

Total No. of Questions : 5]

SEAT No. :

P594

[Total No. of Pages : 2

[5415]Ext.-201
S.Y.B.Com. (For External)
BUSINESS COMMUNICATION
(2013 Pattern) (New)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) What is Communication? Explain the nature and process of communication. **[20]**

OR

What are the various communication channels used in an organisation?

Q2) Define the term soft skill. Explain the Elements of soft skill. **[20]**

OR

What is Business Letter? Explain various functions of Business letter.

Q3) a) Write a complaint letter on behalf of Suresh Industries Ltd. Pune to the Manager Amit Electronics Kanpur regarding delay in dispatching of goods. **[10]**

OR

Write job application to The Recruitment Officer Swastik Ltd. mumbai in response to advertisement in daily, The Times of India, news paper for the post of Manager.

b) Draft sales letter regarding in new Product launch, Water purifier. **[10]**

OR

Draft office circular from the managing Director about company's annual general meeting.

P.T.O.

Q4) Explain the various social media networks used in business communication.[20]

OR

What is an office order? Explain the essential points while drafting office order.

Q5) Write short notes (any four) [20]

- a) Status enquiry letter.
- b) Bio-data
- c) role of SMS
- d) facebook
- e) vedio conferencing
- f) order letter.

▽▽▽▽

Total No. of Questions : 4]

SEAT No. :

P881

[Total No. of Pages : 6

[5415] - Ext. - 202
S.Y. B.Com [For External]
CORPORATE ACCOUNTING
(2013 Pattern)

Time :3 Hours]

[Max. Marks :100

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) AS - 14 stands for _____.
 - ii) The dividend paid between two annual general meeting is known as _____.
 - iii) Winding up of a company by an order of the tribunal is known as _____.
 - iv) One liquidation and one formation of company is known as _____.
 - v) Minority interest appears on the _____ side of the consolidated Balance sheet.
 - vi) _____ shares means listed on stock exchange.
 - vii) The main purpose of _____ reconstruction is to written off accumulated losses.
- B) State whether following statements are true or false (any five) [5]**
- i) Accounting standard - 6 deals with depreciation accounting.
 - ii) Reduction in the value of liability is recorded on the debit side of capital reduction A/c.
 - iii) Bills receivable is fixed assets.
 - iv) List 'H' is prepared for deficiency or surplus account.
 - v) Profit before the date of acquisition is called revenue profit.
 - vi) The amount of purchase consideration is always paid in cash only.
 - vii) Valuation of shares means determination of the fair value of the shares shown in the Balance sheet.
- C) Match the pairs: [5]**
- | | |
|-----------------------|-------------------------------|
| i) Net payment method | a) Employees benifit expenses |
| ii) Government taxes | b) Pre - acquisition profit |
| iii) Salaries | c) Purchase consideration |
| iv) AS - 5 | d) Preferential creditors |
| v) Capital profit | e) Prior period items |

P.T.O.

D) Write short notes on (Any three)

[15]

- i) Payroll Accounting.
- ii) AS -21 consolidated financial statements.
- iii) Methods of purchase consideration.
- iv) Special factors affecting valuation of shares.
- v) Cost of control.

Q2) Gauri company Ltd., was registered with capital of ₹ 20, 00,000 divided into 20,000 equity shares of ₹ 100 each. The trial balance of the company as on 31st march 2018 was as follows. [20]

Trial Balance

As on 31st March 2018

Particulars	Dr. (₹)	Particulars	Cr. (₹)
Motor Car	3,70,000	Share Capital	10,00,000
Sundry Debtors	96,000	Sales	10,50,000
Salaries	1,50,000	Sundry Creditors	1,68,000
Bank interest	4,000	Debentures	1,50,000
Travelling expenses	40,000	Profit & Loss A/c.	2,32,000
Machinery	8,00,000		
Building	5,00,000		
Discount allowed	15,000		
Wages	80,000		
Opening Stock	70,000		
Purchases	3,00,000		
Carriage outward	20,000		
Cash in hand	10,000		
Printing & stationery	20,000		
Repairs	15,000		
Directors fees	25,000		
Audit fees	5,000		
General expenses	80,000		
	26,00,000		26,00,000

Adjustments :

- i) Stock on 31st March 2018 is ₹.60,000.
- ii) Provide ₹ 4,300 for R.D.D. on Debtors.
- iii) Depreciate Machinery by 10% and Building by 5%
- iv) Outstanding wages ₹10,000.
- v) Directors declared final dividend at 5% on paid up capital.

You are required to prepare balance sheet and statement of profits & loss for the year ended 31st March 2018 as per schedule VI of company act 2013.

OR

- A) Bhagya Ltd., purchased plot of land for ₹ 20,00,000 and constructed a building on it at a cost of ₹ 70,00,000. It has also incurred the following expenses in the process. [10]

Stampduty & Registration of Land	-	₹ 2,00,000
Demolition of old Building	-	₹ 3,00,000
Architect's and Engineer's fees for the Building	-	₹ 2,80,000
Government due on construction	-	₹ 70,000
Municipal corporation charges	-	₹ 40,000
Fencing around the plot of land	-	₹ 2,00,000

Find out the cost at which Land & Building be shown in the Balance sheet.

- B) Super co -Ltd. purchased a plant and machinery on 1st April 2017 for ₹ 47,00,000. Installation expenses were ₹ 3,00,000. Scrap value after its useful life of 10 years was estimated ₹ 5,00,000. What is the amount of Depreciation that super company Ltd., should charge for the accounting year ending 31st March 2018 under fixed installment method. [10]

- Q3) A) The following is the Balance sheet of OM Co. Ltd., Pune as on 31st march 2018 [15]

Balance Sheet As on 31st March 2018

Liabilities	₹	Assets	₹
Share Capital		Land & Building	25,000
500, 8% Preference shares of ₹ 100 each	50,000	Plant & Machinery	60,000
1500, equity shares of ₹100 each ₹50 paid up	75,000	Furniture	10,000
6% Debentures (having -floating charge on all assets)	40,000	Fittings	5,000
Outstanding Debenture Interest	2,400	Moulds	50,000
Sundry Creditors (Secured on Plant& Machinery)	30,000	Stock	25,000
Preferential Creditors	3,100	Debtors	12,500
Unsecured creditors	25,000	Cash in hand	500
	2,25,500	Profit & Loss A/c	37,500
			2,25,500

The company went into Voluntary liquidation as on the above Balance sheet date.

- i) Preference dividend was in arrears for one year and as per the articles of the company, it was to be paid.
 - ii) The Liquidator realised the assets as Follows:
Land & Building ₹ 50,000 Plant & Machinery ₹ 55,000, Moulds ₹ 42,500 Furniture ₹ 6,000, stock ₹ 21,000 Debtors ₹ 10,500 fittings were worthless.
 - iii) The liquidation expenses amounted to ₹ 2730.
 - iv) the liquidator is entitled to a remuneration at 2% on the assets realised, 2% on the amount distributed to unsecured creditors and 10% on the amount return to equity shareholders.
 - v) In addition to the above liabilities, the liquidator had to pay ₹ 900 as repairs bill of plant & machinery. Prepare the Liquidator's final statement of account, if all payments were made on 30th Sept.. 2018
- B) Prepare consolidated Balance sheet with necessary working notes from the Balance sheet of 'H' Ltd., and 'S' Ltd., and additional information given below. As on 31st March 2018. **[15]**

Balance Sheet As on 31-3-2018

Liabilities	H Ltd ₹	S Ltd ₹	Assets	H Ltd ₹	S Ltd ₹
<u>Share Capital</u>			Land & Building	2,00,000	1,00,000
(Shares of ₹ 100 each)	5,00,000	3,00,000	Plant & Machinery	1,50,000	2,00,000
General Reserve	40,000	10,000			
Profit & Loss A/c	70,000	5,000	Investment: (2700 Shares in S Ltd.)	2,97,000	-
Bills Payable	50,000	25,000	Stock	40,000	30,000
Creditors	1,40,000	60,000	Debtors	50,000	60,000
			Bills Receivable	63,000	10,000
	8,00,000	4,00,000		8,00,000	4,00,000

Additional Information

- i) 'H' Ltd., acquired 2700 shares of 'S' Ltd on 1st April 2017.
- ii) On the date of purchase of shares there was no balance in General Reserve and Profit & Loss A/C showed a debit balance of ₹ 10,000 in the books of S Ltd.
- iii) Sundry debtors of 'S' Ltd., include ₹ 40,000 due from H Ltd.
- iv) Bills payable of 'S' Ltd., include ₹ 18,000 in Favour of 'H' Ltd., Which has discounted ₹ 3,000 of them.
- v) Stock of 'S' Ltd., include ₹ 4000 being purchased from H Ltd., on which the later company made a profit of $33\frac{1}{3}\%$ on cost.

Q4) The Balance Sheet of 'A' Ltd., as on 31st March 2018 was as follows. [20]

Balance Sheet as on 31-3-2018

Liabilities	₹	Assets	₹
<u>Share Capital</u>		Land & Building	1,40,000
2000 Shares of ₹ 100 each	2,00,000	Plant & Machinery	1,10,000
General reserve	64,000	Stock	98,000
Profit & Loss A/C	60,000	Debtors	42,000
Bills Payable	42,400	Cash in hand	14,400
Creditors	70,000	Advertising Exp.	32,000
	4,36,400		4,36,400

A Ltd., was absorbed by B Ltd., on the following terms.

- A Ltd., agreed to write off Advertising expenses against its own reserve.
- B Ltd., revalued the assets of A Ltd., as under:
Land & Building ₹ 1,50,000 Plant & Machinery ₹ 10,4000, stock ₹ 1,20,000 and Debtors at book value.
- B Ltd., took over the assets and Liabilities of 'A' Ltd., and agreed to discharge the purchase consideration in 2,600 shares of ₹ 100 each at ₹ 110 per share and balance in cash.
- 'A' Ltd., paid its liquidation exp of 4,000.

Prepare Realisation A/C, Equity shareholders A/C, B Ltd., A/C cash A/C in the books of 'A' Ltd., and Pass opening Journal entries in the books of B Ltd.

OR

A) The following is the Balance sheet of Royal Ltd., as on 31st March 2018. [10]

Balance Sheet As on 31st March 2018

Liabilities	₹	Assets	₹
<u>Share Capital</u>		Goodwill	15,000
5%, 2000 Pref. Shares of ₹ 100 each	2,00,000	Freehold Property	2,00,000
4,000 Equity Shares of ₹100 each	4,00,000	Plant & Machinery	3,00,000
6% Debentures	1,00,000	Stock in trade	50,000
		Debtors	40,000
Bank overdraft	50,000	Profit & Loss A/C	2,40,00
Creditors	1,00,000	Cash	5,000
	8,50,000		8,50,000

The company got the following scheme of capital reduction approved by the court.

- i) The Preference shares to be reduced to ₹ 75 per share fully paid up and Equity shares to ₹ 40 per share fully paid up.
- ii) the Debenture holders took over stock in trade and debtors in full satisfaction of the amount due to them.
- iii) The goodwill Account be eliminated.
- iv) The Freehold Property to be increased by 30%
- v) The value of plant & machinery to be depreciated by ₹ 1,00,000
- vi) The expenses of Reconstruction amounted to ₹ 3,000.

Pass necessary Journal entries and Prepare revised Balance sheet as on 31st March 2018.

- B) On 31st March 2018 the balance sheet of domino Ltd., show the following position. [10]

Balance Sheet As on 31st march 2018

Liabilities	₹	Assets	₹
<u>Share Capital</u>		Goodwill	40,000
Equity shares of ₹ 10 each	4,00,000	Fixed Assets	5,00,000
General Reserve	90,000	Current Assets	2,00,000
Profit & Loss A/C	20,000		
Current Liabilities	2,30,000		
	7,40,000		7,40,000

Additional information

- i) On 31st March 2018 the fixed assets were independently valued at ₹ 3,50,000 and Goodwill at ₹ 50,000.
- ii) The net profit for the three years were

Year	-	Profit (E)
2015-16	-	51,600
2016-17	-	52,000
2017-18	-	51,650

of which 20% was placed to reserve, this proportion being considered reasonable in the industry in which the company is engaged and here a fair investment return may be taken at 10%.

Compute the value of company's shares as per

- a) Intrinsic value method
- b) Yield value method
- c) fair value method



Total No. of Questions : 8]

SEAT No. :

P595

[Total No. of Pages : 2

[5415]Ext.-203
S.Y. B.Com. (For External)
BUSINESS ECONOMICS (Macro)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

- 1) *Question No. 1 is compulsory.*
- 2) *Attempt any five from question No. 2 to 8.*
- 3) *Figures to the right indicate full marks.*
- 4) *Draw neat diagrams whenever necessary.*

- Q1)** Explain significance and limitations of Macro economics. **[20]**
- Q2)** Explain difficulties in the measurement of National Income. **[16]**
- Q3)** Define Money and explain functions of Money. **[16]**
- Q4)** Criticise quantity theory of Money. **[16]**
- Q5)** Explain causes of Inflation. **[16]**
- Q6)** Answer in brief
- a) State features of trade cycle. **[8]**
 - b) Phases of trade cycle. **[8]**
- Q7)** Criticise J.B. Say's Law of market. **[16]**
- Q8)** Write short notes
- a) Types of Public revenue **[8]**
 - b) Principle of maximum social advantage : Dr Dalton's approach. **[8]**

▽▽▽▽

P.T.O.

Total No. of Questions : 8]

P595

[5415]Ext.-203
S.Y. B.Com. (For External)
व्यावसायिक अर्थशास्त्र (स्थूल)
(2013 Pattern)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :- 1) प्रश्न क्रमांक 1 सोडविणे आवश्यक आहे.
2) प्रश्न क्र. 2 ते 8 मधील कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शावितात.
4) आवश्यक त्या ठिकाणी सूबक आकृत्या काढा.
5) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

प्रश्न 1)	समग्रलक्षी अर्थशास्त्राचे महत्त्व आणि मर्यादा स्पष्ट करा.	[20]
प्रश्न 2)	राष्ट्रीय उत्पन्न मापनातील अडचणी स्पष्ट करा.	[16]
प्रश्न 3)	पैशाची व्याख्या द्या आणि पैशाची कार्ये स्पष्ट करा.	[16]
प्रश्न 4)	चलन संख्यामान सिद्धान्ताचे टिकात्मक परिक्षण करा.	[16]
प्रश्न 5)	चलनविस्ताराची कारणे स्पष्ट करा.	[16]
प्रश्न 6)	थोडक्यात उत्तरे द्या. अ) व्यापारचक्राची वैशिष्ट्ये सांगा. [8] ब) व्यापारचक्राच्या अवस्था. [8]	
प्रश्न 7)	जे. बी. से च्या बाजारविषयक नियमाचे टिकात्मक परिक्षण करा.	[16]
प्रश्न 8)	टिपा लिहा. अ) सार्वजनिक उत्पन्नाचे प्रकार [8] ब) महत्तम सामाजिक लाभाचे तत्व – डॉ. डाल्टनचा दृष्टीकोन [8]	



Total No. of Questions : 5]

SEAT No. :

P596

[Total No. of Pages : 4

[5415]Ext.-204
S.Y. B.Com. (For External)
BUSINESS MANAGEMENT
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Define organisation. What are the principles of organisation. **[20]**

OR

What are the barriers of communication.

Q2) Explain the meaning and importance of Management. **[20]**

OR

Define controlling. Explain the steps and importance of controlling.

Q3) What do you mean by forecasting? Explain the need and techniques of forecasting. **[20]**

OR

Define Motivation. Explain Maslow's Need Hierarchy Theory.

Q4) Define the term management. Describe various challenges before managers. **[20]**

OR

What do you mean by direction? Explain the principles and importance of direction.

P.T.O.

Q5) Write short note on (Any Four)

[20]

- a) Modern Indian Economic Thought's of Mahatma Gandhi
- b) Hertzberg's Motivation Hygiene Theory
- c) Importance of Business Ethics
- d) Sources and methods of Recruitment
- e) Function's of a leader
- f) Importance of Disaster Management



Total No. of Questions : 5]

P596

[5415]Ext.-204

S.Y. B.Com. (For External)

BUSINESS MANAGEMENT

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

-
- प्रश्न 1) संघटनेची व्याख्या द्या. संघटनेची तत्वे सविस्तर सांगा. [20]
किंवा
संदेशवहनातील अडथळे सविस्तर स्पष्ट करा.
- प्रश्न 2) व्यवस्थापनाचा अर्थ सांगून महत्व स्पष्ट करा. [20]
किंवा
नियंत्रणाची व्याख्या करा. नियंत्रणाचे महत्व व पायऱ्या सांगा.
- प्रश्न 3) पूर्वानुमान म्हणजे काय? पूर्वानुमानाची गरज व तंत्रे स्पष्ट करा. [20]
किंवा
अभिप्रेरणेची व्याख्या सांगा. मॉस्लो यांच्या मानवी गरजांच्या श्रेणीचा सिध्दांत स्पष्ट करा.
- प्रश्न 4) व्यवस्थापनाची व्याख्या द्या. व्यवस्थापनासमोरील विविध आव्हाने विशद करा. [20]
किंवा
निर्देशन म्हणजे काय? निर्देशनाचे तत्व व महत्व स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार)

[20]

- अ) महात्मा गांधी यांचे आधुनिक भारतीय आर्थिक विचार
- ब) फेडरिक हर्झबर्ग यांचा आरोग्य विषयक अभिप्रेरणा सिध्दांत
- क) व्यावसायिक नितीमतेचे महत्व
- ड) कर्मचारी भरती करण्याची साधने व पध्दती
- इ) नेतृत्वाची कार्ये
- फ) आपत्ती व्यवस्थापनाचे महत्व



Total No. of Questions : 5]

SEAT No. :

P597

[Total No. of Pages : 4

[5415]Ext.-205

S.Y. B.Com. (For External)

ELEMENTS OF COMPANY LAW

(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Define 'Company'. Explain the important features of a company. **[20]**

OR

Explain the stages in formation of a company.

Q2) What is the meaning of Memorandum of Association? Explain the Clauses in Memorandum of Association. **[20]**

OR

Define 'Shares' Explain the various modes of raising share capital.

Q3) a) Explain the advantages and disadvantages of E-Governance. **[10]**

b) Explain the powers of Board of directors. **[10]**

OR

a) Distinguish between Managing Director and Whole time Director.

b) Explain the statutory provisions regarding proxies.

Q4) Define 'Winding up of Company' Explain the different types of Winding up of Company. **[20]**

OR

Define 'Meeting' Explain the requisites of valid meeting.

P.T.O.

Q5) Write short notes on : (Any two)

[20]

- a) Re-issue of forfeited shares
- b) Abridged form of prospectus
- c) Extraordinary General Meeting
- d) Director Identification Number (DIN)



Total No. of Questions : 5]

P597

[5415]Ext.-205

S.Y. B.Com. (For External)

कंपनी कायद्याची मूलतत्वे

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

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- प्रश्न 1) 'कंपनीची' व्याख्या द्या. कंपनीची प्रमुख वैशिष्ट्ये सांगा. [20]
किंवा
कंपनी स्थापनेतील विविध टप्पे सविस्तर स्पष्ट करा.
- प्रश्न 2) 'घटनापत्रक' म्हणजे काय? घटनापत्रकातील विविध कलमे स्पष्ट करा. [20]
किंवा
'भागांची' व्याख्या द्या. भाग-भांडवल मिळविण्याचे विविध मार्ग स्पष्ट करा.
- प्रश्न 3) अ) इ-गव्हर्नन्सचे फायदे आणि तोटे स्पष्ट करा. [10]
ब) संचालक मंडळाचे अधिकार स्पष्ट करा. [10]
किंवा
अ) व्यवस्था-संचालक आणि पूर्ण वेळ संचालक यातील फरक स्पष्ट करा.
ब) 'प्रतिनिधी' संदर्भात कायदेशीर तरतूदी स्पष्ट करा.
- प्रश्न 4) कंपनीच्या 'समाप्तीकरणाची' व्याख्या द्या. कंपनीचे समाप्तीकरणाचे विविध प्रकार स्पष्ट करा. [20]
किंवा
'सभेची' व्याख्या द्या. वैधसभेच्या आवश्यक बाबी स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[20]

- अ) जप्त केलेल्या भागांची पुनर्विक्री
- ब) माहितीपत्रकाचे संक्षिप्त स्वरूप
- क) विशेष सर्वसाधारण सभा
- ड) संचालक ओळख क्रमांक (DIN)



Total No. of Questions : 5]

SEAT No. :

P869

[Total No. of Pages : 4

[5415]Ext.-206
S.Y. B.Com. (For External)
BUSINESS ADMINISTRATION
(2013 Pattern) (Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Define Administration. Explain the functions of Administration. **[20]**

OR

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

Q2) Explain the factors affecting the plant location of business unit. **[20]**

OR

Explain the social responsibilities of business towards different interest groups.

Q3) a) Discuss any four legal provisions governing promotion and establishment of unit. **[10]**

b) What are the types of Returns to be filed for Incorporation? **[10]**

OR

a) Discuss the importance of productivity in an organization. **[10]**

b) Explain the role of National Productivity Council (NPC) **[10]**

Q4) What is Privatisation? Explain the implications of Privatisation. **[20]**

OR

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

P.T.O.

Q5) Write short notes on (any four)

[20]

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



Total No. of Questions : 5]

P869

[5415]Ext.-206
S.Y. B.Com. (For External)
BUSINESS ADMINISTRATION
(2013 Pattern) (Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

प्रश्न 1) प्रशासनाची व्याख्या लिहा. प्रशासनाची कार्ये स्पष्ट करा. [20]

किंवा

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

प्रश्न 2) व्यवसाय स्थाननिश्चितीवर प्रभाव पाडणारे घटक स्पष्ट करा. [20]

किंवा

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

प्रश्न 3) अ) उद्योगाचे संवर्धन आणि स्थापना करण्यासाठी प्रमुख कायदेशीर तरतुदीची चर्चा करा. [10]

ब) कंपनीची नोंदणी करताना कोणते विवरणपत्रे लागतात ते सांगा. [10]

किंवा

अ) व्यवसायामध्ये 'उत्पादकतेचे महत्त्व' यांची चर्चा करा. [10]

ब) राष्ट्रीय उत्पादकता परिषदेची भूमिका स्पष्ट करा. [10]

प्रश्न 4) खाजगीकरण म्हणजे काय? खाजगीकरणाची अंमलबजावणी स्पष्ट करा. [20]

किंवा

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

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार) [20]

अ) व्यवस्थापन

ब) एकल व्यापारी

क) विशेष आर्थिक क्षेत्र

ड) आर्थिक पर्यावरण

इ) बाह्य संसाधनाद्वारे ज्ञान प्रक्रिया कार्य (KPO)

फ) गुणवत्ता वर्तुळे



Total No. of Questions : 5]

SEAT No. :

P598

[Total No. of Pages : 4

[5415]Ext.-207
S.Y. B.Com. (For External)
BANKING & FINANCE
Indian Banking System
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Explain the structure of Indian Banking System. **[20]**

Q2) Discuss the objectives and Progress made by Nationalised Banks in India. **[20]**

OR

Discuss the Progress and Performance of Private Sector Banks in India.

Q3) a) Explain the Role of SBI. **[10]**

b) Explain the principles of Co-operation. **[10]**

OR

a) State the functions of RRBs.

b) State the Recommendations of Narasimhan Committee-I.

Q4) Explain the Evolution and Role of RBI in Agricultural Finance and Rural Development. **[20]**

P.T.O.

Q5) Write Short Notes : (Any Two)

[2 × 10 = 20]

- a) Urban Co-operative credit Society
- b) Role of Micro Finance
- c) Capital Adequacy Ratio
- d) NPAs
- e) Foreign Banks



Total No. of Questions : 5]

P598

[5415]Ext.-207

S.Y. B.Com. (For External)

BANKING & FINANCE

Indian Banking System

(2013 Pattern) (Special Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

प्रश्न 1) भारतीय बँक व्यवस्थेचे स्वरूप स्पष्ट करा. [20]

प्रश्न 2) भारतातील राष्ट्रीयीकृत बँकांचे उद्दिष्टे आणि त्यांच्या प्रगतीची चर्चा करा. [20]

किंवा

भारतातील खाजगी क्षेत्रातील बँकांची प्रगती आणि त्यांची कामगिरी याची सविस्तर चर्चा करा.

प्रश्न 3) अ) स्टेट बँक ऑफ इंडिया (SBI) ची भूमिका स्पष्ट करा. [10]

ब) सहकाराची तत्वे स्पष्ट करा. [10]

किंवा

अ) प्रादेशिक ग्रामिण बँकांची (RRB's) कार्ये सांगा.

ब) नरसिंहम समिती - I च्या शिफारशी सांगा.

प्रश्न 4) कृषी वित्त पुरवठा आणि ग्रामिण विकासातील भारतीय रिझर्व बँकेची भूमिका स्पष्ट करा. भारतीय रिझर्व बँकेची उत्क्रांती स्पष्ट करा. [20]

प्रश्न 5) टिपा लिहा. (कोणतेही दोन)

[20]

- अ) शहर सहकारी पतसंस्था (नागरी पतसंस्था)
- ब) सुक्ष्म वित्त पुरवठ्याची भूमिका
- क) आवश्यक तरलता गुणोत्तर
- ड) बँकाची अनुत्पादक मत्ता
- इ) परकीय/परदेशी बँका



Total No. of Questions : 5]

SEAT No. :

P599

[Total No. of Pages : 4

[5415]Ext.-208
S.Y. B.Com. (For External)
BUSINESS LAWS AND PRACTICES - I
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Explain the following terms under Maharashtra Agricultural produce Marketing (Regulation) Act. 1963. **[20]**

- a) Agriculturist.
- b) Buyer.
- c) Coolee.
- d) Market Area.

Q2) Define the term insurance policy. Explain the types of insurance. **[20]**

OR

Explain the term Life Insurance. State the procedure of Life Insurance policy.

Q3) a) Explain the term fire Insurance. State the features of fire Insurance. **[10]**

b) State the different types of Marine Insurance policies. **[10]**

OR

a) Explain the procedure for closing down an undertaking as per Industrial Dispute Act. 1947.

b) State the duties of partners under partnership Act. 1932.

P.T.O.

Q4) Define the term Co-operative societies? Explain the types of Co-operative societies. **[20]**

Q5) Write Short Notes : (Any Two) **[2 × 10 = 20]**

- a) Lay off and Retrenchment.
- b) Principles of Marine Insurance.
- c) Rights and Liabilities of Partner's.
- d) Cancellation and De-registration of Co-operative societies.



Total No. of Questions : 5]

P599

[5415]Ext.-208

S.Y. B.Com. (For External)

BUSINESS LAWS AND PRACTICES - I

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

प्रश्न 1) महाराष्ट्र कृषी उत्पन्न खरेदी विक्री नियमन कायदा 1963 नुसार पुढील संकल्पना स्पष्ट करा. [20]

- अ) शेतकरी
ब) खरेदीदार
क) हमाल
ड) बाजार क्षेत्र

प्रश्न 2) “विमा पॉलिसीची” व्याख्या सांगा. विम्याचे प्रकार स्पष्ट करा. [20]

किंवा

“जिवन विमा” ही संकल्पना स्पष्ट करा. जिवन विमा मिळविण्याची कार्यपद्धती स्पष्ट करा.

प्रश्न 3) अ) अग्नि विमा ही संकल्पना स्पष्ट करा. अग्नि विम्याची वैशिष्ट्ये सांगा. [10]

ब) सागरी विम्याची विविध प्रकार स्पष्ट करा. [10]

किंवा

अ) औद्योगिक कलह कायदा 1947 नुसार उद्योग व्यावसाय बंद करण्याची कार्यपद्धती स्पष्ट करा.

ब) भागीदारी कायदा 1932 नुसार भागीदारांची कर्तव्ये स्पष्ट करा.

प्रश्न 4) “सहकारी संस्था” ही संकल्पना सांगा. सहकारी संस्थांचे विविध प्रकार स्पष्ट करा. [20]

प्रश्न 5) टिपा लिहा. (कोणत्याही दोन) [20]

- अ) कामबंदी आणि कामगार कपात.
- ब) सागरी विम्याची तत्वे.
- क) भागीदारांचे अधिकार व जबाबदाऱ्या.
- ड) सहकारी संस्थांची नोंदणी रद्द करणे व पुर्ननोंदणी करणे.



Total No. of Questions : 9]

SEAT No. :

P600

[Total No. of Pages : 2

[5415]Ext.-209
S.Y. B.Com. (For External)
CO-OPERATION AND RURAL DEVELOPMENT
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

- 1) Question No. 1 is compulsory.*
- 2) Solve any five questions from the remaining questions.*

- Q1)* Explain the objectives and features of Co-operative Societies Act, 1904. [20]
- Q2)* Explain the Registration and Bye-laws of Multi-State Co-operative Societies Act. [16]
- Q3)* Explain the provisions of Maharashtra State Co-operative Societies Act, 1960 regarding Registration and Membership of Co-operative Societies. [16]
- Q4)* Explain the working of District Central Co-operative Banks and State Co-operative Bank. [16]
- Q5)* Define Rural Development. Explain the scope and significance of Rural Development. [16]
- Q6)* Explain the thought & work of Mahatma Jotiba Phule about rural Development. [16]
- Q7)* Explain the importance of Panchayat Raj System and its effect on Rural Development. [16]
- Q8)* Explain the concept of people participation in Rural Development and Mahatma Gandhi National Rural Employment Guarantee Scheme. [16]
- Q9)* Explain the concept of Globalization and opportunities of Globalization for Rural Development. [16]

▽▽▽▽

P.T.O.

Total No. of Questions : 9]

P600

[5415]Ext.-209
S.Y. B.Com. (For External)
CO-OPERATION AND RURAL DEVELOPMENT
(2013 Pattern) (Special Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :- 1) प्रश्न क्र. 1 सोडविणे आवश्यक आहे.
2) प्रश्न क्र. 2 ते 9 पैकी कोणतेही पाच प्रश्न सोडवा.
3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

-
- | | | |
|-----------|---|------|
| प्रश्न 1) | सहकारी संस्था कायदा 1904 ची उद्दिष्टे आणि वैशिष्ट्ये स्पष्ट करा. | [20] |
| प्रश्न 2) | बहुराज्य सहकारी संस्थांची नोंदणी आणि उपविधी स्पष्ट करा. | [16] |
| प्रश्न 3) | महाराष्ट्र राज्य सहकारी संस्था कायदा 1960 मधील सहकारी संस्थांची नोंदणी आणि सभासदत्व संबंधी तरतुदी स्पष्ट करा. | [16] |
| प्रश्न 4) | सहकारी जिल्हा मध्यवर्ती बँका आणि राज्य सहकारी बँकाचे कामकाज स्पष्ट करा. | [16] |
| प्रश्न 5) | ग्रामीण विकासाची व्याख्या द्या. ग्रामीण विकासाची व्याप्ती आणि महत्त्व स्पष्ट करा. | [16] |
| प्रश्न 6) | महात्मा ज्योतीबा फुले यांचे सहकार विषयक विचार आणि कार्ये स्पष्ट करा. | [16] |
| प्रश्न 7) | पंचायत राज व्यवस्थेचे महत्त्व आणि त्याचे ग्रामीण विकासावर होणारे परिणाम स्पष्ट करा. | [16] |
| प्रश्न 8) | 'ग्रामीण विकासात लोकांचा सहभाग' संकल्पना आणि 'महात्मा गांधी राष्ट्रीय ग्रामीण रोजगार हमी योजना' स्पष्ट करा. | [16] |
| प्रश्न 9) | 'जागतिकीकरणाची' संकल्पना स्पष्ट करा. आणि ग्रामीण विकासात जागतिकीकरणाच्या संधी स्पष्ट करा. | [16] |



Total No. of Questions : 6]

SEAT No. :

P601

[Total No. of Pages : 4

[5415]Ext.-210
S.Y.B.Com. (For External)
COST AND WORKS ACCOUNTING (Paper - I)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

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

- i) Variable cost is a type of _____.
- ii) Time and motion study is conducted by the _____ department.
- iii) _____ differential plan provides for three wages rates.
- iv) A _____ is a schedule of materials needed for a job.
- v) _____ document is used for issuing materials to the production department.

b) State True or false. [5]

- i) Ascertainment of cost is the basic objective of cost accounting.
- ii) Depreciation is an out of pocket cost.
- iii) Perpetual inventory system and periodic inventory systems are synonymous terms.
- iv) Bin card shows the time devoted by a worker on a specific job.
- v) Time-booking is not necessary when time-keeping is accomplished.

Q2) Define the term costing. Explain the advantages and limitation of cost accounting. [20]

OR

- a) What is time-keeping? State the methods of time-keeping. [10]
- b) Write a detail note on perpetual inventory system. [10]

P.T.O.

Q3) Write short notes. (Any four)

[20]

- a) Elementwise classification of cost.
- b) Bills of material.
- c) Cost centre.
- d) Codification of material.
- e) Merit rating.
- f) Direct cost.

Q4) a) The following data have been extracted from the books of Shine Limited:

Items of cost	Amt. Rs.
Opening stock of raw materials	25,000
Purchase of raw materials	85,000
Closing stock of raw materials	40,000
Carriage inward	5,000
Direct wages	75,000
Indirect wages	10,000
Other direct charges	15,000
Factory rent and taxes	5,000
Office rent and taxes	500
Indirect consumption of material	500
Depreciation on plant	1,500
Depreciation on office furniture	100
Staff salary	2,500
Salesmen salary	2,000
Other factory expenses	5,700
Other office expenses	900
Manager's remuneration	12,000
Reserve for bad and doubtful debts	1,000
Advertisement expenses	2,000
Travelling expenses of salesmen	1,100
Freight outward	1,000
Advance income tax	15,000
Sales	2,50,000

The manager has the overall charge of the company and his remuneration is to be allocated at Rs. 4,000 to factory, Rs. 2,000 to office and Rs. 6,000 to the selling expenses.

From the above particulars, you are required to prepare a cost sheet. [15]

- b) A publishing house purchases 2,000 units of a particular item per year at a unit cost of Rs. 20. The ordering cost per order is Rs. 50 and the inventory carrying cost is 25%. Find the optimal order quantity. [5]

OR

- b) From the following data for the last twelve months, compute the average stock level and danger level for the item : [5]

Maximum consumption	:	300 units
Minimum consumption	:	200 units
Average consumption	:	225 units
Maximum re-order period	:	6 months
Minimum re-order period	:	2 months
Maximum re-order for emergency purchases	:	1½ months
Re-order quantity	:	750 units

- Q5) a)** Using information given, draft stores ledger under FIFO method showing quantities and value of receipts, issue and balance in hand : [10]

Jan, 01	– Balance in hand – 1,000 units @ Re. 1 each
Jan, 15	– Received – 3,000 units costing Rs. 3,300
Feb, 12	– Received – 2,000 units costing Rs. 2,400
Jan, 30	– Issued – 2,000 units
Feb, 27	– Issued – 3,400 units

- b) From the following data for an accounting year, calculate inventory turnover and express the same in number of days the average inventory is consumed for each material and comment on the purchasing procedure. [10]

	Material-X (Rs.)	Material-Y (Rs.)
Opening stock	1,000	1,200
Purchasing during the year	5,200	4,600
Closing stock	600	1,600

Q6) Standard time allotted for a job is 20 hours and the rate per hour is Re. 1 plus a dearness allowance @ 30 paise per hour worked. **[10]**

The actual time taken by a worker is 15 hours. Calculate the earnings under :

- i) Time wage system,
- ii) Piece wage system,
- iii) Halsey Plan, and
- iv) Rowan scheme

OR

From the following data, calculate the labour turnover rate by applying **[10]**

- i) Separation Method,
- ii) Replacement Method, and
- iii) Flux Method.

Number of workers on the payroll :

At the beginning of the month : 1,800

At the end of the month : 2,200

During the months 20 workers left, 80 workers were discharged and 500 workers were recruited. Of these, 50 workers were recruited in the vacancies of those separated, while the rest were engaged due to expansion.

▽▽▽▽

Total No. of Questions : 5]

SEAT No. :

P602

[Total No. of Pages : 4

[5415]Ext.-211
S.Y.B.Com. (For External)
STATISTICS
Business Statistics - I
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Attempt any five of the following.

[10]

- a) Given $(aB) = 178$, $(ab) = 152$, find (a) .
- b) What do you mean by an attribute?
- c) Explain the meaning of set of fundamental class frequencies.
- d) What do you mean by pivot element in simplex table?
- e) When you will get alternate solution in simplex algorithm?
- f) Given $d_1 = 252$, $l_1 = 331$, find l_2 .
- g) Given $\alpha = 0.3$, Estimate the profit for the year 2015 using exponential smoothing method for :

Year	Profit (in crores)
2014	5.6
2015	7.2

Q2) Attempt any four of the following :

[20]

- a) The following is the information on literacy and mannered people.
Employed literates = 232, Unemployed Illiterates = 586,
Employed Illiterates = 115, Unemployed Literates = 22.
Determine coefficient of association between literacy and Employment.

P.T.O.

- b) Given $r_{12} = 0.6$, $r_{13} = 0.3$ and $r_{23} = 0.7$, find $r_{23.1}$ and $R_{1.23}$.
- c) Fill in blanks in the following table marked by? Sign.

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

- d) Define the terms :
- Positive classes
 - Multiplicative model of time series
 - Vital events
- e) Write the equations of three planes of regression with variables X, Y and Z.
- f) Compute the CDR and STDR for two population A and B taking population B as standard population :

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

Q3) Attempt any four of the following :

[20]

- a) Obtain the dual problem of the following L.P.P.

$$\text{Minimize } Z = 7X_1 + 3X_2 + 8X_3$$

Subjected to constraints :

$$8X_1 + 2X_2 + X_3 \geq 3$$

$$3X_1 + 6X_2 + 4X_3 \geq 4$$

$$4X_1 + X_2 + 5X_3 \geq 1$$

$$X_1 + 5X_2 + 2X_3 \geq 7$$

$$X_1, X_2, X_3 \geq 0$$

- b) Describe components of time series.
- c) Write the procedure finding optimal solution in minimizing assignment problem.
- d) Fit a trend line to the following data by least square method.

Year	1991	1992	1993	1994	1995
Production	72	75	65	80	85

- e) Obtain initial basic feasible solution using North West Corner method for following transportation problem.

Markets → Sources ↓	D ₁	D ₂	D ₃	D ₄	Supply
O ₁	1	2	1	4	20
O ₂	3	2	2	1	40
O ₃	4	2	5	9	20
O ₄	5	3	6	10	20
Demand	20	40	30	10	

Also find the corresponding transportation cost.

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

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

Q4) Attempt any two of the following : **[20]**

- a) Given $N = 1800$, $(A) = 850$, $(B) = 780$, $(C) = 326$, $(ABc) = 200$, $(AbC) = 94$, $(aBC) = 72$, $(ABC) = 50$. Find all the remaining third order class frequencies.
- b) Find 5- yearly moving average of the number of students studying in a college shown below :

Year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
No. of Students	332	317	357	392	402	405	410	417	405	431

Also plot trend values with original observations on same graph.

- c) Obtain the initial simplex tabular for

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

Subjected to,

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

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

$$X, Y \geq 0.$$

Q5) Attempt any two of the following :

[30]

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

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

- b) Calculate G.F.R., T.F.R., Age-S.F.R., and G.R.R. for the following data.

Assume that proportion of female births is 46.2%.

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

- c) Following is the basic feasible solution of certain transportation problem.

Markets → Sources ↓		D_1	D_2	D_3	Supply		
O_1	2	⑤	7	4	5		
O_2	3	②	3	②	1	④	8
O_3	5		4	⑦	7		7
O_4	1		6	2	⑭		14
Demand		7	9	18			34

Is this solution optimal? If not find optimal solution using MODI method.



Total No. of Questions : 5]

SEAT No. :

P603

[Total No. of Pages : 4

[5415]Ext.-212

S.Y. B.Com. (For External)

BUSINESS ENTREPRENEURSHIP

(2013 Pattern) (Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Explain the terms 'Entrepreneur' and 'Entrepreneurship' Explain in detail the functions of Entrepreneur. **[20]**

OR

Explain the Entrepreneurial Career of Shri. Dhanjayrao Gadgil.

Q2) Explain the terms Creativity and Innovation. State the Do's & Don'ts of Innovation. **[20]**

OR

What is 'Business Ethics'? Explain the nature and principles of Business Ethics.

Q3) a) What is 'Group Entrepreneurship'? Explain the merits & demerits of Group Entrepreneurship. **[10]**

OR

Explain the steps in starting Franchising Business.

b) What is 'Business Process Outsourcing'? Explain the advantages of Business Process Outsourcing. **[10]**

OR

State the reasons for problems of Unemployment in India.

P.T.O.

Q4) Define the term 'Service'. Explain the Opportunities to Service Industry in Rural and Urban Area. **[20]**

OR

What is 'Self Help Group'? Explain the Evolution, Nature and scope of 'Self Help Group'.

Q5) Write Short Notes : (Any Four) **[20]**

- a) Entrepreneurial Motives
- b) Sources of Innovation
- c) Social Responsibility towards shareholders
- d) Social challenges in Entrepreneurship Development
- e) Contribution of Shree Ratnappa Kumbhar
- f) Social Audit

▽▽▽▽

Total No. of Questions : 5]

P603

[5415]Ext.-212

S.Y. B.Com. (For External)

BUSINESS ENTREPRENEURSHIP

(2013 Pattern) (Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न सोडविणे अनिवार्य आहे.
2) उजवीकडील अंक पूर्ण गुण दर्शावितात.
3) संदर्भासाठी मुळ इंग्रजी प्रश्नपत्रीका पहावी.

प्रश्न 1) 'उद्योजक' आणि 'उद्योजकता' या संकल्पना स्पष्ट करा. उद्योजकाची कार्ये सविस्तर स्पष्ट करा. [20]

किंवा

श्री धनंजयराव गाडगीळ यांची उद्योजकिय कारकिर्द स्पष्ट करा.

प्रश्न 2) 'निर्मितीक्षमता' व 'नवनिर्मिती' या संकल्पना स्पष्ट करा. नवनिर्मितीसाठी काय करावे व काय करू नये ते सांगा. [20]

किंवा

'व्यावसायिक नितीमुल्ये' म्हणजे काय? व्यावसायिक नितीमुल्यांचे स्वरूप आणि तत्वे स्पष्ट करा.

प्रश्न 3) अ) 'समूह उद्योजकता' म्हणजे काय? समूह उद्योजकतेचे फायदे-तोटे स्पष्ट करा. [10]

किंवा

व्यवसायाधिकार सुरू करावयाच्या पायऱ्या स्पष्ट करा.

ब) 'बाह्यस्त्रोतार्थ व्यावसायिक प्रक्रिया' म्हणजे काय? बाह्यस्त्रोतार्थ व्यावसायिक प्रक्रियेचे फायदे स्पष्ट करा. [10]

किंवा

भारतातील बेरोजगारीच्या समस्येची कारणे सांगा.

प्रश्न 4) 'सेवा' या संकल्पनेची व्याख्या द्या. सेवा उद्योगाच्या ग्रामीण व शहरी भागातील संधी स्पष्ट करा. [20]

किंवा

'स्वयं: सहाय्यता गट' म्हणजे काय? स्वयंसहाय्यता गटाची उत्क्रांती, स्वरूप आणि व्याप्ती स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार) [20]

- अ) उद्योजकिय प्रेरणा
- ब) नवनिर्मितीचे स्रोत
- क) भागधारकाबाबत सामाजिक जबाबदाऱ्या
- ड) उद्योजकता विकासातील सामाजिक आव्हाने
- इ) श्री रत्नाप्पा कुंभार यांचे योगदान
- फ) सामाजिक अंकेक्षण



Total No. of Questions : 5]

SEAT No. :

P604

[Total No. of Pages : 4

[5415]Ext.-213
S.Y. B.Com. (For External)
MARKETING MANAGEMENT
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) What is Marketing Management? Describe various marketing management philosophies. **[20]**

Q2) Define Marketing Communication. What are the elements of marketing communication mix? **[20]**

OR

Describe the classification of services. How marketing of services is different from marketing of tangible products? **[20]**

Q3) a) Explain the meaning and nature of E-marketing. **[10]**

b) Discuss the E-marketing strategies adopted by business firms in India. **[10]**

OR

a) What are the basic features of rural marketing? **[10]**

b) Describe the problems and marketing strategies considered in rural marketing in India. **[10]**

Q4) What do you mean by Consumer Behaviour? Describe the various factors influencing consumer behaviour. **[20]**

P.T.O.

Q5) Write short notes (Any Two)

[20]

- a) Marketing Management Process
- b) Characteristics of Services
- c) Elements of Green Marketing Mix
- d) Steps in Buying Decision Process



Total No. of Questions : 5]

P604

[5415]Ext.-213
S.Y. B.Com. (For External)
MARKETING MANAGEMENT
(2013 Pattern) (Special Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

प्रश्न 1) विपणन व्यवस्थापन म्हणजे काय? विविध विपणन व्यवस्थापन विचारसरणींचे वर्णन करा. [20]

प्रश्न 2) विपणन संदेशवहन या संज्ञेची व्याख्या द्या. विपणन संदेशवहन मिश्रमध्ये कोणते घटक असतात?
[20]

किंवा

सेवांचे वर्गीकरण याचे वर्णन करा. दृश्य वस्तूंच्या विपणनापेक्षा सेवांचे विपणन वेगळे कसे असते?[20]

प्रश्न 3) अ) इ-मार्केटिंगचा अर्थ व स्वरूप समजावून सांगा. [10]

ब) भारतातील व्यवसाय संस्थांकडून वापरल्या जाणाऱ्या इ-मार्केटिंगच्या व्यूहरचनांची चर्चा करा.[10]

किंवा

अ) ग्रामीण विपणनाची मूलभूत वैशिष्ट्ये कोणती आहेत? [10]

ब) भारतातील ग्रामीण विपणनाच्या समस्या व व्यूहरचना यांचे वर्णन करा. [10]

प्रश्न 4) ग्राहक वर्तन म्हणजे काय? ग्राहकांच्या वर्तनावर प्रभाव पाडणाऱ्या विविध घटकांचे वर्णन करा.[20]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[20]

- अ) विपणन व्यवस्थापन प्रक्रिया
- ब) सेवांची वैशिष्ट्ये
- क) हरित विपणन मिश्रचे घटक
- ड) खरेदी निर्णय प्रक्रियेतील पायऱ्या



Total No. of Questions : 8]

SEAT No. :

P605

[Total No. of Pages : 4

[5415]Ext.-214
S.Y. B.Com. (For External)
ECONOMICS
Agricultural and Industrial Economics
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

- 1) Question no 1 is compulsory.*
- 2) Attempt any five from question no. 2 to 8.*
- 3) Figures to the right indicate full marks.*

Q1) Explain the role and importance of Agricultural in Indian Economy. **[20]**

Q2) Explain in detail the factor affecting supply for Agricultural Produce. **[16]**

Q3) Explain the measures to control risk and uncertainty in Agricultural. **[16]**

Q4) Discuss the Sargent Florence Theory of Industrial Location. **[16]**

Q5) What is Industrial Monopoly? Explain the causes of Industrial Monopoly. **[16]**

Q6) Answer in Brief : **[16]**

- A) State the traditional and modern approaches to theory of firm.
- B) Explain the types of diversification of firm.

P.T.O.

Q7) State in detail the factor affecting location of Industries. **[16]**

Q8) Write a short-note : **[16]**

- A) Industrial Productivity.
- B) Factors affecting optimum size of firm.



Total No. of Questions : 8]

P605

[5415]Ext.-214

S.Y. B.Com. (For External)

ECONOMICS

Agricultural and Industrial Economics

(2013 Pattern) (Special Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :-
- 1) पहिला प्रश्न अनिवार्य आहे.
 - 2) प्रश्न क्रमांक 2 ते 8 यापैकी कोणतेही पाच प्रश्न सोडवा.
 - 3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

-
- प्रश्न 1) भारतीय अर्थव्यवस्थेत कृषी क्षेत्राची भूमिका आणि महत्त्व स्पष्ट करा. [20]
- प्रश्न 2) कृषी उत्पादनाच्या पूर्वठ्यावर परिणाम करणारे घटक सविस्तर स्पष्ट करा. [16]
- प्रश्न 3) कृषी क्षेत्रातील धोके आणि अनिश्चितता नियंत्रित करण्यासाठीच्या उपाययोजना स्पष्ट करा. [16]
- प्रश्न 4) औद्योगिक स्थान निश्चिततेच्या सार्जेंट फ्लोरेन्स यांच्या सिद्धांताची चर्चा करा. [16]
- प्रश्न 5) औद्योगिक मक्तेदारी म्हणजे काय? औद्योगिक मक्तेदारी निर्माण होण्याची कारणे स्पष्ट करा. [16]
- प्रश्न 6) थोडक्यात उत्तरे लिहा. [16]
- अ) उद्योगसंस्थेच्या सिद्धांताचा पारंपारिक आणि आधुनिक दृष्टीकोन स्पष्ट करा.
 - ब) उद्योग विविध करणाचे प्रकार स्पष्ट करा.

प्रश्न 7) औद्योगिक स्थान निश्चिततेवर परिणाम करणारे घटक सविस्तर विशद करा. [16]

प्रश्न 8) टिपा लिहा. [16]

अ) औद्योगिक उत्पादकता

ब) उद्योग संस्थेच्या आकारमानावर परिणाम करणारे घटक



Total No. of Questions : 5]

SEAT No. :

P606

[Total No. of Pages : 4

[5415]Ext.-215
S.Y. B.Com. (For External)
DEFENCE BUDGETING , FINANCE AND MANAGEMENT
Defence Budgeting, Finance and Management (Paper - I)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

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

Q1) Answer in 20 words each (any ten)

[10 × 2 = 20]

- i) Define perspectives planning.
- ii) Write any two importance of ration during war.
- iii) Write any two demerits of public sector undertaking.
- iv) Define Threat perception.
- v) Write any two merits of war time economy.
- vi) Write any two war elements I.
- vii) Define self-reliance.
- viii) Define Zero budget.
- ix) Define military power.
- x) What are the sources of war finance?
- xi) Define national security.
- xii) What is deficit finance?
- xiii) State the meaning of Defence Vs Development

Q2) Answer in 500 words (any one)

[20]

- a) Explain relationship between defence expenditure and national economy.
- b) Analyses India's defence expenditure from 1990 to present day.

P.T.O.

Q3) Answer in 500 words (any one) **[20]**

- a) Assess contribution of private sector in India's defence production.
- b) Describe role of D.R.D.O in India's Defence production.

Q4) Answer in 500 words (any one) **[20]**

- a) What are the characteristics of Indian Economy? Explain any two features.
- b) Describe political and social challenges to India's security.

Q5) Write short note on (any two) **[2 × 10 = 20]**

- a) Features of peace time economy
- b) Importance of zero Budgets
- c) Merits of indigenous defence production
- d) Impact of war on society



Total No. of Questions : 5]

P606

[5415]Ext.-215

S.Y. B.Com. (For External)

DEFENCE BUDGETING , FINANCE AND MANAGEMENT

Defence Budgeting, Finance and Management (Paper - I)

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

प्रश्न 1) खालील प्रश्नांची उत्तरे 20 शब्दांत द्या. (कोणतेही दहा)

[10 × 2 = 20]

- i) पर्सपेक्टिव प्लॅनिंग व्याख्या द्या.
- ii) युद्धातील पुरवठा व्यवस्थेचे कोणतेही दोन महत्त्व लिहा.
- iii) सार्वजनिक क्षेत्राचे कोणतेही दोन दोष लिहा.
- iv) थ्रेट पर्सपेक्शन व्याख्या द्या.
- v) युद्धकालीन अर्थव्यवस्थेचे कोणतेही दोन गुण लिहा.
- vi) कोणतेही दोन युद्ध घटक लिहा.
- vii) स्वयंपूर्णता व्याख्या द्या.
- viii) शून्यआधारित अर्थसंकल्प व्याख्या द्या.
- ix) लष्करी शक्ती व्याख्या द्या.
- x) युद्ध वित्त पुरवठ्याचे स्रोत कोणते.
- xi) राष्ट्रीय सुरक्षा व्याख्या द्या.
- xii) डिफिसिट फायनान्स म्हणजे काय?
- xiii) संरक्षण विरुद्ध विकास अर्थ सांगा.

प्रश्न 2) 500 शब्दांत उत्तर लिहा. (कोणतेही एक) [20]

अ) राष्ट्रीय अर्थव्यवस्था आणि संरक्षण खर्च यातील संबंध स्पष्ट करा.

ब) 1990 ते आजपर्यंतच्या संरक्षण खर्चाचे विश्लेषण करा.

प्रश्न 3) 500 शब्दांत उत्तर लिहा. (कोणतेही एक) [20]

अ) भारतीय संरक्षण क्षेत्रातील खाजगी क्षेत्राचे योगदान वर्णन करा.

ब) भारताच्या संरक्षण उत्पादनातील संरक्षण संशोधन आणि विकास संघटनेची भूमिका वर्णन करा.

प्रश्न 4) 500 शब्दांत उत्तर लिहा. (कोणतेही एक) [20]

अ) भारतीय अर्थव्यवस्थेची वैशिष्ट्ये कोणती? कोणतेही दोन स्पष्ट करा.

ब) भारतीय सुरक्षेतील राजकीय आणि सामाजिक आव्हाने लिहा.

प्रश्न 5) टिपा लिहा. (कोणत्याही दोन) [2 × 10 = 20]

अ) शांतता कालिन अर्थव्यवस्थेचे घटक

ब) शुन्यआधारित अर्थसंकल्पनेचे महत्त्व

क) भारतीय संरक्षण उत्पादनाचे गुण

ड) युद्धाचे समाजावरील परिणाम



Total No. of Questions : 9]

SEAT No. :

P607

[Total No. of Pages : 2

[5415]Ext.-216
S.Y. B.Com. (For External)
INSURANCE, TRANSPORT AND CLEARANCE
Insurance, Transport and Tourism (Paper - I)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

- 1) *Question no. 1 (one) is compulsory.*
- 2) *Solve any five questions from Q.No. 2 to Q.No. 9.*
- 3) *Figures to the right indicate full marks.*

Q1) What is insurance? Explain the principles of Insurance.. **[20]**

Q2) What is Life Insurance Policy? Explain the types of Life Insurance Policies. **[16]**

Q3) What is General Insurance? Explain the various types of General Insurance. **[16]**

Q4) Define Tourism? Explain the Forms of Tourism. **[16]**

Q5) Distinguish between Life Insurance and General Insurance. **[16]**

Q6) What are the challenges before Indian Insurance Business? Explain in detail. **[16]**

Q7) What is mean by Tour operator? State the responsibilities of Tour operator. **[16]**

Q8) Explain the opportunities and challenges before Indian Tourism. **[16]**

Q9) Describe the significance of Tourism - Accommodation for the Tourist. **[16]**



P.T.O.

Total No. of Questions : 9]

P607

[5415]Ext.-216
S.Y. B.Com. (For External)
INSURANCE, TRANSPORT AND CLEARANCE
Insurance, Transport and Tourism (Paper - I)
(2013 Pattern)
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :- 1) प्रश्न क्र. 1 (एक) सोडविणे आवश्यक आहे.
2) प्रश्न क्र. 2 ते प्रश्न क्र. 9 मधून कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

-
- प्रश्न 1) विमा म्हणजे काय? विम्याची तत्वे स्पष्ट करा. [20]
- प्रश्न 2) 'आयुर्विमा पत्र' म्हणजे काय? आयुर्विमा पत्राचे प्रकार स्पष्ट करा. [16]
- प्रश्न 3) 'सर्वसाधारण विमा म्हणजे काय? सर्वसाधारण विम्याचे विविध प्रकार स्पष्ट करा. [16]
- प्रश्न 4) 'पर्यटन' - व्याख्या लिहा. पर्यटनाचे प्रकार स्पष्ट करा. [16]
- प्रश्न 5) 'आयुर्विमा' व 'सर्वसाधारण विमा' यांच्यातील तुलना स्पष्ट करा. [16]
- प्रश्न 6) भारतीय विमा व्यवसायासमोरील आव्हाने, सविस्तर स्पष्ट करा. [16]
- प्रश्न 7) 'यात्रा आयोजक' म्हणजे काय? यात्र - आयोजकाच्या जबाबदाऱ्या सांगा. [16]
- प्रश्न 8) 'भारतीय पर्यटनासमोरील संधी आणि आव्हाने स्पष्ट करा. [16]
- प्रश्न 9) पर्यटकाच्या दृष्टीने पर्यटन - निवासव्यवस्थेचे असलेले महत्व विशद करा. [16]



Total No. of Questions : 8]

SEAT No. :

P608

[Total No. of Pages : 3

[5415]Ext.-217
S.Y. B.Com. (For External)
COMPUTER PROGRAMMING AND APPLICATIONS
(VBscript and RDBMS)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 100

Instructions to the candidates:

- 1) *Question No. 1 is compulsory.*
- 2) *Solve any five questions from Q.No. 2 to Q.No. 8.*
- 3) *Figures to the right indicate full marks.*

Q1) Attempt any four of the following :

[4 × 5 = 20]

- a) What is VBscript? Write uses of VBscript.
- b) Explain any five Aggregate functions of SQL.
- c) Write Importance of Primary and Foreign Key.
- d) Explain benefits of database in business.
- e) Write on Data types in SQL?
- f) Explain RDBMS with it's Features.

Q2) Attempt any four of the following :

[4 × 4 = 16]

- a) Explain following function
 - i) Initcap ()
 - ii) SQRT ()

b) Give output of following :-

```
<Script language = "VBscript">
```

```
Dim, sum, no, rem
```

```
sum = 0
```

```
for no = 1 to 10
```

```
sum = sum + no.
```

```
Next.
```

```
rem = sum mod 10
```

```
document.write ("Answer="& rem)
```

```
</Script>
```

P.T.O.

- c) What are the variable datatypes of VBscript
- d) Write on MsgBox() and document. write ().
- e) What is code documentation and explain it's Types.
- f) Write on Groupby and Orderby clause of select command.

Q3) Attempt any four of the following : [4 × 4 = 16]

- a) Explain scope of variables in VBscript.
- b) Write DML commands of SQL.
- c) Explain Equ and Imp operator of VBscript.
- d) Explain sequential constructs and selection constructs of program control.
- e) Explain scalar subquery, expression in where clause.
- f) Explain Arithmetic operator precedence?

Q4) Attempt any four of the following : [4 × 4 = 16]

- a) What is properties, methods and events of object.
- b) Explain Universal Data Access (UDA).
- c) Explain Input-box using following parameter
 - i) Prompt
 - ii) Title
 - iii) XPOS
 - iv) YPOS
- d) Explain classification of SQL commands.
- e) What are the different components of ODBC?
- f) Explain SQL language elements, keywords and identifiers.

Q5) Attempt any four of the following : [4 × 4 = 16]

- a) Explain any four number conversion functions.
- b) Solve the following queries :-
Employee (empno, empname, desig, salary, commission, deptno)
 - i) Display all record in descending order of commission.
 - ii) Raise the salary of employee who works in depart number 3 by 15%
 - iii) Display total number of employees working in department number 4.
 - iv) Display name of employees whose name starts with 'S'.

- c) Give syntax and example of following operators of VBscript
 - i) AND operator
 - ii) NOT operator
- d) State Rules for declaring variables in VBscript.
- e) Explain Roll back and commit command of SQL.
- f) Explain Exist and Not exist operator.

Q6) Attempt any four of the following : **[4 × 4 = 16]**

- a) Explain union and Intersect operator of SQL.
- b) What is ROLLUP operator with it's syntax.
- c) Explain any four keyboard events of VBscript.
- d) What is constraint? Explain primary key constraint.
- e) Explain Grant command in detail.
- f) Write any four system privileges.

Q7) Attempt any four of the following : **[4 × 4 = 16]**

- a) Explain CUBE operator with example.
- b) Write difference between Having clause and WHERE clause of SQL.
- c) Explain any four properties of command button.
- d) Explain Datediff () and Dateserial () function of VBscript.
- e) Explain the term 'Collection' in VBscript.
- f) Explain window object of DOM?

Q8) Attempt any four of the following : **[4 × 4 = 16]**

- a) Explain Internet explorer events.
- b) Explain BTree index.
- c) Explain basic connectivity to the database in VBscript.
- d) Write on UNION ALL and MINUS operator of SQL.
- e) Explain with example string concatenation operator.
- f) Explain validation with example.

