount
Paid up Share Capital		Goodwill	20,000
9,400 Equity shares of Rs. 10 each	94,000	Leasehold property	27,000
Bank overdraft (Unsecured)	45,000	Machinery	76,000
<u>Sundry creditors</u>		Vehicles	15,000
a) Preferential 3,700		Stock	41,000
b) Partly Secured 30,400		Debtors	37,000
c) Unsecured 70,900	1,05,000	Cash in hand	7,000
		Profit and Loss a/c	21,000
	2,44,000		2,44,000

- i) The liquidator realized the assets as follows:
  - a) Leasehold property which was used to pay partly secured creditors, Rs.22,000/-
  - b) Machinery Rs.64,000/-
  - c) Vehicles Rs. 10,000/-
  - d) Stock Rs. 60,000/-
  - e) Debtors Rs.35,000/-
- ii) The expenses of liquidation amounted to Rs. 1,900/-
- iii) Liquidators remuneration was fixed at 3% on assets realized except cash and 10% on the amount returned to the equity shareholders.

You are required to prepare the Liquidators Final Statement of Account [10]

B) Following is the Balance Sheet of Kadambari Limited as on 31.3.2015.

Liabilities	Amount	Assets	Amount
2000,5% Cum. Pref. Sh of Rs.100 each	2,00,000	Goodwill	15,000
4000 Equity Shares of Rs. 100 each	4,00,000	Freehold property	2,00,000
6% Mortgage Debentures	1,00,000	Plant and machinery	3,00,000
Bank Overdraft	50,000	Stock	50,000
Creditors	1,00,000	Debtors	40,000
		Profit & Loss a/c	2,40,000
		Cash	5,000
	8,50,000		8,50,000

The company got the following scheme for Capital Reduction approved by the court:

- i) The Preference shares are to be reduced by Rs. 25 per share fully paid
- ii) Equity shares are to be reduced by Rs. 60 per share fully paid up
- iii) The debenture holders took over the stock in trade and debtors in full satisfaction of the amount due to them
- iv) Write off :-
  - a) Goodwill
  - b) Profit and Loss account
- v) The freehold property is appreciated by Rs. 60,000/-
- vi) Plant and machinery is depreciated by Rs. 1,00,000/-
- vii) Reconstruction expenses amounted Rs. 3,000/-

Pass journal entries for the above and prepare Revised Balance Sheet[10]

OR



Nutan Ltd sold its business to Bageshri Ltd on 31.3.2015; on which date its balance sheet was as follows : [20]

Liabilities	Amount	Assets	Amount
2,000 Equity shares of Rs.100 each	2,00,000	Goodwill	50,000
6% Debentures	1,00,000	Freehold Property	1,50,000
General reserve	50,000	Plant and Machinery	83,000
Profit and Loss a/c	20,000	Stock	35,000
Creditors	30,000	Bills receivable	4,500
		Sundry debtors	27,500
		Cash at Bank	50,000
	4,00,000		4,00,000

- i) Bageshri Ltd agreed to take over the assets of Nutan Ltd. at 10% less than the book value except goodwill; which was valued at Rs. 75,000/-
- ii) Bageshri Ltd. did not take over bank balance of Nutan Ltd
- iii) Bageshri Ltd. took over the debentures of Nutan Ltd at book value.
- iv) Bageshri Ltd discharged the Purchase Consideration as follows:
  - a) 1,500 Equity shares of Rs. 100/- each, valued at Rs.110/- in Bageshri Ltd
  - b) Balance in cash
- v) The cost of liquidation amounted to Rs. 3,000/-

You are required to prepare:

- Realization a/c
- Bank Account
- Purchasing Company a/c
- Equity shares in purchasing company a/c
- Equity shareholders account in the books of Nutan Ltd. Also pass opening journal entries in the books of Bageshri Ltd



Total No. of Questions : 5]

SEAT No. :

**P1103**

[Total No. of Pages : 3

**[4963] - 203**

**S.Y. B.Com.**

**BUSINESS ECONOMICS (Macro)**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Draw neat diagrams wherever necessary.*

**Q1)** Explain the scope and significance of macro-economics. **[16]**

**Q2)** What is National income? Explain the difficulties in measuring national income. **[16]**

OR

Explain the Fisher's Quantity theory of money. **[16]**

**Q3)** Answer in brief :

- a) State the primary functions of money. **[8]**
- b) What are the causes of Inflation? **[8]**

OR

- a) Explain the psychological law of consumption. **[8]**
- b) Explain the principle of Investment multiplier. **[8]**

**Q4)** Explain the keynesan theory of output and employment in detail. **[16]**

**Q5)** Write short notes on (any two) : **[16]**

- a) Phases of Trade cycle
- b) Nature and Scope of public finance
- c) Philip's curve
- d) Quantitative credit control

**P.T.O**

Total No. of Questions : 5]

P 1103

[4963] - 203

S.Y. B.Com.

BUSINESS ECONOMICS (Macro)

(2008 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

- सूचना :
- 1) सर्व प्रश्न सोडविणे अनिवार्य आहे.
  - 2) उजीवकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
  - 3) आवश्यक तेथे सुबक आकृत्या काढा.
  - 4) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

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- प्रश्न 1) समग्रलक्षी अर्थशास्त्राची व्याप्ती व महत्त्व स्पष्ट करा. [16]
- प्रश्न 2) राष्ट्रीय उत्पन्न म्हणजे काय? राष्ट्रीय उत्पन्न मापनातील अडचणी स्पष्ट करा. [16]
- किंवा
- फिशरच्या चलन संख्यामान सिद्धान्ताचे टिकात्मक परिक्षण करा. [16]
- प्रश्न 3) थोडक्यात उत्तरे द्या.
- अ) पैशाची प्राथमिक कार्ये मांडा. [8]
- ब) चलनविस्ताराची कारणे कोणती? [8]
- किंवा
- अ) उपयोगासंबंधीचा मानसशास्त्रीय नियम स्पष्ट करा. [8]
- ब) गुंतवणूक गुणकाचे तत्व स्पष्ट करा. [8]
- प्रश्न 4) केन्स यांचा उत्पादन व रोजगाराच्या सिद्धान्ताचे सविस्तर स्पष्टीकरण करा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा (कोणत्याही दोन) :

[16]

- अ) व्यापार चक्राच्या अवस्था
- ब) सार्वजनिक आयव्ययाचे स्वरूप व व्याप्ती
- क) फिलीप्स वक्र
- ड) संख्यात्मक पतनियंत्रण



Total No. of Questions : 5]

SEAT No. :

**P1104**

[Total No. of Pages : 3

[4963] - 204

**S. Y. B.Com.**

**PRINCIPLES AND FUNCTIONS OF MANAGEMENT**

**Business Management**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** What do you mean by Management? Explain the functions of Management. **[16]**

**Q2)** What is planning? Explain the importance of planning. **[16]**

OR

What is Management? Explain the specific contribution of peter Drucker in the empirical school of Management thought. **[16]**

**Q3)** a) Explain the characteristics of leadership **[8]**

b) Explain the various techniques of co-ordination **[8]**

OR

a) Explain the advantages of Delegation **[8]**

b) Explain the techniques of Direction **[8]**

**Q4)** What is business ethics? Explain the principles and importance of business ethics. **[16]**

**Q5)** Write short notes on (any two) : **[16]**

- a) Importance of Communication
- b) Importance of manpower planning
- c) Management : Art or Science
- d) Explain Managerial thoughts by Dr. Babasaheb Ambedkar.



**P.T.O**

Total No. of Questions : 5]

**P1104**

**[4963] - 204**

**S. Y. B.Com.**

**PRINCIPLES AND FUNCTIONS OF MANAGEMENT**

**Business Management**

**(2008 Pattern)**

**(मराठी रुपांतर)**

वेळ : 3 तास]

[एकूण गुण : 80

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.
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**प्रश्न 1)** व्यवस्थापन म्हणजे काय? व्यवस्थापनाची कार्ये स्पष्ट करा. [16]

**प्रश्न 2)** नियोजन म्हणजे काय? नियोजनाचे महत्व स्पष्ट करा. [16]

किंवा

व्यवस्थापन म्हणजे काय? अनुभवाधिष्ठित दृष्टीकोन विचारांच्या विकासातील 'पीटर ड्रुकर' यांचे योगदान स्पष्ट करा. [16]

**प्रश्न 3)** अ) नेतृत्वाची वैशिष्ट्ये स्पष्ट करा. [8]

ब) समन्वयाची विविध तंत्रे स्पष्ट करा. [8]

किंवा

अ) अधिकार प्रदानाचे फायदे स्पष्ट करा. [8]

ब) निर्देशनाची तंत्रे स्पष्ट करा. [8]

**प्रश्न 4)** व्यावसायिक नितिमूल्ये म्हणजे काय? व्यावसायिक नितिमतेची मूलतत्वे व महत्व स्पष्ट करा? [16]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणतेही दोन) :

[16]

- अ) संदेशवहनाचे महत्व
- ब) मनुष्यबळ नियोजनाचे महत्व
- क) व्यवस्थापन : कला की शास्त्र ?
- ड) डॉ. बाबासाहेब आंबेडकर यांचे व्यवस्थापकीय विचार स्पष्ट करा.



Total No. of Questions : 5]

SEAT No. :

**P1105**

[Total No. of Pages : 3

**[4963] - 205**

**S.Y. B.Com.**

**ELEMENTS OF COMPANY LAW**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *All questions carry equal marks.*

**Q1)** Define 'Company'. Distinguish between public and private company.

**Q2)** Define memorandum of Association. Distinguish between memorandum of Association and Articles of Association.

OR

What do you mean by Forfeiture of shares? Explain the procedure and effect of the forfeiture of shares.

**Q3)** a) Write a note on sweat - equity shares.  
b) Write a note on Duties of Director.

OR

- a) State the secretarial work relating to compromise and arrangement.
- b) Distinguish between Managing Director and Manager.

**Q4)** Define 'Meeting'. Explain in detail the requisites of a valid meeting.

**Q5)** Write short notes on (any two) :

- a) e-governance.
- b) Amalgamation of company
- c) Minority protection
- d) Distinguish between Winding up and Dissolution.



**P.T.O**



Total No. of Questions : 5]

**P1105**

**[4963] - 205**

**S.Y. B.Com.**

**ELEMENTS OF COMPANY LAW**

**(2008 Pattern)**

**(मराठी रुपांतर)**

वेळ : 3 तास]

[एकूण गुण : 80

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.  
2) सर्व प्रश्नांना समान गुण आहेत.  
3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.
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**प्रश्न 1)** कंपनीची व्याख्या द्या. सार्वजनिक कंपनी आणि खाजगी कंपनी यांतील फरक स्पष्ट करा.

**प्रश्न 2)** घटनापत्रकाची व्याख्या द्या. घटनापत्रक व नियमावली यांतील फरक स्पष्ट करा.

किंवा

भागजप्ती म्हणजे काय? भागजप्तीची कार्यपद्धती व परिणाम स्पष्ट करा.

**प्रश्न 3)** अ) स्वेट इक्विटी शेअर्स यांवर टीप लिहा.

ब) संचालकाची कर्तव्ये यांवर टीप लिहा.

किंवा

अ) तडजोडीच्या योजनेसंदर्भात चिटणिसाची कार्ये सांगा.

ब) व्यवस्था संचालक आणि व्यवस्थापक यांतील फरक स्पष्ट करा.

**प्रश्न 4)** सभेची व्याख्या द्या. कायदेशीर सभेच्या आवश्यक बाबी सविस्तर स्पष्ट करा.

प्रश्न 5) टिपा लिहा (कोणत्याही दोन) :

- अ) ई-गव्हर्नन्स
- ब) कंपनीचे विलीनीकरण
- क) अल्पसंख्यांकांचे हितरक्षण
- ड) कंपनीचे समाप्तीकरण आणि विसर्जन यांतील फरक



Total No. of Questions : 5]

SEAT No. :

**P1106**

[Total No. of Pages : 3

**[4963] - 206**

**S.Y. B.Com.**

**BUSINESS ADMINISTRATION (Paper - I)**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** Explain the principles of Management. **[16]**

**Q2)** Explain the features and disadvantage of Partnership Firm **[16]**

OR

Explain the factors affecting plant location

**Q3)** a) Explain the functions of Business Administration. **[8]**

b) State the Social responsibility of the business towards customers **[8]**

OR

a) Explain the Legal and Political business environment **[8]**

b) State the various measures to boost the productivity. **[8]**

**Q4)** Define privatization. Explain its objectives and impact on Indian Economy. **[16]**

**Q5)** Write short notes on (any four) : **[16]**

- a) T.Q.M.
- b) Quality Circle
- c) Industrial Sickness
- d) Joint Stock Companies
- e) Co-operative Societies
- f) Globalization



**P.T.O**

Total No. of Questions : 5]

P 1106

[4963] - 206

S.Y. B.Com.

BUSINESS ADMINISTRATION (Paper - I)

(2008 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

- 
- प्रश्न 1) व्यवस्थापनाची तत्वे सविस्तर स्पष्ट करा. [16]
- प्रश्न 2) भागीदारी संस्थेची वैशिष्ट्ये व तोटे स्पष्ट करा. [16]  
किंवा  
वनस्पती स्थानावर प्रभावित करणारे घटक समाजावून सांगा.
- प्रश्न 3) अ) व्यवसाय प्रशासनाची कार्ये स्पष्ट करा. [8]  
ब) व्यवसाय संस्थेच्या ग्राहकांच्या दृष्टीने सामाजिक जबाबदाऱ्या लिहा. [8]  
किंवा  
अ) व्यवसाय पर्यावरणातील कायदेशीर व राजकीय घटक स्पष्ट करा. [8]  
ब) उत्पादकता वाढीचे उपाय लिहा. [8]
- प्रश्न 4) खाजगीकरणाची व्याख्या लिहा. खाजगीकरणाचे उद्देश व भारतीय अर्थव्यवस्थेवर होणारे परिणाम सांगा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा (कोणत्याही चार) :

[16]

- अ) संपूर्ण गुणवत्ता व्यवस्थापन
- ब) गुणवत्ता वर्तुळे
- क) औद्योगिक आजारपण
- ड) संयुक्त भांडवली प्रमंडळ
- इ) भागीदारी संस्था
- फ) जागतिकीकरण



Total No. of Questions : 5]

SEAT No. :

P1107

[Total No. of Pages : 2

[4963]-207

S.Y.B.Com.

**BANKING AND FINANCE (Special Paper - I)**

**Indian Banking System**

**(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Explain the role of Banking system in Indian Economy. **[16]**

**Q2)** Explain the functions and progress of state Bank of India. **[16]**

OR

Explain the functions and progress of foreign Banks in India.

**Q3)** a) State the functions of District central co-operative Banks. **[8]**

b) State the recommendations of Narsimham Committee - I (1991). **[8]**

OR

a) State the functions of Urban co-operative Banks. **[8]**

b) State the functions of Private sector Banks. **[8]**

**Q4)** Explain the detail of quantitative and qualitative instruments of credit control. **[16]**

**Q5)** Write short notes on (any two) **[16]**

- a) Primary credit co-operative societies
- b) Debt Recovery tribunal
- c) Regional Rural Banks
- d) Aset classification



*P.T.O.*

Total No. of Questions : 5]

P1107

[4963]-207

S.Y.B.Com.

**BANKING AND FINANCE (Special Paper - I)**

**Indian Banking System**

**(2008 Pattern)**

**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 80

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

- 
- प्रश्न 1) भारतीय अर्थव्यवस्थेतील बँक प्रणालीची भूमिका स्पष्ट करा. [16]
- प्रश्न 2) भारतीय स्टेट बँकेची कार्ये आणि प्रगती स्पष्ट करा. [16]  
किंवा  
भारतातील विदेशी बँकांची कार्ये आणि प्रगती स्पष्ट करा.
- प्रश्न 3) अ) जिल्हा मध्यवर्ती सहकारी बँकांची कार्ये सांगा. [8]  
ब) नरसिंहम समिती - I (1991) च्या शिफारशी सांगा. [8]  
किंवा  
अ) नागरी सहकारी बँकांची कार्ये सांगा. [8]  
ब) खाजगी क्षेत्रातील बँकांची कार्ये सांगा. [8]
- प्रश्न 4) पतनियंत्रणाची संख्यात्मक आणि गुणात्मक साधने स्पष्ट करा.
- प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [16]  
अ) प्राथमिक सहकारी पतसंस्था  
ब) कर्जवसुली न्यायाधिकरण  
क) प्रादेशिक ग्रामीण बँका  
ड) मत्तांचे वर्गीकरण



Total No. of Questions : 5]

SEAT No. :

**P1108**

[Total No. of Pages : 2

**[4963]-208**

**S.Y. B.Com.**

**BUSINESS LAWS AND PRACTICES (Paper - I)  
(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Explain the powers and duties of officers of "State Marketing Board" under the Maharashtra Agricultural Produce Marketing (Development and regulation Act, 1963. **[16]**

**Q2)** State the objectives of the multi-state co-operative societies Act, 2002. Explain the powers and functions of chief executive under the Act. **[16]**

OR

Describe the various types of meeting under the maharashtra co-operative societies Act, 1960. **[16]**

**Q3)** a) Advantage of life Insurance. **[8]**  
b) Procedure of receiving amount of Insurance claim. **[8]**

OR

a) Explain the basic principles of life Insurance. **[8]**  
b) Explain the terms in Marine Insurance policy. **[8]**

**Q4)** Explain the terms life Insurance policy. Describe the types of life Insurance policy. **[16]**

**Q5)** Write short notes on (any two) **[16]**

- a) Duties of policy holder
- b) Fire Insurance Agreement
- c) Features of Marine Insurance
- d) Obligations and rights of Insurer



*P.T.O.*



Total No. of Questions : 5]

P1108

[4963]-208

S.Y. B.Com.

व्यावसायिक कायदे आणि कार्यपध्दती (पेपर - I)

(2008 पॅटर्न)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न आवश्यक आहेत.

2) उजवीकडील दर्शविलेले प्रश्नासाठीचे गुण आहेत.

3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

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प्रश्न 1) महाराष्ट्र कृषी उत्पन्न बाजार समिती (विकास व विनियमन) कायदा, 1963 अन्वये राज्य खरेदी-विक्री मंडळाच्या अधिकाऱ्यांचे अधिकार आणि कर्तव्ये स्पष्ट करा. [16]

प्रश्न 2) बहुराज्य सहकारी संस्था कायदा, 2002 ची उद्दिष्ट्ये सांगा. या कायद्यांतर्गत मुख्य कार्यकारी अधिकाऱ्याचे अधिकार व कार्ये सांगा. [16]

किंवा

महाराष्ट्र सहकारी संस्था कायदा, 1960 अंतर्गत सभेचे विविध प्रकार स्पष्ट करा. [16]

प्रश्न 3) अ) जीवन विम्याचे फायदे सांगा. [8]

ब) विम्याचे पैसे मिळविण्याची कार्यपध्दती [8]

किंवा

अ) जीवन विम्याचे मूलभूत तत्वे सांगा. [8]

ब) सागरी विमा योजना प्रकारांतील अटी सांगा. [8]

प्रश्न 4) जीवन विमा ही संकल्पना स्पष्ट करा. जीवन विमा पत्राचे प्रकार स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणतेही दोन) [16]

अ) विमाधारकाची कर्तव्ये

ब) अग्नी विमा करार

क) सागरी विम्याची वैशिष्ट्ये

ड) विमाप्रतिनिधीचे कर्तव्ये आणि अधिकार



Total No. of Questions : 5]

SEAT No. :

**P1109**

[Total No. of Pages : 2

**[4963]-209**

**S.Y. B.Com.**

**CO-OPERATION AND RURAL DEVELOPMENT (Special Paper - I)  
(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Explain the objectives and features of co-operative societies Act 1904. [16]

**Q2)** Explain the provisions in maharashtra state co-operative societies Act, 1960, regarding registration, membership and management of co-operative societies. [16]

OR

Discuss the progress and problems of Dairy co-operatives in India. Explain their role in rural development. [16]

**Q3)** a) Explain the progress of Urban co-operative banks in India. [8]

b) Explain the Individual approach of rural development. [8]

OR

a) Explain importance of Audit of co-operative societies. [8]

b) Explain the importance of peoples participation in Rural development. [8]

**Q4)** Explain the thought and work of 'Mahatma Gandhi about Rural Development. [16]

**Q5)** Write short notes on (any two) [16]

a) Integrated Rural Development programme (IRDP)

b) Limitations of Panchayat Raj system

c) Development strategy of 'Model Village'.

d) Thoughts of Mahatma Phule about Rural Development.



*P.T.O.*

Total No. of Questions : 5]

P1109

[4963]-209

S.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT (Special Paper - I)  
(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

- 
- प्रश्न 1) सहकार कायदा 1904 ची उद्दिष्टे आणि वैशिष्ट्ये स्पष्ट करा. [16]
- प्रश्न 2) महाराष्ट्र राज्य सहकारी संस्था कायदा, 1960 मधील सहकारी संस्थांची नोंदणी, सभासदत्व आणि व्यवस्थापन या संबंधी तरतुदी स्पष्ट करा. [16]
- किंवा
- भारतातील दुग्ध सहकारी संस्थांची प्रगती आणि समस्यांची चर्चा करून ग्रामीण विकासातील त्यांची भूमिका स्पष्ट करा.. [16]
- प्रश्न 3) अ) भारतातील नागरी सहकारी बँकांची प्रगती स्पष्ट करा. [8]  
ब) ग्रामीण विकासाचा वैयक्तिक दृष्टिकोन स्पष्ट करा. [8]
- किंवा
- अ) सहकारी संस्थांच्या अंकेक्षणाचे महत्त्व स्पष्ट करा. [8]  
ब) ग्रामीण विकासात लोक सहभागाचे महत्त्व स्पष्ट करा. [8]
- प्रश्न 4) महात्मा गांधी यांचे ग्रामीण विकासाबाबतचे विचार आणी कार्य स्पष्ट करा. [16]
- प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [16]  
अ) एकात्मिक ग्रामीण विकास कार्यक्रम (IRDP)  
ब) पंचायत राज पध्दती च्या मर्यादा  
क) विकासाची 'आदर्श ग्राम' व्यूहरचना  
ड) महात्मा फुले यांचे ग्रामीण विकासाबाबतचे विचार



Total No. of Questions : 5]

**P1110**

SEAT No. :

[Total No. of Pages : 4

**[4963]-210**

**S.Y.B.Com.**

**COST AND WORKS ACCOUNTING (Paper - I)**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*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: [5]**

- i) \_\_\_\_\_ is the amount of expenditure incurred on, or attributable to a, specified thing or activity.
- ii) The aggregate of indirect material, indirect labour and indirect expenses is known as \_\_\_\_\_.
- iii) The unused materials are returned to store with a material \_\_\_\_\_ note.
- iv) Job \_\_\_\_\_ assists the Human Resource department in matter of selection, training, promotion etc.
- v) Unfair method of promotion is the \_\_\_\_\_. cause of labour turnover.

**b) State whether the following statements are true or false [5]**

- i) Bin card is maintained by store keeper
- ii) High rate of labour turnover decreases labour cost.
- iii) Low value and high volume of items fall in 'C' category under ABC analysis
- iv) The difference between sales & total cost in cost sheet is always loss.
- v) The objective of Job analysis is to make observation and to study each and every Job specification.

**P.T.O.**

**Q2)** Define the terms fixed cost, Variable cost and semi-variable cost. Explain the important characteristics of fixed cost, variable cost and semi-variable cost. **[15]**

OR

Explain the various steps involved in purchase procedure.

**Q3)** Write short notes on :(any three) **[15]**

- a) Weighted average price method
- b) ABC analysis
- c) Methods of time keeping
- d) Job analysis
- e) Selling and distribution overheads

**Q4) a)** Following details have been obtained from the cost records of solar Industries Ltd. Nasik for the year ended 31-3-2015. **[15]**

	Rs.
Opening stock of Raw material	30,000/-
Direct wages	55,000/-
Purchase of Raw material	87,000/-
Heating & Lighting	6,000/-
Counting House Salaries	20,000/-
Carriage Inward	3,000/-
Commission on sales	5,000/-
Wages payable	5,000/-
Technical directors fees	10,000/-
Closing stock of raw material	40,000/-
Show room expenses	7,000/-
Office expenses	12,000/-
Share transfer fee	2,000/-
Expenses of testing labs	4,000/-
Branch office expenses	8,000/-
Advertising	8,000/-
Sales	2,50,000/-

Prepare a cost sheet showing:

- i) Cost of raw materials consumed
- ii) Prime cost
- iii) Works cost
- iv) Cost of production
- v) Total cost
- vi) Profit or loss

- B) From the following data, calculate wages of Mr. A and Mr. B under straight piece Rate method. [5]

Normal Piece Rate : Rs. 10/- per unit Actual output of Mr. A : 25 units

Actual output of Mr. B : 30 units

- Q5) a) Prepare a stores ledger account from the following particulars using first in first out method of pricing of material issues in the books of 'X' Ltd, Pune for March 2015. [10]

1<sup>st</sup> opening stock - 200 units @Rs.2/-

Purchases :

5<sup>th</sup> - 100 units @ Rs.2.20/-

10<sup>th</sup> - 150 units@ Rs.2.40/-

20<sup>th</sup> - 180 units@ Rs.2.50

29<sup>th</sup> - 120 units@ Rs.2.30/-

Issues

2<sup>nd</sup> - 150 units

7<sup>th</sup> - 100 units

12<sup>th</sup> - 100 units

28<sup>th</sup> - 200 units

31<sup>st</sup> defectives - 15 units

- b) The following information is available from the books of Aryan traders, Mumbai for the year 2014-15. [10]

Particulars	Material 'X'	Material 'X'
Stock on 1-4-2014	3000	3,500
Stock on 31-3-2015	2000	3,000
Purchases	26,000	7,000

Calculate :

- a) Cost of material consumed
- b) Cost of Average stock
- c) Inventory turnover Ratio

Determine which material is fast moving

OR

Calculate the total earnings of a worker, under Halsey premium plan and Rowan premium plan separately with the help of following information:

Time Allowed	90 hrs
Time Taken	72 hrs
Rate of Wages	Rs.25 per hour
Dearness allowance	Rs.1.25 per hour



Total No. of Questions : 5]

**P1111**

SEAT No. :

[Total No. of Pages : 5

**[4963]-211**

**S.Y.B.Com.**

**STATISTICS (Special Paper - I)**

**Business Statistics**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Notations and symbols have their usual meanings.*
- 4) *Use of calculator and statistical tables is allowed.*

**Q1) A)** Attempt any four of the following.

**[2 each]**

- i) For the given data, mean = 60, mode = 67 and standard deviation = 10. Find Karl Pearson's coefficient of skewness.
- ii) If  $u'_1 = 5$ , variance = 5, calculate  $u'_2$ .
- iii) State the multiplicative model used in time series analysis.
- iv) State whether each of the following statements given below is true or false.
  - a) The multiple correlation coefficient can not be negative.
  - b) For a negatively skewed distribution, mean is greater than median.
- v) Give any two uses of time series.
- vi) What is meant by interpolation?

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

**[6 each]**

i) Calculate 3 yearly moving averages for the following time series:

Year	2004	2005	2006	2007	2008	2009	2010	2011	2012
Sales	50	82	65	86	70	52	90	65	87
(in'000 Rs)									

**P.T.O.**



- ii) Determine an initial basic feasible solution to the following transportation problem by using North-West corner method. Also find the corresponding cost of transportation.

Origins	Destinations			Availability
	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	
O <sub>1</sub>	56	59	52	34
O <sub>2</sub>	62	53	59	36
O <sub>3</sub>	54	68	48	32
Requirement	30	35	37	

- iii) The first four raw moments of a frequency distribution are:

$$u'_1 = 6, u'_2 = 40, u'_3 = 20, u'_4 = 625$$

Calculate the coefficients of skewness and kurtosis based on moments. Comment on your results.

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

**[8 each]**

- A) i) A newspaper publisher is interested in studying whether habit of reading newspaper is associated with the readers educational level. A survey was conducted by him and the following results were obtained:

Number of graduates who read newspaper occasionally = 34

Number of graduates who read newspaper daily = 64.

Number of undergraduates who read newspaper occasionally = 74

Number of undergraduates who read newspaper daily = 88

Calculate the coefficient of association between the habit of reading newspaper and level of education.

- ii) Obtain the dual of the following LPP:

$$\text{Minimize } Z = 1200x + 1600y$$

Subjected to

$$20x + 40y \geq 10$$

$$10x + 10y \geq 4$$

$$x, y \geq 0$$

- B) Using Newton's forward difference formula for interpolation estimate the population of the town for the year 1976 from the following data:

Year	1971	1981	1991	2001
Population (in '000)	20	27	39	52

- C) If a manufacturer's total cost equation is  $C(x) = 9x^2 + 55x + 10$

Find:

- i) The average cost
- ii) The average variable cost
- iii) The average fixed cost
- iv) The marginal average cost

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

**[8 each]**

- A) Using Simplex method solve the following LPP:

$$\text{Maximize } Z = 10x_1 + 4x_2$$

Subjected to

$$2x_1 + x_2 \leq 120$$

$$4x_1 + x_2 \leq 160$$

$$x_1, x_2 \geq 0$$

- B) Given the following information, obtain the equation of the regression plane of  $x_1$  on  $x_2$  and  $x_3$  by the least square method.

$$n = 25$$

$$\bar{x}_1 = 4, \quad \bar{x}_2 = 8, \quad \bar{x}_3 = 3$$

$$\delta_1^2 = 8, \quad \delta_2^2 = 16, \quad \delta_3^2 = 4$$

$$r_{12} = 0.30, \quad r_{13} = -0.70, \quad r_{23} = 0.43.$$

Also estimate the value of  $x_1$  when  $x_2 = 9$  and  $x_3 = 4$ .

- C) Transportation cost per unit from an origin to a destination is given (in Rs) in the following table

Origin	Destination				Supply
	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	
O <sub>1</sub>	21	16	25	13	11
O <sub>2</sub>	17	18	14	23	13
O <sub>3</sub>	32	27	18	41	19
Demand	6	10	12	15	43

Find initial basic feasible solution to the above transportation problem using VAM.

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

**[8 each]**

- A) Calculate GFR and TFR for the following Data:

Age group	15-19	20-24	25-29	30-34	35-39	40-44
Number of females	9000	9200	8900	8600	8400	8500
Numbers of births	180	1012	1068	774	420	170

- B) The following data relates to age of person (in years) and amount spent per week on the recharge of mobile phone.

Age	15	20	30	35	45
Amount	20	25	35	30	15

Using lagrange's interpolation formula estimate the amount spent on recharge by a person of age 37.

- C) i) Define time series. State its four components. Describe the graphical method of estimating trend in a time series.
- ii) Define the following terms
- Autoregressive model
  - Ultimate class frequency
  - Attribute
  - Age specific fertility rate

Q5) Attempt any two of the following

[6each]

A) Solve the following assignment problem with the cost matrix given as:

Job	Machine			
	A	B	C	D
I	17	25	26	20
II	28	27	23	25
III	20	18	17	14
IV	28	25	23	19

B) The following are the annual profits (in '000 Rs) of a certain firm:

Year	2006	2007	2008	2009	2010	2011	2012
Profit	60	72	75	65	80	85	95

By the method of least squares, fit a straight line tend to the above data. Estimate the profit for the year 2014.

C) From the following data compute the CDR and STDR for two populations A and B taking population B as a standard population:

Age group	Population A		Population B	
	Numberof persons	Numbers of deaths	Number of persons	Number of deaths
0-10	5000	35	3000	33
10-50	10000	45	10000	100
50 and above	5000	90	7000	84



Total No. of Questions : 5]

SEAT No. :

P1112

[Total No. of Pages : 2

[4963]-212

S.Y.B.Com.

**BUSINESS ENTREPRENEURSHIP - I (Paper - I)**  
**(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Define the term an entrepreneur. Explain importance and functions of an Entrepreneur. **[16]**

**Q2)** What is Creativity? Explain process and tools of creativity. **[16]**

OR

Explain the Entrepreneurial career of Azim Premji.

**Q3)** a) State problems in business process out sourcing. **[8]**

b) Types of service venture. **[8]**

OR

a) Distinguish between entreprised and entrepreneurship.

b) Discuss the advantages of self help group.

**Q4)** What is Service Industry,? Discuss between Service Industry, Trading and Manufacturing Industries. **[16]**

**Q5)** Write short notes: (any two) **[16]**

a) Sources of Innovation

b) State the remedies of Entrepreneurship development

c) Kakinada experiments

d) Types of Franchising



Total No. of Questions : 5]

P1112

[4963]-212

S.Y.B.Com.

**BUSINESS ENTREPRENEURSHIP - I (Paper - I)**  
**(2008 Pattern)**

**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) उद्योजकता या संज्ञेची व्याख्या द्या. उद्योजकता यांचे महत्व आणि कार्ये स्पष्ट करा. [16]

प्रश्न 2) निर्मिती क्षमता म्हणजे काय? निर्मिती क्षमतेची प्रक्रिया आणि घटक स्पष्ट करा. [16]

किंवा

श्री अजिम प्रेमजी यांची उद्योजकिय कारकिर्द स्पष्ट करा.

प्रश्न 3) अ) बाह्य स्रोतार्य व्यवसायाचे अडथळे. [8]

ब) सेवांचे वर्गीकरणाचे प्रकार. [8]

किंवा

अ) उद्योग आणि उद्योजकता यातील फरक स्पष्ट करा.

ब) स्वयं सहाय्यता गटाचे फायदे सांगा.

प्रश्न 4) सेवा उद्योग म्हणजे काय? सेवा उद्योग, व्यापार उद्योग आणि उत्पादन उद्योग यातील फरक स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [16]

अ) नवनिर्मितीचे स्रोत

ब) भारतात उद्योजकतेचा विकासव्हावा यासाठीचे उपाय सांगा

क) काकिनाडा प्रयोग

ड) व्यवसायाधीकाराचे प्रकार



Total No. of Questions : 5]

SEAT No. :

P1113

[Total No. of Pages : 2

**[4963]-213**  
**S.Y. B.Com.**  
**MARKETING MANAGEMENT**  
**(2008 Pattern) (Special Paper - I)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Define Product Mix. Explain the elements and strategies of Product Mix. **[16]**

**Q2)** What is marketing? Explain the significance of Marketing. **[16]**

OR

What is Consumer Movement? Explain the role of Consumer Guidance Society in India.

**Q3)** a) Explain the Marketing Strategies for Services. **[8]**

b) Explain the importance of Marketing Communication. **[8]**

OR

a) Explain the features of Agricultural Marketing.

b) Explain the Principles of CRM.

**Q4)** What is Agricultural Marketing? Explain the scope and importance of Agricultural Marketing. **[16]**

**Q5)** Write short notes on: (any two) **[16]**

- a) Scope of Ethics in Marketing
- b) Significance of consumer movement
- c) Features of services
- d) Marketing Communication



Total No. of Questions : 5]

P1113

[4963]-213

S.Y. B.Com.

विपणन व्यवस्थापन  
(2008 Pattern) (Special Paper - I)  
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न सोडविणे अनिवार्य आहेत.

2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

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प्रश्न 1) 'उत्पादन मिश्र' व्याख्या द्या. उत्पादन मिश्रचे घटक आणि डावपेच स्पष्ट करा. [16]

प्रश्न 2) विपणन म्हणजे काय? विपणनाचे महत्व स्पष्ट करा. [16]

किंवा

ग्राहक चळवळ म्हणजे काय? भारतातील ग्राहक मार्गदर्शन संस्थेची भूमिका स्पष्ट करा.

प्रश्न 3) अ) सेवांच्या विपणनासाठीचे डावपेच स्पष्ट करा. [8]

ब) विपणन संज्ञापनाचे महत्व स्पष्ट करा. [8]

किंवा

अ) शेतीमाल विपणनाची वैशिष्ट्ये स्पष्ट करा.

ब) ग्राहक संबंध व्यवस्थापनाची तत्वे स्पष्ट करा.

प्रश्न 4) शेतीमालाचे विपणन म्हणजे काय? शेतीमाल विपणनाची व्याप्ती आणि महत्व स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [16]

अ) नितितत्वांची विपणनातील व्याप्ती

ब) ग्राहक चळवळीचे महत्व

क) सेवांची वैशिष्ट्ये

ड) विपणन संज्ञापन





Total No. of Questions : 5]

SEAT No. :

P1114

[Total No. of Pages : 2

**[4963]-214**  
**S.Y.B.Com.**  
**ECONOMICS (Special Paper - I)**  
**Agriculture and Industrial Economics-I**  
**(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** What is Agricultural Economics? Explain nature and scope of Agricultural Economics. **[16]**

**Q2)** Explain the institutional and non-institutional sources of Agricultural Finance. **[16]**

OR

Explain the role of industrialization in economic development.

**Q3)** a) Explain the defects of Agricultural marketing. **[8]**

b) Explain the concept of Plant, Firm and Industry. **[8]**

OR

a) Explain the causes of low productivity in agriculture.

b) Explain the economics of large scale production.

**Q4)** What is Industrial location? Explain in detail the Sargent Florence's theory of Industrial location. **[16]**

**Q5)** Write short notes on: (any two) **[16]**

a) Measures to improve the agricultural productivity

b) Effect of subsidies on agricultural prices.

c) Factors influencing Industrial productivity

d) Special Economic Zone



Total No. of Questions : 5]

P1114

[4963]-214

S.Y.B.Com.

ECONOMICS (Special Paper - I)

कृषि व औद्योगिक अर्थशास्त्र - I

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

- 
- प्रश्न 1) कृषि अर्थशास्त्र म्हणजे काय? कृषि अर्थशास्त्राचे स्वरूप व व्याप्ती स्पष्ट करा. [16]
- प्रश्न 2) कृषि वित्तपुरवठ्याचे संस्थात्मक व बिगर-संस्थात्मक स्रोत स्पष्ट करा. [16]  
किंवा  
आर्थिक विकासात औद्योगिकीकरणाची भूमिका स्पष्ट करा.
- प्रश्न 3) अ) शेतमाल विक्रीव्यवस्थेतील दोष स्पष्ट करा. [8]  
ब) संयंत्र, उद्योग संस्था व उद्योग धंदा या संकल्पना स्पष्ट करा. [8]  
किंवा  
अ) शेतीची उत्पादकता कमी असण्याची कारणे स्पष्ट करा.  
ब) मोठ्या प्रमाणावरील उत्पादनाच्या बचती स्पष्ट करा.
- प्रश्न 4) औद्योगिक स्थाननिश्चिती म्हणजे काय? औद्योगिक स्थान निश्चितीचा सार्जेंट फ्लॉरेन्सचा सिध्दांत सविस्तर स्पष्ट करा. [16]
- प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [16]  
अ) शेतीची उत्पादकता सुधारण्यासाठी उपाय.  
ब) शेतमाल किमतीवरील अनुदानाचे परिणाम  
क) औद्योगिक उत्पादकतेवर परिणाम करणारे घटक  
ड) विशेष आर्थिक क्षेत्र (सेझ)



Total No. of Questions : 5]

SEAT No. :

P1115

[Total No. of Pages : 4

[4963]-215

S.Y. B.Com.

**DEFENCE BUDGETING, FINANCE AND MANAGEMENT (Paper - I)  
(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Answer in 20 words each (any ten)

**[10 × 2 = 20]**

- i) Define integrated defence
- ii) Write any two merits of war time economy
- iii) Write two disadvantages of peace time economy
- iv) Define perspectives planning
- v) Write any two merits of peace time economy
- vi) Write any two methods of war finance
- vii) Define military leadership
- viii) Define Zero budget
- ix) State the meaning of Military doctrine
- x) Define Deficit finance
- xi) Define economic warfare
- xii) Define Public Good
- xiii) Define political Ideology?

**Q2)** Answer in 500 words (any one)

**[1 × 15 = 15]**

Explain characteristics of Indian economy

OR

Write a critical note on India's defence policy and trends in her expenditure

**Q3)** Answer in 500 words (any one)

**[1 × 15 = 15]**

Do you agree Defence and development go side by side? Justify your answer

OR

Describe role of public sector in India's Defence production

**P.T.O.**

**Q4)** Answer in 300 words (any one) **[1 × 10 = 10]**  
Explain mobilization of resources for national power and security

OR

Describe role of D.R.D.O in India's defence production

**Q5)** Write Answer in 250 words (Any Two) **[2 × 10 = 20]**

- a) Causes of increasing defence expenditure
- b) Role of foreign collaboration in India's defence production
- c) Types of budgeting
- d) Impact of war on armed forces



Total No. of Questions : 5]

P1115

[4963]-215

S.Y. B.Com.

डिफेन्स बजेटिंग फायनान्स अँड मॅनेजमेन्ट (पेपर - I)

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 20 शब्दात उत्तरे लिहा. (कोणतेही दहा) [10 × 2 = 20]

- i) “इन्टीग्रेटेड डिफेन्स” व्याख्या द्या.
- ii) युद्ध कालीन अर्थव्यवस्थेचे कोणतेही दोन गुण लिहा.
- iii) शांतताकालीन अर्थव्यवस्थेचे कोणतेही दोन दोष लिहा.
- iv) “प्रसपेक्टीव्ह प्लॅनिंग” व्याख्या द्या.
- v) शांतताकालीन अर्थव्यवस्थेचे कोणतेही दोन गुण लिहा.
- vi) युद्धनिधी संकलनाच्या कोणत्याही दोन पध्दती नमूद करा.
- vii) “लष्करी नेतृत्व” व्याख्या द्या
- viii) शुन्य आधारित अर्थसंकल्प व्याख्या द्या.
- ix) लष्करी तत्व प्रणालीचा अर्थ लिहा.
- x) डिफीसिट फायनान्स व्याख्या द्या.
- xi) “आर्थिक युद्धपध्दती” व्याख्या द्या.
- xii) “पब्लीक गुड” व्याख्या द्या.
- xiii) “राजकीय विचारधारा व्याख्या द्या.

प्रश्न 2) 500 शब्दात उत्तरे द्या. (कोणतेही एक) [1 × 15 = 15]

अ) भारतीय अर्थव्यवस्थेची वैशिष्ट्ये स्पष्ट करा.

किंवा

भारताचे संरक्षण धोरण आणि संरक्षण खर्चाचे कल (ट्रेंड्स) यावर टिकात्मक टिपण लिहा.

प्रश्न 3) 500 शब्दात उत्तरे द्या. (कोणतेही एक) [1 × 15 = 15]  
संरक्षण सज्जता आणि विकास प्रक्रीया ह्या एकमेकास पुरक असल्या पाहीजेत “आपण ह्या  
विधानाशी सहमत आहात काय? समर्पक उत्तर द्या.

किंवा

भारताच्यासंरक्षण उत्पादनातील सार्वजनिक क्षेत्राच्या भूमिकेचे वर्णन करा.

प्रश्न 4) 300 शब्दात उत्तरे द्या. (कोणतेही एक) [1 × 10 = 10]  
‘राष्ट्रीय शक्ती व राष्ट्रीय सुरक्षेसाठी साधनसंपत्तीची गतिमानता स्पष्ट करा.

किंवा

भारताच्या संरक्षण उत्पादनातील “संरक्षण संशोधन विकास संघटनेच्या” भूमिकेचे वर्णन  
करा.

प्रश्न 5) 250 शब्दात उत्तरे द्या. (कोणतेही दोन) [2 × 10 = 20]

- अ) संरक्षणखर्च वाढण्याची कारणे
- ब) भारताच्या संरक्षण उत्पादनातील परकीय सहकार्याची भूमिका
- क) अंदाजपत्रकाचे प्रकार
- ड) युद्धाचा सहास्रसेनादलावर होणारा परिणाम



Total No. of Questions : 5]

SEAT No. :

P1116

[Total No. of Pages : 2

[4963]-216

S.Y.B.Com.

**INSURANCE, TRANSPORT AND TOURISM (Paper - I)  
(2008 Pattern)**

*Time :3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates :*

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

**Q1)** Evaluate the marketing policy of General Insurance Business in India. [16]

**Q2)** Explain the working of Insurance Regulatory Development Authority (IRDA).[16]

OR

Describe the comparative study of General Insurance versus Life Insurance.

**Q3)** a) Explain the Basic Principles of Insurance. [8]

b) Explain the causes of Insurance claims [8]

OR

a) Write a note on Educational tourism.

b) Explain the Essentials of Tour - planning.

**Q4)** Define Tour-operator? Describe in detail the responsibilities of Tour-operator.[16]

**Q5)** Answer the following questions (any two): [16]

a) State the various types of Tours.

b) Explain the impact of Tourism on Social Aspect

c) Explain the Post-Tour Activity

d) Explain the significance of Tourist-Accommodation.



Total No. of Questions : 5]

P1116

[4963]-216

S.Y.B.Com.

INSURANCE, TRANSPORT AND TOURISM (Paper - I)

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

- 
- प्रश्न 1) भारतातील सर्व साधारण विमा व्यवसायाच्या विपणन (वितरण) पॉलीशीचे मूल्यमापन करा. [16]
- प्रश्न 2) विमा नियमनात्मक विकास अधिकाराची कामगिरी स्पष्ट करा. [16]  
किंवा  
सर्व साधारण विमा आणि आर्युविमा यांच्यातील तुलनात्मक अभ्यास विशद करा.
- प्रश्न 3) अ) विम्याची मुलतत्वे स्पष्ट करा. [8]  
ब) विमा सदंर्भातील दाव्याची कारणे स्पष्ट करा. [8]  
किंवा  
अ) शैक्षणिक-पर्यटन यावर टिप लिहा.  
ब) यात्रा- नियोजनाच्या आवश्यक बाबी स्पष्ट करा.
- प्रश्न 4) यात्रा-आयोजकाची व्याख्या सांगा? यात्रा-आयोजकाच्या (Tour operator) जबाबदाऱ्या सविस्तर विशद करा. [16]
- प्रश्न 5) खालील प्रश्नांची उत्तरे द्या. (कोणतेही दोन) [16]  
अ) यात्राचे (Tours) असलेले विविध प्रकार सांगा.  
ब) सामाजिक क्षेत्रावर पर्यटनाचा पडलेला/असलेला प्रभाव स्पष्ट करा.  
क) यात्रा संपल्यानंतरच्या बाबी/गोष्टी स्पष्ट करा.  
ड) पर्यटक-निवासाचे महत्व स्पष्ट करा.





Total No. of Questions : 5]

**P1117**

SEAT No. :

[Total No. of Pages : 3

**[4963]-217**

**S.Y.B.Com.**

**COMPUTER APPLICATION (Paper - I)**

**Visual Basic**

**(2008 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Neat diagrams must be drawn wherever necessary.*

**Q1) A) Answer the following questions (any four) [8]**

- i) What is data control?
- ii) List any four relational operators.
- iii) Explain any four mouse events used in V.B.
- iv) What is the purpose of project explorer window?
- v) Define variable.

**B) Give the output of the following section of code (any two) [8]**

- i) Dim i as integer  
Private sub command1-click ( )  
i = 1  
Do  
Print i  
i = i + 2  
100p while i <= 10  
end sub
- ii) Dim A as integer  
Private sub command1-click()  
For A = 30 to 10 step - 3  
Print i  
Next  
End sub

**P.T.O.**

```

iii) Dim i as integer
      Dim j as integer
      Private sub command1_click()
      For j = 5 to 1 step-1
      For i = 1 to j
          Priut "*"
          Next i
      Next j
      end sub.

```

**Q2) Attempt any two of the following [16]**

- a) Explain various controls of toolbox in V.B.
- b) Explain the steps to connect with oracle using ADODC control.
- c) Explain select case statement with the help of example.

**Q3) A) Write purpose and syntax of the following (any four) [8]**

- i) Len ( )
- ii) Left ( )
- iii) Instr ( )
- iv) ASC ( )
- v) Inputbox ( )

**B) Write properties and methods of the following (any two) [8]**

- i) Form
- ii) Listbox
- iii) Timer

**Q4) Attempt any two of the following [16]**

- a) What is data report? How to create data report in V.B.?
- b) Explain different types of common dialogboxes used in V.B.
- c) How to create menus in V.B. by using menu editor?

**Q5)** Attempt any two of the following.

**[16]**

- a) Explain various properties and methods of data control.
- b) Design a form in V.B. to calculate total amount of grocery bill. Display four labels for item names.

Four text boxes for quantity & four text boxes for item rate. Write program to calculate item amount & net amount of grocery bill. & Give 10% discount if the net amount is greater than Rs.1500.

- c) Explain different datatypes in V.B.



Total No. of Questions : 2]

**P1118**

SEAT No. :

[Total No. of Pages : 1

**[4963]-218**

**S.Y.B.Com.**

**RDBMS**

**COMPUTER APPLICATIONS (Vocational) (Paper - III)**

**(2008 Pattern)**

*Time : 2 Hours]*

*[Max. Marks : 40*

**Q1)** Answer the following (Any Four)

**[20]**

- a) Enlist various applications of DBMS
- b) DML commands (explain one command in detail)
- c) Explain Grant and Revoke command
- d) Explain attributes with different types of attributes
- e) Explain data types in SQL

**Q2)** Write Short notes on (Any Four)

**[20]**

- a) Primary key
- b) Where Clause
- c) Data Dictionary
- d) Alter Command
- e) Super key



Total No. of Questions : 3]

**P1119**

SEAT No. :

[Total No. of Pages : 1

**[4963]-219**

**S.Y.B.Com. (Annual)**

**ADVERTISING SALES PROMOTION AND SALES MANAGEMENT**

**(Paper - III) (Vocational)**

**Advertising and Media Planning**

**(2008 Pattern)**

*Time : 2 Hours]*

*[Max. Marks : 40*

*Instructions to the candidates:-*

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

**Q1)** Define the term “Advertising”. Explain the significance of advertising. **[12]**

OR

What do you mean by advertising effectiveness? Explain the post testing methods of testing advertising effectiveness.

**Q2)** State and explain the factors involved in the selection of media for advertising. **[12]**

OR

Discuss the importance of Animation and graphics in Advertising.

**Q3)** Write short notes (any two)

**[16]**

- a) Advertising strategies
- b) Magazine advertising
- c) Copywriting
- d) Brand names



Total No. of Questions : 4]

**P1120**

SEAT No. :

[Total No. of Pages : 2

[4963]-220

**S.Y.B.Com.**

**TAX PROCEDURES & PRACTICES (Paper - III)**

**(Vocational)**

**Income Tax**

**(2008 Pattern)**

*Time : 2 Hours]*

*[Max. Marks : 40*

*Instructions to the candidates:-*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Read all the questions very carefully before attempting the same.*

**Q1)** Answer in 20 words each (Any Five)

**[10]**

- a) Previous Year
- b) Assessment year
- c) Gross total income
- d) Taxable allowances
- e) Refund of Income Tax
- f) Return of loss
- g) Appeal under Income Tax Act

**Q2)** Answer in 50 words each (any two)

**[8]**

- a) Depreciation U/S 32
- b) Deduction under section 80 U
- c) E-Filing of Income tax return
- d) Due date for filing of Preturn of income

**Q3)** Answer in 150 words each (any two):

**[10]**

- a) Disallowable expenses for business
- b) Provision for carry forward of loss
- c) Income from other sources
- d) Provision for Appeal

**P.T.O.**

**Q4)** What are the rates of Income tax for the individual and partnership firm for the Assessment Year 2016-17. **[12]**

OR

Mrs. M is employed in a company at Mumbai and she furnished the following particulars of income for the F.Y. 2015-16.

- i) Basic salary Rs.15,000 p.m.
- ii) Dearness Allowance Rs.6,000 p.m. (Out of which Rs.2,000 p.m. consider for retirement benefits)
- iii) Bonus Rs.65,000 for the year
- iv) Interest on RPF at 13% Rs.39,000.
- v) Employer's contribution to RPF is 15% of salary.
- vi) The Company has provided her facility of sweeper, watchman and servant, who are paid by the employer Rs.1,500 p.m., Rs.1,800 p.m. and Rs.1,700 p.m. respectively.
- vii) Hospital Bill reimbursed by the employer Rs.12,000.
- viii) She has been provided with a 1800 CC. car for both official and private purpose. The entire expenses of Rs.45,000 on running and maintenance of car are bore by the employer.
- ix) Gas, electricity and water bills paid by employer Rs.12,000.
- x) Professional tax paid Rs.2,500.

Compute her taxable income from salary for the Assessment Year 2016-17.



Total No. of Questions : 2]

**P1121**

SEAT No. :

[Total No. of Pages : 1

**[4963]-221**

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

**SOFTWARE ENGINEERING (Paper - IV)**

**Computer Applications (Theory)**

**(2008 Pattern)**

*Time : 2 Hours]*

*[Max. Marks : 40*

*Instructions to the candidates:-*

- 1) *Draw a neat labeled diagram wherever necessary.*
- 2) *Figures to the right indicate full marks.*

**Q1)** Answer the following (Any Four)

**[20]**

- a) Define System. Explain the various Elements of System.
- b) Explain System Development Life Cycle with diagram.
- c) What is Normalisation? Explain the different forms of Normalisation.
- d) What is Software Engineering. What are the Objectives of Software Engineering.
- e) Explain the role of System analyst.

**Q2)** Write Short note (Any Four)

**[20]**

- a) Technical and Economic Feasibility.
- b) Flowcharting.
- c) Decision Table.
- d) Integrated System.
- e) DFD and symbols used in DFD.





Total No. of Questions : 3]

SEAT No. :

P1122

[Total No. of Pages : 1

[4963]-222

S.Y. B.Com.

ADVERTISING, SALES PROMOTION & SALES

MANAGEMENT (Paper - IV)

Personal Selling & Salesmanship

(Vocational) (2008 Pattern)

*Time : 2 Hours]*

*[Max. Marks : 40*

*Instructions to the candidates:*

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

**Q1)** Define personal selling. Narrate importance of personal selling in modern marketing. [12]

OR

State various qualities required by salesman to become successful salesman. [12]

**Q2)** What do you mean by 'buying motives'? Explain in detail various buying motives of customers. [12]

OR

Write note on : [12]

- a) AIDA
- b) Sales manual

**Q3)** Write short notes on: (any two) [16]

- a) Prospecting
- b) Types of customers
- c) Importance of retailing
- d) Reports prepared by salesman



Total No. of Questions : 4]

SEAT No. :

P1123

[Total No. of Pages : 2

[4963]-223

S.Y. B.Com

**TAX PROCEDURE & PRACTICES (Vocational Course) (Paper - IV)**

**Wealth Tax, Service Tax, Central Excise**

**(2008 Pattern)**

*Time : 2 Hours]*

*[Max. Marks : 40*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Read all the questions very carefully before attempting the same.*

**Q1)** Answer in 20 words each (Any 5)

**[10]**

- a) Define Assessee under Central Excise Act
- b) Valuation date under Wealth Tax Act.
- c) Define Excisable goods under Central Excise Act.
- d) Constitutional validity of service tax
- e) Assessment Year under Wealth tax Act.
- f) Applicability of Service tax Act.
- g) Define Manufacturer under Central Excise Act.

**Q2)** Answer in 50 words each (Any two)

**[8]**

- a) Registration procedure under Central Excise Act.
- b) Taxable services under Service tax Act.
- c) Deemed asset under Wealth tax Act.
- d) Explain the term CENVAT Credit.

**P.T.O.**

**Q3)** Answer in 150 words each (any two) : **[10]**

- a) Maintenance of records under Central Excise.
- b) Asset under Wealth Act.
- c) Kinds of excise duty under Central Excise.
- d) Negative list under Service tax Act.

**Q4)** Answer in 500 words (Any one) **[12]**

- a) Explain in detail procedure for clearance of goods for home consumption and for Export under Central Excise.
- b) Explain in detail the procedure for Payment and E-Filing of Returns under the Service Tax Act.

