

Total No. of Questions : 5]

SEAT No. :

P1051

[Total No. of Pages : 2

[4963]-2001

S.Y. B.Com.

BUSINESS COMMUNICATION

(2013 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 Importance of Business Communication. **[16]**

OR

What is Informal Communication? Explain the merits and demerits of Informal Communication.

Q2) What is Listening? Explain the Process and Importance of Listening. **[16]**

OR

What is Business letter? Explain in detail the Layout or Structure of Business Letter.

Q3) a) Write a complaint letter on behalf of Prakash Furniture, Pune to the Seller, Arihant Furniture, Mumbai for Supply of inferior quality of furniture. **[8]**

OR

Write an Appointment Letter from Swadeshi Traders, Kolhapur to Mr Sandeep Patil, Pune as he is appointed as an Accounts officer in the organisation.

b) Write a circular letter to their customers from Janata Sahakari Bank, Pune for opening New Branch at Wagholi (Pune). **[8]**

OR

Manish Traders, D.N. Road, Mumbai requires Electronic Goods. Write a letter for placing an order to M/s Amit Electronics Somawar Peth, Pune.

P.T.O.

Q4) Explain the parts of an office memorandum with its format. **[16]**

OR

Describe the various sources of social media network and their function.

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

- a) Occasion of circular letter.
- b) E-mail.
- c) E.C.S.
- d) Office order.
- e) Voice mail.
- f) Contents of Bio-data.



Total No. of Questions : 5]

SEAT No. :

P1053

[Total No. of Pages : 2

[4963]-2003

S.Y. B.Com.

BUSINESS ECONOMICS - II (Macro)

(2013 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) Define Macro Economics. Explain the significance and limitations of Macro Economics. **[16]**

Q2) Define Money. Explain the various functions of money. **[16]**

OR

What is National Income? Explain the difficulties in measuring National Income.

Q3) Answer in brief:

- a) Critically examine the cash Balance approach of value of money. **[8]**
- b) What are the effects of Inflation? **[8]**

OR

- a) Explain the Monetary measures to control Trade cycles.
- b) Explain the Nature and Scope of Public Finance.

Q4) Explain the Keynesian Theory of employment in detail. **[16]**

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

- a) Fisher's Quantity Theory of Money.
- b) Causes of increasing Public Expenditure.
- c) Phases of Trade Cycle.
- d) Demand Pull Inflation.



Total No. of Questions : 5]

P1053

[4963]-2003
S.Y. B.Com.
BUSINESS ECONOMICS - II (Macro)
(2013 Pattern)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) समग्रलक्षी अर्थशास्त्राची व्याख्या द्या. समग्रलक्षी अर्थशास्त्राचे महत्त्व आणि मर्यादा स्पष्ट करा. [16]

प्रश्न 2) पैशाची व्याख्या द्या. पैशाची विविध कार्ये स्पष्ट करा. [16]

किंवा

राष्ट्रीय उत्पन्न म्हणजे काय? राष्ट्रीय उत्पन्न मापणातील अडचणी स्पष्ट करा.

प्रश्न 3) थोडक्यात उत्तरे द्या.

अ) पैशाच्या मूल्याबाबतच्या रोखशिल्लक दृष्टीकोणाचे टिकात्मक परिक्षण करा. [8]

ब) चलनविस्ताराचे परिणाम कोणते आहेत? [8]

किंवा

अ) व्यापारचक्रांच्या नियंत्रणाचे चलनविषयक उपाय स्पष्ट करा.

ब) सार्वजनिक आयव्ययाचे स्वरूप आणि व्याप्ती स्पष्ट करा.

प्रश्न 4) केन्स यांच्या रोजगाराच्या सिद्धान्ताचे सविस्तर स्पष्टीकरण करा. [16]

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

अ) फिशर यांचा चलनसंख्यामान सिद्धान्त

ब) सार्वजनिक खर्च वाढीची कारणे

क) व्यापार चक्राच्या अवस्था

ड) मागणी ताणनिर्मित चलनवाढ



Total No. of Questions : 5]

SEAT No. :

P1054

[Total No. of Pages : 3

[4963]-2004
S.Y. B.Com. (Regular)
BUSINESS MANAGEMENT
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidate:

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

Q1) Define the 'term management'. Describe the various challenges before manager. **[16]**

OR

Explain the meaning and importance of management.

Q2) What do you mean by forecasting? Explain the need and techniques of forecasting. **[16]**

OR

- a) Explain the process of communication.
- b) Explain the Advantages of Decentralisation.

Q3) What do you mean by dizection? Explain the principles and importance of dizection. **[16]**

OR

What are the details barriers of communication.

Q4) Define motivation? Explain the fedrick Hertzberg's Motivation Hygiene Theory. **[16]**

OR

Define controlling. Explain the steps and importance of controlling.

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

- a) Dr. B.R. Ambedkar's Modern Indian. Economic Thoughts.
- b) Business Ethics.
- c) Disaster management.
- d) Management of change.
- e) Step in the process of controlling.
- f) Qualities of leadership.



P.T.O.

Total No. of Questions : 5]

P1054

[4963]-2004
S.Y. B.Com. (Regular)
BUSINESS MANAGEMENT
(2013 Pattern)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) व्यवस्थापनाची व्याख्या द्या. व्यवस्थापकासमोरील विविध आव्हाने विशद करा. [16]

किंवा

व्यवस्थापनाचा अर्थ सांगून महत्त्व स्पष्ट करा.

प्रश्न 2) पूर्वानुमान म्हणजे काय? पुर्वानुमानाची गरज व तंत्रे स्पष्ट करा. [16]

किंवा

अ) संदेशवहन (संज्ञापन) ची प्रक्रिया स्पष्ट करा.

ब) विकेंद्रीकरणाचे फायदे स्पष्ट करा.

प्रश्न 3) निर्देशन म्हणजे काय? निर्देशनाचे तत्वे व महत्त्व स्पष्ट करा. [16]

किंवा

संदेशवहना (संज्ञापना) तील अडथळे सविस्तर स्पष्ट करा.

प्रश्न 4) अभिप्रेरणेची व्याख्या द्या. फ्रेडरिक हर्झवर्ग यांचा आरोग्यविषयक सिद्धान्त स्पष्ट करा. [16]

किंवा

नियंत्रणाची व्याख्या द्या. नियंत्रणाचे महत्त्व व पायऱ्या सांगा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार)

[16]

- अ) डॉ. बी. आर. आंबेडकर यांचे आधुनिक भारतीय अर्थिक विचार.
- ब) व्यावसायिक नितीमूल्ये.
- क) आपत्ती व्यवस्थापन.
- ड) बदलांचे व्यवस्थापन.
- इ) नियंत्रण प्रक्रियेतील पायऱ्या.
- फ) नेतृत्वाचे गुण.



Total No. of Questions : 5]

SEAT No. :

P1055

[Total No. of Pages : 2

[4963]-2005
S.Y. B.Com.
ELEMENTS OF COMPANY LAW
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidate:

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

Q1) Explain the Salient Features of Companies Act, 2013. **[16]**

Q2) What is formation of a Company? Explain the various documents to be filled with registration of a company. **[16]**

OR

What is forfeiture of a shares? Explain the procedure and effect of forfeiture of shares?

Q3) a) Explain the advantages of E-Governance. **[8]**
b) Explain the types of Directors meetings. **[8]**

OR

- a) Explain the Powers of Board of Directors.
- b) Explain the types of voluntary windingup.

Q4) a) Explain the activitie's under Corporate Social Responsibility. **[8]**
b) Distinguish between Managing Director and Manager. **[8]**

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

- a) Duties of Director.
- b) Director Identification Number (DIN).
- c) Comprise and Arrangements.
- d) Types of Share holders meeting.



P.T.O.

Total No. of Questions : 5]

P1055

[4963]-2005

S.Y. B.Com.

कंपनी कायद्याची मूलतत्वे

(2013 पॅटर्न)

(मराठी रूपांतर)

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) 2013 च्या कंपनी अधिनियमाची प्रमुख वैशिष्ट्ये सांगा. [16]

प्रश्न 2) कंपनीचे प्रवर्तन म्हणजे काय? कंपनीची नोंदणी करताना सादर करण्यात येणाऱ्या विविध कागदपत्रांची माहिती स्पष्ट करा. [16]

किंवा

भाग जप्ती म्हणजे काय? भाग जप्तीची कार्यपद्धती आणि परिणाम स्पष्ट करा.

प्रश्न 3) अ) इ-गव्हर्नन्सचे फायदे स्पष्ट करा. [8]

ब) कंपनी संचायलकांच्या सभांचे प्रकार स्पष्ट करा. [8]

किंवा

अ) संचालक मंडळाचे अधिकार स्पष्ट करा.

ब) कंपनीच्या ऐच्छिक समापनाच्या पद्धती सांगा.

प्रश्न 4) अ) कॉरपोरेट सामाजिक जबाबदारीचे विविध उपक्रम स्पष्ट करा. [8]

ब) व्यवस्थापकीय संचालक आणि व्यवस्थापक यातील फरक स्पष्ट करा. [8]

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

अ) संचालकांची कर्तव्ये.

ब) संचालक ओळक क्रमांक. (DIN)

क) तडजोड आणि समेट.

ड) सभासदांच्या सभांचे प्रकार.



Total No. of Questions : 5]

SEAT No. :

P1056

[Total No. of Pages : 3

[4963]-2006

S.Y. B.Com.

BUSINESS ADMINISTRATION

(2013 Pattern) (Paper - I)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define Administration. Explain the functions of Administration. [16]

OR

State the meaning of limited liability Partnership. Explain the merits and demerits of limited liability Partnership.

Q2) Explain the factors affecting the plant location of business unit. [16]

OR

Explain the Social responsibilities of business towards different interest groups.

Q3) a) Discuss any four legal provisions governing promotion and establishment of unit. [8]

b) What are the types of returns to be filed for incorporation? [8]

OR

a) Discuss the importance of productivity in an organization. [8]

b) Explain the role of National Productivity Council (NPC). [8]

Q4) What is Privatisation? Explain the implications of Privatisation. [16]

OR

Explain the role of Government and Board of Industrial and Financial Reconstruction (BIFR) in prevention of Industrial Sickness.

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

- a) Management.
- b) Sole Proprietorship.
- c) Special Economic Zone (SEZ).
- d) Economic Environment.
- e) Knowledge Process Outsourcing (KPO).
- f) Quality Circles.



P.T.O.

Total No. of Questions : 5]

P1056

[4963]-2006
S.Y. B.Com.
BUSINESS ADMINISTRATION
(2013 Pattern) (Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.
2) सर्व प्रश्नांना समान गुण.
3) संदर्भासाठी मुळ इंग्रजी प्रश्नपत्रिका पहावी.

प्रश्न 1) प्रशासनाची व्याख्या लिहा. प्रशासनाची कार्ये स्पष्ट करा. [16]

किंवा

भागीदारी संस्थेची 'मर्यादित जबाबदारीचा' अर्थ लिहा. भागीदारी संस्थेच्या मर्यादित जबाबदारीचे फायदे व तोटे स्पष्ट करा.

प्रश्न 2) व्यवसाय स्थाननिश्चितीवर प्रभाव पाडणारे घटक स्पष्ट करा. [16]

किंवा

व्यवसायाच्या सामाजिक जबाबदाऱ्या विविध गटांच्या संदर्भात कशाप्रकारे असतात ते स्पष्ट करा.

प्रश्न 3) अ) उद्योगाचे संवर्धन आणि स्थापना करण्यासाठी प्रमुख कायदेशीर तरतूदीची चर्चा करा. [8]

ब) कंपनीची नोंदणी करताना कोणते विवरणपत्रे लगतात ते सांगा. [8]

किंवा

अ) व्यवसायामध्ये 'उत्पादकतेचे महत्व' यांची चर्चा करा. [8]

ब) राष्ट्रीय उत्पादकता परिषदेची भूमिका स्पष्ट करा. [8]

प्रश्न 4) खाजगीकरण म्हणजे काय? 'खाजगीकरणाची अंमलबजावणी' स्पष्ट करा. [16]

किंवा

शासन व औद्योगिक वित्तीय पुनर्रचना मंडळ यांची आजारी उद्योगांसदर्भात भूमिका स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार) [16]

- अ) व्यवस्थापन.
- ब) एकल व्यापारी.
- क) विशेष आर्थिक क्षेत्र.
- ड) आर्थिक पर्यावरण.
- इ) बाह्य संसाधनाद्वारे ज्ञान प्रक्रिया कार्य (KPO).
- फ) गुणवत्ता वर्तुळे.



Total No. of Questions : 5]

SEAT No. :

P1057

[Total No. of Pages : 2

[4963]-2007

S.Y. B.Com.

BANKING AND FINANCE

Indian Banking System - I

(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidate:

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

Q1) Explain the structure of banking system in India. **[16]**

Q2) Explain the progress and performance of foreign Banks. **[16]**

OR

Explain the role of the State Bank of India.

Q3) a) State the objectives of NABARD. **[8]**

b) State the functions of Regional Rural Banks. **[8]**

OR

a) State the functions of District Central Co-operative Banks.

b) State Distinguish between Scheduled and Non-Scheduled Banks.

Q4) Explain in detail the functions of Reserve Bank of India. **[16]**

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

a) Recommendations of the Narasimhan Committee II (1998).

b) Principles of Co-operation.

c) Urban Co-operative Credit Society.

d) Role of Microfinance.



P.T.O.

Total No. of Questions : 5]

P1057

[4963]-2007

S.Y. B.Com.

BANKING AND FINANCE

Indian Banking System - I

(2013 Pattern) (Special Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

-
- प्रश्न 1) भारतातील बँक प्रणालीची रचना स्पष्ट करा. [16]
- प्रश्न 2) परकीय बँकाची प्रगती व कामगिरी स्पष्ट करा. [16]
किंवा
भारतीय स्टेट बँकेची भूमिका स्पष्ट करा.
- प्रश्न 3) अ) नाबार्डची उद्दिष्टे सांगा. [8]
ब) प्रादेशिक ग्रामीण बँकांची कार्ये सांगा. [8]
किंवा
अ) जिल्हा मध्यवर्ती सहकारी बँकांची कार्ये सांगा.
ब) अनुसूचित आणि बिगर अनुसूचित बँकामधील फरक सांगा.
- प्रश्न 4) भारतीय रिझर्व्ह बँकेची कार्ये सविस्तर स्पष्ट करा. [16]
- प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन) [16]
अ) नरसिंहम समिती- II (1998) च्या शिफारशी.
ब) सहकाराची तत्वे.
क) नागरी सहकारी पतसंस्था.
ड) सुक्ष्म वित्ताची भूमिका.



Total No. of Questions : 5]

SEAT No. :

P1058

[Total No. of Pages : 3

[4963]-2008

S.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2013 Pattern) (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) What is state marketing Board? Explain the functions and powers of marketing Board. **[16]**

Q2) State the Definition of Insurance. Explain the Importance or functions of Insurance. **[16]**

OR

Explain the term 'Life Insurance policy'. Discribe the procedure of Life Insurance policy.

Q3) a) Explain the Types of Fire Insurance Policies. **[8]**
b) Explain the principles of Marine Insurance Policy. **[8]**

OR

- a) State the difference between strikes and Lockout under The Industrial Dispute Act, 1947.
- b) Discribe the kinds or Types of partner under partnership Act, 1952.

Q4) Define 'Co-operative Society' under Maharashtra Co-Operative societies Act, 1960 and Explain the Types of Co-Operative societies. **[16]**

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

- a) Difference between Fire Insurance and Marine Insurance.
- b) Features of Co-Operative Society.
- c) Closure and Re-Starting of undertaking under The Industrial Dispute Act, 1947.
- d) Dissolution of a partnership firm.



P.T.O.

Total No. of Questions : 5]

P1058

[4963]-2008

S.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2013 Pattern) (Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) राज्य खरेदी विक्री (विपणन) मंडळ म्हणजे काय? राज्य खरेदी विक्री (विपणन) मंडळाची कार्ये व अधिकार स्पष्ट करा. [16]

प्रश्न 2) विम्याची व्याख्या सांगा. विम्याचे महत्त्व किंवा कार्ये विशद करा. [16]

किंवा

जीवनविमा ही संकल्पना स्पष्ट करा. जीवन विमा उतरविण्याची कार्यपद्धती विशद करा.

प्रश्न 3) अ) अग्नीविमा पत्राचे प्रकार सांगा. [8]

ब) सागरी विमा पत्राची तत्त्वे सांगा. [8]

किंवा

अ) औद्योगिक कलह कायदा, 1947 नुसार 'संप' आणि 'टालेबंदी' यातील फरक स्पष्ट करा.

ब) भागीदारी कायदा, 1952 नुसार भागीदारांचे प्रकार सांगा.

प्रश्न 4) महाराष्ट्र सहकारी संस्था कायदा, 1960 नुसार 'सहकारी संस्थेची' व्याख्या सांगून सहकारी संस्थेचे प्रकार स्पष्ट करा. [16]

प्रश्न 5) टिपा लिहा. (कोणत्याही दोन) [16]

अ) अग्निविमा व सागरी विमा यातील फरक

ब) सहकारी संस्थेची वैशिष्ट्ये

क) औद्योगिक कलह कायदा, 1947 नुसार वस्त्रोद्योग व्यवसाय बंद करणे व पुन्हा सुरु करणे

ड) भागीदारी संस्थेचे विसर्जन/बंद करणे



Total No. of Questions : 5]

SEAT No. :

P1059

[Total No. of Pages : 2

[4963]-2009

S.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidate:

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

Q1) Explain the objectives and features of Co-operative Societies Act, 1912. [16]

Q2) Explain the provisions in Maharashtra State Co-operative Societies Act, 1960 amended upto August 2013 regarding registration, supervision and Audit. [16]

OR

Explain the functions and problems of District Central Co-operative Banks.

Q3) a) Explain the problems of consumer co-operatives in India. [8]
b) Explain the role of Mahatma Gandhi in rural Development. [8]

OR

a) State the benefits of co-operative legislation. [8]
b) Explain Development Strategy of 'Model Village'. [8]

Q4) Explain the thought and work of Dr. Panjabrao Deshmukh about rural development. [16]

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

- a) Importance of peoples participation in rural development.
- b) Effects of Globalization on rural development.
- c) Limitations of panchayat Raj system.
- d) Objectives of Rural Development.



P.T.O.

Total No. of Questions : 5]

P1059

[4963]-2009
S.Y. B.Com.
CO-OPERATION AND RURAL DEVELOPMENT
(2013 Pattern) (Special Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

-
- प्रश्न 1) सहकारी संस्था कायदा 1912 ची उद्दिष्टे आणि वैशिष्ट्ये स्पष्ट करा. [16]
- प्रश्न 2) महाराष्ट्र राज्य सहकारी संस्था कायदा 1960 मधील ऑगस्ट 2013 पर्यंतच्या दुरुस्तीनुसार सहकारी संस्थांची नोंदणी, पर्यवेक्षण आणि अंकेक्षण या संबंधी तरतुदी स्पष्ट करा. [16]
- किंवा
- जिल्हा मध्यवर्ती सहकारी बँकांची कार्ये आणि समस्या स्पष्ट करा.
- प्रश्न 3) अ) भारतातील ग्राहक सहकारी संस्थांच्या समस्या स्पष्ट करा. [8]
ब) ग्रामीण विकासासंदर्भात महात्मा गांधी यांची भूमिका स्पष्ट करा. [8]
- किंवा
- अ) सहकार कायद्यांचे फायदे सांगा. [8]
ब) विकासाची 'आदर्श ग्राम' व्यूहरचना स्पष्ट करा. [8]
- प्रश्न 4) डॉ. पंजाबराव देशमुख यांचे ग्रामीण विकासासंबंधीचे विचार आणि कार्ये स्पष्ट करा. [16]
- प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन) [16]
अ) ग्रामीण विकासातील लोक सहभागाचे महत्त्व.
ब) जागतिकीकरणाचे ग्रामीण विकासावर होणारे परिणाम.
क) पंचायतराज व्यवस्थेच्या मर्यादा.
ड) ग्रामीण विकासाची उद्दिष्टे.



Total No. of Questions : 5]

SEAT No. :

P1060

[Total No. of Pages : 3

[4963]-2010

S.Y. B.Com.

COST AND WORKS ACCOUNTING

(2013 Pattern) (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.*
- 3) Use of calculator is allowed.*

Q1) a) Fill in the blanks. [5]

- i) _____ is a location, person or item of equipment in respect of which costs may be ascertained.
- ii) _____ is the process of assigning a symbol or code number to items falling in different groups.
- iii) _____ method of pricing issues is based on the assumption that the goods which are received last are issued first.
- iv) The cost of abnormal defectives is charged to _____.
- v) _____ expenses are easily identified with a specific job contract or work order.

b) State whether the following statements are True or False: [5]

- i) A bill of material is prepared by the sales department.
- ii) ABC analysis ensures effective control on costly items which require large investment.
- iii) Direct wages are also called as productive wages.
- iv) Maintaining attendance register of workers is a manual method of time keeping.
- v) Classification is an important pre-requisite for codification.

P.T.O.

Q2) Define the term 'Stores Organisation'. Explain the meaning, advantages and disadvantages of centralised and decentralised stores. [15]

OR

- a) Explain the term 'Direct Costing' in detail with proper examples. [10]
b) Explain the importance of computers in store management. [5]

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

- a) Job Analysis.
b) Causes of Labour Turnover.
c) Functions of Purchase Department.
d) Behaviorwise classification of Cost.
e) Time Keeping.

Q4) a) The accounts of perfect Industries Ltd, Mumbai for the year ending 31st March 2016 shows the following: [15]

	R s .
Stock of materials on 1-4-2015	16,720
Purchase of material	25,900
Bad Debts written off	910
Salesman's Salary & Commission	1,078
Depreciation on office furniture	42
Rent, Rates & Taxes (Factory)	1,190
Productive wages	17,640
Directors fees	840
General Expenses	476
Gas and water (Factory)	168
Postage	294
Sales	70,000
Factory managers Salary	1,000
Office managers Salary	500
Depreciation on plant & machinery	1,820
Discount Allowed	406
Repairs to Plant & Machinery	623
Carriage outward	602
Direct expenses	1,001
Rent, Rates & Taxes (Office)	280
Gas and water (Office)	56
Stock of materials on 31-3-2016	8,792

Prepare a statement of cost showing:

- i) Cost of materials consumed
 - ii) Prime cost
 - iii) Factory cost
 - iv) Cost of production
 - v) Total cost
 - vi) Profit / Loss
- b) From the following information calculate the material Turnover Ratio and material Turnover in days for product 'A': [5]
Opening stock of material → Rs. 9000.
Closing stock of material → Rs. 11000.
Purchases during the year → Rs. 32000.

Q5) a) The stock in hand of material as on 01-01-2015 was 500 units@Rs.1 per unit. The following purchases and issues were made. [10]

Purchases:

- 6-1-2015 : 100 units@Rs.1.10.
- 20-1-2015 : 700 units@Rs.1.20.
- 27-1-2015 : 400 units@Rs.1.30.
- 13-2-2015 : 1000 units@Rs.1.40.
- 20-2-2015 : 500 units@Rs.1.50.

Issues:

- 9-1-2015 : 500 units
- 22-1-2015 : 500 units
- 30-1-2015 : 500 units
- 15-2-2015 : 500 units

Prepare stores Ledger Account of Material Under LIFO method for Dimmy Industries, Pune.

- b) Time Allotted to complete the job is 60 hours. Mr. Z completes the same in 44 hours. He produces 1000 units during the period. The rate per unit is Rs. 2.50 and the rate per hour is Rs. 1.50. [10]
You are required to compute the total earnings of Mr. Z under.
- i) Time Rate method.
 - ii) Peice Rate method.
 - iii) Halsey plan.
 - iv) Rowan plan.



Total No. of Questions : 4]

SEAT No. :

P1061

[Total No. of Pages : 4

[4963]-2011

S.Y. B.Com.

STATISTICS

Business Statistics

(2013 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.
- 3) Use of statistical tables and calculator is allowed.

Q1) Attempt any five of the following:

[2 each]

- a) State four components of time series.
- b) Explain the difference between ultimate classes and positive classes.
- c) Given $T_{42} = 42$, $l_{42} = 31$, find expectation of life at age 42 (e^0_{42}).
- d) Given $r_{12} = 0.6$, $r_{13} = 0.3$ and $r_{23} = 0.7$, find $R_{1,2,3}$.
- e) State any two differences between primal and dual problem of linear programming problem.
- f) State the additive model used in the analysis of time series.
- g) Given $\alpha = 0.3$ estimate the profit for the year 2016 using exponential smoothing method for:

Year	Profit (in crores)
2014	5.6
2015	7.2
2016	8.3

Q2) Attempt any four of the following:

[5 each]

- a) The following is the information on literacy and employment status of people.
Employed literates = 232
Unemployed Illiterates = 586
Employed Illiterates = 115
Unemployed literates = 22
Calculate coefficient of association between literacy and employment.
Comment on the result.

P.T.O.

- b) Fill in blanks in the following table marked by? sign.

Age	l_x	d_x	q_x	p_x	L_x	T_x
56	45129	?	?	?	?	691411
57	43739	-	-	-	-	?

- c) Compute the CDR and STDR for two population A and B taking population B as standard population:

Age group	A		B	
	Population	Deaths	Populations	Deaths
Under 5	15000	360	11000	132
5 – 30	20000	400	26000	312
Above 30	10000	280	16000	208

- d) Describe ‘Cyclical Variation’ from time series.
 e) Obtain initial basic feasible solution using North West Corner method for following transportation problem

Markets→ Sources↓	D ₁	D ₂	D ₃	D ₄	Supply
O ₁	1	2	1	4	20
O ₂	3	2	2	1	45
O ₃	4	2	5	9	20
O ₄	5	3	6	10	15
Demand	15	45	30	10	

Also find the corresponding transportation cost

- f) A company has five jobs to be done. The following matrix shows the time (in hours) taken on 5 different machines. Assign job to machine so as to minimize the total time required.

	I	II	III	IV	V
A	5	11	10	12	4
B	2	4	6	3	5
C	3	12	5	14	6
D	6	14	4	11	7
E	7	9	8	12	5

Q3) Attempt any two of the following:

- a) Given $N = 1800$, $(A) = 850$, $(B) = 780$, $(C) = 326$, $(A\bar{B}) = 200$, $(A\bar{C}) = 94$, $(\bar{A}BC) = 72$, $(ABC) = 50$. Find the values of third order class frequencies $(\alpha\beta\gamma)$, $(\alpha\bar{B}\gamma)$ and $(A\bar{\beta}\gamma)$. **[10]**

- b) i) Find 5 - yearly moving average of the number of students studying in a college shown below: **[5]**

Year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
No. of Students	332	317	357	392	402	405	410	418	429	435

- ii) Fit a trend line to the following data by least square method: **[5]**

Year	2006	2007	2008	2009	2010
Production ('000)	20	22	23	20	18

Obtain the trends value of production for 2013.

- c) Obtain the initial simplex table for **[10]**

$$\text{Maximize } Z = 6X + 4Y$$

Subjected to,

$$2X + 3Y \leq 30$$

$$3X + 2Y \leq 24$$

$$X, Y \geq 0.$$

Q4) Attempt any two of the following:

[15 each]

- a) Given the following information find equation of plane of regression of X_1 on X_2 and X_3 .

Variable	Mean	SD	Correlations
X_1	170	2.4	$r_{12} = 0.28$
X_2	160	2.7	$r_{13} = 0.49$
X_3	168	2.7	$r_{23} = 0.51$

Also estimate value the value of X_1 when $X_2 = 170$ and $X_3 = 175$.

- b) Calculate G.F.R., T.F.R. and G.R.R. for the following data. Also interpret the results Assume that proportion of female births is 46.2%.

Age group (in years)	No. of Women (in 000)	Total Births
15-19	16.0	260
20-24	16.4	2244
25-29	15.8	1894
30-34	15.2	1320
35-39	14.8	916
40-44	15.0	280
45-49	14.5	145

- c) Find the initial basic solution of the following transportation problem using VAM.

Markets→ Sources↓	D ₁	D ₂	D ₃	D ₄	Supply
O ₁	6	8	8	5	30
O ₂	5	11	9	7	40
O ₃	8	9	7	13	50
Demand	35	28	32	25	

Verify that this solution is optimal by solution using MODI method.



Total No. of Questions : 5]

SEAT No. :

P1062

[Total No. of Pages : 4

[4963] - 2012

S.Y. B.Com.

BUSINESS ENTREPRENEURSHIP (Paper - I)

(2013 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 'Entrepreneurship'? Explain the need & importance of 'Entrepreneurship. [16]

OR

Explain the Entrepreneurial Career of Sahakar Maharshi Bhausaheb Thorat. [16]

Q2) What is 'Innovation'? Explain in detail the sources of Innovation. [16]

OR

Define the term 'social Responsibility'. Explain the social Responsibilities of business towards customers & Investors. [16]

Q3) a) Explain advantages & disadvantages of Group Entrepreneurship [8]

OR

What is 'Franchising'? State the advantages and Franchising Business to the Franchisor. [8]

b) Distinguish between service Industry & Manufacturing Industry. [8]

OR

State the social & educational challenges in Entrepreneurship Development. [8]

P.T.O.

Q4) Define the term 'Service'. State the Opportunities to service industry in Rural & Urban areas. **[16]**

OR

Define the term 'Self Help Group' Explain the administration functions & Operation of Self-Help Group. **[16]**

Q5) Write short notes (Any four) **[16]**

- a) Competencies of Entrepreneur.
- b) Process of Creativity
- c) Business Process outsourcing
- d) measures for challenges of Globalization
- e) Success factors in Service Ventures
- f) Cautions in franchising



Total No. of Questions : 5]

P1062

[4963] - 2012

S.Y. B.Com.

BUSINESS ENTREPRENEURSHIP (Paper - I)

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) उद्योजकता म्हणजे काय? उद्योजकतेची गरज आणि महत्त्व स्पष्ट करा. [16]

किंवा

सहकार महर्षी भाऊ साहेब थोरात यांची उद्योजकिय कारकिर्द स्पष्ट करा. [16]

प्रश्न 2) नवनिर्मिती म्हणजे काय? नवनिर्मितीचे स्रोत सविस्तर स्पष्ट करा. [16]

किंवा

सामाजिक जबाबदारी या संकल्पनेची व्याख्या द्या. ग्राहक आणि गुंतवणुकदार प्रती व्यवसायाच्या सामाजिक जबाबदाऱ्या स्पष्ट करा. [16]

प्रश्न 3) अ) समुह उद्योजकतेची - फायदे व तोटे स्पष्ट करा. [8]

किंवा

व्यवसायाधिकार म्हणजे काय? व्यवसायाधिकाराचे व्यवसायाधिकार देणाऱ्यास मिळणारे फायदे स्पष्ट करा. [8]

ब) सेवा उद्योग आणि उत्पादन उद्योग यातील फरक स्पष्ट करा. [8]

किंवा

उद्योजकिय विकासातील सामाजिक आणि शैक्षणिक आव्हाने सांगा. [8]

प्रश्न 4) सेवा संकल्पनेची व्याख्या द्या. सेवा उद्योगाच्या ग्रामीण व शहरी भागातील संधी स्पष्ट करा. [16]

किंवा

स्वयं सहायता गट या संकल्पनेची व्याख्या द्या स्वयं सहायता गटाची प्रशासकिय कार्ये आणि कार्य पद्धती स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार) [16]

अ) उद्योजकीय क्षमता

ब) निर्मिती क्षमतेची प्रक्रिया

क) बाह्य स्रोताची व्यवसाय प्रक्रिया

ड) जागतीकरणात उद्योजकता विकासाच्या उपाय योजना

इ) सेवा उद्योगातील यशस्वी घटक

फ) व्यवसायाधिकार करार करताना घ्यावयाची काळजी



Total No. of Questions : 5]

SEAT No. :

P1063

[Total No. of Pages : 4

[4963] - 2013

S.Y. B.Com.

MARKETING MANAGEMENT

(2013 Pattern) (Special Paper - I) (Regular)

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 are the elements of marketing planning? Describe the steps in the marketing planning process. **[16]**

Q2) Explain the meaning and nature of marketing communication. Describe the elements of marketing communication mix. **[16]**

OR

Describe the classification of services. Explain the new generation of services.

Q3) a) Explain the meaning and nature of online Marketing. **[8]**

b) Discuss the online marketing strategies adopted by business firms in India. **[8]**

OR

a) What is the importance of green marketing in the modern business world?

b) Discuss the present status of green marketing in India.

P.T.O.

Q4) What do you mean by the term Consumer Behaviour? Describe the factors influencing the consumer behaviour. **[16]**

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

- a) Online and off line Marketing
- b) Contemporary Rural Marketing in India
- c) Role of Marketing Manager in Green Marketing
- d) Types of Buying Motives



Total No. of Questions : 5]

P1063

[4963] - 2013

S.Y. B.Com.

MARKETING MANAGEMENT

(2013 Pattern) (Special Paper - I) (Regular)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) विपणन नियोजनाचे कोणते घटक आहेत? विपणन नियोजन प्रक्रियेतील पायऱ्यांचे वर्णन करा.[16]

प्रश्न 2) विपणन संदेश वहनाचा अर्थ व स्वरूप समजावून सांगा. विपणन संदेशवहन मिश्रचे घटक वर्णन करा.[16]

किंवा

सेवांचे वर्गीकरण याचे वर्णन करा. नव्या पिढीतील आधुनिक सेवा समजावून सांगा.

प्रश्न 3) अ) ऑनलाइन मार्केटिंगचा अर्थ व स्वरूप समजावून सांगा. [8]

ब) भारतातील व्यवसाय संस्थांकडून वापरल्या जाणाऱ्या ऑनलाइन मार्केटिंगच्या ब्युहरचनांची चर्चा करा. [8]

किंवा

अ) आधुनिक व्यापारी विश्वात हरित विपणनाचे काय महल आहे?

ब) भारतातील हरित विपणनाची सद्य स्थिती याची चर्चा करा.

प्रश्न 4) ग्राहक वर्तन या संकल्पनेपासून तुम्हाला काय बोध होतो? ग्राहक वर्तनावर परिणाम करणारे घटक वर्णन करा. [16]

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

- अ) ऑनलाइन आणि ऑफलाइन मार्केटिंग
- ब) भारतातील ग्रामीण विपणनाची सद्य स्थिती
- क) हरित विपणनामध्ये विपणन व्यवस्थापकाची भूमिका
- ड) खरेदीच्या हेतूंचे प्रकार



Total No. of Questions : 5]

SEAT No. :

P1064

[Total No. of Pages : 4

[4963] - 2014

S.Y.B.Com.

ECONOMICS

Agricultural and Industrial Economics - I

(2013 Pattern) (Spl. 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) What is Agricultural Economics? Explain the nature and scope of Agricultural Economics. **[16]**

Q2) Explain the Nature of risk and uncertainly in Agriculture. **[16]**

OR

State and explain the different purposes of demand for Agricultural products.

Q3) Answer in brief :

- a) Explain the Importance of Industrial Economics. **[8]**
- b) Explain the Factors affecting location of Industries. **[8]**

OR

- a) Explain the Factors affecting optimum size of firm.
- b) Explain the causes of survival of small firm.

P.T.O.

Q4) What is Industrial Productivity? Explain the Factors affecting Industrial Productivity. **[16]**

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

- a) The concept of plant, firm and Industry.
- b) Weber's theory of location of Industry.
- c) Combination of Industries.
- d) Causes of Industrial Monopoly.



Total No. of Questions : 5]

P1064

[4963] - 2014

S.Y.B.Com.

कृषी आणि औद्योगिक अर्थशास्त्र
(2013 पॅटर्न) (स्पेशल पेपर - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) कृषी अर्थशास्त्र म्हणजे काय? कृषी अर्थशास्त्राचे स्वरूप व व्याप्ती स्पष्ट करा. [16]

प्रश्न 2) शेती व्यवसायातील 'धोका व अनिश्चितता' यांचे स्वरूप स्पष्ट करा. [16]

किंवा

शेती उत्पादनाच्या मागणीचे विविध हेतू सांगा व स्पष्ट करा.

प्रश्न 3) थोडक्यात उत्तरे द्या.

अ) औद्योगिक अर्थशास्त्राचे महत्त्व स्पष्ट करा. [8]

ब) उद्योगांच्या स्थान - निश्चितीवर परिणाम करणारे घटक स्पष्ट करा. [8]

किंवा

अ) उद्योग संस्थेच्या पर्याप्त आकारमानावर परिणाम करणारे घटक स्पष्ट करा.

ब) लहान उद्योगसंस्था टिकून राहण्याची कारणे स्पष्ट करा.

प्रश्न 4) औद्योगिक उत्पादकता म्हणजे काय ? औद्योगिक उत्पादकतेवर परिणाम करणारे घटक स्पष्ट करा.[16]

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

- अ) संयंत्र, उद्योग संस्था व उद्योगधंदा या संकल्पना.
- ब) उद्योगाच्या स्थाननिश्चितीचा 'वेबर' चा सिद्धांत.
- क) औद्योगिक संयोग.
- ड) औद्योगिक मत्तेदारीची कारणे.



Total No. of Questions : 4]

SEAT No. :

P1065

[Total No. of Pages : 4

[4963] - 2015

S.Y. B.Com.

DEFENCE BUDGETING, FINANCE & MANAGEMENT

(2013 Pattern) (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) Answer in 20 words each: (any ten)

[20]

- i) Define Strategic planning.
- ii) Define Logistics.
- iii) Write any two demerits of peace time economy.
- iv) Define Threat perception.
- v) Define operational control.
- vi) Define war potential.
- vii) Define self-reliance.
- viii) Define Zero budget.
- ix) Define management control.
- x) What do you mean by actual cost of war?
- xi) Define inflation.
- xii) Define leadership.
- xiii) State the meaning of public sector undertaking.

P.T.O.

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

[10]

- i) Explain aims of peace time economy.
- ii) Discuss techniques of controlling inflation.
- iii) Explain methods of war finance.
- iv) Discuss basic features of Zero Base Budget.

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

[20]

- i) Describe technology dimension of national security.
- ii) Explain role of private sector in defence production.
- iii) Discuss relationship between war and economy.
- iv) Describe role of foreign collaboration in India's defence production.

Q4) Answer in 300 words each: (any two)

[30]

- i) Explain determinants of Defence expenditure.
- ii) Describe Defence planning process in India.
- iii) Write a note on India's contemporary security threats.
- iv) Discuss causes of increasing Defence expenditure.



Total No. of Questions : 4]

P1065

[4963] - 2015

S.Y. B.Com.

डिफेन्स बजेटिंग फायनान्स अँड मॅनेजमेन्ट

(2013 पॅटर्न) (पेपर - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 20 शब्दात उत्तरे द्या. (कोणतेही दहा)

[20]

- i) सामरिक नियोजन व्याख्या द्या.
- ii) 'पुरवठाव्यवस्थापन' व्याख्या द्या.
- iii) शांतताकालीन अर्थव्यवस्थेचे कोणतेही दोन दोष नमुद करा.
- iv) 'धोक्याची संकल्पना' व्याख्या द्या.
- v) ऑपरेशनल कंट्रोल व्याख्या द्या.
- vi) 'युद्धक्षमता' व्याख्या द्या.
- vii) आत्मनिर्भरता व्याख्या द्या.
- viii) शून्यआधारित अंदाजपत्रक व्याख्या द्या.
- ix) व्यवस्थापन नियंत्रण व्याख्या द्या.
- x) युद्धाचे वास्तव मुल्य म्हणजे काय?.
- xi) चलन फुगवण व्याख्या द्या.
- xii) नेतृत्व व्याख्या द्या.
- xiii) पब्लीक सेक्टर अंडरटेकींगचा अर्थ लिहा.

प्रश्न 2) 50 शब्दात उत्तरे द्या. (कोणतेही दोन) [10]

- i) शांतताकालीन अर्थव्यवस्थेचे उद्दिष्टे स्पष्ट करा.
- ii) चलन फुगवण नियंत्रणाच्या विविध तंत्रा बाबत चर्चा करा.
- iii) युद्धनिधी संकलनाच्या विविध पद्धती स्पष्ट करा.
- iv) शुन्य आधारीत अर्थसंकलनाच्या मुलभुत गुणधर्माविषयी चर्चा करा.

प्रश्न 3) 150 शब्दात उत्तरे द्या. (कोणतेही दोन) [20]

- i) राष्ट्रीय सुरक्षेच्या तंत्रज्ञानविषयक पैलूचे वर्णन करा.
- ii) संरक्षण उत्पादनातील खाजगी उद्योग धंद्याची भूमिका स्पष्ट करा.
- iii) युद्ध आणि अर्थव्यवस्था यातील संबंधाबाबत चर्चा करा.
- iv) भारताच्या संरक्षण उत्पादनातील परकीय सहकार्याच्या भूमिकेचे वर्णन करा.

प्रश्न 4) 300 शब्दात उत्तरे द्या. (कोणतेही दोन) [30]

- i) संरक्षण खर्च निर्धारित करणारे घटक स्पष्ट करा
- ii) भारतातील संरक्षण नियोजन प्रक्रीयेबाबत वर्णन करा.
- iii) भारताच्या सुरक्षेचे तत्कालीन धोके यावर टिपण लिहा.
- iv) संरक्षणावरील खर्च वाढण्याच्या कारणाबाबत चर्चा करा.



Total No. of Questions : 5]

SEAT No. :

P1066

[Total No. of Pages : 4

[4963] - 2016

S.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM (Paper - I)
(2013 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 Life Insurance Policy? Describe the various types of Life Insurance Policy. [16]

Q2) Define General Insurance? Describe the principles and scope of General Insurance. [16]

OR

Distinguish between Life Insurance and General Insurance.

Q3) a) Write a brief note on Tour Operator. [8]

b) Explain the causes of Insurance claims. [8]

OR

a) Explain the organisational structure of Life Insurance Business.

b) Write a brief note on Insurance Regulatory Development Authority (IRDA).

P.T.O.

Q4) What do you know about Indian Tourism? Describe the opportunities before Indian Tourism, in detail. **[16]**

Q5) Answer the following Questions (Any Two) **[16]**

- a) State the essentials of Tour - planning.
- b) State the responsibilities of Tour - Operator.
- c) Explain the impact of Tourism on Indian Economy.
- d) Write a note on Historical Tourism.



Total No. of Questions : 5]

P1066

[4963] - 2016

S.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM (Paper - I)

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) आयुर्विमा पॉलिशी म्हणजे काय? आयुर्विमा पॉलीशीचे वेगवेगळे प्रकार विशद करा. [16]

प्रश्न 2) सर्व साधारण विम्याची व्याख्या सांगा? सर्व साधारण विम्याची तत्वे आणि व्याप्ती विशद करा.[16]

किंवा

आयुर्विमा आणि सर्व साधारण विमा यामधील फरक / तफावत स्पष्ट करा.

प्रश्न 3) अ) 'यात्रा - आयोजक' यावर टिप लिहा. [8]

ब) विमा संदर्भातील दाव्याची (claims) कारणे स्पष्ट करा. [8]

किंवा

अ) आयुर्विमा व्यवसायाची संघटनात्मक रचना स्पष्ट करा.

ब) विमा नियमनात्मक विकास अधिकार (IRDA) यावर टिप लिहा.

प्रश्न 4) भारतीय - पर्यटन याबाबत आपण काय जाणता? भारतीय पर्यटना समोरील असलेल्या विविध संधी, सविस्तर विशद करा. [16]

प्रश्न 5) खालील प्रश्नांची उत्तरे द्या. (कोणतेही दोन)

[16]

- अ) यात्रा – नियोजनाच्या आवश्यक बाबी सांगा.
- ब) यात्रा – आयोजकाच्या जबाबदाऱ्या सांगा.
- क) पर्यटनाचा भारतीय अर्थव्यवस्थेवर पडलेला प्रभाव स्पष्ट करा.
- ड) ऐतिहासिक – पर्यटन यावर टिप लिहा.



Total No. of Questions : 5]

SEAT No. :

P1067

[Total No. of Pages : 4

[4963] -2017

S.Y.B.Com.

COMPUTER PROGRAMMING & APPLICATION

(VB Script & RDBMS)

(2013 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 do you mean by VB script?
- ii) What is an array?
- iii) What is RDBMS?
- iv) State different types of Join?
- v) What is CUBE operator? State its syntax.

B) Give the output of the following section of code (any two)

[8]

i) `<Script language = "Vbscript" type = "text /Vbscript">`

`Var1 = 10`

`Var2 = 20`

`Sum = Var1 + Var2`

`document.write ("The sum of two numbers" & Var1 and & Var2
is" , & sum)`

`</Vbscript>`

P.T.O.

```

ii) <html>
    <body>
    <Script language = "Vbscript" type = "text/Vbscript">
        Dim intradius = 10
        const pi = 3.14
        Area = pi *intradius* intradius
        msgbox Area
    </Script>
    </body>
    </html>

```

```

iii) <html>
    <body>
    <Script language = "Vbscript" type = "text/Vbscript">
        Dim a : a = 20
        Dim b : b = 10
        if a>b then
            Document. Write = "a is greater than b"
        end if
    </Script>
    </body>
    </html>

```

Q2) Attempt any two of the following

[16]

- i) Explain message box and InputBox function with example.
- ii) Explain Validation and Error handling in VBscript.
- iii) a) Explain in brief SQL Aggregate functions in RDBMS?
 b) State the difference between Having clause and where clause.

Q3) A) Answer the following questions (any Two)

[8]

i) Solve the following.

- a) Create table client (Cno, Cname, City, Pincode, baldue)
- b) Find out the names of all the client
- c) Change the city of client no 5 to Bangalore
- d) Add a Column called telephone of data type number and size 10 to client table

ii) Product table having structure as

(Pno, Pname, unit, quantity, sellprice, costprice) solve the following Query.

- a) List out the Pname whose sellprice is 1000
- b) Delete the record whose Pno is 2
- c) Change the costprice of transers 500 to 950
- d) List out the Pno whose quantity is greater than 20

iii) Salesman table having structure as

(Sno, Sname, City, pincode, remark, salary)

Solve the Following Query

- a) Retrieve all the records from the salesman table
- b) Change the city of the salesman to pune whose Sno is 10
- c) Find the names of salesman whose salary equal to Rs. 3000
- d) Find the detail of salesman whose city is Pune and salary less than 6000

B) Write syntax and purpose of the following (any four) [8]

- i) Datediff ()
- ii) Timer ()
- iii) Now ()
- iv) ABS ()
- v) SUBSTR ()

Q4) Attempt any Two of the following [16]

- i) What is correlated subquery? What are different steps performed by correlated subquery to select the correct records?
- ii) Write short note on code documentation and formatting functions in VBscript
- iii) What are different clauses in SQL Query? Explain

Q5) Attempt any Two of the following [16]

- i) Explain different types of operators in VBscript in detail?
- ii) Explain different types of single Row functions
- iii) Explain system Privileges in detail



Total No. of Questions : 3]

SEAT No. :

P1068

[Total No. of Pages : 1

[4963] - 2018

S.Y.B.Com.

ADVERTISING SALES PROMOTION AND SALES MANAGEMENT

(Paper - III) (Vocational)

Advertising and Media Planning

(2013 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 Research” Explain the importance of Advertising research. [12]

OR

What do you mean by Advertising Effectiveness? Explain the methods of testing Advertising effectiveness [12]

Q2) State and explain the role of internet as an emerging Advertising media.[12]

OR

Discuss “Future of Advertising in India. [12]

Q3) Write short notes (any two) [16]

- a) Supply Chain management.
- b) Advertising strategies.
- c) Functions of branding
- d) Elements of copy writing



Total No. of Questions : 10]

SEAT No. :

P1069

[Total No. of Pages : 2

[4963] - 2019

S.Y. B.Com. (Vocational)

COMPUTER APPLICATIONS (Paper - III)

(2013 Pattern)

Time : 2 Hours]

[Max. Marks :40

Instructions to the candidates :

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

Q1) Explain in brief the following : **[5]**

- a) Data Dictionary
- b) Super Key

Q2) What is Normalization? Explain in detail. **[5]**

Q3) Explain Create Table command with syntax and example : **[5]**

Q4) Explain in detail Network Database model. **[5]**

Q5) Explain the following functions : **[5]**

- a) DML
- b) DQL

Q6) Explain Order By Clause with syntax and example. **[5]**

Q7) What are the advantages of RDBMS? **[5]**

P.T.O

Q8) Explain the following functions : **[5]**

a) Count ()

b) Initcap ()

Q9) Explain LIKE operator with examples **[5]**

Q10) What are the problems with traditional file approach **[5]**



Total No. of Questions : 4]

SEAT No. :

P1070

[Total No. of Pages : 2

[4963] - 2020

S.Y. B.com.

TAX PROCEDURE AND PRACTICES (Vocational)

Income Tax (Paper - III)

(2013 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) Answer in 20 words each (Any Five)

[10]

- i) Explain standard deduction available from Net Annual Value?
- ii) What is mean by Capital Asset?
- iii) What is mean by Inter head adjustment?
- iv) Enumerate rates of taxes for partnership firm for A.Y 2016-17?
- v) What is 'Refund of Income Tax'?
- vi) What is 'Return of loss'?
- vii) What is mean by 'Rectification of Mistakes'?

Q2) Answer in 50 words each (Any two)

[8]

- i) What are provisions for 'Depreciation' U/s 32 of Income Tax Act?
- ii) Who and when can claim deduction U/s 80U?
- iii) Enumerate provisions for E-Filing of returns under Income Tax Act?
- iv) Explain provisions for due dates for submission of returns under Income Tax Act?

P.T.O.

Q3) Answer in 150 words each (Any two)

[10]

- i) What are the 'Primary' and Secondary' incomes under the head 'Income from other sources'?
- ii) Discuss 'set-off' and 'carry forward of loss'?
- iii) How to compute income under the head income from House Property?
- iv) Discuss provisions for Ist Appeal under Income Tax Act?

Q4) What is mean by 'Assessment'? What are the types of 'Assessments' under Income Tax Act? [12]

OR

Mr. R submitted 'Profit and loss A/c ,for year ended on 31/03/2016. Compute his taxable income for the A.Y. 2016-17

Particulars	Amount	Particulars	Amount
To Opening stock	15,00,000	By Sales	1,08,00,000
To Purchases	75,20,000	By Closing Stock	20,00,000
To Wages	20,00,000	By Gift from father	1,80,000
To Rent	60,000	By Income Tax Refund	20,000
To Repairs to Car	30,000		
To Income Tax Paid	20,000		
To Medical Exp.	30,000		
To General Exp.	1,10,000		
To Depreciation Car	30,000		
To Advance income	1,00,000		
Tax Paid			
To Net Profit	16,00,000		
Total	1,30,00,000		1,30,00,000

Adjustments :-

- a) R carries business in rental premises ½ use for Residence
- b) Car used 50% for personal use
- c) Medical expenses for 'R' himself
- d) General expenses includes ₹ 20,000 for personal



Total No. of Questions : 3]

SEAT No. :

P1071

[Total No. of Pages : 1

[4963] - 2021

S.Y.B.Com. (Annual)

ADVERTISING, SALES PROMOTION & SALES MANAGEMENT

(Paper - IV) (Vocational)

Personal Selling & Salesmanship

(2013 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) Write a detailed note need of on personal selling in changing marketing scenario. **[12]**

OR

State & explain various qualities required by salesman to become successful Salesman.

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

OR

Write note on elements of marketing mix.

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

- a) Rural Sales Promotion
- b) Types of customers
- c) Marketing of services
- d) Social marketing



Total No. of Questions : 6]

SEAT No. :

P1072

[Total No. of Pages : 1

[4963] - 2022
S.Y. B.Com.
(Vocational) (Theory)
COMPUTER APPLICATIONS (Paper - IV)
(2013 Pattern)

Time : 2 Hours]

[Max. Marks :40

Instructions to the candidates :

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

Q1) Explain Structured System Analysis and Design Method. **[10]**

Q2) Explain briefly any two fact gathering techniques. **[10]**

Q3) Explain in brief the following : **[10]**

- a) Input Design
- b) Pseudocode

Q4) Write a note on System Development Life Cycle (SDLC). **[10]**

Q5) Define the following with example : **[10]**

- a) Subsystem
- b) Feedback

Q6) Explain Spiral model with diagram. **[10]**



Total No. of Questions : 4]

SEAT No. :

P1073

[Total No. of Pages : 2

[4963] - 2023

S.Y. B.com.

TAX PROCEDURE AND PRACTICES (Vocational)
Wealth Tax, Service Tax, Local Body Tax and Professional Tax
(Paper - IV)
(2013 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) Answer in 20 words each (Any Five)

[10]

- i) What do you mean by Assessment year for Wealth Tax?
- ii) Enumerate importance of 'Valuation Date' under Wealth Tax Act?
- iii) What is meaning of 'Professional Tax'?
- iv) What are the due dates for submission of returns under Wealth Tax?
- v) What is chargeability of L.B.T.?
- vi) What is extent and scope of L.B.T?
- vii) Who and When liable to pay 'Service Tax'?

Q2) Answer in 50 words each (Any two)

[8]

- i) Write note on E-Payment of Service tax?
- ii) Who is liable for 'Registration' under L.B.T. Act?
- iii) What are the types of 'Registrations' under Professional Tax?
- iv) Enumerate and discuss services under 'Negative List under Service Tax?

P.T.O.

Q3) Answer in 150 words each (Any two)

[10]

- i) Explain the provisions for interest payable under Wealth Tax Act?
- ii) What is the procedure of submissions of returns under L.B.T. Act?
- iii) How the valuation of taxable services made under 'Service Tax'?
- iv) What is the role of 'Chartered Accountant' for compliance of service tax regarding maintenance of Book of Accounts?

Q4) Answer in 500 words (Any one)

[12]

- i) What is mean by 'Assets'? Which assets exempted from Wealth tax?
- ii) Who and When liable to submit returns under 'Service Tax'?

