

Total No. of Questions :5]

SEAT No. :

P1124

[Total No. of Pages : 2

[4963]-301
T.Y.B.COM
BUSINESS REGULATORY FRAMEWORK (M-law)
(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 'Acceptance of Proposal? Explain in detail the Legal rules for' Acceptance of proposal. **[16]**

Q2) What do you mean by contract of Bailment? Explain the rights and duties of bailor. **[16]**

OR

Differentiate between 'conditions' and 'warranties' in the context of sale of goods act. Write detailed note on Implied conditions.

Q3) a) Explain the objectives and activities of world Intellectual property organisation. (WIPO) **[8]**
b) Explain the rights and responsibilities of patentee. **[8]**

OR

a) Explain in detail the salient features of consumer protection Act. 1986.
b) What is 'copy rights? State the characteristics of copy rights and rights of the copyright holders.

Q4) Define the term 'Negotiable Instruments'. Write a note on various types of negotiable Instruments. **[16]**

Q5) Write short notes (Any two) **[16]**
a) Digital signature.
b) Types of contract.
c) Powers and Duties of Arbitrator.
d) Importance of E - commerce.

P.T.O.

Total No. of Questions : 5]

P1124

[4963]-301
T.Y.B.COM
BUSINESS REGULATORY FRAMEWORK (M-law)
(2008 Pattern)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

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- प्रश्न 1) 'प्रस्तावाची स्विकृती' म्हणजे काय? प्रस्ताव स्विकृतीचे कायदेशीर नियम सविस्तर स्पष्ट करा. [16]
- प्रश्न 2) 'निक्षेपाचा करार' म्हणजे काय? निक्षेपदात्याचे अधिकार आणि कर्तव्ये स्पष्ट करा. [16]
किंवा
मालविक्री कायदयानुसार 'प्रमुखअट' व 'दुय्यम अट' यातील फरक स्पष्ट करा. गृहित प्रमुख अटी यावर सविस्तर टिप लिहा.
- प्रश्न 3) अ) जागतिक बौद्धिक संपदा संघटनेची उद्दिष्टे व कार्यक्रम (क्रिया) स्पष्ट करा. [8]
ब) पेटंटधारकाला मिळणारे अधिकार आणि जबाबदाऱ्या स्पष्ट करा. [8]
किंवा
अ) ग्राहक संरक्षण कायदा 1986 ची वैशिष्ट्ये सविस्तर स्पष्ट करा.
ब) 'लेखाधिकार' म्हणजे काय? (कॉपीराईट) लेखाधिकाराची वैशिष्ट्ये व कॉपीराईट धारकाचे अधिकार सांगा.
- प्रश्न 4) 'चलनक्षम दस्तऐवजाची व्याख्या सांगा. चलनक्षम दस्तऐवजाचे विविध प्रकार यावर टिप लिहा. [16]
- प्रश्न 5) टिपा लिहा. (कोणत्याही दोन) [16]
अ) डिजिटल सिग्नेचर.
ब) कराराचे प्रकार.
क) मध्यस्थ किंवा लवादाचे अधिकार व कर्तव्ये.
ड) ई - कॉमर्सचे महत्त्व.



Total No. of Questions : 4]

SEAT No. :

P1125

[Total No. of Pages : 8

[4963]-302
T.Y. B.Com
ADVANCED ACCOUNTING
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) A) Answer in one sentence only (Any Five) [10]

- i) What are the methods of finding the profit or loss under Single Entry System?
- ii) What is the percentage of profit transfer to the Statutory Reserve Fund by the bank every year?
- iii) Unallocable expenses are transferred to which account?
- iv) The closing balance on 'Goods Sent to Branch Account' is transferred to which account?
- v) Accounting Standard -25 stands for what?
- vi) What do you mean by Ex-interest transaction
- vii) What is the formula for calculating Debt-Equity Ratio?

B) Write short notes on (any two) [14]

- i) Types of Branches.
- ii) Allocation of expenses under Departmental Account
- iii) Rebate on bills discounted.
- iv) Difference between Management Accounting and Financial Accounting.
- v) Accounting Standard-3: Cash Flow Statement.

P.T.O.

Q2) From the following balances of The Deccan Bank Ltd as on 31st March 2014; prepare its Balance Sheet as at 31st March, 2014 and Profit and Loss Account for the year ended on that date: **[14]**

Particulars	Debit (Rs)	Credit (Rs)
Share Capital (shares of Rs 100 each Rs. 50/- Called up)		10,00,000
Profit and Loss Account on 1.4.2013		81,500
Current Deposit Accounts		21,44,000
Fixed Deposit Accounts		23,43,000
Savings Bank Accounts		11,07,000
Director's Fees	9,300	
Audit Fees	8,800	
Furniture	85,900	
Interest and Discount		7,04,000
Interest paid on Borrowings	4,00,400	
Commission and Exchange		2,03,000
Investments	18,40,000	
Branch Adjustment Account	2,04,000	
Postage and Telegrams	4,100	
Printing and Stationery	2,800	
Premises	17,03,000	
Salaries	67,000	
Law Charges	5,300	
Provident Fund Contribution	11,200	
Cash in Hand	2,07,000	
Bills Discounted and Purchased	61,000	
Unexpired Insurance	2,700	
Statutory Reserve Fund		72,000
Contingency Reserve		7,000
Loans, Cash Credits and Overdrafts	30,49,000	
	76,61,500	76,61,500

Additional Information:

- i) The Authorized Share Capital consists of 20,000 Eq. Shares of Rs. 100 each, all of which have been subscribed but only 50% have been called-up.
- ii) The Bank has accepted bills worth Rs. 3,00,000 on behalf of customers against the securities of Rs. 4,00,000 lodged with the bank.
- iii) Provide depreciation on Premises Rs. 90,000 and on Furniture Rs. 8,000.
- iv) Provide Rs. 28,500 for doubtful debts.
- v) Rebate on bills discounted amounted to Rs. 7,100.
- vi) Provide Rs. 10,000 for Taxation.

OR

Anagha Investors Company Ltd. submits the following details regarding one of their 6%

Investments for the year 2013-14.

Opening balance on 1.04.2013, face value Rs. 3,00,000 at Rs. 2,80,000. The following purchases and sales were made out of these investments during the year ended 31.03.2014.

Purchases on:

- i) 01.08.2013 face value Rs. 50,000 at Rs. 101/- Cum-interest.
- ii) 01.11.2013 face value Rs. 75,000 at Rs. 103/- Ex-interest.

Sales on:

- i) 01.09.2013 face value Rs. 50,000 at Rs. 104/- Cum-interest.
- ii) 01.02.2014 face value Rs. 1,00,000 at Rs. 103/- Ex-interest.

The interest is payable on 1st January and 1st July every year.

Write-up Investment Account as on 31.03.2014. Investments on 31.03 .2014 are to be valued at cost by First-In-First-Out method. [14]

- Q3) a) A fire occurred in the premises of M/s Pawar & Co. on 15th October 2013. From the following details ascertain the loss of stock and prepare a claim for insurance:

Particulars	Rs.
Stock on 01.04.2012	68,000
Purchases from 01.04.2012 to 31.03.2013	2,44,000
Sales from 01.04.2012 to 31.03.2013	3,60,000
Stock on 31.03.2013	60,000
Purchases from 01.04.2013 to 14.10.2013	2,94,000
Sales from 01.04.2013 to 14.10.2013	3,00,000

The Stock salvaged was Rs. 36,000. The amount of policy was Rs. 1,26,000. There was an average clause in the policy. **[8]**

- b) Shri. Shubham Patil keeps his books under Single Entry system. He gives you the following information relating to the year ending 31st March 2013.

Summary of Bank Transactions

Dr		Cr	
Particulars	Rs.	Particulars	R s .
To Balance b/d	4,350	By Drawings	7,520
To Sundry Debtors	38,400	By Trade Creditors	27,100
To Bills Receivable	12,000	By Bills Payable	9,300
realized		By Wages	12,000
To Commission Received	1,500	By Salaries	6,500
To Cash Sales	8,600	By Rent and Taxes	4,400
To Balance c/d	3,350	By Insurance	800
		By Carriage Inward	250
		By Advertising	330
	68,200		68,200
		By Balance b/d	3,350

Particulars of Other Assets and Liabilities	31.03.2012 (Rs)	31.03.2013 (Rs)
Stock on hand	18,700	23,400
Debtors	12,000	14,000
Creditors	9,000	1,500
Bills Receivable	4,000	5,000
Bills Payable	1,000	200
Outstanding Salaries	600	1,200
Office Furniture	600	600
Office Building	12,000	12,000

A provision of Rs. 1,450 is required for doubtful debts on debtors and depreciation @ 5% is to be charged on Furniture and Building. There are outstanding wages Rs. 3,000. Insurance has been prepaid to the extent of Rs. 250. Legal expenses are outstanding to the extent of Rs. 700.

You are required to prepare Total Debtors Account, Total Creditors Account, Total Bills Receivable Account, Total Bills Payable Account, Trading and Profit and Loss Account for the year ending 31st March, 2013 and Balance Sheet as on that date. **[14]**

Q4) From the following Profit and Loss Account and Balance Sheet of a company, calculate following ratios. **[20]**

- a) Current Ratio.
- b) Operating Ratio.
- c) Stock Turnover Ratio.
- d) Liquid Ratio.
- e) Gross Profit Ratio.
- f) Net Profit Ratio

Profit and Loss Account
for the Year ended 31st March, 2014

Dr.		Cr	
Particulars	Rs	Particulars	Rs
To Opening Stock	10,00,000	By Sales	90,00,000
To Purchases	60,00,000	By Closing Stock	12,00,000
To Carriage Inwards	2,00,000		
To Gross Profit	30,00,000		
	1,02,00,000		1,02,00,000
To Administrative Expenses	14,00,000	By Gross Profit b/d	30,00,000
To Selling and Distribution Expenses	2,50,000	By Sundry Income	1,00,000
To Non-operating Expenses	50,000		
To Net Profit	14,00,000		
	31,00,000		31,00,000

Balance Sheet

as on 31st March, 2014.

Liabilities	Rs	Assets	Rs.
Capital	20,00,000	Land and Building	10,00,000
Reserve and Surplus	17,00,000	Plant and Machinery	12,00,000
Sundry Creditors	10,00,000	Stock	12,00,000
Provision for Taxation	2,00,000	Debtors	12,00,000
Bills Payable	3,00,000	Cash at Bank	6,00,000
	52,00,000		52,00,000

OR

Following is the Trial Balance of Sai Farm House as on 31.03.2014. [20]

Trial Balance as on 31.03.2014

Particulars	Debit (Rs.)	Credit (Rs.)
Capital	-	1,57,500
Land and Building at Cost	1,12,500	-
Opening Stocks:		
Growing Crops, wheat	7,500	-
Live-stock: sheep	15,000	-
Feed for Live-stock	1,500	-
Farm Machinery (Original Cost Rs 30,000)	13,500	-
Salary and Wages: Manager	4500	-
Salary and Wages: Farm Workers	6,000	-
Farm House Expenses	2,250	-
Staff Meals	3,600	-
Crop Expenses	4,500	-
Purchases- Live-stock	7,500	-
Maintenance- Live-stock	9,000	-
Repairs- Farm Machinery	600	-
Repairs and Maintenance (Crop)	300	-
Sheep Yard	450	-
Hand Tools and Equipments (01.04.2013)	1,500	-
Office Expenses	2,250	-
Interest	4,500	-
Sale of Live-stock	-	28,500
Sale of Wheat	-	39,000
Legal Fees	1,500	-
Sundry Debtors	7,500	-
Sundry Creditors	-	1,500
Managers Personal Account	-	750
Bank Balance	21,300	-
	2,27,250	2,27,250

Additional Information:

- a) The Manager is entitled to a commission of 10% on the profit of Live-stock section after charging such commission. He is also chargeable with 1/3 of Farm House Expenses.
- b) Live-stock section is to bear 10% Managers Salary and Staff Meals.
- c) Depreciate Farm Machinery at 10% on original cost
- d) Closing Stocks:

Growing Crops, Wheat	Rs. 12,000
Live-stock	Rs. 22,500
Feed	Rs. 750
Hand tools and equipments	Rs. 300
- e) Rs. 3,000 worth of food-stuff grown in the farm was used for the Live-stock.
- f) Depreciation on Hand Tools and Equipments should be charged to Crop Account and Live-stock in the ratio of 3:1.

Prepare: (i) Crop Account, (ii) Live-stock Account, (iii) General Profit and Loss Account, (iv) Balance Sheet as on 31.03.2014.



Total No. of Questions :5]

SEAT No. :

P1126

[Total No. of Pages : 2

[4963]-303
T.Y.B.Com.
ECONOMICS
Indian & Global Economic Development
(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 constraints on Agricultural Development in India. **[16]**

Q2) Explain basic characteristics of the Indian Economy as an emerging economy. **[16]**

OR

Explain the role of Small Scale Industries in India.

Q3) a) Explain the role of Human Resource in economic development. **[8]**

b) Explain the objectives of economic planning in India. **[8]**

OR

a) State the importance of Foreign Trade in economic development.

b) Explain the convertibility of Rupee on Current Account.

Q4) Explain the need of foreign capital in economic development. **[16]**

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

- a) World Trade Organisation (WTO)
- b) Functions of International Monetary Fund (IMF)
- c) Private investment in Infrastructure
- d) Challenges of Privatisation



P.T.O.

Total No. of Questions : 5]

P1126

[4963]-303
T.Y.B.Com.
ECONOMICS
Indian & Global Economic Development
(2008 Pattern)
(मराठी रुपांतर)

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.

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- प्रश्न 1) भारतातील शेती विकासातील अडथळे स्पष्ट करा. [16]
- प्रश्न 2) उदयोन्मुख अर्थव्यवस्था म्हणून भारतीय अर्थव्यवस्थेची मूलभूत वैशिष्ट्ये स्पष्ट करा. [16]
किंवा
भारतातील लघूउद्योगांची भूमिका स्पष्ट करा.
- प्रश्न 3) अ) आर्थिक विकासातील मानवी संसाधनाची भूमिका स्पष्ट करा. [8]
ब) भारतातील आर्थिक नियोजनाची उद्दिष्ट्ये स्पष्ट करा. [8]
किंवा
अ) विदेशी व्यापाराचे आर्थिक विकासातील महत्व सांगा.
ब) चालू खात्यावरील रूपयाची परिवर्तनीयता स्पष्ट करा.
- प्रश्न 4) विदेशी भांडवलाची आर्थिक विकासातील गरज स्पष्ट करा. [16]
- प्रश्न 5) खालीलपैकी कोणत्याही दोनवर थोडक्यात टीपा लिहा. [16]
अ) जागतिक व्यापार संघटना (WTO)
ब) आंतरराष्ट्रीय नाणेनिधीची (IMF) कार्ये
क) पायाभूत सुविधामधील खाजगी गुंतवणूक
ड) खाजगीकरण पुढील आव्हाने



Total No. of Questions :5]

SEAT No. :

P1127

[Total No. of Pages : 2

[4963]-304
T.Y.B.Com
ECONOMICS
International Economics
(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 diagrams wherever necessary.*

Q1) Discuss the Heckscher - Ohlin's theory International Trade. **[16]**

Q2) What is terms of trade? Discuss the factors determining terms of trade. **[16]**

OR

Distinguish between the Domestic trade and International trade. **[16]**

Q3) a) State and explain the types of foreign capital. **[8]**

b) Explain the merits and demerits of fixed. exchange rate. **[8]**

OR

a) Explain the role of multi National corporations. **[8]**

b) Explain the current and capital account of Balance of payments. **[8]**

Q4) Evaluate the Indias foreign trade policy since 1991. **[16]**

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

a) Protection trade policy

b) SAPTA.

c) Euro dollar market.

d) International labour migration.



P.T.O.

Total No. of Questions : 5]

P1127

[4963]-304
T.Y.B.Com
ECONOMICS
International Economics
(2008 Pattern)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शावितात.
3) संदर्भासाठी मूळ-इंग्रजी -प्रश्नपत्रिका पहावी.
4) आवश्यक त्या ठिकाणी आकृत्या काढा.

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- प्रश्न 1) हेक्सर - ओहलिन यांच्या आंतरराष्ट्रीय व्यापारविषयक सिध्दांताची सविस्तर चर्चा करा. [16]
- प्रश्न 2) व्यापार शर्ती म्हणजे काय? व्यापारशर्ती ठरवणाऱ्या घटकांची चर्चा करा. [16]
किंवा
अंतर्गत आणि आंतरराष्ट्रीय व्यापारातील फरक स्पष्ट करा. [16]
- प्रश्न 3) अ) विदेशी भांडवलाचे प्रकार सांगा व स्पष्ट करा. [8]
ब) स्थिर विनीमय दराचे गुण-दोष विशद करा. [8]
किंवा
अ) बहुराष्ट्रीय महामंडळांची भूमिका स्पष्ट करा. [8]
ब) व्यवहारतोलाच्या चालू आणि भांडवली खात्याचे विश्लेषण करा. [8]
- प्रश्न 4) भारताच्या 1991 पासूनच्या विदेशी व्यापार धोरणाचे मुल्यमापन करा. [16]
- प्रश्न 5) खालीलपैकी कोणत्याही दोनवर थोडक्यात टीपा लिहा. [16]
अ) संरक्षित व्यापार धोरण.
ब) साप्ता (SAPTA)
क) युरो डॉलर बाजार
ड) श्रमिकाचे आंतरराष्ट्रीय स्थलांतर



Total No. of Questions :5]

SEAT No. :

P1128

[Total No. of Pages : 11

[4963] - 305

T.Y.B.Com.

AUDITING AND TAXATION

(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) What is meant by auditing? Explain primary and secondary objects of auditing. **[16]**

OR

What is a company auditor? Explain the rights and duties on an auditor.

Q2) Write short notes on (any four) : **[16]**

- i) Audit working papers.
- ii) Tax Audit.
- iii) Importance of vouching.
- iv) Verification and valuation.
- v) Qualified and clean Audit Report.
- vi) Auditing in an EDP Environment.

P.T.O.

Q3) Define the following terms.

[8]

- i) Short term capital gain
- ii) Agricultural Income
- iii) Residential status of an Assessee
- iv) Tax Refund.

OR

Mr Sanket owned two houses. for the financial year 2015-16 details relating to the properties are given below. [8]

Particulars	House A Rs.	House B Rs.
Fair Rent	3,30000	230000
Municipal valuation	335000	235000
Municipal Tax	4000	5000
	Paid	Due
Annual Rent	336000	235000
Land Revenue Paid	3000	5000
Ground Rent due	3500	14000
Interest on Capital	-	114000
Nature of occupation	let out	let out
	For	For
	Residence	Business
Date of completion of Construction	May 2010	April 2012

You are required to compute income from house property for the A.Y. 2016-17. as Tax consultant.

Q4) A) Mrs Pallavi is employed in a company at mumbai A and she furnished the following particulars of income for the financial year 2015 - 16.[16]

- i) Basic salary Rs. 30000 p.m.
- ii) Dearness allowance Rs. 12000 pm (Rs 4000 for retirement benefit.)
- iii) Bonus Rs 40000
- iv) Interest on R.P.F. at 13% of Rs 78000
- v) Entertainment allowance Rs 2000 p.m.
- vi) Employers contribution to R.P.F. is 15%. of salary.
- vii) She is provided with furnished accommodation at mumbai by the employer. cost of furniture is Rs. 100000. Rent paid for accommodation by mrs Pallavi is Rs. 4000 p.m.
- viii) Hospital bill reimbursed by the employer is Rs. 24000
- ix) She has been provided with the facility of sweeper, watchmen and servent who are paid by the employer Rs 1500 p.m. Rs 1800 p.m. and Rs. 1700 p.m. respectively.
- x) She has been provided with a 1800 cc. car for both official and private purpose. Running and maintenance expenses are borne by the employer.
- xi) Gas Electricity and water bills paid by employer Rs. 24000
- xii) Professional Tax paid Rs 2500 compute her taxable income from salary for the A.Y. 2016-17.

- B) The following is the trading, profit & loss Account of Mr. Vijay for the year ended 31 March 2016. [8]

Particulars	Rs	Particulars	Rs.
To opening stock	15000		
To purchases	40000	by sales	80000
To wages	20000	by closing stock	20000
To Rent	6000		
To Repairs of car	3000	by Gift from father	10000
To wealth tax paid	2000	by sale of car	17000
To medical Expenses	3000	by Income Tax	3000
To General Expenses	10000	Refund	
To Depreciation of car	4000		
To advance income Tax	1000		
To profit for the year	26000		
	1,30,000		1,30,000

The following further information is given.

- i) Mr Vijay carries on his business from rented premises half of which is used as his residence.
- ii) Mr. Vijay bought a car for Rs. 20000. He charged 20% depreciation on the value of car. The car was sold at the end of the year for Rs.17000. The use of car 3/4 for the business and 1/4 for personal purpose.
- iii) Medical expenses were incurred by Mr vijay for his treatment.
- iv) Wages include Rs. 5000 on account of Mr Vijay driver. Compute his taxable income from business for the year.

Q5) Mr Arun a resident individual has given the following information for the year ended 31/3/2016. **[16]**

- i) Net salary per month (after deduction of Income Tax and professional Tax) Rs. 20000
- ii) Income tax deducted at source per month Rs. 4000
- iii) Professional Tax deducted at source per month Rs. 250
- iv) Commission fixed per annum Rs. 50000
- v) Bonus per annum Rs. 40000
- vi) Education allowance per annum Rs. 8600 (for two sons & one daughter)
- vii) Employers contribution to R.P.F. Rs 48920
- viii) Free car (1650 CC) facility for official and private purpose, expenses paid by the employer Rs 27000
- ix) Share of profit from firm Rs 36000 and from H.U.F. Rs 30000
- x) Income from Business Rs 16000
- xi) He received the following.
 - a) Interest on Bank term deposit Rs 35000
 - b) Interest on company deposit Rs. 10000
 - c) Interest on postal saving Bank A/C Rs. 2500
 - d) Maturity claim of LIC Rs. 65000

His Savings and Investment are as follows.

- a) Contribution to R.P.F Rs 30000
- b) Payment of LIC premium Rs 12000
- c) Medical insurance premium on the health of dependent father aged 65 years Rs 17000
- d) Repayment of higher education loan Rs. 47000
- e) Repayment of self occupied housing loan (Including interest of Rs. 28500) Rs. 58700
- f) Compute his total income and tax liability of Mr Arun for the A.Y. 2016-17



Total No. of Questions : 5]

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T.Y.B.Com.
AUDITING AND TAXATION
(2008 - Pattern)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

- सूचना :- 1) सर्व प्रश्न आवश्यक आहे.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.
3) कॅलक्युलेटर वापरण्यास परवानगी आहे.
4) आवश्यक असल्यास इंग्रजी प्रश्नपत्रिका पहावी.

प्रश्न 1) अंकेक्षण म्हणजे काय ? अंकेक्षणाची प्राथमिक आणि दुय्यम उद्दिष्टे थोडक्यात स्पष्ट करा. [16]

किंवा

कंपनी अंकेक्षक म्हणजे काय ? कंपनी अंकेक्षकांची हटक व कर्तव्य स्पष्ट करा.

प्रश्न 2) थोडक्यात टिपा लिहा. (कोणत्याही चार) [16]

- i) अंकेक्षण कागदपत्रे
- ii) कर अंकेक्षण
- iii) पावती परिक्षणाचे महत्व
- iv) सत्यापन व मूल्यांकन
- v) सदोष आणि निर्दोष अंकेक्षण अहवाल
- vi) इ.डी.पी. परिस्थितीतील अंकेक्षण

प्रश्न 3) खालील संज्ञा स्पष्ट करा. [8]

- i) अल्पकालीन भांडवली नफा
- ii) कृषी उत्पन्न
- iii) करदात्याचा निवासी दर्जा
- iv) कर परतावा

किंवा

श्री संकेत यांच्या मालकीची दोन घरे आहेत आर्थिक वर्षे 2015-16 साठी गृहसंपत्ती विषयी सविस्तर माहिती खालील प्रमाणे

[8]

तपशील	घर - अ	घर - ब
वाजवी भाडे	3,30000	2,30000
नगरपालीका मूल्यांकन	335000	235000
नगरपालीका कर	4000	5000
	दिले	देणे बाकी आहे
वार्षिक भाडे	336000	235000
भूभाडे भरले	3000	5000
मोकळ्या जागेचे भाडे देणे बाकी आहे.	3500	14000
गृहकर्जावरील व्याज	-	114000
मालमत्तेचे स्वरूप	राहण्यासाठी	व्यवसायासाठी
	भाड्याने दिलेले आहे.	भाड्याने दिलेले आहे.
घर बांधणी पूर्णतेची तारीख	में 2010	एप्रिल 2012

कर सलागार म्हणून श्री संकेत यांचे करआकारणी वर्षे 2016-17 करिता. घरापासुनचे करपात्र उत्पन्न काढा.

- प्रश्न 4) अ) सौ. पल्लवी या मुंबई येथे नोकरीला आहेत. त्यांनी 2015-16 या आर्थिक वर्षातील आपल्या उत्पन्नाचा तपशील पुढील प्रमाणे दिला आहे. [16]
- मूळ पगार रूपये 30,000 दरमहा
 - महागाईभत्ता रूपये 12000 दरमहा (रूपये 4000 दरमहा महागाईभत्ता निवृत्ती लाभासाठी विचारात घेतात)
 - बोनस रूपये 40000
 - मान्यता प्राप्त भविष्य निर्वाह निधीवरील 13% दराने व्याज रूपये 78000 जमा आहे.
 - करमणुक भत्ता रूपये 2000 दरमहा
 - मान्यताप्राप्त भविष्य निर्वाह निधीस मालकाची वर्गणी वेतनाच्या 15% आहे.

- vii) मालकाने त्यांना फर्निचर सह मुंबईत घर राहण्यासाठी दिलेले आहे. फर्निचरचे मूल्य रूपये 100000 आहे. या घराचे भाडे त्या दरमहा 4000 रूपये देतात.
- viii) दवाखाना खर्चाची परतफेड मालकांनी रूपये 24000 केली आहे.
- ix) मालकाने त्यांना सफाईकामगार, रखवालदार आणि सेवकाची सेवा पुरविलेली आहे, त्यांना मालक दरमहा रूपये 1500 रूपये 1800 आणि रूपये 1700 प्रत्येकी देतात.
- x) त्यांना कंपनीने 1800 सी.सी क्षमतेची मोटारकार कार्यालयीन व वैयक्तिक वापरासाठी दिलेली आहे. त्या कारचा वापर व देखभाल खर्च कंपनी करते.
- xi) गॅस विज आणि पाणी खर्चापोटी मालकाने रूपये 24000 खर्च केले आहेत.
- xii) त्यांनी व्यवसाय कर रूपये 2500 भरला आहे.

त्यांचे 2016-17 या करआकारणी वर्षाचे पगारापासूनचे करपात्र उत्पन्न काढा.

- ब) खालील माहितीच्या आधारे श्री विजय यांचे कर निर्धारण वर्ष 2016-17 साठी व्यवसायापासूनचे करपात्र उत्पन्न काढा. [8]

नफा तोटा पत्रक

तपशील	रूपये	तपशील	रूपये
आरंभीची शिल्लक	15000	विक्रीपासून उत्पन्न	80000
खरेदी	40000		
मजुरी	20000	शेवटची शिल्लक	20000
भाडे	6000	वडीलाकडून भेट	10000
मोटर दुरस्तीखर्च	3000	मोटर विक्रीपासूनचे उत्पन्न	17000
संपत्तीकर	2000		
वैद्यकीयखर्च	3000		3000
किरकोळखर्च	10000	करपरतावा	
घसारा	4000		
आगाऊ आयकर	1000		
निव्वळ नफा	26000		
	1,30000		1,30000

- i) श्री विजय यांनी त्यांच्या व्यवसायासाठी भाडेतत्वावर जागा घेतली असून त्या जागेपैकी निम्या जागेत ते स्वतः राहत आहेत.
- ii) श्री विजय यांनी रूपये 20000 किंमतीची मोटार कार घेतली असून त्यावर 20% प्रमाणे घसारा आकारत आहेत. त्यांनी ती कार वर्षाच्या शेवटी रूपये 17000 ला विकली असून त्यांनी त्या कारचा 3/4 उपयोग.व्यवसायासाठी आणि 1/4 क स्वताःसाठी केला आहे.
- iii) वैद्यकीय खर्च हा त्यांनी स्वतःवर केलेला आहे.
- iv) मजूरीमध्ये रूपये 5000 हे त्यांच्या ड्रायव्हरचा पगार समाविष्ट झाला आहे.

प्रश्न 5) श्री अरूण हे निवासी व्यक्ती असून त्यांनी 31/3/2016 अखेरची माहिती खालील प्रमाणे दिलेली आहे. [16]

- i) निव्वळ पगार - प्रतिमहा रूपये 20000 (आयकर आणि व्यवसायकर कपात केल्यानंतर)
- ii) पगारातून कपात केलेला आयकर प्रतिमहिना रूपये 4000
- iii) पगारातून कपात केलेला व्यवसायकर प्रतिमहिना रूपये 250
- iv) स्थिर दलाली (कमिशन) प्रतिवर्ष रूपये 50000
- v) बोनस प्रतिवर्ष 40000
- vi) शैक्षणिक भत्ता - शाळेत त जाणारी दोन मूले व एक मूलगी साठी प्रति वर्ष खर्च 8600
- vii) मान्यताप्राप्त भविष्य निर्वाह निधीस मालकाने दिलेली वर्गणी 48920
- viii) कार्यालयीन व खाजगी कामाकरीता 1650 सी.सी इंजीन क्षमतेची कार मोफत दिलेली आहे त्यासाठीचा लागणारा कारचा खर्च मालकाने दिलेला आहे. रूपये 27000
- ix) भागीदारी संस्थेकडून मिळालेला नफा रूपये 36000 आणि हिंदू अविभक्त कुटूंबाकडून मिळालेला नफा रूपये 30000
- x) व्यवसायापासून मिळालेले उत्पन्न रूपये 16000
- xi) त्यांना पुढील प्रमाणे उत्तन्न मिळालेले आहे.
 - अ) बँकखात्यावरील व्याज रूपये 35000
 - ब) कंपनी ठेवीचे व्याज रूपये 10000
 - क) पोस्टाच्या बचत खात्यावरील व्याज रूपये 2500
 - ड) मुदतीनंतर विम्याची मिळालेली रक्कम रूपये 65000

त्यांची बचत व गूंतवणूक खालील प्रमाणे आहेत.

- अ) मान्यताप्राप्त भविष्य निर्वाह निधीची वर्गणी रूपये 30000
- ब) आयुर्विमा हप्ता रूपये 12000
- क) त्यांच्यावर अवलंबून असणाऱ्या वडीलांचा आरोग्य विमा हप्ता. भरला त्यांच्या वडीलांचे वय 65 वर्षे रूपये 17000
- ड) उच्च शिक्षणाकरीता घेतलेल्या कर्जाची परतफेड रूपये 47000
- इ) निवासी घरासाठीच्या कर्जाची परतफेड रूपये 58700 या मध्ये व्याज रूपये 28500 समाविष्ट आहे.
- फ) कर निर्धारण वर्षे 2016-17 चे एकूण उत्पन्न व करदेयता काढा.



Total No. of Questions :5]

SEAT No. :

P1129

[Total No. of Pages : 2

[4963]-306

T.Y. B.Com

BUSINESS ADMINISTRATION - II

Human Resource Development and Marketing Management (Theory)
(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 question.*

Q1) Define the term 'Job evaluation'. State importance of job evaluation in business. **[16]**

Q2) What is manpower recruitment? What are the sources of manpower recruitment? **[16]**

OR

- a) Define the term marketing. What are the objectives of marketing? **[8]**
- b) What is market segmentation? What are the types of market segmentation **[8]**

Q3) a) What is marketing organisation? Explain the need of marketing organisation. **[8]**

b) State importance of marketing mix. **[8]**

OR

a) Explain ethics in advertising. **[8]**

b) What are the new trends in retail marketing? **[8]**

Q4) What is channel of distribution ? What are different types of channels of distribution? **[16]**

Q5) Write shorts notes on (Any two) **[16]**

- a) Essential qualities of marketing manager.
- b) Future of advertising.
- c) Advertising standards council of India.
- d) E-Marketing.



P.T.O.

Total No. of Questions : 5]

P1129

[4963]-306

T.Y. B.Com

BUSINESS ADMINISTRATION - II

Human Resource Development and Marketing Management (Theory)

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गूण दर्शवितात.

-
- प्रश्न 1) कार्यमूल्यांकन म्हणजे काय ते सांगून कार्यमूल्यांकनाचे महत्व विशद करा. [16]
- प्रश्न 2) कर्मचारी भरती म्हणजे काय ते सांगून कर्मचारी भरतीची साधने स्पष्ट करा. [16]
किंवा
अ) विपणन संकल्पना स्पष्ट करा. विपणनाची उद्दिष्टे कोणती ते लिहा. [8]
ब) बाजारपेठ विभागीकरण म्हणजे काय? बाजारपेठ विभागीकरणाचे विविध प्रकार स्पष्ट करा. [8]
- प्रश्न 3) अ) विपणन संघटना म्हणजे काय? विपणन संघटनेची गरज स्पष्ट करा. [8]
ब) विपणनमिश्रचे महत्व स्पष्ट करा. [8]
किंवा
अ) जाहिरातीतील निती स्पष्ट करा. [8]
ब) किरकोळ विपणनातील नविन प्रवाह कोणते? [8]
- प्रश्न 4) वितरण मार्ग म्हणजे काय? वितरणमार्गाचे विविध प्रकार स्पष्ट करा. [16]
- प्रश्न 5) टीपा लिहा. (कोणत्याही दोन) [16]
अ) विपणन व्यवस्थापकाचे आवश्यक गुण
ब) जाहिरातीचे भवितव्य
क) अँडव्हरटायझिंग स्टॅण्डर्ड कौन्सिल ऑफ इंडिया
ड) ई - मार्केटिंग



Total No. of Questions :5]

SEAT No. :

P1130

[Total No. of Pages : 2

[4963]-307

T.Y. B.Com.

BANKING AND FINANCE (Spl.Paper - II)

Financial Markets and Institutions in India

(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 indicators of financial development and the role of financial system in economic development. **[16]**

Q2) Explain the characteristics of Indian Money Market and Institutions working in the Money Market. **[16]**

OR

State the structure of Indian Capital Market.

Q3) a) State the progress of Factoring Company. **[8]**
b) Explain the working of State Industrial Development Corporations. **[8]**

OR

- a) Explain the working of Housing Finance Companies.
- b) State the progress of General Insurance Corporation of India.

Q4) Explain in detail the working and progress of Life Insurance Corporation of India. **[16]**

Q5) Write notes on Any two **[16]**

- a) Provident fund
- b) Unit Trust of India
- c) Industrial Finance Corporation of India
- d) State Finance Corporations



P.T.O.

Total No. of Questions : 5]

P1130

[4963]-307

T.Y. B.Com.

BANKING AND FINANCE (Spl.Paper - II)

Financial Markets and Institutions in India

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

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

-
- प्रश्न 1) वित्तीय विकासाचे निर्देशक सांगा आणि वित्तीय प्रणालीची आर्थिक विकासातील भूमिका स्पष्ट करा. [16]
- प्रश्न 2) भारतीय नाणेबाजाराची वैशिष्ट्ये सांगून नाणेबाजारात कार्यरत संस्था कोणत्या ते स्पष्ट करा. [16]
किंवा
भारतीय भांडवल बाजाराची रचना सांगा.
- प्रश्न 3) अ) अडत व्यवहार कंपन्यांची प्रगती सांगा. [8]
ब) राज्य औद्योगिक विकास महामंडळांची कार्यपध्दती स्पष्ट करा. [8]
किंवा
अ) गृहवित्त पुरवठा कंपन्यांची कार्यपध्दती स्पष्ट करा.
ब) भारतीय सर्वसाधारण विमा मंडळाची प्रगती सांगा.
- प्रश्न 4) भारतीय जीवन विमा महामंडळाची कार्यपध्दती आणि प्रगती सविस्तर सांगा. [16]
- प्रश्न 5) टीपा लिहा. (कोणत्याही दोन) [16]
अ) भविष्य निर्वाह निधी
ब) भारतीय युनिट ट्रस्ट
क) भारतीय औद्योगिक वित्तपुरवठा महामंडळ
ड) राज्य वित्तपुरवठा महामंडळे



Total No. of Questions :5]

SEAT No. :

P1131

[Total No. of Pages : 3

[4963]-308

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES (Paper - II)
(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) State the nature and scope of The employees State Insurance Act. Explain in briefly the important provision under Employees State Insurance Act, 1948.[16]

Q2) State the scope of Employees Provident Fund Act. Explain important provisions regarding Employees Provident Fund as per Employees Provident Fund Act,1952. [16]

OR

Define wages as per the payment of wages Act. Explain the authorised deductions from the wages under 'The Payment of Wages Act,1936. [16]

- Q3)** a) Explain the powers & functions of securities and Exchange Board of India as per securities contract (regulation) Act, 1956. [8]
- b) State the composition, duties and powers of the competition commission of India as per competition Act, 2002. [8]

OR

- a) Define 'occupier'. State general duties of occupier of factories as per 'Factories Act', 1948. [8]
- b) State the method of the fixation of minimum rate of wages as per ' The Minimum wages Act', 1948. [8]

Q4) Explain provisions regarding 'Safety of Workers' as per Factories Act, 1948.[16]

P.T.O.

Q5) Write short notes (Any two)

[16]

- a) Composition , working and powers of Medical Benefit Council. [Employees State Insurance Act, 1948]
- b) Composition of Competition Commission. [Competition Act,2002]
- c) Current & capital account transactions. (FEMA, 1999)
- d) Problem of application of special Economic Zone Act, 2005.



Total No. of Questions : 5]

P1131

[4963]-308

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES (Paper - II)

(2008 Pattern)

(मराठी रुपांतर)

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) कर्मचारी राज्य विमा कायद्याचे स्वरूप व व्याप्ती सांगा. कर्मचारी राज्य विमा कायदा, 1948 मधील महत्वाच्या तरतुदी स्पष्ट करा. [16]
- प्रश्न 2) कर्मचारी भविष्यनिर्वाह निधी व इतर तरतुदींचा कायदा, 1952 ची व्याप्ती सांगा. भविष्यनिर्वाह निधी कायद्यातील महत्वाच्या तरतुदी स्पष्ट करा. [16]
किंवा
वेतनाची व्याख्या सांगा. वेतन आणि मजुरी कायदा, 1936 नुसार वेतनातुन करता येणाऱ्या अधिकृत कपाती स्पष्ट करा. [16]
- प्रश्न 3) अ) प्रतीभूती करार (नियमन) कायदा, 1956 न्वये भारतीय प्रतीभूती आणि विनिमय केंद्राचे (सेबीचे) अधिकार व कार्ये सांगा. [8]
ब) स्पर्धा कायदा, 2002 न्वये स्पर्धा आयोगाची रचना, अधिकार आणि कर्तव्ये सांगा. [8]
किंवा
अ) कारखान्याचा मालक या शब्दाची व्याख्या द्या. कारखाना कायदा, 1948 अन्वये कारखाना मालकाची सर्वसाधारण कर्तव्ये सांगा. [8]
ब) किमान वेतन कायदा, 1948 अन्वये किमान वेतन निश्चित करण्याची पध्दत सांगा. [8]
- प्रश्न 4) कारखान्यांचा कायदा, 1948 नुसार कारखान्यातील कामगारांच्या सुरक्षिततेबाबतच्या तरतुदी स्पष्ट करा. [16]
- प्रश्न 5) टीपा लिहा. (कोणत्याही दोन) [16]
अ) वैद्यकीय लाभ समितीची रचना, कार्ये व अधिकार [कर्मचारी राज्य विमा कायदा, 1948]
ब) स्पर्धा आयोगाची रचना (स्पर्धा कायदा, 2002)
क) चालू आणि भांडवली खात्याचे व्यवहार. (फेमा, 1999)
ड) विशेष आर्थिक क्षेत्र कायदा, 2005 च्या अंमलबजावणी बाबतच्या समस्या सांगा.



Total No. of Questions :5]

SEAT No. :

P1132

[Total No. of Pages : 2

[4963]-309

T.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

(Co-operative Management and Administration)

(2008 Pattern) (Paper - II)

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 Co-operative Management? Explain the nature and objectives of Co-operative Management. **[16]**

Q2) Define decision-making. State the steps involved in decision-making process. **[16]**

OR

Explain the Organisational Structure of Co-operative Department in Maharashtra.

Q3) a) Explain the powers of Registrar of Co-operatives. **[8]**
b) Write a note on Human Relationship in Co-operatives. **[8]**

OR

- a) Describe the characteristics of financial planning.
- b) State the objectives of Co-operative Audit.

Q4) What do you mean by Financial Management of Co-operatives? Explain the nature and importance of Financial Management of Co-operatives. **[16]**

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

- a) Write a note on Internal Audit and Annual Audit of Co-operatives.
- b) Write a note on Investment policy of Co-operative Institution.
- c) Explain the various sources of finance to Co-operatives.
- d) Explain the Need of Financial Control in Co-operatives.



P.T.O.

Total No. of Questions : 5]

P1132

[4963]-309

T.Y.B.Com.

CO-OPERATION AND RURAL DEVELOPMENT
(Co-operative Management and Administration)
(2008 Pattern) (Paper - II)
(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) सहकारी - व्यवस्थापनाची व्याख्या सांगा? सहकारी - व्यवस्थापनाचे स्वरूप आणि उद्दीष्टे स्पष्ट करा. [16]
- प्रश्न 2) 'निर्णय घेण्याची क्षमता' याची व्याख्या सांगा. निर्णय घेण्याच्या प्रक्रियेत कोणकोणत्या टप्प्यांचा (Steps) अतंर्भाव होतो ते सांगा. [16]
किंवा
महाराष्ट्रातील सहकारी विभागाचे संघटनात्मक स्वरूप स्पष्ट करा.
- प्रश्न 3) अ) सहकार-निबंधकाचे अधिकार स्पष्ट करा. [8]
ब) सहकारामधील मानवी- संबंध यावर टिप लिहा. [8]
किंवा
अ) वित्तिय-नियोजनाची वैशिष्ट्ये विशद करा.
ब) सहकारी लेखा परिक्षणाचे उद्देश सांगा.
- प्रश्न 4) सहकारी वित्तिय व्यवस्थापनाचा अर्थ सांगून, सहकारी वित्तिय व्यवस्थापनाचे स्वरूप आणि महत्व स्पष्ट करा. [16]
- प्रश्न 5) खालील प्रश्नांची उत्तरे द्या. (कोणतेही दोन) [16]
अ) सहकारातील अंतर्गत आणि वार्षिक लेखा परिक्षण यावर टिप लिहा.
ब) सहकारी संस्थांचे 'गुंतवणूक धोरण' यावर टिप लिहा.
क) सहकाराचे विविध वित्तिय स्रोत (मार्ग) स्पष्ट करा.
ड) सहकारामध्ये वित्तिय - नियंत्रणाची गरज स्पष्ट करा.



Total No. of Questions : 5]

SEAT No. :

P1133

[Total No. of Pages : 5

[4963]-310

T.Y. B.Com.

COST AND WORKS ACCOUNTING (Paper - II)

Overheads and Methods of Costing

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

- i) All overheads are the cost, but all cost are not the overheads.
- ii) Office overheads are controllable at lower level of management.
- iii) Lubricants are the indirect Materials which can be ascertained from store requisitions.
- iv) In Job costing system, a separate job cost sheet is prepared for each year.
- v) In contract costing each contract is treated as a separate cost unit.

b) Fill in the blanks: **[5]**

- i) Variable overheads _____ in total as production goes up.
- ii) Normal bad debts is an example of _____ overheads.
- iii) Cost plus contracts are undertaken for production of _____ product.
- iv) In pharmaceutical formulation industry, generally _____ costing method is used.
- v) Joint products aquired simultaneously in _____ process.

P.T.O.

Q2) What is Activity Based Costing? State the important stages in activity based costing? [15]

OR

Describe the essential features of job costing system and state where it can be usefully implemented.

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

- a) Joint products and By products
- b) Under absorption and overabsorption
- c) Retention money
- d) Features of service costing
- e) Batch costing

Q4) a) Lux Ltd. Nasik, has three Production Depts. viz. P, Q and R and two Service depts. 'S' and 'T'. The primary distribution summary of March 2014 gives the following details.

Production Depts

P	-	₹ 8,000
Q	-	₹ 7,000
R	-	₹ 8,000

Service Depts.

S	-	₹ 5,000
T	-	₹ 2,000

The Service Depts. cost of 'S' and 'T' Depts. are to be charged on the basis of following percentages.

Particulars	P	Q	R	S	T
Service Dept. 'S'	20%	40%	30%	-	10%
Service Dept. 'T'	40%	20%	30%	10%	-

You are required to find out the total production overheads under Repeated Distribution Method and Simultaneous Equation Method. [15]

b) Work out in a suitable form the machine hour rate of a saw mill with reference to the following items of information extracted from the books of the company: [5]

- i) Purchase price of saw mill - ₹ 90,000
- ii) Installation charges - ₹ 10,000
- iii) Life of the saw mill - 10 years at 2000 working hours per year.
- iv) Repairs charges - 50% of the depreciation
- v) Lubricating oil at ₹ 2 per day of 8 hours.
- vi) Consumable stores at ₹ 10 per day of 8 hours.
- vii) Direct wages of the operator at ₹ 4 per day of 8 hours.
- viii) Consumption of electric power - 10 units per hour at 7 paise per unit.

Q5) a) The product of a manufacturing concern passes through two processes 'A' and 'B' and then to finished stock. It is ascertained that in each process normally 5% of the total weight is lost and 10% is scrap which from process 'A' and 'B' realises ₹ 80 per ton and ₹ 200 per ton respectively. The following are the figures relating to both the process.

Particulars		Process 'A'	Process 'B'
Materials	Tons	1000	70
Cost of material per ton	₹	125	200
Wages	₹	28,000	10,000
Manufacturing Expenses	₹	8,000	5,250
Output	Tons	830	780

Prepare Process Cost Accounts showing cost per ton of each process. There was no stock or work in progress in any process. [10]

- b) Kumar Builders, Pune undertook several large contracts. The following are the particulars relating to contract No. 25 for the year ended 31 - 3 - 2014

Particulars	₹
Material issued from storehouse	90,000
Material purchased	40,000
Material transferred from contract No. 20	25,000
Material returned to storehouse	500
Material at site on 31-3-2014	1,000
Plant purchased and installed at site	72,000
Freight and installation charges of plant	8,000
Operating wages	1,22,000
Process labour outstanding	5,000
Other direct expenses	12,000
Operating expenses payable	2,000
Establishment on cost	27,000
Office expenses accrued	1,500
Work uncertified	6,000
Contract price	16,00,000
Cash received from contractee	3,20,000

(Represented the full amount of work certified less 20% as retention money)

Provide depreciation on plant at 10% p.a as per reducing balance method.

You are required to prepare Contract Account.

[10]

OR

Mr Ajay runs a tempo service in the town. He furnishes you the following data and wants you to compute the cost per running k.m.

Particulars	₹
Cost of vehicle	50,000
Road Licence fee per year	750
Supervision and salary (Yearly)	1,800
Driver's wages per hour	4
Cost of fuel per litre	4
Repairs and maintenance per k.m	1
Tyre cost per k.m	1
Garage rent per year	1,600
Insurance premium yearly	850
Kms. Run per Ltr	12
Kms. Run During the year	24,000
Estimated Life of vehicles	1,60,000 kms

Charge interest at 10% p.a on the cost of vehicle. The vehicles run 30 kms per hour on an average.



Total No. of Questions : 5]

SEAT No. :

P1134

[Total No. of Pages : 5

[4963]-311
T.Y. B.Com
STATISTICS (Paper - II)
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) *Use of calculator and statistical tables is allowed.*

Q1) A) Attempt any four of the following:

[2 each]

- a) Find n if $nC_{n-2} = 95$
- b) Define binomial distribution.
- c) Let $x \sim B(n, p)$. if $E(x) = 8$ and $\text{var}(x) = 4$ find n and p .
- d) Give any two real life situations where poisson distribution can be used.
- e) Define the term Inventory control.
- f) If $P(A) = 0.4$, $P(B) = 0.3$, $P(B/A) = 0.3$ find $P(A \cup B)$.

B) Attempt any two of the following:

[6 each]

- a) Explain
 - i) Independence of two discrete random variables
 - ii) Probability of an event
 - iii) Sample space
- b) Number of road accidents on a highway during a month follows a poisson distribution with mean 5. Find the probability that in a certain month, number of accidents on the highway will be
 - i) less than 3
 - ii) exactly one
 - iii) more than 3.

P.T.O.

c) A discrete random variable x has the following probability distribution:

X	:	0	1	2	3	4	5
$P(X=x)$:		0.05	0.15	0.2	0.5	0.09	0.01

Find i) $P(x \leq 3)$.

ii) Mean of x .

iii) Variance of x .

Q2) Attempt any two of the following:

A) A dealer supplies the following information with respect to a product.

Annual Demand : 400 units

Ordering cost : Rs.10 per order

Inventory carrying cost : 20%

Back order cost : 20%

Price per unit : Rs.20

Determine

i) optimal order quantity

ii) optimal back order quantity

iii) optimal number of orders

iv) total cost

[8]

B) Following is the joint probability distribution of (X, Y)

Y	1	2	3	4
X				
0	$\frac{1}{24}$	$\frac{1}{12}$	$\frac{1}{12}$	$\frac{1}{24}$
1	$\frac{1}{24}$	$\frac{1}{6}$	$\frac{1}{6}$	$\frac{1}{12}$
2	$\frac{1}{24}$	$\frac{1}{12}$	$\frac{1}{12}$	$\frac{1}{24}$

- Obtain
- i) marginal probability distribution of X
 - ii) conditional probability distribution of X given $Y = 2$
 - iii) $P(X \leq 1 | Y=1)$
 - iv) probability distribution of $X+Y$ **[8]**
- C) i) If the probability that any person, 65 years old, will be dead within a year is 0.05. Find the probability that out of a group of 7 persons
- a) exactly one **[4]**
 - b) atleast one will die within a year.
- ii) The probability that a contractor will get a plumbing contract is 0.4 and the probability that he will not get an electric contract is 0.7. If the probability of getting at least one contract is 0.6, what is the probability that he will get. **[4]**
- a) both the contracts?
 - b) exactly one contract?

Q3) Attempt any two of the following:

- A) i) In a population of size 6, the values are 1,2,3,4,5 and 9. Draw all possible SRSWOR of size 2. Verify that sample mean is unbiased estimator of population mean. **[4]**
- ii) Explain the procedure of stratified sampling with one illustration. **[4]**
- B) i) A sample of 100 battery cells tested to find the length of life produced the following results: **[6]**
- Mean =12 hours, Standard Deviation = 3 hours
- Assuming the data to be normally distributed, what percentage of battery cells are expected to have life
- a) more than 15 hours?
 - b) less than 6 hours?
 - c) between 10 and 14 hours?
- ii) State any two properties of normal distribution. **[2]**

- C) i) In a locality 100 persons were randomly selected and asked for their educational achievements. The results are given as follows:

Sex	Education		
	Primary School	High School	College
Male	10	15	25
Female	25	10	15

Test whether education depends on sex at 1% level of significance. [6]

- ii) Define standard error of a statistic. [2]

Q4) Attempt any two of the following:

- A) Fill in the blanks of the following ANOVA

Table marked "-".

Source of variation	Degrees of freedom	Sum of squares	Mean Sum of square	Variance Ratio
Between salesman	3	39	-	-
Between Months	2	90	-	-
Error	6	80	-	-
Total	11	209		

Also test at 5% level of significance,

- i) Whether the sales made by different salesman differ significantly?
- ii) Whether the sales made during different months differ significantly? [8]
- B) i) In a random sample of 800 persons from rural area 200 found to be smokers. In a sample of 1000 persons from urban area 350 found to be smokers. Test whether proportion of smokers is same for both population. Use 5% level of significance. [4]
- ii) State additive property of normal distribution. [2]
- iii) Give two real life situations of binomial distribution. [2]

- C) Two random samples drawn from two normal populations are given below:

Sample I : 26 16 20 22 23 27 19 18 24

Sample II : 22 24 28 31 33 20 22 17 23

Test whether the two populations have same variance at 10% level of significance. [8]

Q5) Attempt any two of the following: [12]

- A) A certain stimulus is administered to each of 12 patients resulted in the following increase in blood pressure.

5,2,8,-1,3,0,-2,1,5,0,4 and 6.

Can it be concluded that the administration of the stimulus in general will be accompanied by increase in the blood pressure? Use 5% level of significance.

- B) In a distribution exactly normal, 7% of the items are under 35 and 89% are under 63. Find mean and variance of the distribution.

- C) A population is divided into 3 strata consisting of N_i ($i=1,2,3$) individuals. From each stratum sample is drawn and the observations are given below:

Stratum	N_i	n_i	Value of Y_i
1	30	4	5,10,12,15
2	40	3	18,12,27
3	60	6	30,45,27,33,15,24

- Estimate population stratum means
- Estimate population mean
- Estimate population total



Total No. of Questions :5]

SEAT No. :

P1135

[Total No. of Pages : 2

[4963]-312

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks :80

Instructions to the candidates:

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

Q1) What is Preliminary Project Report? Explain the importance & various components of PPR. **[16]**

Q2) Explain in detail the role of District Industrial Center (DIC) and Khadi & Village Industries Board (KVIB) in the development of small enterprise. **[16]**

OR

What is 'Business plan'? Explain the importance & Guideline to prepare a Business plan.

Q3) a) Write a detail note on objectives & working of MITCON. **[8]**

b) Explain in detail the working of MIDC. **[8]**

OR

a) Explain the meaning & causes of Industrial Sickness.

b) Describe the success story of Cyrus Driver, Calorie.

Q4) Explain in detail the various Business Crisis. **[16]**

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

a) Critical path method

b) Personnel Management

c) Business Networking

d) Creativity and Innovation



P.T.O.

Total No. of Questions : 5]

P1135

[4963]-312
T.Y. B.Com.
BUSINESS ENTREPRENEURSHIP
(2008 Pattern) (Paper - II)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

- सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.
2) सर्व प्रश्नांना समान गुण आहेत.

-
- प्रश्न 1) प्राथमिक प्रकल्प अहवाल म्हणजे काय? प्राथमिक प्रकल्प अहवालाचे महत्त्व व विविध घटक स्पष्ट करा. [16]
- प्रश्न 2) लघुउद्योगाच्या विकासातील जिल्हा उद्योग केंद्र आणि खादी व ग्रामीण उद्योग मंडळ यांची भूमिका स्पष्ट करा. [16]
- किंवा
- व्यवसाय नियोजन म्हणजे काय? व्यवसाय नियोजनाचे महत्त्व आणि मार्गदर्शक तत्त्वे स्पष्ट करा.
- प्रश्न 3) अ) मिटकॉनचे उद्देश व कामगिरीवर सविस्तर टिप लिहा. [8]
ब) महाराष्ट्र औद्योगिक विकास महामंडळाची (MIDC) कामगिरी सविस्तर स्पष्ट करा. [8]
- किंवा
- अ) औद्योगिक आजारपणाचा अर्थ व कारणे स्पष्ट करा.
ब) सायरस ड्रायव्हर , क्लोरिया यांच्या यशोगाथेचे वर्णन करा.
- प्रश्न 4) व्यवसायातील विविध समस्या स्पष्ट करा. [16]
- प्रश्न 5) संक्षिप्त टीपा लिहा. (कोणत्याही दोन) [16]
अ) जलद मार्ग पध्दती
ब) कर्मचारी व्यवस्थापन
क) व्यवसाय जाळे
ड) निर्मिता क्षमता व नवनिर्मिती



Total No. of Questions :5]

SEAT No. :

P1136

[Total No. of Pages : 2

[4963]-313

T.Y. B.Com.

MARKETING MANAGEMENT (Paper - II)

Marketing & Publicity

(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 Marketing Management? Explain in detail the skills and Qualities of Marketing Manager. [16]

Q2) Define Market Segmentation. Explain the Criteria and Approaches of Segmenting the Market. [16]

OR

What is Consumer Behaviour? Explain the various steps in Buying Process.

Q3) a) Explain the concept of Customer Relationship Management and Customer Satisfaction. [8]

b) Explain the Significance of Retailing. [8]

OR

a) Write a short note on International Marketing Planning.

b) Explain Recent Trends in Retail Marketing.

Q4) What is Industrial Marketing? Explain Industrial Marketing and Industrial Marketing strategy in Globalised Economy. [16]

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

- a) Characteristics of Retailing.
- b) Functions of Marketing Manager.
- c) Retaining Customers.
- d) International Marketing.



P.T.O.

Total No. of Questions : 5]

P1136

[4963]-313

T.Y. B.Com.

विपणन व्यवस्थापन (Paper - II)

Marketing & Publicity

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

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

प्रश्न 1) विपणन व्यवस्थापन म्हणजे काय ? विपणन व्यवस्थापकाची कौशल्य व गुण सविस्तर स्पष्ट करा. [16]

प्रश्न 2) बाजारपेठ विभागीकरणाची व्याख्या द्या. बाजारपेठ विभागीकरणाचे निकष व आधारभूत घटक स्पष्ट करा. [16]

किंवा

ग्राहक वर्तन म्हणजे काय ? खरेदी प्रक्रीयेतील विविध पायऱ्या स्पष्ट करा.

प्रश्न 3) अ) ग्राहक संबंध व्यवस्थापन आणि ग्राहकसमाधान - टिप लिहा. [8]

ब) किरकोळ विक्रीचे कार्ये स्पष्ट करा. [8]

किंवा

अ) आंतरराष्ट्रीय विपणन नियोजनावर टिप लिहा.

ब) किरकोळ विपणनातील आधुनिक प्रवाह स्पष्ट करा.

प्रश्न 4) औद्योगिक विपणन म्हणजे काय ? जागतिकीकरणानंतरच्या औद्योगिक विपणन व औद्योगिक विपणनाची व्यूहरचना स्पष्ट करा. [16]

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

अ) किरकोळ विक्रीची वैशिष्ट्ये

ब) विपणन व्यवस्थापकाचे कार्ये

क) ग्राहकांना टिकवून ठेवणे.

ड) आंतरराष्ट्रीय विपणन.



Total No. of Questions : 5]

SEAT No. :

P1137

[Total No. of Pages : 4

[4963]-314

T.Y. B.Com.

AGRICULTURAL AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Spl. Paper - II)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Explain the sources of agriculture finance. **[16]**

Q2) What is agriculture productivity? Explain in detail the causes of low productivity of agriculture in India. **[16]**

OR

Evaluate the achievement and failures of Employment Guarantee scheme.

- Q3)** a) Discuss institutional land reforms made by govt. after independence. **[8]**
b) Explain the problems of sugar Industry in India. **[8]**

OR

- a) Evaluate the role of co-operative sector in Industrial development in India.
b) Explain the progress of pharmaceutical Industry in India.

Q4) Explain the arguments for and against privatisation. **[16]**

P.T.O.

Q5) Write short notes on (any two):

[16]

- a) Industrial finance corporation of India.
- b) Industrial Relations in India.
- c) Pattern of ownership of Indian Industry.
- d) Problems of Engineering Industry.



Total No. of Questions : 5]

P1137

[4963]-314

T.Y. B.Com.

AGRICULTURAL AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Spl. Paper - II)

(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) शेती वित्त पूरवठ्याचे मार्ग स्पष्ट करा. [16]

प्रश्न 2) शेती उत्पादकता म्हणजे काय ? भारतातील शेती उत्पादकता कमी असण्याची कारणे सविस्तर स्पष्ट करा. [16]

किंवा

रोजगार हमी योजनेच्या यश आणि अपयशांचे मुल्यमापन करा.

प्रश्न 3) अ) स्वातंत्र्योत्तर काळात सरकारने केलेल्या संस्थात्मक शेती सुधारनांची चर्चा करा. [8]

ब) भारतातील साखर उद्योगाच्या समस्या स्पष्ट करा. [8]

किंवा

अ) भारतातील औद्योगिक विकासातील सहकारी क्षेत्राच्या भूमिकेचे मुल्यमापन करा.

ब) भारतातील औषध निर्मिती उद्योगांची प्रगती स्पष्ट करा.

प्रश्न 4) खाजगीकरणाच्या बाजूने आणि विरूद्ध बाजूचे युक्तिवाद स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा (कोणतेही दोन) [16]

- अ) भारतीय औद्योगिक वित्त पूरवठा महामंडळ
- ब) भारतातील औद्योगिक संबंध
- क) भारतातील उद्योगांचा मालकी आकृतीबंध
- ड) आभियांत्रिकी उद्योगांच्या समस्या



Total No. of Questions : 4]

SEAT No. :

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[Total No. of Pages : 4

[4963]-315

T.Y. B.Com.

DEFENCE BUDGETING, FINANCE AND MANAGEMENT

(Defence Production and Management in India)

(2008 Pattern) (Paper -II)

Time : 3 Hours]

[Maximum 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) State the meaning of Defence Economics.
- ii) Define Industrial policy Resolution.
- iii) Define Strategic control.
- iv) What do you mean by Public Good?
- v) Define economic warfare.
- vi) Define war potential.
- vii) What do you mean by peacetime economy?
- viii) What do you mean by DPSU?
- ix) Define Logistics.
- x) What is Threat perception?
- xi) State the meaning of mobilization of resources.
- xii) What are the methods of War Finance?
- xiii) Write any two merits of peace time economy?

P.T.O.

Q2) Answer in 50 words each. (any two) **[10]**

- i) Explain the concept of rationing.
- ii) Describe Industrial policy resolution of India.
- iii) Describe structure and functions of Ministry of Defence.

Q3) Answer in 150 words each. (any two) **[20]**

- i) Explain importance economic warfare.
- ii) Analyses India's Defence spending from 1990 to present day.
- iii) Describe limitations of logistics management.

Q4) Answer in 300 words each. (any two) **[30]**

- i) Evaluate role of Private sector in India's Defence production.
- ii) Explain salient features of decision making process in Indian armed forces.
- iii) Discuss effects of war on society.



Total No. of Questions : 4]

P1138

[4963]-315

T.Y. B. Com.

डिफेन्स बजेटींग फायनान्स अँड मॅनेजमेंट
भारतातील संरक्षण उत्पादन आणि व्यवस्थापन
(2008 Pattern) (Paper -II)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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

[20]

- i) संरक्षणाचे अर्थशास्त्र अर्थ लिहा.
- ii) औद्योगिक धोरणाबाबतचा ठराव व्याख्या द्या.
- iii) सामरिक नियंत्रण व्याख्या द्या.
- iv) पब्लीक गुड म्हणजे काय ?
- v) आर्थिक युद्ध पध्दती व्याख्या द्या.
- vi) युद्धक्षमता व्याख्या द्या.
- vii) शांतताकालीन अर्थव्यवस्था म्हणजे काय ?
- viii) डि.पी.एस.यु. म्हणजे काय ?
- ix) पुरवठाव्यवस्थापन व्याख्या द्या.
- x) धोक्याविषयी संकल्पना म्हणजे काय ?
- xi) साधनसंपत्तीची गतिमानता म्हणजे काय ? अर्थ लिहा.
- xii) युद्धनिधी उभारण्याच्या विविध पद्धती कोणत्या ? नमूद करा.
- xiii) शांतताकालीन अर्थव्यवस्थेचे कोणतेही दोन गुण नमूद करा.

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

- i) रेशनिगंची संकल्पना स्पष्ट करा.
- ii) भारताच्या औद्योगिकधोरणाच्या ठरावाचे थोडक्यात वर्णन करा.
- iii) “संरक्षण मंत्रालयाची रचना व कार्ये” थोडक्यात वर्णन करा.

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

- i) आर्थिक युद्धपध्दतीचे महत्व स्पष्ट करा.
- ii) 1990 ते आतापर्यंत भारताच्या संरक्षण खर्चाचे विश्लेषण करा.
- iii) पुरवठा व्यवस्थापनाच्या मर्यादांचे वर्णन करा.

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

- i) भारताच्या संरक्षण उत्पादनातील खाजगी उद्योगधंद्यानी निभावलेल्या भूमिकेचे मुल्यमापन करा.
- ii) भारताच्या सशस्त्र सेनादलातील निर्णय प्रक्रीया पध्दतीचे ठळक गुणधर्म स्पष्ट करा.
- iii) युद्धाचे समाजावर होणारे विविध परिणाम याविषयी चर्चा करा.



Total No. of Questions : 5]

SEAT No. :

P1139

[Total No. of Pages : 4

[4963]-316

T.Y.B.Com. (Paper -II)

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Define Life Insurance? Explain the main provisions and features of life insurance corporation Act, 1956. **[16]**

Q2) Enumerate the main provisions and objectives of Insurance Regulatory Development Act, 1999 (IRDA 1999) **[16]**

OR

Define General Insurance? State the various conditions of General Insurance Contract. **[16]**

Q3) a) Write a brief note on Insurance Act, 1938. **[8]**

b) Describe the role of Insurance Agent in Insurance Business **[8]**

OR

a) Write a brief note on saving plans of insurance business. **[8]**

b) Enumerate the accidental benefits of general insurance contract. **[8]**

Q4) Describe the comparative study of private insurance companies versus government controlled Insurance companies. **[16]**

P.T.O.

Q5) Answer the following questions in brief (any two):

[16]

- a) Write a note on Installment Revival scheme of general insurance.
- b) Write a note on Surrender of Policies.
- c) State the methods of payment of general Insurance.
- d) Write a note on Assignment.



Total No. of Questions : 5]

P1139

[4963]-316

T.Y.B.Com. (Paper -II)

INSURANCE TRANSPORT AND TOURISM

(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) आयुर्विम्याची व्याख्या सांगा? 1956 च्या आयुर्विमा महामंडळ कायद्याच्या प्रमुख तरतूदी आणि उद्देश स्पष्ट करा. [16]

प्रश्न 2) 1999 च्या विमा नियमनात्मक आणि विकास कायद्याच्या प्रमुख तरतूदी आणि उद्दिष्टे विशद करा. [16]

किंवा

सर्व साधारण विम्याची व्याख्या सांगा? सर्व साधारण विमा कराराच्या विविध अटी सांगा. [16]

प्रश्न 3) अ) 1938 चा विमा कायदा यावर टिप लिहा. [8]

ब) विमा व्यवसायात विमा एजंटची (प्रतिनिधीची) असलेली भूमिका विशद करा. [8]

किंवा

अ) विमा व्यवसायातील बचत योजना (Saving Plans) यावर थोडक्यात टिप लिहा. [8]

ब) सर्व साधारण विमा करारातील अपघाती फायदे (Accidental Benefits) विशद करा. [8]

प्रश्न 4) खाजगी विमा कंपनी आणि सरकारी नियंत्रित विमा कंपनी यांचा तुलनात्मक अभ्यास विशद करा. [16]

प्रश्न 5) खालील प्रश्नांची थोडक्यात उत्तरे द्या (कोणतेही दोन) [16]

अ) सर्व साधारण विम्यातील 'हप्ते पुनर्लाभ योजना' (Installment Revival Scheme) यावर टिप लिहा.

ब) पॉलीशीची सोडत (Surrender of Policies) यावर टिप लिहा.

क) सर्व साधारण विम्याच्या पैसे देण्या संदर्भातील पध्दती सांगा.

ड) मुखत्यार पत्र (Assignment) यावर टिप लिहा.



Total No. of Questions : 5]

SEAT No. :

P1140

[Total No. of Pages : 2

[4963]-317

T.Y. B.Com (Paper - II)

COMPUTER APPLICATION

RDBMS, Networking, Internet and E-Commerce

(2008 Pattern)

Time : 3 Hours]

[Maximum 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) Consider the following table and solve the following queries (anyfour) :
Book (Bno, Bname, Author, Price) **[8]**

- i) List all the books written by Author "Mr. Kamble"
- ii) List all the books whose name start with 'A'
- iii) List all the books having price greater than Rs.500
- iv) Delete record of Book whose number is ISBN 120.
- v) List all book records according to ascending order of book name.

b) Explain the following commands with their proper syntax and example.
(Any Four) **[8]**

- i) Alter Table
- ii) Insert
- iii) Update
- iv) Delete
- v) Grant

Q2) Attempt any four of the following: **[16]**

- a) What are the limitations of File Processing System?
- b) Explain different data types used in SQL.
- c) What is Internet? Explain its different services.
- d) Explain Electronic Payment System.
- e) Explain Computer Network with its goal?

P.T.O.

Q3) Attempt any four of the following: [16]

- a) What is attribute? Explain different types of attributes.
- b) Explain different types of payment system.
- c) What is hyperlink? Explain types of hyperlink.
- d) Write a note on LAN?
- e) What is Search Engine? Explain its types.

Q4) Attempt any four of the following: [16]

- a) Explain the structure of HTML document?
- b) What are different categories of E-Commerce?
- c) What are the uses of Entrance and Exit page in Web?
- d) Explain different users of DBMS.
- e) Write a note on Function used in PL/SQL.

Q5) Attempt any four of the following: [16]

- a) Explain Different stages of Secure Electronic Transactions.
- b) Write a note on Web Development Process Model.
- c) Write a note on
 - i) Web Space
 - ii) Domain Name
- d) What are the drawbacks of un-normalized database design
- e) Write a HTML code to display the following information

Summary

Class	Strength
F.Y.B.Com	200
S.Y.B.Com	150
T.Y.B.Com	80



Total No. of Questions : 6]

SEAT No. :

P1141

[Total No. of Pages : 4

[4963]-318

T.Y. B. Com. (Paper -III)

BUSINESS ADMINISTRATION

Finance, Production & Operations Functions

(2008 Pattern)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) What is financial planning? Explain the importance. Advantages and limitations of financial planning. **[14]**

Q2) What is meant by under capitalisation? Explain the effects & remedies of under capitalisation. **[14]**

OR

Explain the advantages & dis-advantages of public deposits. **[14]**

Q3) a) Explain the factors governing fixed capital. **[7]**

b) Explain the objectives of financial management. **[7]**

OR

a) Explain the responsibilities of production manager. **[7]**

b) Explain the principles of material handling. **[7]**

Q4) Explain the different types of manufacturing system. **[14]**

P.T.O.

Q5) Write short notes on. (any two)

[14]

- a) E.O.Q. concept.
- b) Importance of supply chain management.
- c) Advantages of product lay-out.
- d) Bombay Stock Exchange.

Q6) Need and effects of foreign direct investment in Indian Retail sector. Discuss.

[10]



Total No. of Questions : 6]

P1141

[4963]-318

T.Y. B. Com. (Paper -III)

व्यवसाय प्रशासन
वित्त, उत्पादन आणि प्रक्रिया कार्ये
(2008 पॅटर्न)
(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) वित्तीय नियोजन म्हणजे काय? वित्तीय नियोजनाचे महत्व, फायदे व तोटे स्पष्ट करा. [14]

प्रश्न 2) न्यून भांडवलीकरण म्हणजे काय? न्यून भांडवलीकरणाचे परिणाम व उपाय स्पष्ट करा. [14]

किंवा

सार्वजनिक ठेवीचे फायदे व तोटे स्पष्ट करा. [14]

प्रश्न 3) अ) स्थिर भांडवल निश्चित करणारे घटक स्पष्ट करा. [7]

ब) वित्तीय व्यवस्थापनाची उद्दिष्ट्ये स्पष्ट करा. [7]

किंवा

अ) उत्पादन व्यवस्थापकाच्या जबाबदाऱ्या स्पष्ट करा. [7]

ब) सामग्री हाताळणीची तत्वे स्पष्ट करा. [7]

प्रश्न 4) उत्पादन प्रक्रिया पद्धतीचे विविध प्रकार स्पष्ट करा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा (कोणत्याही दोन)

[14]

- अ) इ.ओ.क्यु. संकल्पना.
- ब) पुरवठा साखळी व्यवस्थापनाचे महत्व.
- क) उत्पादन साखळीचे फायदे
- ड) मुंबई भाग बाजार

प्रश्न 6) भारतातील किरकोळ व्यापार क्षेत्रात “प्रत्यक्ष विदेशी गुंतवणूकीची गरज व परिणाम” चर्चा करा.

[10]



Total No. of Questions : 6]

SEAT No. :

P1142

[Total No. of Pages : 4

[4963]-319

T.Y. B.Com.

BANKING & FINANCE (Special Paper -III)
Banking Law and Practice in India
(2008 Pattern)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Define Bank. Explain the relationship between banker and customer. [14]

Q2) Explain the provisions of Banking Regulation Act, 1949. [14]

OR

Explain in detail the legal and non-legal measures for recovery of bank loans. [14]

Q3) a) Explain the recovery of money paid by mistake. [7]

b) Explain types of mortgage. [7]

OR

a) State the parties of Negotiable instruments. [7]

b) Explain the duties of collecting banker. [7]

Q4) What is Negotiable Instrument? Explain in detail types of Negotiable instrument. [14]

P.T.O.

Q5) Write short notes on. (any two)

[14]

- a) Operational aspect of the project appraisal.
- b) Rights of Paying banker.
- c) Bankers lien.
- d) Precaution to be taken by the banker while giving loans.

Q6) Explain the importance of project appraisal.

[10]



Total No. of Questions : 6]

P1142

[4963]-319

T.Y. B.Com.

BANKING & FINANCE (Special Paper -III)

Banking Law and Practice in India

(2008 Pattern)

(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) बँकेची व्याख्या सांगून बँक आणि ग्राहक यांच्यातील संबंध स्पष्ट करा. [14]

प्रश्न 2) 1949 च्या बँकींग नियमन कायद्यातील तरतुदी स्पष्ट करा. [14]

किंवा

कर्जवसुलीच्या कायदेशीर व बिगर कायदेशीर उपाययोजना सविस्तर स्पष्ट करा. [14]

प्रश्न 3) अ) नजरचुकीने प्रदान केलेल्या पैशाची वसुली स्पष्ट करा. [7]

ब) गहाणाचे विविध प्रकार स्पष्ट करा. [7]

किंवा

अ) चलनक्षम दस्तऐवजातील पक्ष सांगा. [7]

ब) वसुली बँकेची कर्तव्ये स्पष्ट करा. [7]

प्रश्न 4) चलनक्षम दस्तऐवज म्हणजे काय ? चलनक्षम दस्तऐवजाचे विविध प्रकार सविस्तर स्पष्ट करा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा (कोणत्याही दोन)

[14]

- अ) प्रकल्प मूल्यमापनाची व्यावहारिक बाजू
- ब) प्रदायी बँकेचे हक्क
- क) बँकेचा धारणाधिकार
- ड) बँकेने कर्ज देताना दयावयाची दक्षता

प्रश्न 6) प्रकल्प मूल्यमापनाचे महत्व स्पष्ट करा.

[10]



Total No. of Questions : 6]

SEAT No. :

P1143

[Total No. of Pages : 4

[4963]-320

T.Y. B. Com.

**BUSINESS LAWS AND PRACTICES
(2008 Pattern) (Special Paper -III)**

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Explain the meaning and objectives of Taxes. Explain the meaning, merits and demerits of direct and indirect taxes. **[14]**

Q2) Explain the meaning of excise duty with various types of excise duties. **[14]**
OR

Explain the following terms.

- a) Concept of VAT
- b) Types of Assessment of service Tax
- c) Manufacturer

Q3) a) Find assessable value and duty payable. The product is not covered under section. 4A.

Maximum Retail Trade Price Rs. 1,100 Per unit. State Vat octroi and other local taxes: 10% of net price cash discount:2%, Trade discount: 8%. Primary and secondary packing cost included in the above MRP Rs. 100. Excise duty rate 8% ad-valorem plus education cesses as applicable. **[7]**

b) Determine the transaction value and excise duty payable from the following information: **[7]**

Total invoice Price Rs. 1,44,000

The invoice price include the following:

State Vat Rs.8000

Octroi Rs.1600

Insurance from factory to depot Rs. 800 freight from factory to depot Rs. 5,600 rate of basic excise duty 14% ad-valorem rate of education cesses as applicable.

P.T.O.

OR

- a) What is custom duty? Enumerate the brief history and objectives of custom duty. [7]
- b) Explain the procedure relating to clearance of imported goods. [7]

Q4) Mrs. Taramati a registered dealer purchased 22000 kgs of output on which VAT paid at 3% was Rs. 6000. She manufactured 20,000 kgs of finished product from the inputs the process loss was 2000 kgs. [14]

The final product was sold at uniform price of Rs. 20 per kg as follows:

- a) Goods sold within state - 8000 kgs.
- b) Goods sold in Inter-state sale against c form - 5000 kgs.
- c) Goods sent on stock transfer to consignment agent outside the state - 4000 kgs.
- d) Goods sold to government department outside the state -3000 kg.

There was no opening or closing stock of inputs. WIP or finished product. The state VAT rate on finished product is 12.5% calculate liability of VAT, if 4000 kgs were exported (and not stock transfer). What will be tax liability?

Q5) Write short notes on. (any two) [14]

- a) Objectives of customs duty Act.
- b) Distinction between sales Tax and Vat.
- c) Basic of Assessable Value.
- d) Salient features of levy of service tax.

Q6) Explain the provisions of payments of service tax and returns. [10]



Total No. of Questions : 6]

P1143

[4963]-320

T.Y. B. Com.

BUSINESS LAWS AND PRACTICES

(2008 Pattern) (Special Paper -III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 'कर' म्हणजे काय ते सांगून कराचे उद्देश स्पष्ट करा. 'प्रत्यक्ष कर' आणि 'अप्रत्यक्ष कर' म्हणजे काय ते सांगून त्यांचे फायदे आणि तोटे स्पष्ट करा. [14]

प्रश्न 2) 'उत्पादन शुल्क' म्हणजे ते सांगून उत्पादन शुल्काचे विविध प्रकार स्पष्ट करा. [14]
किंवा

खालील संकल्पना स्पष्ट करा.

- अ) मूल्यवर्धित कराची (VAT) संकल्पना
ब) सेवा करआकारणीचे प्रकार
क) उत्पादक

प्रश्न 3) अ) कर निर्धारण मूल्य आणि करपात्र शुल्क काढा. उत्पादन कलम 4 (अ) अंतर्गत समाविष्ट नाही.

कमाल किरकोळ किंमत 1,100 रु प्रत्येकी; राज्य मूल्यवर्धित कर आणि जकात 10% (निवळ किंमतीच्या); रोख बट्टा (Cash Discount) 2%; व्यापारी बट्टा (Trade Discount) 8%; प्राथमिक आणि द्वितीयक बांधणी खर्च (वरील किंमतीत समाविष्ट) 100 रु. उत्पादन शुल्क दर 8% (परिव्ययावर) अधिक शैक्षणिक अधिभार. [7]

ब) खालील माहिती वरून 'व्यवहार मूल्य' आणि देय उत्पादन शुल्क निश्चित करा. [7]

एकूण बिजक किंमत 1,44000 रु.

बीजक किमतीत खालील बाबी अंतर्भूत आहेत.

राज्य मूल्यवर्धित कर 8000 रु.

जकात 1600 रु.

कारखान्यापासून भांडारा पर्यंतचा विमा	800. रू.
कारखान्यापासून भांडारा पर्यंतचे भाडे.	5,600 रू.
उत्पादन शुल्काचा मूलभूत दर 14% (मूल्यावर आधारित) व असलेले शिक्षण उपकर लागू आहेत.	

किंवा

- अ) 'सीमाशुल्क' म्हणजे काय? सीमाशुल्क दराचा इतिहास आणि उद्देश स्पष्ट करा. [7]
- ब) 'आयात केलेल्या मालाची मुक्तता करणे' या प्रक्रियेचे विवेचन करा. [7]

प्रश्न 4) श्रीमती तारामती ह्या नोंदणीकृत व्यापारी असून त्यांनी आपल्या उत्पादनासाठी 22,000 किलोग्रॅम कच्चा मालाची खरेदी केलेली आहे. त्यावर 3% दराने 6000 रू मूल्यवर्धित कर भरलेला आहे. त्या मालापासून त्यांनी 20,000 किलोग्रॅमचा विक्रीयोग्य मालाचे उत्पादन केलेले आहे. उत्पादित माल बनविताना 2000 किलोग्रॅमचा प्रक्रियेपासून तोटा झालेला आहे.

उत्पादित माल 20 रूपये प्रति किलोग्रॅम प्रमाणे विक्री केलेला असून त्यांची विक्री पुढीलप्रमाणे केलेली आहे.

- अ) राज्यांतर्गत मालाची विक्री - 8000 किलोग्रॅम
- ब) सी-फॉर्मनुसार आंतरराज्यीय मालाची विक्री - 5000 किलोग्रॅम.
- क) राज्याबाहेर प्रेषप्रतिनिधीला पाठवलेला माल - 4000 किलोग्रॅम.
- ड) राज्याबाहेर सरकारला मालाची विक्री - 3000 किलोग्रॅम

त्यांच्याकडे आरंभी आणि अखेर माल शिल्लक नाही. तसेच प्रक्रियेत असलेला आणि तयार झालेला माल देखील नाही. उत्पादित मालावर राज्य मूल्यवर्धित कराचा दर 12.5%. वरील माहितीच्या आधारे मूल्यवर्धित कर काढा वरील मालापैकी 4000 किलोग्रॅम मालाची निर्यात केलेली आहे. (शिल्लक मालातून वर्ग केलेला नाही)

वरील माहितीच्या आधारे श्रीमती तारामती यांची करदेयता काढा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [14]

- अ) जकात शुल्क कायद्याची उद्दिष्टे
- ब) विक्रीकर आणि मूल्यवर्धित कर मधील फरक.
- क) करनिर्धारित मुल्यांसाठी मूलतत्वे (Basic of Assessable Value)
- ड) लेव्ही सेवा कराची. मुलभूत वैशिष्ट्ये.

प्रश्न 6) सेवाकर भरण्याच्या तरतूदी (Payment provisions) आणि सेवाकर देय विवरण पत्र (Return) भरण्याच्या तरतूदी स्पष्ट करा. [10]



Total No. of Questions : 6]

SEAT No. :

P1144

[Total No. of Pages : 4

[4963]-321

T.Y.B. Com.

CO-OPERATION AND RURAL DEVELOPMENT

(Co-operative Marketing Management)

(2008 Pattern) (Paper -III)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Define Co-operative Marketing? Explain the different Types of Co-operative Marketing. **[14]**

Q2) Define Marketing? Explain the Scope and Elements of Marketing. **[14]**

OR

What is meant by Dairy- Co-operatives? Enumerate the advantages of Dairy-Co-operatives.

Q3) a) State the structure of State Co-operative Consumer Federation. **[7]**

b) Write a brief note on Poultry Co-operatives. **[7]**

OR

a) State the objectives of The Agricultural Produce Marketing (Development and Regulation) Act. 2003.

b) Write a Note on NAFED (National Agricultural Co-operative Marketing Federation of India Ltd.)

Q4) Describe in detail the objectives and functions of Agricultural Produce Market Committee. **[14]**

P.T.O.

Q5) Answer the following questions. (any two)

[14]

- a) State the problems of Agricultural Produce Market Committee.
- b) Explain Marketing Strategy of Co-operatives for Exporting Agricultural Produce.
- c) Describe the Scope of Marketing Research.
- d) State the Significance of Pricing.

Q6) Describe the impact of the Agricultural Produce Marketing (Development and Regulation) Act, 2003 on Agricultural Marketing.

[10]



Total No. of Questions : 6]

P1144

[4963]-321

T.Y.B. Com.

CO-OPERATION AND RURAL DEVELOPMENT

(Co-operative Marketing Management)

(2008 Pattern) (Paper -III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) सहकारी विपणनाची व्याख्या सांगा? सहकारी विपणनाचे असलेले विविध प्रकार स्पष्ट करा. [14]

प्रश्न 2) विपणनाची व्याख्या सांगा? विपणनाची व्याप्ती आणि घटक स्पष्ट करा. [14]

किंवा

सहकारी दुग्धोत्पादन संख्या म्हणजे काय? सहकारी दुग्धोत्पादन संस्थेचे फायदे विशद करा.

प्रश्न 3) अ) राज्य सहकारी ग्राहक संघाचे स्वरूप सांगा. [7]

ब) सहकारी-कुक्कुट पालन संस्था यावर थोडक्यात टिप लिहा. [7]

किंवा

अ) 2003 च्या कृषि उत्पन्न बाजार (विकास व नियमनात्मक) कायद्याची उद्दीष्टे सांगा.

ब) नाफेड (NAFED) यावर टिप लिहा. (राष्ट्रीय कृषि सहकारी विपणन संघ).

प्रश्न 4) कृषि उत्पन्न बाजार समितीची उद्दीष्टे आणि कार्ये सविस्तर विशद करा. [14]

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

[14]

- अ) कृषि उत्पन्न बाजार समितीच्या समस्या सांगा.
- ब) कृषि उत्पन्न निर्यातीसाठी असलेले सहकाराची विपणन व्युहरचना स्पष्ट करा.
- क) विपणन संशोधनाची व्याप्ती विशद करा.
- ड) किंमतीचे (मूल्याचे) महत्व सांगा.

प्रश्न 6) कृषि विपणनावर, 2003 च्या कृषि उत्पन्न बाजार (विकास व नियमनात्मक) कायद्याचा पडलेला प्रभाव विशद करा.

[10]



Total No. of Questions : 5]

SEAT No. :

P1145

[Total No. of Pages : 3

[4963]-322

T.Y. B. Com

COST AND WORKS ACCOUNTING (Paper - II)

Costing Techniques and Cost Audit

(2008 Pattern)

Time : 3 Hours]

[Maximum 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 (any five) [5]

- i) Excess of sales over variable cost is called _____.
- ii) Budgets are _____ for action.
- iii) Inter firm comparisons become meaningless in the absence of _____ system.
- iv) Cost auditor is appointed by the _____.
- v) _____ costing integrate economic objectives and technological knowledge.
- vi) Idle time variance will always be _____.

b) State whether the following statements are true or false (any five). [5]

- i) Fixed costs are directly associated with the production.
- ii) Budgets are used as a communication tool also
- iii) Uniform costing is a separate method of cost ascertainment.
- iv) Standards require continuous revision.
- v) Target costing was originated in Japan.
- vi) Cost audit aims at establishing truth and fairness of financial statements.

Q2) What is uniform costing? State its objectives and areas of uniformity is necessary to achieve. [15]

OR

What is Inter-firm Comparison? State the essential requirements for installation of a scheme of inter firm comparison.

P.T.O.

- Q3)** Write short notes on (any three). **[15]**
- a) Scope of cost audit.
 - b) cost audit programme.
 - c) Rights and Duties of Cost Auditor.
 - d) Cost Audit Notes.
 - e) Importance of Target costing.
-
- Q4)** a) From the following information find out. **[15]**
- i) Variable cost.
 - ii) P/V Ratio.
 - iii) Break -even sales.
 - iv) Margin of safety.
 - v) Profit when sales are ₹ 5,00,000
 - vi) Sales required to earn the profit of ₹ 1,50,000
- | | |
|-----------------|-------------|
| Fixed Expenses: | ₹90,000 |
| Sales Value | : ₹3,00,000 |
| Profit | : ₹60,000 |
- b) From the following data, calculate: **[5]**
- i) Labour Rate Variance
 - ii) Labour Efficiency Variance.
- | | | |
|---------------------------------|---|----------|
| Standard rate of wages per hour | : | ₹10 |
| Standard Hours | : | 300 Hrs. |
| Actual rate of wages per hour | : | ₹12 |
| Actual Hours | : | 200 Hrs. |
-
- Q5)** a) From the following information calculate: **[10]**
- i) Material cost variance
 - ii) Material Price Variance
 - iii) Material Usage Variance
 - iv) Material Mix Variance

Material	Standard Mix	Amt.(₹)	Actual Mix	Amt.(₹)
X	100kgs.@₹40	4,000	120kgs.@₹37.50	4,500
Y	150kgs.@₹50	7,500	180kgs.@₹45	8,100

b) From the following cost data, you are required to calculate: [10]

- i) Material cost variance
- ii) Material price variance
- iii) Material usage variance
- iv) Material mix variance

Material	Standard			Actual		
	Qty. (units)	Price (₹)	Amt. (₹)	Qty. units	Price (₹)	Amt (₹)
A	200	40	8,000	300	30	9,000
B	300	50	15,000	300	60	18,000
	500	-	23,000	600	-	27,000

OR

From the following information calculate:

- i) Labour cost variance
- ii) Labour Rate variance
- iii) Labour Efficiency variance
- iv) Labour Mix variance

Workers	Standard			Actual		
	Hours	Rate (₹)	Amtount (₹)	Hours	Rate (₹)	Amtount (₹)
Skilled	30	10	300	31	10	310
Unskilled	40	8	320	32	8.50	272
Total	70		620	63		582



Total No. of Questions : 5]

SEAT No. :

P1146

[Total No. of Pages : 5

[4963]-323

T.Y. B.Com

BUSINESS STATISTICS (Special) (Paper - III)
(2008 Pattern)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) a) Attempt any four of the following: [2each]

- i) Explain the term 'Optimistic time' in PERT.
- ii) Determine whether there exists a saddle point in the following two person zero sum game:

$$\begin{array}{c} \text{Player B} \\ \text{Player A} \begin{bmatrix} 8 & -7 \\ -26 & 4 \end{bmatrix} \end{array}$$

- iii) State whether each of the statement given below is true or false.
 - A) The distribution of service rate follows is Normal distribution in queuing theory.
 - B) Control charts are apply on continuous production process.
- iv) State any four elements of queuing theory.
- v) Evaluate $\int (2x^3 - 3x^2 - 28) dx$.

vi) State simpson's 1/3rd Rule from numerical integration.

b) Attempt any two of the following: [6each]

- i) Describe the following terms:
 - A) Mixed strategy
 - B) Optimal strategy
 - C) Decision under certainty

P.T.O.

- ii) A road transport company has one reservation clerk on duty at a time. He handles information of bus schedules and make reservations. Customers arrive at a rate of 8 per hour and the clerk can service 12 customers on an average per hour. Under assumption of queuing theory, find:
- Average number of customers waiting for the service of the clerk.
 - Average number of customers in a queue
 - Average waiting time of customer for the service of the clerk.
 - Probability that the reservation clerk is idle.
 - probability that a customer has to wait before he gets service.
- iii) Solve the game with following pay-off matrix by using the principle of dominance: Player B

		B_1	B_2	B_3	B_4
<i>Player A</i>	A_1	-5	3	1	10
	A_2	5	5	4	6
	A_3	4	-2	0	-5

Q2) Attempt any two of the following:

- a) Evaluate the following:

i) $\int_1^3 (3x^3 - 2x^2 + 4x - 11) dx$ [4]

ii) $\int x \log x \, dx$ [4]

- b) Given the following pay-off matrix: [8]

Strategies	States			
	N_1	N_2	N_3	N_4
S_1	12	8	3	11
S_2	6	14	17	9
S_3	15	11	10	12

Determine the optimal strategy under:

- i) Maximax criteria,
 - ii) Maximin criteria,
 - iii) Laplace criteria,
 - iv) Hurvitz criterion with coefficient of optimality (c)=0.8.
- c) A cost accountant is asked to set up a system for controlling waste in a department converting role of paper in sheets. The bounds of waste are recorded by sheet for a 10 days in three shifts: [8]

Sample No.	1	2	3	4	5	6	7	8	9	10
Mean	101	117.33	110	102	78.33	93.33	111.67	105	89	109
Range	26	24	18	26	6	20	19	15	12	27

Construct control charts for mean and range. Also comment on whether the process seems to be control.

$$(n=3, A_2=1.023, D_3=0, D_4=2.575)$$

Q3) Attempt any two of the following:

[8each]

a) i) Evaluate: $\int_1^3 \frac{6x^2 - 3}{2x^3 - 3x + 2} dx$

ii) Compute: $I = \int_0^6 x^2 + 1 dx$

Using Simpson's $\frac{3^{th}}{8}$ rule. Divide the interval [0,6] into 6 equal sub-intervals

- b) Confectionary sales items with passed data of demand per week with frequency is given below:

Demand Per day	0	10	20	30	40	50
Frequency	3	10	7	22	5	3

Consider the following sequence of random numbers:

36, 53, 91, 14, 24, 74, 35, 58, 36, 84.

Using the sequence, simulate the demand for next 10 day. Use Monte-Carlo simulation method.

- c) Fill in the blanks of the following life table which are shown with the question marks:

Age(x)	l_x	d_x	q_x	p_x	L_x	T_x	e^0_x
20	10000	?	?	?	?	?	?
21	9873	--	--	--	--	83269	?

Q4) Attempt any two of the following:

[8each]

- a) i) Explain the following terms:
 A) Assignable causes.
 B) Process capability index.
- ii) Distinguish between control chart for variables and attributes. State the purpose of np-chart.
- b) A project has the following activities and other characteristics.

Activity	Time Estimates		
	t_o	t_p	t_m
1-2	6	24	6
1-3	6	18	12
1-4	12	30	12
2-5	6	6	6
3-5	12	48	30
4-6	12	42	30
5-6	18	54	30

- i) Draw the project network and calculate the length and variance of the critical path.
- ii) What is the probability that project will be completed within 80 days
- c) The following table gives the activities in a project and other relevant information:

Activity	1-2	1-3	2-5	2-4	3-4	4-5	4-6	5-6	6-7
Duration	5	9	14	4	3	10	12	6	10

Find earliest start, earliest finish, latest start, latest finish, total float, free float and independent float for each activity. Also find critical path.

Q5) Attempt any two of the following:

[6each]

- a) A news paper distributor assigns probabilities to the demand for the magazine as follows:

Copies Demanded	Probability
10	0.4
20	0.3
30	0.2
40	0.1

A copy of the magazine is sold for Rs. 10 and costs Rs.7. The distributor can return the unsold copies for Rs.5 each. How many copies should the distributor buy if his decision is based on EMV criterion.

- b) Machine was purchased at Rs. 12,500. The scrap value is only Rs. 500 for all years. Maintenance cost in the first year is Rs. 2000 where as it is increased by Rs. 300 per year up to 4th year and later on from the 5th year up to 7th year it increases by Rs. 700 per year. Determine when machine should be replaced.

- c) Evaluate: $I = \int_0^2 x^2 - 1 dx$

by using trapezoidal rule. Divide the interval [0,2] into 4 equal sub-intervals.



Total No. of Questions : 6]

SEAT No. :

P1147

[Total No. of Pages : 3

[4963]-324

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP

(2008 Pattern) (Paper -III)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Give meaning of the term 'Individual Behaviour'. What are its determinants?[14]

Q2) Define the term 'Organizational Behaviour'. Explain its Scope. [14]

OR

Distinguish between manager and leader.

Q3) a) What are the advantages of informal groups in organization? [7]

b) State and explain causes of change. [7]

OR

a) Write a note on Team V/S Group.

b) Why changes in organization are resisted?

Q4) Define the term 'Stress'. What are its Sources? [14]

Q5) Write short notes on (any two) [14]

a) Job enrichment

b) Theory X

c) Characteristics of group

d) Managing team

Q6) You are Human Resource Manager of MNC. Your employees are undergoing stress. How would you guide them to reduce stress at individual level? [10]



P.T.O.

Total No. of Questions : 6]

P1147

[4963]-324

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP

(2008 Pattern) (Paper -III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) 'व्यक्तिगत वर्तन' संकल्पनेचा अर्थ सांगा. ते ठरविणारे घटक कोणते? [14]

प्रश्न 2) 'संघटनात्मक वर्तन' संकल्पनेची व्याख्या द्या. त्याची व्याप्ती स्पष्ट करा. [14]

किंवा

व्यवस्थापक आणि नेता यातील फरक स्पष्ट करा.

प्रश्न 3) अ) अनौपचारिक संघटनेचे लाभ कोणते ते सांगा. [7]

ब) बदलाची कारणे सांगून स्पष्ट करा. [7]

किंवा

अ) 'संघ विरूद्ध समूह' यावर टीप लिहा.

ब) संघटनेतील बदलांना विरोध का केला जातो ?

प्रश्न 4) 'ताणतणाव' संकल्पनेची व्याख्या द्या. त्याचे स्रोत कोणते ते सांगा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

[14]

अ) कार्य संपन्नता (Job Enrichment)

ब) सिद्धांत 'क्ष'

क) समूहाची वैशिष्ट्ये

ड) संघाचे व्यवस्थापन

प्रश्न 6) तुम्ही बहुराष्ट्रीय कंपनीचे मानव संसाधन व्यवस्थापक आहात. तुमचे कर्मचारी तणावाखाली आहेत. व्यक्तिगत पातळीवर ताणतणावाचे व्यवस्थापन कसे करावे याबद्दल तुम्ही त्यांना कसे मार्गदर्शन कराल?

[10]



Total No. of Questions : 6]

SEAT No. :

P1148

[Total No. of Pages : 2

[4963]-325

T. Y. B. Com.

MARKETING MANAGEMENT

(Advertising Management)

(2008 Pattern) (Paper - III)

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 advertising? Explain the merits and limitations of advertising. [14]

Q2) What is appeals in advertisement? Explain the Direct and Indirect appeals in advertising. [14]

OR

What is advertising layout? Explain the elements of advertising layout.

Q3) a) Explain the social effects of advertising. [7]

b) What are the advantages of brand to customers? [7]

OR

a) Write a short note on Advertising Message.

b) Write a short note on Advertising as a Career.

Q4) Explain in detail the factors which influence the future of advertising. [14]

Q5) Write short notes. (any two): [14]

a) Corporate advertising

b) चिन्होंक Branding

c) Advertising in Non-business Areas

d) Audience segmentation

Q6) Describe the importance of E-Advertising in India. [10]



Total No. of Questions : 6]

P1148

[4963]-325

T. Y. B. Com.

MARKETING MANAGEMENT

(Advertising Management)

(2008 Pattern) (Paper - III)

(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 प्रश्नपत्रीका पहावी.

प्रश्न 1) जाहिरात म्हणजे काय? जाहिरातीचे गुण व मर्यादा विशद करा. [14]

प्रश्न 2) जाहिरातीतील आवाहन म्हणजे काय? जाहिरातीतील प्रत्यक्ष व अप्रत्यक्ष आवाहने स्पष्ट करा. [14]

किंवा

जाहिरात रचना म्हणजे काय? जाहिरात रचनेचे घटक स्पष्ट करा.

प्रश्न 3) अ) जाहिरातीचे सामाजिक परिणाम विशद करा. [7]

ब) चिन्हांचे (Brand) ग्राहकांना कोणते फायदे होतात. [7]

किंवा

अ) जाहिरातीतील संदेश यावर टीप लिहा.

ब) “जाहिरात-एक कारकीर्द” यावर टीप लिहा.

प्रश्न 4) जाहिरातीच्या भवितव्यावर प्रभाव पाडणारे घटक सविस्तर स्पष्ट करा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [14]

अ) संस्थात्मक जाहिराती

ब) चिन्हांकन

क) बिगर व्यवसायीक क्षेत्रातील जाहिराती

ड) श्रोतृसमाज विभागणी

प्रश्न 6) भारतातील ई-जाहिरातीचे महत्व विशद करा. [10]



Total No. of Questions : 6]

SEAT No. :

P1149

[Total No. of Pages : 3

[4963]-326

T. Y. B. Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Spl. Paper -III)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Critically examine the role of NABARD in agriculture credit since 1991. **[14]**

Q2) Describe the features of rural economy. State the advantages and problems horticulture in India. **[14]**

OR

Discuss the growth of dairy co-operatives in India. State the weakness of dairy co-operatives.

Q3) a) Explain the burden of agricultural taxation in India. **[7]**
b) Explain the role of small farmers Development Agency in rural development. **[7]**

OR

a) Explain the causes of Industrial imbalance in India.
b) Describe the growth of MNCs in India.

Q4) Explain in detail the broad features of Industrial Policy 1991. **[14]**

Q5) Write short notes on (any two) **[14]**
a) Problems of SEZ in India
b) Impact of MNCs on Industrial growth in India
c) Public sector Investment in Infrastructure Development
d) Infrastructure and economic development

Q6) Explain the problems of poultry co-operatives in your area. **[10]**



P.T.O.

Total No. of Questions : 6]

P1149

[4963]-326

T. Y. B. Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Spl. Paper -III)

(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) 1991 पासून शेती पतपूर्वव्यातील नाबार्डच्या भूमिकेचे टिकात्मक परीक्षण करा. [14]

प्रश्न 2) ग्रामीण अर्थव्यवस्थेची वैशिष्ट्ये विषद करा. भारतातील फळ शेतीचे फायदे आणि समस्या सांगा. [14]

किंवा

भारतातील दुग्ध सहकारी संस्थांच्या वृद्धीची चर्चा करा. दुग्ध सहकारी संस्थांच्या उणिवा सांगा.

प्रश्न 3) अ) भारतातील शेती करांचा भार स्पष्ट करा. [7]

ब) ग्रामीण विकासातील लघु शेतकरी विकास संस्थेची भूमिका स्पष्ट करा. [7]

किंवा

अ) भारतातील औद्योगिक असमतोलाची कारणे स्पष्ट करा.

ब) भारतातील बहुराष्ट्रीय कंपण्यांची वृद्धी विषद करा.

- प्रश्न 4) 1991 च्या औद्योगिक धोरणांची ठळक वैशिष्ट्ये सविस्तर स्पष्ट करा. [14]
- प्रश्न 5) थोडक्यात टीपा लिहा. (कोणतेही दोन) [14]
- अ) भारतातील सेझच्या (SEZ) समस्या
- ब) भारतातील औद्योगिक वृद्धीवरील बहुराष्ट्रीय कंपण्यांचा प्रभाव
- क) पायाभूत सुविधांच्या विकासातील सार्वजनिक क्षेत्राची गुंतवणूक
- ड) पायाभूत सुविधा आणि आर्थिक विकास
- प्रश्न 6) तुमच्या परिसरातील कुकुटपालन सहकारी संस्थांच्या समस्या स्पष्ट करा. [10]



Total No. of Questions : 4]

SEAT No. :

P1150

[Total No. of Pages : 4

[4963]-327

T.Y.B.Com.

DEFENCE BUDGETING, FINANCE AND MANAGEMENT

Defence Budgeting and Financial Management in India

(2008 Pattern) (Paper -III)

Time : 3 Hours]

[Maximum 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 financial management
- ii) Define Defence management
- iii) Define Strategic Planning
- iv) What do you mean by public Good?
- v) Define threat perception?
- vi) What are the limitations of Defence management?
- vii) Define performance budget
- vii) Define deficit budget
- ix) Write the meaning of Structured Budget
- x) Define national power
- xi) Define Economic Warfare
- xii) What are the sources of War expenditure?
- xiii) Write any two features of 'Zero Base Budget'

P.T.O.

Q2) Answer in 50 words each (any two). **[10]**

- i) Explain advantages of 'Free Market Economy'.
- ii) Discuss economic theories of defence.
- iii) How parliament control over defence Budget? Discuss.

Q3) Answer in 150 words each (any two). **[20]**

- i) Explain methods of war Finance
- ii) Discuss problems of modernization programme of Indian Armed Forces
- iii) Write a note on the role of financial advisor in defence services

Q4) Answer in 300 words each (any two). **[30]**

- i) Analyse trends in India's defence spending since 1990's.
- ii) What are the elements of war potential? Explain in details.
- iii) Explain relationship between war and science of economics.



Total No. of Questions : 4]

P1150

[4963]-327

T.Y.B.Com. (Paper -III)

डिफेन्स बजेटिंग फायनान्स अँड मॅनेजमेन्ट
संरक्षण अंदाजपत्रक आणि भारतातील वित्तिय व्यवस्थापन
(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.

2) उजवीकडील अंक गुण दर्शवितात.

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

[20]

- i) 'वित्तियव्यवस्थापन' व्याख्या द्या.
- ii) 'संरक्षण व्यवस्थापन' व्याख्या द्या.
- iii) 'सामरिकनियोजन' व्याख्या द्या.
- iv) पब्लीक गुड म्हणजे काय ?
- v) धोक्याविषयी संकल्पना व्याख्या द्या.
- vi) संरक्षणव्यवस्थापनाच्या मर्यादा कोणत्या ?
- vii) कार्याभिमूख अर्थसंकल्प व्याख्या द्या.
- viii) वित्तिय तुटीचा अर्थसंकल्प व्याख्या द्या.
- ix) रचनात्मक अर्थसंकल्प अर्थ लिहा.
- x) राष्ट्रीय शक्ती व्याख्या द्या.
- xi) आर्थिक युध्दपद्धती व्याख्या द्या.
- xii) युध्दनिधी उभारण्याची स्तोत्रे कोणती ?
- xiii) शुन्यआधारीत अर्थसंकल्पाचे दोन गुणधर्म लिहा.

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

- i) मुक्त बाजार अर्थव्यवस्थेचे काम स्पष्ट करा.
- ii) संरक्षणाच्या आर्थिक - सिध्दान्ताविषयी चर्चा करा.
- iii) संसद संरक्षण अंदाजपत्रक कशाप्रकारे नियंत्रित करते? चर्चा करा.

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

- i) युध्दनिधी उभारण्याच्या विविध पद्धती स्पष्ट करा.
- ii) भारताच्या सशस्त्र सेनादलाच्या आधुनिकीकरणाच्या कार्यक्रमाविषयीच्या “समस्या बाबत” चर्चा करा.
- iii) संरक्षण सेवेतील आर्थिक सल्लागाराची भुमिका यावर टिपण लिहा.

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

- i) 1990 नंतरच्या भारताच्या संरक्षण खर्चाचे ‘कल’ (ट्रेण्डस्) चे विश्लेषण करा?
- ii) युध्दक्षमतेचे घटक कोणते? सविस्तर स्पष्ट करा.
- iii) युध्द आणि अर्थशास्त्र यातील संबंध स्पष्ट करा.



Total No. of Questions : 6]

SEAT No. :

P1151

[Total No. of Pages : 3

[4963]-328

T. Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern) (Paper -III)

Time : 3 Hours]

[Maximum Marks : 80

Instructions to the candidates:

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

Q1) Enumerate the functions and working of PATA (Pacific Air Travel Association) [14]

Q2) Explain the factors related to Travel and Tourism Business. [14]

OR

Explain the importance of passport and visa for International Tour. [14]

Q3) a) Explain the role of city guides in tours. [7]

b) Write a brief note on tourism in Hong-Kong. [7]

OR

a) State the significance of tour-operator in Tourism. [7]

b) Write a note on Availability of food services at Thailand. [7]

Q4) Describe the comparative study of tourism in India versus tourism in other countries. [14]

Q5) Answer the following questions (any two) [14]

a) State the working of WTO (World Tourism Organisation).

b) Write a note on Tour-Accommodation.

c) Explain role of Embassy in International Tour.

d) State the importance of publicity of group-Tours.

Q6) Explain the Need of Behaviourial Aspect for Tourism. [10]



P.T.O.

Total No. of Questions : 6]

P1151

[4963]-328

T. Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern) (Paper -III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) 'पॅसेफिक हवाई यात्रा असोशिएशन' (PATA) ची कार्ये आणि कामगिरी विशद करा. [14]

प्रश्न 2) यात्रा आणि पर्यटन व्यवसायाशी निगडित असलेले घटक स्पष्ट करा. [14]

किंवा

आंतरराष्ट्रीय प्रवासासाठी पासपोर्ट आणि व्हिसा यांचे महत्व स्पष्ट करा. [14]

प्रश्न 3) अ) प्रवासात (यात्रेत) शहरी मार्ग दर्शकाची (city guides) भूमिका स्पष्ट करा. [7]

ब) हॉग-काँग मधील 'पर्यटन' यावर थोडक्यात टिप लिहा. [7]

किंवा

अ) पर्यटनात यात्रा-आयोजकाचे असलेले महत्व सांगा. [7]

ब) थायलंड मध्ये उपलब्ध असलेली खाद्य-सेवा (Food-Services) यावर टिप लिहा. [7]

प्रश्न 4) भारतातील पर्यटन आणि इतर देशातील पर्यटन यातील तुलनात्मक अभ्यास (फरक) विशद करा. [14]

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

[14]

- अ) 'जागतिक पर्यटन संघटनेची' (WTO) कामगिरी सांगा.
- ब) पर्यटक निवासव्यवस्था यावर थोडक्यात टिप लिहा.
- क) आंतरराष्ट्रीय प्रवासामध्ये परकीय वकीलात (Embassy) ची असलेली भूमिका स्पष्ट करा.
- ड) समुह-यात्रे संदर्भात प्रसिध्दीचे असलेले महत्व सांगा.

प्रश्न 6) पर्यटनासाठी योग्य वर्तवणूकीची असलेली गरज स्पष्ट करा.

[10]



Total No. of Questions : 8]

SEAT No. :

P1152

[Total No. of Pages : 2

[4963]-329

T.Y. B. Com

COMPUTER APPLICATION (Paper - III)

**MIS, Software Engineering and Enterprise Resource Planning
(2008 Pattern)**

Time : 3 Hours]

[Maximum 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) Attempt any four of the following: **[8]**

- i) Enlist various tasks of System Analyst.
- ii) What do you mean by Software Engineering?
- iii) Explain the term "Feasibility Study".
- iv) List out components of Data Dictionary.
- v) Explain the terms: (A) Data Flow & (B) Data Input.

b) Attempt any two of the following: **[8]**

- i) What are the Fact Finding Techniques?
- ii) Describe different phases of SDLC.
- iii) Describe Decision Tree with suitable diagram.

Q2) Attempt any four of the following: **[16]**

- a) Explain major activities involved in Spiral Model.
- b) Explain Customer Relationship Management.
- c) Write a note on Reverse Engineering & Re-engineering.
- d) Explain Output Design with example.
- e) Explain how BPR is different from MIS.

P.T.O.

Q3) Attempt any four of the following: [16]

- a) Define Testing. Describe its different types.
- b) What is DFD? Describe Logical and Physical DFD with diagram.
- c) Define ERP. Discuss on benefits of ERP.
- d) Explain McCall's Quality Factors.
- e) Write a note on ISO Standards.

Q4) Attempt any four of the following: [16]

- a) What is MIS? Explain role of MIS.
- b) Write a note on Supply Chain Management.
- c) Define System Implementation. Explain its strategies.
- d) Write a note on Information and Knowledge concepts.
- e) Explain CMM Level in detail.

Q5) Attempt any four of the following: [16]

- a) Explain System Requirement Specification.
- b) What is System? Explain different types of System.
- c) Explain different methods of Data and Information Collection.
- d) Write a note on ERD.
- e) What are the Prototyping approaches in Software Process?



Total No. of Questions : 3]

SEAT No. :

P1153

[Total No. of Pages : 1

[4963]-330

T.Y.B.Com. Computer Application Vocational (Paper - V)

(2008 Pattern)

Time : 2 Hours]

[Max. Marks :40

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Neat diagrams must be drawn wherever necessary.*

Q1) Answer the following (Any four) **[20]**

- a) Explain Water fall Model to design a website.
- b) Explain the use of Internet in Modern World.
- c) Explain EDI trade cycle with diagram.
- d) Explain five network topologies.
- e) Explain Digital Signature.

Q2) Write short notes on (Any three) **[15]**

- a) Intranet
- b) Digital Certificate
- c) Internet Commerce
- d) E-Payment

Q3) Write a program for the following (Any one) **[5]**

- a) To insert background image on web page
- b) Divide web page in three vertical frames



P.T.O.

Total No. of Questions : 3]

SEAT No. :

P1154

[Total No. of Pages : 1

[4963]-331

T.Y. B.Com.

ADVERTISING, SALES PROMOTION AND SALES MANAGEMENT (Paper - V)

Sales - force Management (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 the term 'Sales Management'? Highlight its importance. **[12]**

OR

What do you mean by Sales quota? State its objectives.

Q2) Explain the term 'Public relations'. Enumerate its importance. **[12]**

OR

Define the term 'Customer relationship management'. State and explain its objectives.

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

- a) Objectives of motivation
- b) Importance of performance appraisal
- c) Sales forecasting
- d) Ethical aspects of public relations



Total No. of Questions : 4]

SEAT No. :

P1155

[Total No. of Pages : 2

[4963]-332

T.Y.B.Com.

TAX PROCEDURE AND PRACTICES

CUSTOMS ACT

(Paper - V) (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) Answer in 20 words each (Any five)

[10]

- i) What is mean by 'Noting of Bill of Entry'?
- ii) Explain the term 'Coastal Goods'.
- iii) What are the objects of W.T.O?
- iv) Who is required to prepare 'Export Manifest'?
- v) What is meant by 'Customs Station'?
- vi) What is meant by 'Transaction Value'?
- vii) What is meant by 'Basic Customs Duty'?

Q2) Answer in 50 words each (Any Two)

[8]

- i) Explain the 'nature' and 'incidence' of duty under Customs Act.
- ii) What is 'Demurrage'? What are the kinds of demurrage?
- iii) Distinguish between 'Baggage' and 'Bonafide Baggage'.
- iv) Enumerate administrative set-up under Customs Act.

P.T.O.

Q3) Answer in 150 words each (Any Two) **[10]**

- i) Enumerate the costs which are to be added or deducted from the invoice-price for determining assessable value.
- ii) Discuss additional duties under Customs Tarrif Act. When additional duty is called C.V.D? What are its objects?
- iii) What is meant by Territorial Waters, Customs Waters and Economical Zones?
- iv) What is meant by 'Duty-drawback'? What are the rates of duty-drawback?

Q4) Answer in detail (Any one) **[12]**

- i) Who is called 'Person in charge'? Which documents are required to be prepared by him at the time of clearance of goods?
- ii) State and summarise the provisions and procedure under Customs Act, for clearance of goods at the time of Import and Export.



Total No. of Questions : 3]

SEAT No. :

P1156

[Total No. of Pages : 1

[4963]-333

T.Y.B.Com.

ENTREPRENEURSHIP DEVELOPMENT

(Paper - VIB) (Vocational)

i) Computer Application

ii) Advertising, Sales Promotion and Sales Management

(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) Explain any four types of entrepreneur. [12]

OR

Bring out merits and demerits of sole proprietorship.

Q2) Write a detailed note on identification of opportunities for entrepreneurship. [12]

OR

Explain in detail SWOT Analysis.

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

- a) Entrepreneurial behaviour
- b) Functions of District Industries Centre
- c) Marketing channels
- d) Interpersonal relations



Total No. of Questions : 4]

SEAT No. :

P1157

[Total No. of Pages : 2

[4963]-334

T.Y.B.Com. TAX PROCEDURE AND PRACTICES

(Vocational)

ENTREPRENEURSHIP DEVELOPMENT AND

PROJECT REPORT

WORK (Paper - VI)

(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) Answer in 20 words each (Any five)

[10]

- a) Who is an Entrepreneur?
- b) What are the learning objectives of an 'Entrepreneurship'?
- c) What is mean by 'SWOT' analysis?
- d) What do you mean by 'Job Specification'?
- e) What are the four 'P's in place of marketing functions and in marketing mix?
- f) What is mean by 'Single ownership firm'?
- g) What are the objects of 'Prospects' of a company?

Q2) Answer in 50 words each (Any Two)

[8]

- a) What are the contents of 'Memorandum of Association'?
- b) Enumerate basic qualities of an 'Entrepreneur'? Describe in brief each of them.
- c) Explain in brief the 'types of finances'.
- d) Give the difference between 'Job description' and 'Job specification'.

P.T.O

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

- a) What is mean by 'Innovation'? What are the different forms of 'Innovation'?
- b) What are theories of 'entrepreneurship' & discuss each of them in brief.
- c) Define 'Market'? On which criterions markets are classified?
- d) What are the salient features of "Joint Stock Company"?

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

- a) Define the term Entrepreneur. Explain need, importance and functions of Entrepreneur.
- b) What is mean by 'Human Resource Planning'? Discuss importance of Human Resource Planning?

