

Total No. of Questions : 4]

SEAT No. :

PC997

[Total No. of Pages : 2

[6315]-101

S.Y.B.Com.

231 : BUSINESS COMMUNICATION-I

(2019 Pattern) (Semester-III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (Any 5) [5]

- a) _____ are obstacles that one may face when attempting to effectively communicate with another person.
 - i) Communication Barriers
 - ii) Communication Methods
 - iii) Communication Remedies
- b) Communication starts with _____
 - i) Encoding
 - ii) Sender
 - iii) Feedback
- c) Details of enclosures are mentioned _____
 - i) Beginning of the letter
 - ii) Below the signature
 - iii) Right-hand side of the letter
- d) _____ is a systematic oral exchange of information, views and opinions about a topic, issues, problem or situation among members of a group who share certain common objectives.
 - i) Presentation
 - ii) Group discussion
 - iii) Group interview

P.T.O.

e) _____ is also known as Non-directed interview.

- i) Structured
- ii) Unstructured
- iii) Exit

f) A job application is addressed to the _____

- i) Candidate
- ii) Interviewer
- iii) Employer

B) Match the following.

[5]

Group 'A'

Group 'B'

- | | |
|---|--|
| a) Body Language | i) Size of the paper |
| b) Postscript | ii) Resume |
| c) Soft skills | iii) Problem solving |
| d) Job application letter | iv) Message not included in the body of the letter |
| e) Physical appearance of business letter | v) Non-Verbal Communication |

Q2) Write short notes (Any 2)

[10]

- a) Principles of Communication
- b) Qualities of Business Letter
- c) Group Discussion
- d) Elements of Bio-data

Q3) a) Write meaning of the term 'Communication'. Explain in detail various Methods of Communication. [8]

b) What is 'Business Letter'? Explain in detail about 'Layout of Business Letter'. [7]

Q4) a) What do you mean by the term 'Soft Skills'? Explain in detail need and importance of Soft Skills. [8]

b) Write a Job Application Letter to 'XYZ Ltd., Nashik in response to an advertisement in the 'Loksatta' for the post of 'Accountant'. [7]



Total No. of Questions : 4]

SEAT No. :

PC-4979

[Total No. of Pages : 6

[6315]-102

S.Y. B.Com.

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

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

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

- i) Interest on Debentures is recorded under _____ in Statement of Profit and Loss Account.
(Other Expenses, Finance Cost, Exceptional Items)
- ii) _____ deals with Consolidated Financial Statement.
(AS-21, AS-10, AS-14)
- iii) Intrinsic Value Method is also known as _____.
(Real Value Basis Method, Market Value Method, Fair Value Method)
- iv) In Company's Final Account, Bonus Payable to Employees is recorded under _____.
(Opening Inventory, Reserves and Surplus, Employee Benefit Expenses)
- v) Depreciation on Fixed Assets should be divided between pre- and post-incorporation period in _____.
(Sales Ratio, Time Ratio, Purchase Ratio)
- vi) According to AS-5 a change in the useful life of the depreciable assets is a _____.
(Change in Accounting Estimates, Prior Period Item, Extra-ordinary Item)
- vii) Bills discounted but not yet matured is a _____.
(Non-current Liability, Current Liability, Contingent Liability)

P.T.O.

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

- i) Patent is an Intangible Asset of a company.
- ii) In case of Amalgamation Scheme, Valuation of shares is not required.
- iii) Revenue Profit occurred in the event of profit prior to incorporation is available for payment of dividend.
- iv) According to AS 10, Livestock is a depreciable asset.
- v) Any loss incurred prior to incorporation is treated as Capital Loss and debited to Goodwill Account.
- vi) Bond or Debenture is a current liability.
- vii) Provision for Taxation should be calculated on Gross Profit.

C) Match the following : [5]

Group A	Group B
i) Interest on Partner's Capital	a) Effective Rate of Return on Investments
ii) Litigation Settlement Expense	b) AS 14
iii) Accounting for Amalgamation	c) Pre-incorporation period
iv) Yield	d) Reserve Capital
v) Uncalled Share Capital	e) Exceptional Item

D) Write short notes (any three) : [15]

- i) AS - 5
- ii) Factors affecting Valuation of Shares
- iii) Managerial Remuneration
- iv) Interest to Vendor
- v) Amalgamation in the nature of merger

Q2) Afcon India Ltd. has an Authorised Capital of ₹ 8,00,000 divided into 8,000 equity shares of ₹ 100 each. Following is the Trial Balance as on 31.03.2024.

[20]

Trial Balance
As on 31.03.2024

Particulars	Debit Balance	Credit Balance
Share Capital		8,00,000
Land and Building	3,60,000	
Plant and Machinery	6,62,400	
Computers & Printers	37,600	
Preliminary Expenses	19,600	
Furniture	14,400	
Cash in Hand	8,000	
Investment in Shares of Reliance Industries Ltd.	39,520	
Bills Receivable	54,400	
Patents and Copyright	64,000	
Motor Car	12,000	
Sundry Debtors	83,200	
Interim Dividend Paid	18,000	
Repairs & Maintenance	3,440	
Trade Payables		1,22,400
Reserve Fund		60,000
Profit and Loss Account (1.4.2023)		35,200
Purchase and Purchases Return	9,60,000	20,000
Sales and Sales Return	28,000	12,31,200
Advertisement	14,160	
Carriage Outward	14,800	
Wages	92,800	
Insurance Premium	19,600	
Stock on 1.4.2023	1,90,400	
Sundry Expenses	17,200	
6% Debentures		4,00,000
Bank Overdraft		44,720
Total	27,13,520	27,13,520

Additional Information :

- Closing Stock as on 31.03.2024 ₹ 1,76,800.
- Create Reserve for Bad Debts at 5% on Sundry Debtors.
- Provide Depreciation: Plant and Machinery @ 5%, Furniture 7.5%. Motor Vehicle @ 20%.
- Reserve Fund to be increased by ₹ 10,000.
- Directors declared an interim dividend @ 3% on Paid-up Capital.
- Interest on Debentures was outstanding for the year.

Q3) Sumit Ltd. Was incorporated on 1st July 2023, to take over the running business of a partnership firm with effect from 1st April 2023. The following Profit and Loss Account for the year ended 31st March 2024. **[20]**

In the books of Sumit Ltd.

Profit and Loss Account for the year ended 31st March 2024.

Particulars	Amount	Particulars	Amount
To Commission	1,20,000	By Gross Profit	10,20,000
To Advertisement	1,20,000		
To Depreciation	80,000		
To Salaries	1,60,000		
To Insurance	30,000		
To Rent	1,00,000		
To Discount	24,000		
To Salary to Partners	20,000		
To Directors Fees	29,400		
To Carriage Outward	12,000		
To Administrative Expenses	37,000		
To Sales Promotion Expenses	11,200		
To Net Profit	2,76,400		
	10,20,000		10,20,000

Additional Information :

- The total turnover for the year ended 31st March 2024 was Rs. 24,00,000. The sales from 1st April 2023 to 30th June 2023 was Rs. 8,00,000.
- Advertisement was directly proportionate to the sales.

Q4) a) Following is the Balance Sheet of Amol Ltd. as on 31st March 2024.[14]

Liabilities	Amount	Assets	Amount
Issued & Subscribed Share Capital (52,000 shares of Rs.10 each)	5,20,000	Goodwill	79,200
		Freehold Premises	4,00,000
6% Preference share Capital	1,00,000	Plant & Machinery	3,00,000
General Reserve	2,62,600	Motor Vehicles	96,400
Profit & loss	2,19,000	Sundry Debtors	3,00,000
8% Debentures	1,54,000	Stock in Trade	2,54,000
Sundry Creditors	1,26,000	Cash	20,000
Bills payable	68,000		
	14,49,600		14,49,600

Additional Information :

i) Assets were valued as follows:

Particulars	Amount
Goodwill	1,27,000
Freehold Premises	3,25,600
Plant & Machinery	2,85,400
Motor Vehicles	87,600
Stock in Trade	2,54,000
Sundry Debtors	1,80,400

ii) The net profit for the last three years was as follows

Year	Amount
2021-2022	1,51,200
2022-2023	1,91,400
2023-2024	2,19,000

iii) It is a general practice of the company to transfer 25% of profits to General Reserve every year.

iv) A normal rate of return in respect of Equity Shares of similar type of companies is ascertained at 15%

You are required to calculate the value each equity share under :

- I) Net Asset Method
- II) Yield basis Method
- III) Fair Value Method

- b) Clipla Ltd. is installing a new plant at its production facility. It has incurred following costs; [6]

Particulars	Amount
Cost of Plant (As per invoice)	25,00,000
Initial delivery charges	2,00,000
Initial handling cost	2,00,000
Cost of site preparation	5,00,000
Consultants fees for acquiring the plant	2,50,000
Interest paid to Supplier	1,50,000

Compute the balance to be shown in the Plant & Machinery. A/c on 1st April, 2023 in the Balance sheet.



Total No. of Questions : 6]

SEAT No. :

PC998

[Total No. of Pages : 4

[6315]-103

S.Y. B.Com.

233 : BUSINESS ECONOMICS - I (MACRO)

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidate:

- 1) Q. No. 1 and Q. No. 6 are compulsory.
- 2) Solve any 3 questions from the remaining question No. 2 to 5.
- 3) Draw neat diagrams wherever necessary.

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

[5]

- i) The credit for the development of macro economics approach goes to _____

(Dr. Marshal, Prof. Fisher, Ragnar Frisch, J.M. keyns)

- ii) A point where aggregate Demand equal to aggregate supply is called _____

(Consumption, Saving, effective Demand, Investment)

- iii) _____ is collect and publishes data of National Income of every year in India.

(CSO, NSSO, Niti Ayog, Finance Commission)

- iv) The government investment in the public sector is called _____

(Gross Investment, Induced Investment, Net Investment, Autonomous Investment)

- v) Savings is a function of _____.

(Expenditure, Income, Investment, Interest rate)

- vi) The classical theory and their view were very popular before great depression period of _____

(1935-36, 1991-92, 1920-21, 1929-33)

P.T.O.

B) Match the following. [5]

- | Group - A | Group - B |
|-------------------------------------|--|
| i) Father of modern Macro Economics | a) Flow concept |
| ii) J.B. Say's market law | b) Every supply creates its own Demand |
| iii) Aggregate demand | c) $\Delta I / \Delta C$ |
| iv) Acceleration Principle | d) $AD = (C + I + G)$ |
| v) National Income | e) J.M. Keynes |
| | f) Adam Smith |

Q2) What is macro economics? Explain the scope and limitation of macro economics. [15]

Q3) Define national income. Explain the various methods to measurement of National Income. [15]

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

Q5) Define marginal efficiency of Capital. Explain the factors affecting to MEC. [15]

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

- a) Importance of macro Economics
- b) Various concept of National Income
- c) J.B. Say's Market law
- d) Psychological law of consumption
- e) Types of investment



Total No. of Questions : 6]

PC998

[6315]-103

S.Y. B.Com.

233 : BUSINESS ECONOMICS - I (MACRO)

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास/

[एकूण गुण : 70

- सूचना :-
- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 सोडविणे अनिवार्य आहेत.
 - 2) उर्वरित प्रश्न क्र. 2, 3, 4 आणि 5 यामधील कोणतेही तीन प्रश्न सोडवा.
 - 3) आवश्यक तेथे सुबक आकृत्या काढा.
 - 4) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

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

[5]

- i) समग्रलक्षी आर्थिक दृष्टीकोण विकसीत करण्याचे श्रेय यांना जाते.
(डॉ. मार्शल, प्रो. फिशर, रॅग्नर फ्रिश, जे.एम.केन्स)
- ii) ज्या बिंदूला एकूण मागणी आणि एकूण पुरवठा एकमेकां समान असतात त्याला म्हणतात.
(उपभोग, बचत, प्रभावी मागणी, गुंतवणूक)
- iii) भारतामध्ये प्रत्येक वर्षी राष्ट्रीय उत्पन्नाची आकडेवारी गोळा करणे आणि प्रसिद्धी संस्था करते.
(केंद्रीय सांख्यिकीय संघटना, राष्ट्रीय नमूना सर्वेक्षण कार्यालय, निती आयोग, वित्त आयोग)
- iv) सार्वजनिक क्षेत्रातील सरकारी गुंतवणूकीला म्हणतात.
(स्थूल गुंतवणूक, प्रेरीत गुंतवणूक, निव्वळ गुंतवणूक, स्वायत्त गुंतवणूक)
- v) बचत हे चे फलन आहे.
(खर्च, उत्पन्न, गुंतवणूक, व्याजाचा दर)
- vi) सनातनवादी सिद्धांत आणि त्याचा दृष्टीकोण च्या जागतिक महामंदी पूर्वी लोकप्रिय होता.
(1935-36, 1991-92, 1920-21, 1929-33)

ब) खालील जोड्या जुळवा :

[5]

गट-अ

गट-ब

- i) आधुनिक स्थूल अर्थशास्त्राचे जनक
- ii) जे.बी.से. चा बाजारपेठेचा नियम
- iii) एकूण मागणी
- iv) प्रवेग तत्व
- v) राष्ट्रीय उत्पन्न

- अ) प्रवाही संकल्पना
- ब) पुरवठा आपली मागणी स्वतः निर्माण करतो
- क) $\Delta I / \Delta C$
- ड) $AD = (C + I + G)$
- इ) जे. एम. केन्स
- फ) अँडम स्मिथ

प्र.2) समग्रलक्षी अर्थशास्त्र म्हणजे काय? समग्रलक्षी अर्थशास्त्राची व्याप्ती आणि मर्यादा स्पष्ट करा. [15]

प्र.3) राष्ट्रीय उत्पन्नाची व्याख्या सांगून राष्ट्रीय उत्पन्न मापणाच्या पद्धती स्पष्ट करा. [15]

प्र.4) रोजगाराचा केनेशियन सिद्धांत स्पष्ट करा. [15]

प्र.5) भांडवलाची सिमांत लाभक्षमता म्हणजे काय? भांडवलाच्या सिमांत लाभक्षमतेवर परीणाम करणारे घटक सांगा. [15]

प्र.6) थोडक्यात टिपा लिहा. (कोणत्याही तीन) [15]

- अ) समग्रलक्षी अर्थशास्त्राचे महत्व
- ब) राष्ट्रीय उत्पन्नाच्या संकल्पना
- क) जे.बी.से. चा बाजारपेठेचा नियम
- ड) उपभोगासंबंधीचा मानसशास्त्रीय नियम
- इ) गुंतवणूकीचे प्रकार



Total No. of Questions : 6]

SEAT No. :

PC999

[Total No. of Pages : 4

[6315]-104

S.Y. B.Com.

234 : BUSINESS MANAGEMENT - I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

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

- i) _____ is the process to coordinate and organize an organization's operations to help them achieving their goals.
(Management, Planning, Control, Motivation)
- ii) _____ is known as the "Father of Modern Management".
(Peter Drucker, FW Taylor, Rowan, Halsey)
- iii) _____ is the process of making predictions based on past and present data.
(Forecasting, Delegation, Decision Making, Management)
- iv) _____ is the process of choosing the most suitable candidate for the vacant position in the organization.
(Selection, Planning, Team work, Staffing)
- v) _____ is the process by which a manager divides and assigns work to his subordinates.
(planning, communication, delegation of authority, recruitment)
- vi) _____ is the collaborative effort of a group of individuals with a common goal or purpose.
(Teamwork, planning, communication, motivation)
- vii) _____ can be categorized into internal and external channels.
(Recruitment sources, Delegation, Classification, Planning)

P.T.O.

B) Match the following: [5]

Column A	Column B
i) Planning	a) Recruitment within the Concern
ii) Decision Making	b) Fundamental Management Function
iii) Internal Recruitment	c) Qualitative Forecasting
iv) Strategic Planning	d) Technique of Creating Alternatives
v) Forecasting Method	e) Long-Term Planning

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

Q3) What is 'Planning'? Explain the Benefits of Planning. [15]

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

Q5) What is 'Direction'? Explain the Principles of Direction. [15]

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

- a) Team Building.
- b) Process of Decision Making.
- c) Concept of Team Work.
- d) Importance of Staffing.



Total No. of Questions : 6]

PC999

[6315]-104

S.Y. B.Com.

234 : BUSINESS MANAGEMENT - I

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास/

[एकूण गुण : 70

- सूचना :- 1) प्रश्न क्र. 1 सोडविणे अनिवार्य आहेत.
2) उर्वरित प्रश्न क्र. 2 ते 6 मधील कोणतेही चार प्रश्न सोडवा.
3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

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

[5]

- i) ही संस्थेच्या कार्याचे समन्वय आणि संघटन करण्याची एक प्रक्रिया आहे की, ज्यामुळे त्यांना त्यांचे ध्येय साध्य करण्यात मदत होते.
(व्यवस्थापन, नियोजन, नियंत्रण, अभिप्रेरणा)
- ii) यांना “आधुनिक व्यवस्थापनाचे जनक” म्हणून ओळखले जाते.
(पीटर ड्रकर, एफ. डब्ल्यू टेलर, रोवन, हॅल्से)
- iii) ही भूतकाळातील आणि वर्तमानकाळातील माहितीवर आधारित भाकीत करण्याची प्रक्रिया आहे.
(पूर्वानुमान, अधिकार प्रदान, निर्णय घेणे, व्यवस्थापन)
- iv) ही संस्थेतील रिक्त पदासाठी सर्वात योग्य उमेदवार निवडण्याची प्रक्रिया आहे.
(निवड, नियोजन, समूह कार्य, कर्मचारी नियुक्ती)
- v) ही प्रक्रिया आहे की, ज्याद्वारे व्यवस्थापक आपल्या कनिष्ठांमध्ये कार्याची विभागणी आणि नेमणूक करतो.
(नियोजन, संप्रेषण, अधिकार प्रदान, भरती)
- vi) हा एक समान ध्येय किंवा उद्दिष्ट असलेल्या व्यक्तींच्या समूहाचा एकत्रित प्रयत्न आहे.
(समूह कार्य, नियोजन, संप्रेषण, अभिप्रेरणा)
- vii) हे अंतर्गत आणि बाह्य स्रोतांमध्ये वर्गीकृत केले जाऊ शकते.
(भरती स्रोत, अधिकार प्रदान, वर्गीकरण, नियोजन)

ब) खालील जोड्या जुळवा :

[5]

गट-अ

गट-ब

i) नियोजन

अ) संस्थांतर्गत भरती

ii) निर्णय प्रक्रिया

ब) मूलभूत व्यवस्थापन कार्य

iii) अंतर्गत भरती

क) गुणात्मक पुर्वानुमान

iv) व्युहरचनात्मक नियोजन

ड) पर्याय निर्माण करण्याचे तंत्र

v) पूर्वानुमान पद्धती

इ) दीर्घकालीन नियोजन

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

[15]

प्र.3) 'नियोजन' म्हणजे काय? नियोजनाचे फायदे स्पष्ट करा.

[15]

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

[15]

प्र.5) 'दिग्दर्शन/निर्देशन' म्हणजे काय? दिग्दर्शनाची/निर्देशनाची तत्वे स्पष्ट करा.

[15]

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

[15]

अ) संघ बांधणी (टिम बिल्डिंग)

ब) निर्णय प्रक्रिया

क) सांघिक कामाची/समूह कार्य संकल्पना

ड) कर्मचारी नियुक्तीचे महत्त्व



Total No. of Questions : 6]

SEAT No. :

PC-1000

[Total No. of Pages : 4

[6315]-105

S.Y. B.Com.

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

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

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

[5]

- i) _____ minimum numbers are required for incorporation of a public company.
(2, 5, 7)
- ii) _____ is the first stage in incorporation of a private company.
(incorporation, commencement of business, promotion)
- iii) A public company has to publish _____ to raise capital.
(memorandum of Association, Articles of Association, Prospectus)
- iv) The total capital Required by the company is divided into small equal parts is known as _____.
(Deposits, Debenture, Share)
- v) A new companies Act came into force in the year _____.
(2008, 2013, 2019)
- vi) A company may issue _____ shares.
(Equity, Preference, Equity & Preference)

P.T.O.

B) Match the Pairs. [5]

Group 'A'

- i) Charitable Company
- ii) Registral Company
- iii) Public Company
- iv) Share Certificate
- v) Private Company

Group 'B'

- a) Commencement of Business certificate
- b) Minimum 2 Directors
- c) Separate Legal Entity
- d) Clause - 8
- e) Ownership proof

Q2) Define Company. Explain in details types of company. [15]

Q3) What do you mean by Promoter? Explain the Liabilities & Duties of promoter of a company. [15]

Q4) Define memorandum of Association. Distinguish between memorandum of association & articles of Associations. [15]

Q5) What is call on share? Explain the legal procedure of call on shares. [15]

Q6) Write Short note (Any Three) : [15]

- a) Features of Company
- b) Prospectus
- c) Contents of Articles of Associations
- d) Bonus shares
- e) Types of share capital



Total No. of Questions : 6]

PC-1000

[6315]-105

S.Y. B.Com.

235 : ELEMENTS OF COMPANY LAW - I

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

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

सूचना :

- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 अनिवार्य आहेत.
- 2) प्रश्न क्र. 2, 3, 4 आणि 5 यापैकी कोणतेही 3 प्रश्न सोडवा.
- 3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

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

- i) सार्वजनिक कंपनीच्या स्थापनेसाठी कमीत कमी सभासदांची संख्या आवश्यक असते.
(2, 5, 7)
- ii) ही खाजगी कंपनीच्या स्थापनेतील पहिली अवस्था आहे.
(नोंदणी, व्यवसाय प्रारंभ, प्रवर्तन)
- iii) सार्वजनिक कंपनीला भांडवल उभारणीसाठी प्रसिद्ध करावे लागते.
(घटनापत्रक, नियमावली, माहितीपत्रक)
- iv) कंपनीला लागणाऱ्या एकूण भांडवलाची लहान समान हिस्स्यामध्ये विभागणी केली जाते त्या एका हिस्स्याला म्हणतात.
(ठेवी, कर्जरोखे, भाग)
- v) साली नविन कंपनी कायदा अस्तित्वात आला.
(2008, 2013, 2019)
- vi) कंपनी भाग विक्रीस काढू शकते.
(सामान्य, अग्रहक्क, सामान्य व अग्रहक्क)

ब) योग्य जोड्या जुळवा.

[5]

गट 'अ'

गट 'ब'

- i) धर्मदाय कंपनी
- ii) नोंदणीकृत कंपनी
- iii) सार्वजनिक कंपनी
- iv) भाग प्रमाणपत्र
- v) खाजगी कंपनी

- अ) व्यवसाय प्रारंभ दाखला
- ब) कमीत कमी 2 संचालक
- क) स्वतंत्र कायदेशीर अस्तित्व
- ड) कलम - 8
- इ) मालकी हक्क पुरावा

प्रश्न 2) कंपनीची व्याख्या द्या. कंपनीचे प्रकार सविस्तर स्पष्ट करा.

[15]

प्रश्न 3) प्रवर्तक म्हणजे काय? कंपनीच्या प्रवर्तकाची जबाबदारी आणि कर्तव्य विशद करा.

[15]

प्रश्न 4) घटनापत्रकाची व्याख्या द्या. घटनापत्रक व नियमावली यातील फरक स्पष्ट करा.

[15]

प्रश्न 5) हतेमागणी म्हणजे काय? भाग हप्ते मागणीच्या कायदेशीर तरतूदी स्पष्ट करा.

[15]

प्रश्न 6) टिपा लिहा (कोणत्याही तीन)

[15]

- अ) कंपनीची वैशिष्ट्ये
- ब) माहितीपत्रक
- क) नियमावलीतील मजकूर
- ड) बोनस भाग
- इ) भाग भांडवलाचे प्रकार



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PC1001

[6315]-106

S.Y.B. Com.

236 (A) : BUSINESS ADMINISTRATION - I
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions.

[5]

- i) The primary goal of a business from an economic perspective _____.
a) Social Responsibility b) Profit maximization
c) Environmental Sustainability d) Employee satisfaction
- ii) _____ is NOT a characteristic of a business entity.
a) Profit motive b) Social objectives
c) Private ownership d) Non-profit status
- iii) _____ term refers to the exchange of goods and services between two parties.
a) Management b) Commerce
c) Entrepreneurship d) Administration
- iv) Aids to trade include _____.
a) Production techniques b) Advertising and publicity
c) Currency exchange rates d) Legal regulations
- v) _____ term is used to describe the process of coordinating resources to achieve organizational goals.
a) Management b) Administration
c) Organization d) Trade

P.T.O.

B) Match the following. [5]

Group A	Group B
i) Internal Trade	a) Banking facilities
ii) Aids to Trade	b) Buy and sell goods within border
iii) Private Company	c) Unlimited liability
iv) Partnership	d) Maximum 200 members
v) A Sole Trading Entity	e) Maximum 50 members

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

- a) Social Objectives of the Business
- b) A one person company
- c) Economic Business Environment
- d) Business Unit Promotion

Q3) a) Explain the difference between Administration and Management. [8]

b) What is Entrepreneurship? State the qualities required of an Entrepreneur. [7]

Q4) a) What is Business Environment? State the Characteristics of Business Environment. [8]

b) Explain the Business Development Process. [7]



Total No. of Questions : 4]

PC1001

[6315]-106

S.Y.B. Com.

236 (A) : BUSINESS ADMINISTRATION - I

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) बहुपर्यायी प्रश्न.

[5]

- i) आर्थिक दृष्टीकोनातून व्यवसायाचे प्राथमिक ध्येय आहे.
अ) सामाजिक उत्तरदायित्व ब) जास्तीत जास्त नफा
क) पर्यावरणीय शाश्वतता ड) कर्मचाऱ्यांचे समाधान
- ii) खालीलपैकी व्यवसाय संस्थेचे वैशिष्ट्य नाही.
अ) नफ्याचा हेतू ब) सामाजिक उद्दिष्टे
क) खाजगी मालकी ड) गैर-नफा दर्जा
- iii) संज्ञा दोन पक्षांमधील वस्तू आणि सेवांची देवाणघेवाण दर्शवितो.
अ) व्यवस्थापन ब) वाणिज्य
क) उद्योजकता ड) प्रशासन
- iv) व्यापाराच्या अनुषंगिक सेवांमध्ये चा समावेश होतो.
अ) उत्पादन तंत्र ब) जाहिरात आणि प्रसिद्धीकरण
क) चलन विनिमय दर ड) कायदेशीर नियम
- v) संघटनात्मक उद्दिष्टे साध्य करण्यासाठी संसाधनांचा समन्वय करण्याच्या प्रक्रियेचे वर्णन करण्यासाठी संज्ञा वापरली जाते.
अ) व्यवस्थापन ब) प्रशासन
क) संघटन ड) व्यापार

ब) खालील जोड्या लावा.

[5]

गट अ

गट ब

i) अंतर्गत व्यापार

अ) बँकिंग सुविधा

ii) अनुबंधिक साधने

ब) सीमांतर्गत वस्तूची खरेदी विक्री

iii) खाजगी कंपनी

क) अमर्यादित जबाबदारी

iv) भागीदारी संस्था

ड) कमाल 200 सभासद

v) एकल व्यापारी संस्था

इ) कमाल 50 सभासद

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) व्यवसायाची सामाजिक उद्दिष्टे

ब) एक व्यक्ती कंपनी

क) आर्थिक व्यावसायिक पर्यावरण

ड) व्यवसाय प्रवर्तन

प्र.3) अ) प्रशासन आणि व्यवस्थापन यातील फरक स्पष्ट करा.

[8]

ब) उद्योजकता म्हणजे काय? उद्योजकाकडील आवश्यक गुण सांगा.

[7]

प्र.4) अ) व्यावसायिक पर्यावरण म्हणजे काय? व्यावसायिक पर्यावरणाची वैशिष्ट्ये सांगा.

[8]

ब) व्यवसाय विकास प्रक्रिया स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

[Total No. of Pages : 4

PC1002

[6315]-107

S.Y.B.Com.

BANKING & FINANCE - I

236 (B) : Indian Banking System

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (any five) [5]

- i) _____ Sponsors Regional Rural Banks.
 - a) Government of India
 - b) Reserve Bank of India
 - c) Nationalised Commercial Bank
 - d) ICICI
- ii) Among the following _____ term is not related to banking sector.
 - a) BASEL III
 - b) Forex Reserve
 - c) Statutory Liquidity Ratio
 - d) Marginal Stading facility
- iii) Reporate refers to the rate at which _____.
 - a) RBI borrows short term money from the markets
 - b) Banks keeps the money with RBI
 - c) Forex purchased by RBI
 - d) Bills are discounted by RBI
- iv) _____ bank has become the first private sector bank to sell Indian gold coins.
 - a) Federal Bank
 - b) Dhanalakshmi Bank
 - c) ICICI Bank
 - d) Karur Vysya Bank

P.T.O.

Total No. of Questions : 4]

PC1002

[6315]-107

S.Y.B.Com.

BANKING & FINANCE - I

236 (B) : Indian Banking System

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) बहुपर्यायी प्रश्न. (कोणतेही पाच)

[5]

- i) प्रादेशिक ग्रामीण बँका ह्या द्वारे पुरस्कृत केल्या जातात.
अ) भारत सरकार
ब) भारतीय रिझर्व्ह बँक
क) राष्ट्रीयकृत व्यापारी बँक
ड) आयसीआयसीआय
- ii) खालीलपैकी संज्ञा बँकिंग क्षेत्राशी संबंधित नाही.
अ) बेसेल - III
ब) परकीय चलन साठा
क) वैधानिक तरलता प्रमाण
ड) मार्जिनल स्टँडिंग सुविधा
- iii) रेपो रेट म्हणजे असा दर की जो असतो.
अ) भारतीय रिझर्व्ह बँकेद्वारे बाजारपेठेतून अल्पकालावधीसाठी पैसे उसने घेतले जातात
ब) बँका भारतीय रिझर्व्ह बँकेकडे पैसे ठेवतात
क) भारतीय रिझर्व्ह बँकेद्वारे खरेदी केले गेलेले फॉरेक्स
ड) भारतीय रिझर्व्ह बँकेद्वारे डिस्काउंट केलेली विपत्र
- iv) बँक ही भारतीय सोन्याची नाणी विकणारी खाजगी क्षेत्रातील पहिली बँक बनली आहे.
अ) फेडरल बँक
ब) धनलक्ष्मी बँक
क) आयसीआयसीआय बँक
ड) करूर वैश्य बँक
- v) भारताच्या विमानवाहू नौकेवर पहिले एटीएम यांनी स्थापित केले.
अ) आयसीआयसीआय
ब) आरबीआय
क) एचडीएफसी
ड) एसबीआय
- vi) याला प्रत्येक जिल्ह्यासाठी अग्रणी बँक म्हणून नियुक्त करण्यात आले.
अ) राष्ट्रीयीकृत बँक
ब) विदेशी बँक
क) आयसीआयसीआय बँक
ड) जिल्हा सहकारी बँक

ब) योग्य जोड्या लावा.

[5]

गट - अ

गट - ब

i) सेवा क्षेत्र दृष्टिकोन योजना

अ) 1975

ii) व्यापारी बँकिंग प्रणाली

ब) लक्ष्मी विलास बँक

iii) नवीन खाजगी क्षेत्रातील बँक

क) सहकारी बँकिंग

iv) प्रादेशिक ग्रामीण बँक

ड) 1989

v) मर्यादित मोठ्या आकाराचे ग्राहक

इ) अनुसूचित आणि बिगर अनुसूचित बँका

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) प्रादेशिक ग्रामीण बँका

ब) भारतीय रिझर्व्ह बँक आणि निर्यात वित्त

क) कृषी वित्तामध्ये एसबीआय ची भूमिका

ड) अग्रणी बँक योजना

प्र.3) अ) भारतीय बँक प्रणालीची संरचना योग्य आकृतीसहीत वर्णन करा.

[8]

ब) पतनियंत्रण या अनुषंगाने रिझर्व्ह बँकेची कार्ये सविस्तर लिहा.

[7]

प्र.4) अ) तुमच्यानुसार खाजगी बँकिंग म्हणजे काय? खाजगी बँकांची वैशिष्ट्ये वर्णन करा.

[8]

ब) बँकांचे राष्ट्रीयीकरण म्हणजे काय? भारतातील राष्ट्रीयीकरणाच्या बाजूने युक्तिवाद स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PC1003

[Total No. of Pages : 4

[6315]-108

S.Y.B.Com.

236C: BUSINESS LAW & PRACTICES - I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (any Five) [5]

- i) Agriculture income related to _____.
 - a) Capital
 - b) Land
 - c) Furniture
 - d) Machinery
- ii) _____ are agents who merely bring the buyer and seller into contact.
 - a) Selling agent
 - b) Commission agent
 - c) Stockist
 - d) Broker
- iii) Insurance interest means _____ interest
 - a) Individual
 - b) Social
 - c) Monetary
 - d) None of these
- iv) Computer virus is a _____.
 - a) Disk
 - b) Audio
 - c) Programme
 - d) File
- v) The Information Technology Act, 2000 was amended in the year _____.
 - a) 2013
 - b) 2008
 - c) 2012
 - d) 2000
- vi) Shop or establishment Registration certificate is valid for a period of _____ years.
 - a) 5 years
 - b) 10 years
 - c) 15 years
 - d) 7 years

P.T.O.

B) Match the following. [5]

Column A	Column B
i) Tertiary activities	a) Wholly or principally employed
ii) Employees	b) Ultimate control
iii) Employer	c) Form 'A'
iv) IT Act	d) Trade and transport
v) Register the establishment	e) Use of electronic records

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

- a) Market Committee
- b) Types of General Insurance
- c) Electronic signature
- d) Works of hours

Q3) a) Explain the provision regarding marketing agricultural produce. [8]

b) Explain various importance of insurance. [7]

Q4) a) Explain the evaluation of technology under Information Technology Act 2000? [8]

b) What is the penalty for shops and establishment Act in Maharashtra? [7]



PC1003

S.Y.B.Com.

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

[एकूण गुण : 50]

2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

[5]

ड) यंत्रसामग्री

ड) दलाल

ड) यापैकी नाही

ड) फाईल

ਡ) 2000

ड) 7 वर्षे

ब) जोड्या लावा.

[5]

रकाना-अ

रकाना-ब

i) तृतीय क्षेत्र

अ) पूर्णतः किंवा अंशतः कार्यरत

ii) कर्मचारी

ब) अंतिम नियंत्रण

iii) नियोक्ता

क) फॉर्म A

iv) आयटी कायदा

ड) व्यापार आणि वाहतूक

v) आस्थापनेची नोंदणी

इ) ईलेक्ट्रॉनिक रेकॉर्डचा वापर

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

[10]

अ) बाजार समिती

ब) सामान्य विम्याचे प्रकार

क) ईलेक्ट्रॉनिक सही

ड) कामाचे तास

प्र.3) अ) महाराष्ट्र राज्यातील कृषी उत्पादनाच्या वितरणासंबंधी तरतुदी स्पष्ट करा.

[8]

ब) विम्याचे महत्त्व स्पष्ट करा.

[7]

प्र.4) अ) माहिती तंत्रज्ञान कायदा, 2000 तंत्रज्ञानाची उत्क्रांती स्पष्ट करा.

[8]

ब) महाराष्ट्र दुकाने आणि आस्थापना संस्था कायदानुसार दंड व शिक्षा लिहा.

[7]



Total No. of Questions : 4]

SEAT No. :

PC1004

[Total No. of Pages : 4

[6315]-109

S.Y.B.Com.

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

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (attempt any five) [5]

- i) The apex funding agency in India for providing rural credit is _____
 - a) SBI
 - b) NABARD
 - c) RBI
- ii) _____ Industries in rural areas can remove regional imbalance
 - a) Heavy
 - b) Medium scale,
 - c) Agro - based
- iii) _____ prescribed the principle of trusteeship
 - a) Mahatma Gandhi
 - b) Chatrapati Shahu Maharaj
 - c) Vaikunthlal Mehta
- iv) _____ Provides goods at a reasonable rates to consumers.
 - a) Shop
 - b) Consumer co-operative society
 - c) Village
- v) Who select the social audit committee under MNREGA?
 - a) Gram Sabha
 - b) District collector
 - c) Zila Panchayat
- vi) The member of a co-operative society have
 - a) Unlimited liability
 - b) Limited liability
 - c) Joint and several liability

P.T.O.

B) Match the following. [5]

‘A’ Group

‘B’ Group

- | | |
|-----------------------------|---|
| i) Vaikunthlal Mehta | a) Nana Patekar |
| ii) Paani Foundation | b) Satyajit Bhatkal |
| iii) Naam Foundation | c) An Indian economist |
| iv) Mahatma Gandhi | d) Non co - operation movement |
| v) Dr. Dhananjayarao Gadgil | e) Leader of Indian Co-operative movement |

Q2) Write short notes (any 2) [10]

- a) Significance of rural development
- b) Important provision of Panchayat Raj Act
- c) Philosophy of Pandit Dindayal Upadhyay
- d) NAAM Foundation

Q3) a) State the objectives of Rural development. [8]

b) Describe the contribution of Vaikunthal mehta in Rural Development [7]

Q4) a) Explain the structure of Panchayat Raj in India. [8]

b) State the impact of Globalization on Rural Development [7]



Total No. of Questions : 4]

PC1004

[6315]-109

S.Y.B.Com.

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

(मराठी रूपांतर)

वेळ : 2½ तास/

/एकूण गुण : 50

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

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

[5]

- i) भारतात ग्रामीण पतपुरवठा करणारी ही शिखर संस्था आहे.
अ) एस.बी.आय.
ब) नाबार्ड
क) आर.बी.आय.
- ii) उद्योग ग्रामीण भागातील प्रादेशिक असमतोल दूर करू शकतात.
अ) अवजड
ब) मध्यम श्रेणी
क) कृषी आधारित
- iii) विश्वस्त पद ही संकल्पना यांनी मांडली.
अ) महात्मा गांधी
ब) छत्रपती शाहु महाराज
क) वैकुंठलाल मेहता
- iv) ग्राहकांना योग्य दरामध्ये वस्तु पुरवितात.
अ) दुकाने
ब) ग्राहक सहकारी संस्था
क) गाव
- v) MNREGA अंतर्गत सामाजिक लेखापरीक्षण समितीची निवड कोण करते?
अ) ग्रामसभा
ब) जिल्हाधिकारी
क) जिल्हा पंचायत
- vi) सहकारी संस्थेच्या सभासदांचे असते.
अ) मर्यादित दायित्व
ब) अमर्यादित दायित्व
क) संयुक्त आणि अनेक दायित्व

ब) जोड्या लावा.

[5]

गट-अ

गट-ब

i) वैकुंठलाल मेहता

अ) नाना पाटेकर

ii) पाणी फाउंडेशन

ब) सत्यजित भटकळ

iii) नाम फाउंडेशन

क) एक भारतीय अर्थतज्ञ

iv) महात्मा गांधी

ड) बिगर सहकारी चळवळ

v) डॉ. धनंजयराव गाडगीळ

इ) भारतीय सहकारी चळवळीचे नेते

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) ग्रामीण विकासाचे महत्त्व

ब) पंचायत राज कायद्यातील तरतुदी

क) पंडीत दीनदयाल उपाध्याय यांचे तत्त्वज्ञान

ड) नाम फाउंडेशन

प्र.3) अ) ग्रामीण विकासाचे उद्दिष्ट्ये सांगा.

[8]

ब) वैकुंठलाल मेहता यांचे ग्रामीण विकासातील योगदान स्पष्ट करा.

[7]

प्र.4) अ) भारतातील पंचायत राजची रचना स्पष्ट करा.

[8]

ब) जागतिकीकरणाचा ग्रामीण विकासावर होणारा परिणाम सांगा.

[7]



Total No. of Questions : 4]

SEAT No. :

PC1005

[Total No. of Pages : 3

[6315]-110

S.Y.B.Com.

236E : COST AND WORKS ACCOUNTING - I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) _____ is a non-cost item.
(Income Tax, Indirect Material, Legal fees, Delivery Van Expenses)
- ii) Hire of special plant for a particular job is an example of _____ cost.
(Indirect cost, Direct cost, Opportunity cost, Semi-Variable cost)
- iii) ABC technique of inventory control is a _____ based system of material control.
(Control, Value, Direction, Motivation)
- iv) _____ is a formal request to the purchasing department for the purchase of a material.
(Purchase Order, Purchase Requisition, Material Received Note, Bills of Materials)
- v) _____ is the additional cost of producing an additional unit of output.
(Standard Cost, Marginal Cost, Sunk Cost, Differential Cost)
- vi) Cost of Production = Works Cost + _____.
(Factory Overheads, Administration Overheads, Selling Overheads, Distribution overheads)

P.T.O.

B) Match the following Pairs. [5]

Group 'A'	Group 'B'
i) Costing	a) Record of quantity & Value
ii) Office overheads	b) Inventory Technique
iii) Store Ledger	c) Technique or Process
iv) EOQ	d) Excluded from cost sheet
v) Income Tax	e) Rent

Q2) Write Short notes (any two) [10]

- a) Limitations of Financial Accounting
- b) Objectives of Cost Accounting
- c) Distinguish between Cost unit and Cost Centre
- d) ABC Analysis

Q3) a) The following information has been obtained from Aryan ltd. Mumbai
For the year ended 31st March 2023. [8]

Particulars	Amount
Sales	5,50,000
Opening stock of Raw Material	1,20,000
Closing stock of Raw Material	80,000
Direct Wages	35,000
Purchases	1,40,000
Chargeable Expenses	15,000
Office Salary	28,000
Power and Fuel	12,000
Factory Lighting	8,000
Printing and Stationary	7,000
Advertising	14,000
Sales Promotion Expenses	6,000

You are required to prepare a Cost Sheet showing -

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

- b) You are required to calculate Economic Order Quantity (EOQ) and also compute the number of orders in a year from the following information.[7]

- Annual Consumption 1600 units
- Cost of Material per unit Rs. 40
- Cost of Placing and Receiving one order Rs. 200
- Annual Carrying Cost of Inventory: 10% of Inventory Value.

- Q4)** a) The following information is available in respect of a Material. [8]

Reorder Quantity 800 Units

Rate of Consumption per week:

- Normal 20 units
- Maximum 45 units
- Minimum 25 units

Delivery Period:

- Minimum 15 weeks
- Normal 20 Weeks
- Maximum 25 Weeks

Calculate-

- i) Reorder Level
 - ii) Maximum Level
 - iii) Minimum Level
 - iv) Average Stock Level
- b) What is 'Purchasing'? State the Functions of Purchase Department. [7]



Total No. of Questions : 6]

SEAT No. :

PC1006

[6315]-111

[Total No. of Pages :3

S.Y.B.Com.

236-F : BUSINESS STATISTICS - I

(2019 Pattern) (Semester- III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q.1 and Q.6 are compulsory.*
- 2) *Solve any 3 questions from Q.2 to Q.5.*
- 3) *Use of statistical table and calculator is allowed.*
- 4) *Figures to the right indicate full marks.*
- 5) *Symbols have their usual meanings.*

Q1) A) Choose the correct alternative in each of the following (any five):**[5×1=5]**

- a) With three attributes the total number of class frequencies of all orders is equal to _____.
 - i) 9
 - ii) 27
 - iii) 12
 - iv) 3
- b) The combination of letters ABC of attribute is known as the class of _____ order.
 - i) First
 - ii) Second
 - iii) Third
 - iv) Fourth
- c) The residual $x_{1.23}$ is called as residual of order _____.
 - i) 0
 - ii) 1
 - iii) 2
 - iv) 3
- d) In a trivariate study the correlation coefficient between any two variables when third variable held constant is called as _____.
 - i) Simple Correlation
 - ii) Multiple Correlation
 - iii) Partial Correlation
 - iv) No Correlation
- e) Which of the following is true?
 - i) $NRR = GRR$
 - ii) $NRR > GRR$
 - iii) NRR can never exceed GRR
 - iv) $NRR < GRR$
- f) Normally life tables is constructed for an age interval _____.
 - i) One year
 - ii) Five year
 - iii) Ten year
 - iv) Five to ten year

P.T.O.

- B) State whether following statements are true or false (any five) [5×1=5]
- Coefficient of association Q between two attributes A and B lies between -1 to 1.
 - If HNO attributes A and B are completely dissociated then coefficient of association Q is equal to -1.
 - If $R_{1.23} = 0$ then $R_{2.13} = 0$.
 - $r_{12.3} = r_{21.3}$.
 - NRR mainly depends on the number of female births.
 - A life table is a profile of human population.

Q2) Attempt each of the following: [3×5=15]

- In an examination 60% students passed in Marathi, 52% passed in English, while 32% failed in both the subjects. Using relations between class - frequencies in attributes, find the percentages of students passed in both the subjects.
- If $(A) = (B) = 4$, $N = 8$, obtain the coefficient of association for $(AB) = 0$ and $(AB) = 1$.
- Define : Attribute, Independence and association of two attributes.

Q3) Attempt each of the following. [3×5=15]

- In the study of multiple regression, define residual, properties of residuals, partial correlation.
- If $r_{12} = 0.7$, $r_{13} = r_{23} = 0.5$ then compute $R_{1.23}$ and $r_{12.3}$.
- If $x_1 = 51.21 + 6.88x_2 - 3.71x_3$ is the equation of multiple regression plane of x_1 on x_2 and x_3 then find $b_{12.3}$, $b_{13.2}$.
 - If $R_{1.23} = 1$ then find $\text{var}(x_{1.23})$.

Q4) Attempt each of the following: [3×5=15]

- Explain the methods of collecting vital statistics.
- For the following data compute G.F.R. and T.F.R.

Age	15-19	20-24	25-29	30-34	35-39	40-44	45-49
No. of women in 1000	500	450	370	340	360	380	340
No. of births	25,000	76,950	69,930	34,000	18,000	5,130	340

- c) Find S.T.D.R. by indirect method for population A from the following information.

Age - group	0-5	5-15	15-50	50 and above
Population A	12,000	13,000	15,000	10,000
Standard population	8,000	10,000	27,000	5,000
Age - SDR of standard population	50	15	10	60

Total deaths in population A are 1483.

Q5) Attempt each of the following.

[3×5=15]

- a) Define life table, functions l_x , d_x , L_x .
b) Given the following data :

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

Find the probability that,

- i) A person aged 63 years will die in next 3 years.
ii) A person aged 62 years will survive in next 2 years.
c) Fill in the blanks of the following life table which are shown with question mark:

Age (x)	l_x	d_x	q_x	P_x	L_x	T_x
4	880	?	?	?	?	?
5	648	-	-	-	-	11124

Q6) Write short notes on the following: (any 3)

[3×5=15]

- a) Define attribute, classification, dichotomy, types of classes, order of a class.
b) Define multiple regression, residuals, properties of residuals.
c) Define multiple and partial correlation. State the relation between multiple correlation coefficient in terms of partial and total correlation coefficients.
d) Define mortality rates, fertility rates, population growth rates.
e) Explain the construction of life table, expectation of life.



Total No. of Questions : 4]

SEAT No. :

PC1007

[Total No. of Pages : 4

[6315]-112

S.Y.B.Com.

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

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (Any 5) [5]

- i) _____ is performing the function of planning and managing of a business.
 - a) Entrepreneur
 - b) Engineer
 - c) Accountant
- ii) Entrepreneurship is a process of _____.
 - a) Traditional
 - b) Innovation
 - c) Segmentation
- iii) The example of internet entrepreneur is _____.
 - a) Aaple Ghar
 - b) Snap deal
 - c) DeAsra Foundation
- iv) Dr. Anand Deshpande is the CEO of _____.
 - a) Tata
 - b) Aaple Ghar
 - c) DeAsra Foundation
- v) _____ is the art of measuring and reporting the social and moral performance of an organization.
 - a) Social Audit
 - b) Financial Audit
 - c) Environmental Audit

P.T.O.

vi) _____ is the structure of rules, practices and processes used to direct and manage company.

- a) Social Audit
- b) Business Ethics
- c) Corporate Governance

B) Match the following. [5]

- | Group 'A' | Group 'B' |
|--------------------------|-----------------------------------|
| i) Population growth | a) Responsibility towards Society |
| ii) Aaple Ghar | b) Principles of Innovation |
| iii) Business Ethics | c) Moral Values |
| iv) Peter Drucker | d) Mr. Vijay Phalnikar |
| v) Social Responsibility | e) Problem of Unemployment |

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

- a) Qualities of an Entrepreneur
- b) Artistic Entrepreneur
- c) Creativity Process
- d) Leadership by Example

Q3) a) What is an 'Entrepreneurship'? Explain in detail Need and Importance of Entrepreneurship. [8]

b) What do you mean by 'Failed Entrepreneurship'? Explain various reasons of 'Failed Entrepreneurship'. [7]

Q4) a) What is 'Innovation'? Explain in detail various Principles of Innovation given by Peter Drucker. [8]

b) Describe social responsibilities of business towards their employees and government. [7]



Total No. of Questions : 4]

PC1007

[6315]-112

S.Y.B.Com.

236 G : BUSINESS ENTREPRENEURSHIP - I

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) बहुपर्यायी प्रश्न. (कोणत्याही पाच)

[5]

- i) व्यवसायाचे नियोजन आणि व्यवस्थापनाचे कार्य करत असतो.
 - अ) उद्योजक
 - ब) अभियंता
 - क) लेखापाल
- ii) उद्योजकता ही ची प्रक्रिया आहे.
 - अ) पारंपारिक
 - ब) नवनिर्मिती
 - क) विभाजन
- iii) इंटरनेट उद्योजकाचे उदाहरण हे आहे.
 - अ) आपल घर
 - ब) स्नॅप डील
 - क) देआसरा फाउंडेशन
- iv) डॉ. आनंद देशपांडे हे चे मुख्य कार्यकारी अधिकारी (CEO) आहेत.
 - अ) टाटा
 - ब) आपले घर
 - क) देआसरा फाउंडेशन
- v) म्हणजे एखाद्या संस्थेचा सामाजिक आणि नैतिक कामगिरीचे मोजमाप करून अहवाल देणे होय.
 - अ) सामाजिक अंकेक्षण
 - ब) आर्थिक अंकेक्षण
 - क) पर्यावरणविषयक अंकेक्षण

vi) म्हणजे कंपनीचे व्यवस्थापन करण्यासाठी वापरले जाणाऱ्या नियम, पद्धती आणि प्रक्रियांची रचना होय.

अ) सामाजिक अंकेक्षण

ब) व्यवसाय नैतिकता

क) कॉर्पोरेट प्रशासन

ब) खालील जोड्या लावा.

[5]

गट 'अ'

गट 'ब'

i) लोकसंख्या वाढ

अ) समाजाप्रतीची जबाबदारी

ii) आपले घर

ब) नवनिर्मितीची तत्वे

iii) व्यवसायिक नैतिकता

क) नैतिक मूल्ये

iv) पीटर ड्रुकर

ड) श्री. विजय फळणीकर

v) सामाजिक जबाबदारी

इ) बेरोजगारीची समस्या

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) उद्योजकाचे गुण

ब) कलात्मक उद्योजक

क) सर्जनशीलतेची प्रक्रिया

ड) उदाहरणाद्वारे नेतृत्व

प्र.3) अ) 'उद्योजकता' म्हणजे काय? उद्योजकतेची गरज आणि महत्त्व सविस्तर स्पष्ट करा.

[8]

ब) 'अयशस्वी उद्योजकता' म्हणजे काय? 'अयशस्वी उद्योजकतेची' विविध कारणे स्पष्ट करा. [7]

प्र.4) अ) 'नवनिर्मिती' म्हणजे काय? पीटर ड्रुकर यांनी दिलेल्या नवनिर्मिती संबंधीच्या विविध तत्वांचे सविस्तर वर्णन करा. [8]

ब) व्यवसायाचे कर्मचाऱ्यांच्या व शासनाच्याप्रती असलेल्या सामाजिक जबाबदऱ्यांचे सविस्तर वर्णन करा. [7]



Total No. of Questions : 4]

SEAT No. :

PC1008

[Total No. of Pages : 4

[6315]-113

S.Y.B.Com.

236 H : MARKETING MANAGEMENT - I
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (Any 5) [5]

- i) The basic objective of marketing management is to maintain, increase and satisfy_____.
 - a) Vendors
 - b) Producers
 - c) Customers
 - d) Mediator
- ii) Motivations that lead a consumer to purchase goods are called _____.
 - a) Purchase motivation
 - b) Consumption motivation
 - c) Psychological motivation
 - d) Product motivation
- iii) Attitude which motivates a person to perform a task is called _____.
 - a) Training
 - b) Organization
 - c) Direction
 - d) Motivation
- iv) It is necessary to consider the mind-set of _____ while marketing planning.
 - a) Seller
 - b) Customers
 - c) Government
 - d) Employees
- v) Systematic effort to obtain necessary suggestions for solving marketing problems is called _____.
 - a) Marketing Management
 - b) Marketing Planning
 - c) Marketing Research
 - d) Sustainable Marketing

P.T.O.

vi) Interview and Observation methods are used to collect _____ and data.

- | | |
|--------------------------|---------------------------|
| a) Secondary Information | b) Primary Information |
| c) Numerical Information | d) Commerical Information |

B) Match the following pairs. [5]

- | Group A | Group B |
|--|--|
| i) Motivation, Habits, Learning, Beliefs | a) Determining Marketing Mix |
| ii) Maslow | b) Government Publications |
| iii) Marketing Strategy | c) Long Term Precise Planning of Marketing |
| iv) Secondary Information | d) Theory of Needs |
| v) Marketing Program Planning | e) Psychological Factors of Consumer Behaviour |

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

- a) Philosophy of marketing management
- b) Importance of marketing strategy
- c) Importance of marketing planning
- d) Role of marketing research

Q3) a) What is Marketing Management? Explain the nature and scope of marketing management. [8]

b) What is Marketing Strategy? Explain the design/structure of structure of marketing strategy. [7]

Q4) a) What is Marketing Planning? Explain the main components of marketing Planning. [8]

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



PC1008

S.Y.B.Com.

(मराठी रूपांतर)

[एकूण गुण : 50]

प्र.1) अ) बहुपर्यायी प्रश्न. (कोणतेही पाच)

[5]

- i) विपणन व्यवस्थापनाचा मुळ उद्देश टिकविणे, वाढविणे व ते समाधानी ठेवणे हा आहे
- अ) विक्रेते ब) उत्पादक
क) ग्राहक ड) मध्यस्थ
- ii) ज्या प्रेरणेमुळे ग्राहक वस्तूंची खरेदी करण्यास प्रवृत्त होतो त्यांना असे म्हणतात.
- अ) क्रय/खरेदी प्रेरणा ब) उपभोग प्रेरणा
क) मानसिक प्रेरणा ड) वस्तु प्रेरणा
- iii) एखाद्या व्यक्तीला एखादे कार्य पार पाडण्यासाठी प्रवृत्त करणाऱ्या वृत्तीला असे म्हणतात.
- अ) प्रशिक्षण ब) संघटन
क) निर्देशन ड) प्रेरणा
- iv) विपणन नियोजन करताना मानसिकतेचा विचार करणे गरजेचे असते.
- अ) विक्रेता ब) ग्राहक
क) सरकार ड) कर्मचारी
- v) विपणन समस्या दूर व्हाव्यात यादृष्टीने आवश्यक सूचनांच्या प्राप्तीसाठी केलेला पद्धतशीर प्रयत्न म्हणजे होय.
- अ) विपणन व्यवस्थापन ब) विपणन नियोजन
क) विपणन संशोधन ड) शाश्वत विपणन

vi) आणि आकडेवारी गोळा करण्यासाठी मुलाखत व निरीक्षण पद्धतीचा वापर केला जातो.

अ) दुय्यम माहिती

ब) प्राथमिक माहिती

क) संख्यात्मक माहिती

ड) व्यावसायिक माहिती

ब) खालील जोड्या लावा.

[5]

गट-अ

गट-ब

i) प्रेरणा, सवयी, अभ्यास, विश्वास

अ) विपणन मिश्र ठरविणे

ii) मॅस्लो

ब) सरकारी प्रकाशने

iii) विपणन व्यूहरचना

क) विपणनाचे दीर्घकालीन काटेकोर नियोजन

iv) दुय्यम माहिती

ड) गरजांचा सिद्धांत

v) विपणन कार्यक्रम नियोजन

इ) ग्राहक वर्तणुकीचे मानसशास्त्रीय घटक

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) विपणन व्यवस्थापनाचे तत्त्वज्ञान

ब) विपणन व्यूहरचनेचे महत्त्व

क) विपणन नियोजनाचे महत्त्व

ड) विपणन संशोधनाची भूमिका

प्र.3) अ) विपणन व्यवस्थापन म्हणजे काय? विपणन व्यवस्थापनाचे स्वरूप व व्याप्ती स्पष्ट करा.

[8]

ब) विपणन व्यूहरचना म्हणजे काय? विपणन व्यूहरचनेची आखणी/रचना स्पष्ट करा.

[7]

प्र.4) अ) विपणन नियोजन म्हणजे काय? विपणन नियोजनाचे मुख्य घटक स्पष्ट करा.

[8]

ब) विपणन संशोधनाचे उद्देश स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PC1009

[Total No. of Pages : 4

[6315]-114

S.Y.B.Com.

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

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions. (Any 5) [5]

- i) Schulz proposed _____ in his Agricultural Transformation Theory.
 - a) The process of change
 - b) Modern process
 - c) Chemical process
 - d) Irrigation process
- ii) Which of the following is not related to agricultural marketing?
 - a) Storage
 - b) Preservation
 - c) Processing
 - d) Use of chemical fertilizers
- iii) The portfolio investment by foreign institutional investors is called _____.
 - a) FDI
 - b) FII
 - c) Balance of Payment
 - d) SDR
- iv) Factors determining the size of firm _____.
 - a) Amount of machinery
 - b) Number of workers
 - c) Investment
 - d) All of the above
- v) The Agricultural Produce meant for exporting outside India must bear the seal called _____.
 - a) Agmark
 - b) ISI
 - c) 100% Vegetarian
 - d) Pure
- vi) Disguised unemployment is common in _____.
 - a) Agricultural sector
 - b) Industrial sector
 - c) Service sector
 - d) None of these

P.T.O.

B) Match the following. [5]

Group 'A'

Group 'B'

- | | |
|--|---------------|
| i) Theory of Industrial Location | a) Schultz |
| ii) Theories of Agricultural Development | b) Florence |
| iii) Rabbi | c) Cement |
| iv) Major large scale industries | d) Chana |
| v) Agriculture | e) Latin word |

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

- a) Nature of Agricultural Economics
- b) Factor of Production of Agricultural Sector
- c) Scope of Industrial Economics
- d) Cause of Industrial Imbalance

Q3) a) Explain the Schultz theory of Agricultural Development. [8]

b) Explain the advantages and Disadvantages of Large Size of Firm. [7]

Q4) a) Explain the nature and Scope of Industrial Economics. [8]

b) Explain the Florence's Theory of Industrial Location. [7]



PC1009

S.Y.B.Com.

(मराठी रूपांतर)

[एकूण गुण : 50]

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

[5]

- i) शुद्ध यांनी त्यांच्या शेती परिवर्तन सिद्धांतात मांडली.

अ) परिवर्तन प्रक्रिया	ब) आधुनिक प्रक्रिया
क) रासायनिक प्रक्रिया	ड) सिंचन प्रक्रिया
 - ii) खालील पैकी कोणते कृषी विपणना संदर्भात नाही?

अ) साठवणूक	ब) जतन
क) प्रक्रिया	ड) रासायनिक खतांचा वापर
 - iii) परदेशी संस्थात्मक गुंतवणूकदारांनी केलेली पोर्टफोलिओ गुंतवणूक म्हणून ओळखली जाते.

अ) एफडीआय	ब) एफआयआय
क) व्यवहार तोल	ड) एसडीआर
 - iv) उद्योग संस्थेचा आकार ठरविणारा घटक

अ) यंत्रसामग्रीचे प्रमाण	ब) कामगारांची संख्या
क) गुंतवणूक	ड) या पैकी सर्व
 - v) भारताबाहेर निर्यातीसाठी शेतीमालाला नावाचा शिक्का असणे आवश्यक आहे.

अ) अँगमार्क	ब) आयएसआय
क) 100% शाकाहारी	ड) शुद्ध
 - vi) प्रच्छन्न बेकारी मध्ये साधारण आहे.

अ) कृषी क्षेत्र	ब) औद्योगिक क्षेत्र
क) सेवा क्षेत्र	ड) या पैकी नाही

ब) खालील जोड्या लावा.

[5]

गट 'अ'

गट 'ब'

i) औद्योगिक स्थान निश्चितीचा सिद्धांत

अ) शुल्झ

ii) कृषी विकासाचा सिद्धांत

ब) फ्लोरेन्स

iii) रब्बी

क) सिमेंट

iv) मुख्य अवजड उद्योग

ड) हरभरा

v) कृषी

इ) लॅटिन शब्द

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) कृषी अर्थशास्त्राची स्वरूप

ब) शेती क्षेत्राचे उत्पादन घटक

क) औद्योगिक अर्थशास्त्राची व्याप्ती

ड) औद्योगिक असमतोलाची कारणे

प्र.3) अ) शुल्झचा कृषी विकासाचा सिद्धांत स्पष्ट करा.

[8]

ब) मोठ्या धारण क्षेत्राचे फायदे आणि तोटे स्पष्ट करा.

[7]

प्र.4) अ) औद्योगिक अर्थशास्त्राची स्वरूप आणि व्याप्ती स्पष्ट करा.

[8]

ब) औद्योगिक स्थान निश्चितीचा फ्लोरेन्सचा सिद्धांत स्पष्ट करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PC-1010

[Total No. of Pages : 4

[6315]-115

S.Y. B.Com.

**236 (J) : DEFENSE BUDGETING, FINANCE &
MANAGEMENT - I**

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Attempt any five of the following :

[5 × 2 = 10]

- a) Define the Central budget.
- b) Define Defence expenditure.
- c) Write types of budget.
- d) Define Management.
- e) Define planning.
- f) What is external security?

Q2) Attempt any four Short note of the following :

[4 × 5 = 20]

- a) Management
- b) Union budget
- c) DPSU
- d) Principles of management
- e) Security

P.T.O.

Q3) Attempt any four of the following :

[4 × 5 = 20]

- a) Write the objective of the Central budget.
- b) Write organizational structure of Defence.
- c) Explain debate on defence expenditure.
- d) Write the role of the private sector in defence.
- e) Write the departmental structure of the ministry of defence.

Q4) Attempt any two of the following :

[2 × 10 = 20]

- a) Explain in detail parliamentary control on Defence.
- b) Write the basic concept of planning programming in a budgeting system.
- c) Explain the role of leadership in defence.



Total No. of Questions : 4]

PC-1010

[6315]-115

S.Y. B.Com.

**236 (J) : DEFENSE BUDGETING, FINANCE &
MANAGEMENT - I**

(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

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

प्रश्न 1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा :

[5 × 2 = 10]

- अ) केंद्रीय अर्थसंकल्पाची व्याख्या द्या.
- ब) संरक्षण खर्चाची व्याख्या द्या.
- क) अर्थसंकल्पाचे प्रकार लिहा.
- ड) व्यवस्थापन व्याख्या द्या.
- इ) नियोजनाची व्याख्या द्या.
- फ) बहिर्गत सुरक्षा म्हणजे काय?

प्रश्न 2) टिपा लिहा. (कोणत्याही चार) :

[4 × 5 = 20]

- अ) व्यवस्थापन
- ब) केंद्रीय अर्थसंकल्प
- क) डी.पी.एस.यु.
- ड) व्यवस्थापनांची मुलतत्त्वे
- इ) सुरक्षा

प्रश्न 3) खालीलपैकी कोणतेही चार प्रश्न सोडवा :

[4 × 5 = 20]

- अ) केंद्रीय अर्थसंकल्पाचे उद्दिष्ट लिहा.
- ब) संरक्षणाचे संघटनात्मक स्वरूप लिहा.
- क) संरक्षण अर्थसंकल्पावरील चर्चा स्पष्ट करा.
- ड) खाजगी क्षेत्राची संरक्षणातील भूमिका लिहा.
- इ) संरक्षण मंत्रालयाचे विभागनिहाय स्वरूप लिहा.

प्रश्न 4) खालीलपैकी कोणतेही दोन प्रश्न सोडवा :

[2 × 10 = 20]

- अ) संरक्षणावरील लोकसभेचे नियंत्रण सविस्तर स्पष्ट करा.
- ब) संरक्षण अर्थसंकल्पाचे नियोजन व प्रोग्रामची मूळ संकल्पना लिहा.
- क) संरक्षणातील नेतृत्वाची भूमिका स्पष्ट करा.



SEAT No. :

PC-1011

[Total No. of Pages : 4

[6315]-116

S.Y. B.Com.

236 (K) : INSURANCE, TRANSPORT & TOURISM - I
(2019 Pattern) (Semester - III) (Regular) (Special Paper - I)

Time : 2½ Hours]

[Max. Marks : 50]

Instructions to the candidates:

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

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

- i) The Life Insurance Companies Act was passed in which year?
 - a) 1912
 - b) 1958
 - c) 1925
- ii) Both assignments and nomination are possible in the case of _____ insurance policy.
 - a) fire
 - b) vehicle
 - c) life
- iii) _____ means voluntary termination of the contract of life insurance by the policy holder.
 - a) Surrender of policy
 - b) Master policy
 - c) Group insurance policy
- iv) Government of India implemented crop insurance scheme at national level from.
 - a) 1982
 - b) 1987
 - c) 1986
- v) In case of Fire and Accident Insurance, Insurable interest must exist _____.
 - a) At the time of loss only
 - b) At inception of insurance only
 - c) Both at inception of insurance and at the time of loss
- vi) Which of the following is not covered under the 'contract of Indemnity'?
 - a) Fire insurance
 - b) Theft insurance
 - c) Life insurance

P.T.O.

b) Match the following :

[5]

Group 'A'

- i) Endowment Policy
- ii) Term Policy
- iii) Cover note
- iv) Claim
- v) Premium

Group 'B'

- a) Demand made by insured to insurer for loss occurred due to mishap
- b) Saving plus cover
- c) Permanent Document
- d) Payment made by policy holder
- e) No Saving
- f) Temporary Document

Q2) Short Notes (Any 2) :

[10]

- a) Components of Life Insurance Business
- b) Certificate of Insurance
- c) Procedure of becoming an insurance agent
- d) Origin of General Insurance

Q3) a) Explain the different forms and procedures of taking a Life Insurance Policy. [8]

b) Explain the procedure of settlement of claim on Death of a policy holder, in detail. [7]

Q4) a) What are the provisions of L.I.C. Act of 1956? [8]

b) State the various principles of General Insurance. [7]



PC-1011

6315]-116

S.Y. B.Com.

236 (K) : INSURANCE, TRANSPORT & TOURISM - I
(2019 Pattern) (Semester - III) (Regular) (Special Paper - I)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

-
- प्रश्न 1)** अ) रिकाम्या जागा भरा. (कोणतेही 5) [5]
- i) जीवन विमा कंपन्यांचा कायदा कोणत्या वर्षात मंजूर झाला ?
अ) 1912 ब) 1958
क) 1925
- ii) विम्याच्या बाबतीत अभिहस्तांकन आणि नामनिर्देशन दोन्ही शक्य आहेत.
अ) अग्नि ब) वाहन
क) जीवन
- iii) म्हणजे विमाधारकाद्वारे जीवन विमा कराराची ऐच्छिक समाप्तीकरण होय.
अ) विम्याचे आत्मसमर्पण ब) मास्टर पॉलिसी
क) समूह विमा पॉलिसी
- iv) भारत सरकारने देशपातळीवर पासून पीक विमा योजना अमलात आणली.
अ) 1982 ब) 1987
क) 1986
- v) अग्निशमन व अपघात विमा बाबतीत, विमा हित तत्त्व असणे आवश्यक आहे.
अ) फक्त तोटा झाल्यास
ब) केवळ विमा सुरू झाल्यावर
क) विमा सुरूवातीस आणि तोटा होण्याच्या वेळी दोन्ही
- vi) पुढील पैकी कोणते 'नुकासान भरपाई करारा' अंतर्गत झालेले नाही ?
अ) अग्नि विमा ब) चोरी विमा
क) जीवन विमा

ब) जोड्या लावा.

[5]

गट 'अ'

- i) हयातीतील विमा
- ii) मुदती विमा
- iii) कव्हर नोट
- iv) दावा
- v) विमा हप्त

गट 'ब'

- अ) अपघातामुळे झालेल्या नुकसानीची विमाधारकाने विमा कंपनीकडे मागणी केली
- ब) बचत आणि सुरक्षा
- क) कायम दस्तऐवज
- ड) विमा धारकाने केलेले देणे
- इ) बचत नाही
- फ) तात्पुरता दस्तऐवज

प्रश्न 2) टिपा लिहा. (कोणत्याही 2)

[10]

- अ) जीवन विमा व्यवसायाचे घटक
- ब) विम्याचे प्रमाणपत्र
- क) विमा प्रतिनिधी बनण्याची प्रक्रिया
- ड) सामान्य विम्याची उत्पत्ती

प्रश्न 3) अ) जीवन विमा घेण्याचे विविध प्रकार प्रक्रिया स्पष्ट करा.

[8]

ब) विमाधारकाच्या मृत्यूवर दावा निकाली काढण्याची प्रक्रिया तपशीलवार सांगा.

[7]

प्रश्न 4) अ) जीवन विमा 1956 चा कायद्याच्या तरतुदी काय आहेत?

[8]

ब) सामान्य विम्याची विविध तत्त्वे सांगा.

[7]



Total No. of Questions : 6]

SEAT No. :

PC-1012

[Total No. of Pages : 2

[6315]-117

S.Y. B.Com.

236L: COMPUTER PROGRAMMING AND APPLICATION - I

Web Base Application in Commerce

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

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

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

[5]

- a) Most of the Business services falls under_____
 - i) B2B
 - ii) B2C
 - iii) G2C
 - iv) C2C
- b) _____ typically have audio & visual components used by speaker from hosting organization
 - i) Webinars
 - ii) Seminars
 - iii) Lectures
 - iv) Presentation
- c) E-commerce involves_____
 - i) Advertising
 - ii) Marketing
 - iii) Warehousing
 - iv) All of the above
- d) _____ performs the requested task
 - i) User
 - ii) Web server
 - iii) Web application server
 - iv) Developer
- e) _____ colour represents the certificate is valid
 - i) Red
 - ii) Yellow
 - iii) Green
 - iv) Black
- f) `<TR>`_____ `</TR>` tag is used for_____
 - i) Table Heading
 - ii) Table Records
 - iii) Table Row
 - iv) Table column

P.T.O.

B) Match the following:

[5]

Group A

- 1) Instagram
- 2) Markup language
- 3) URL
- 4) RTGS
- 5)

Group B

- a. Bold tag
- b. Uniform Resource Locator
- c. Social media
- d. HTML
- e. Real Time Gross Settlement

Q2) Answer the following questions:

[15]

- a) Explain in Detail Cyber Ethics.
- b) Explain Google DOCS.
- c) How to underline text in HTML? Explain with example.

Q3) Answer the following questions:

[15]

- a) Explain in detail search engine.
- b) Give difference between client side scripting and server side scripting.
- c) Explain HTML server control.

Q4) Answer the following questions:

[15]

- a) How a web application work.
- b) Explain Browser portability.
- c) Explain in detail E-marketing.

Q5) Answer the following questions:

[15]

- a) Explain in detail E-Reservation.
- b) Explain in detail MOOC.
- c) How to create link in HTML? Explain with example.

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

[15]

- a) Mozilla Firefox
- b) Online Shopping
- c) ASP. NET
- d) <table> tag
- e) E-Learning



Total No. of Questions : 3]

SEAT No. :

PC-1013

[Total No. of Pages : 2

[6315]-118

S.Y. B.Com. (Vocational)

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

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blanks:

[5]

- i) Alter command of SQL is _____ type.
 - a) DDL
 - b) DML
 - c) DCL
 - d) DQL
- ii) A _____ key is a group of single or multiple keys which identifies rows in a table.
 - a) Primary Key
 - b) Foreign Key
 - c) Super Key
 - d) Candidate Key
- iii) A _____ defines in which format the data are represented and accessed.
 - a) Database table
 - b) Data model
 - c) Data container
 - d) Database frame
- iv) The full form of RDBMS is _____.
 - a) Relational Database Management System
 - b) Relational Database Management Services
 - c) Relational Database Managerial Services
 - d) Relational Database Managerial Security
- v) Data is nothing but _____.
 - a) Processed information
 - b) Shared information
 - c) Raw facts and figures
 - d) Processed facts

P.T.O.

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

- a) Hierarchical model is a type of database model.
- b) Attribute is one of the properties of entity.
- c) Update command is used to edit fields in a database table.
- d) In a relation the rows are also known as fields.
- e) Between is used for pattern matching in SQL command.

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

- a) Write note on Normalization.
- b) Explain Network Database Model in detail.
- c) Write note on Data Manipulation Language.
- d) What is Primary key and Candidate Key?
- e) Explain Traditional File Environment and its problems.

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

- a) Explain Traditional File Environment and also explain problems with the file approach.
- b) What is RDBMS? Explain the advantages and disadvantages of RDBMS.
- c) Explain Create table and Drop table command with syntax and example.



Total No. of Questions : 4]

SEAT No. :

PC-1014

[Total No. of Pages : 3

[6315] - 119

S. Y. B. Com.

ADVERTISING & MEDIA PLANNING

235 (B)VOC - Advertising, Sales Promotion & Sales Management -I

(Vocational Paper -III)

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

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) a) Fill in the blanks :

[5]

- i) A “Target Group” means _____
 - a) A group of seller
 - b) A group of buyers
 - c) A group of products
 - d) A group of persons to whom sales should be focused
- ii) Advantage of television advertising includes.
 - a) Costly
 - b) Wide rich
 - c) Not flexible
 - d) Repetitions are monotonous
- iii) The second phase in media plan is _____
 - a) Establishment of media objective
 - b) Market analysis
 - c) Evaluation and follow-up
 - d) None of the above

P.T.O.

- iv) Advertising is an important source of revenue to_____
 - a) Advertisers
 - b) Public
 - c) Government
 - d) Media
- v) Evaluation of advertising effectiveness may aim at evaluating.
 - a) Sales effect of advertising
 - b) Purchase effect of advertising
 - c) Psychological effect of advertising
 - d) None of the above

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

- | A | B |
|---|---------------------------------|
| 1) Free Sample | a) Electronic Media |
| 2) Memory test, recall test | b) Point of sale |
| 3) Time is sold for this media | c) Eye-camera test |
| 4) Display in retail outlet | d) Technique of sales promotion |
| 5) It measures viewing behavior of audience | e) Post -testing method |

Q2) Short note on (any 2) : **[10]**

- i) Factors influencing future of advertising.
- ii) Components of media plan.
- iii) Advertising planning.
- iv) Difficulties in measuring advertising effectiveness.

Q3) Answer the following questions (Any 4) :

[20]

- i) Write a note on Working of ad-agency.
- ii) Explain role of advertising in promotion mix.
- iii) What do you mean by media planning?
- iv) Write advantages and limitations of print media.
- v) Write a note on target market.
- vi) Post-testing methods of measuring ad-effectiveness.

Q4) Answer the following (Any 1) :

[10]

- i) Explain need & importance of advertising research.
- ii) Explain post testing methods of measuring ad-effectiveness.



Total No. of Questions : 4]

SEAT No. :

PC3686

[Total No. of Pages : 4

[6315]-120

S.Y. B.Com. (Vocational)

INCOME TAX

235C VOC : Tax Procedure & Practices - I

(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All Questions are Compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Use of Simple Calculator is allowed.*

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

- a) Deemed Dividend received from foreign company is_____.
 - i) Fully Taxable
 - ii) Taxable at 40%
 - iii) Fully Exempt
 - iv) None of the above
- b) Section 80C provides deduction in respect of Tuition fees for maximum _____ children.
 - i) One
 - ii) Two
 - iii) Three
 - iv) Four
- c) Deduction under section 80TTA is allowed for _____.
 - i) Medical Insurance Premium
 - ii) Interest on Saving Bank A/c
 - iii) LIC Premium
 - iv) Interest on Sukanya Samrudhi A/c
- d) Deduction on Interest on loan taken for educational purpose fall under section _____.
 - i) 80CCD
 - ii) 80C
 - iii) 80E
 - iv) 80DD

P.T.O.

- e) CII stands for _____.
- i) Cost Inflation Index ii) Cost Investment Index
- iii) Capital Inflation Index iv) Capital Investment Index
- f) A Short-term capital asset means a capital asset held by the assessee for less than _____ months immediately preceding the month of its transfer.
- i) 30 ii) 33
- iii) 36 iv) 40
- B) State whether the following statement is TRUE or FALSE (Any Five)[5]
- a) Deduction U/S. 80G is allowed in respect of income from interest on Government Securities.
- b) Investment in Sukanya Samrudhi Saving A/c Scheme is availed under section 80C.
- c) 24 Months is the holding period for Immovable Property to consider it as long-term Capital Asset.
- d) Sale of Business Asset is taxable under the head income from business.
- e) Income of a minor is clubbed to Father's income or mother's income whichever is lower.
- f) Interest on fixed deposit is an example of income not admissible while calculating income from business.

Q2) Write Short Notes (Any Two)

[10]

- a) Income of a minor
- b) Deduction for Donation (Section 80G)
- c) Capital Gain
- d) Admissible Expenses

Q3) Solve the following question

[15]

Following is the Profit & Loss A/c for the Business of Mr. Ravi, Pune for the financial year ending on 31.3.2024.

Profit & Loss A/c

Particulars	Rs.	Particulars	Rs.
To Salary & Wages	1,35,000	By Gross profit	4,85,000
To Interest on loan	51,500	By Bad-Debts Recovered	6,250
To Office Exp.	16,000	(earlier allowed as deduction)	
To Advertisement	16,500	By Sundry Receipts	8,750
To Telephone Exp.	2,000		
To Insurance	15,000		
To Wealth Tax	5,000		
To R.D.D.	6,000		
To Income Tax	8,200		
To Depreciation	20,000		
To Net Profit	2,24,800		
	5,00,000		5,00,000

Additional Information:

- Salary & wages included Rs.10,000 paid to domestic servants.
- 70% Bank loan is taken for business purposes.
- Depreciation allowed as per Income Tax Rule is Rs. 16,000.
- Advertisement includes Rs.2,000 paid for selling household furniture.
Compute Taxable Income from Business as per old Regime.

Q4) Solve the following question :

[15]

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

- Gross Salary Rs.7,80,000
- Interest on Govt. Securities Rs.31,000'
- Interest on Fixed Deposits with SBI. Rs.13,000
- He paid Profession Tax Rs.2,500

Mr. Suhas made the following investments during the year.

- LIC premium Rs.90,000
- Investment in NSC Rs.52,000
- Mediclaim Insurance Premium Rs.25,600
- Interest on Education Loan. Rs.60,000.

Compute Taxable Income in old.

x x x

Total No. of Questions : 3]

SEAT No. :

PC1015

[Total No. of Pages : 2

[6315]-121

S.Y.B.Com. (Vocational)

VOC-236 A: COMPUTER APPLICATIONS - II

(CBCS 2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions.

[5]

- a) _____ is the first step in the software development life cycle.
 - i) Design
 - ii) Problem Identification
 - iii) Analysis
 - iv) Development
- b) A step by step instruction used to solve a problem is known as _____.
 - i) A List
 - ii) Sequential Structure
 - iii) An Algorithm
 - iv) A Plan
- c) _____ is a closed system.
 - i) An Information System
 - ii) A College System
 - iii) A Centralized System
 - iv) A Quality System
- d) A _____ is the primary tool used in Structured System Development to graphically depict systems.
 - i) DFD
 - ii) Flow Chart
 - iii) System tool
 - iv) Algorithm
- e) _____ the simplest model of SDLC
 - i) Waterfall
 - ii) RAD
 - iii) Spiral
 - iv) Agile

P.T.O.

- B) State whether true or false. [5]
- a) DFDs are not used for design and for analysis only.
 - b) A feasibility study is required in system planning.
 - c) Data dictionary describes every data element.
 - d) Design is the first step in the software development life cycle.
 - e) SDLC stands for Secure Development Life Cycle.

Q2) Answer the following (Any 4) [20]

- a) What are requirement analysis in system development?
- b) Explain Decision Table with example.
- c) What do you mean by feasibility study?
- d) Explain briefly Data Flow Diagram.
- e) Write a note on Output design.

Q3) Answer the following (Any 2) [20]

- a) Explain SDLC in detail.
- b) What is Fact Gathering Techniques? Explain its Questionnaire and Interview techniques.
- c) Explain in detail about System Security.



Total No. of Questions : 4]

SEAT No. :

PC1016

[Total No. of Pages : 2

[6315]-122

S.Y.B.Com. (Vocational)

PERSONAL SELLING & SALESMANSHIP - II

**236(B)-VOC: Advertising, Sales Promotion & Sales Management
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Multiple choice questions.

[5]

- a) In this price element of product is taken into consideration.
 - i) Product life cycle
 - ii) Price Marketing Mix
 - iii) Propaganda
 - iv) Branding
- b) Loyalty is _____ quality of salesman.
 - i) Easy
 - ii) Character
 - iii) Mental
 - iv) Physical
- c) He informs customer about various features of the product or services.
 - i) Sales person
 - ii) Advertising
 - iii) Marketing
 - iv) Communicator
- d) When customers are divided as per their geographical area it is _____ Segmentation.
 - i) Geographic
 - ii) Selling motives
 - iii) Demographic
 - iv) Simple
- e) When customers are divided as per Income of customer it is called as _____.
 - i) Benefit
 - ii) Volume
 - iii) Demographic
 - iv) Geographic

P.T.O.

- B) Match the pair [5]
- | | |
|-----------------------------------|--------------------------|
| a) Values and beliefs | i) Tea Brand |
| b) Imagination | ii) Market segmentation |
| c) Indoor | iii) Quality of salesman |
| d) Getting feedback about product | iv) Type of salesperson |
| e) Wagh Bakari | v) Duty of salesperson |

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

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

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

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

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

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



Total No. of Questions : 4]

SEAT No. :

PC3687

[Total No. of Pages : 2

[6315]-123

S.Y.B.Com. (Vocational)

TAX PROCEDURE & PRACTICES - II

**236C -VOC : Goods & Services Tax and Profession Tax
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

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

P.T.O.

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

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

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

- a) Value of token or voucher
- b) Levy of profession tax
- c) Aggregate turnover under GST
- d) Time of supply in case of mixed supplies

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

- a) Who is Pure Agent?
- b) What is the threshold limit for opting for a composition scheme?
- c) What will be the time of supply of goods, in case of forward charge?
- d) Whether a supplier of services is eligible to pay tax under the composition scheme? Explain.
- e) What will be the value of the supply of a person dealing in second-hand goods?
- f) What are the rules for switching over from composition Scheme?

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

- a) What are the provisions of Registration under Profession Tax?
- b) Explain the benefits of availing a composition scheme.

