

P668

[5415]-2001

S.Y. B.Com.

BUSINESS COMMUNICATION

(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

1) All questions are compulsory.

2) All questions carry equal marks.

Q1) What is communication? State various types of barriers to effective communication. [16]

OR

What is Written communication? State its Advantages and disadvantages.

Q2) What is Listening? Explain various barriers in listening. [16]

OR

What is Business letter? Explain the Qualities of Good business letter.

Q3) a) Write office Circular announcing a new Bonus policy scheme for employees. [8]

OR

Draft sales letter for new life insurance policy.

b) Draft a complaint letter on behalf of Jaihind collection Laxmi road Nashik to Raymond company, Bandra, Mumbai for suppling inferior quality of goods. [8]

OR

Draft job application for the post of Sales Executive in sudarshan Chemicals Ltd. Pune.

Q4) Explain the Advantages and disadvantages of social media networks. [16]

OR

What is form memos? Explain the uses and types of form memos.

P.T.O.
Q5) Write short notes (any four)

a) Resume
b) Status enquiry letter
c) Blog
d) Video conferencing
e) ECS
f) Linkedin
P669

[5415]-2002
S.Y. B.Com.
CORPORATE ACCOUNTING
(2013 Pattern) (Regular)

Time : 3 Hours]  [Max. Marks : 80

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

Q1) a) Fill in the blanks with appropriate term from the given options (Any five) [5]

i) In company Final Accounts Goodwill is shown under __________
   (Intangible Assets / Tangible Assets)

ii) Accounting standard - 21 deals with __________
    (Consolidated Financial Statements / Depreciation Accounting)

iii) The person appointed by the court to wind up a company is known as ____________ (Administrator / Liquidator)

iv) Two or more Liquidations and one formation takes place in case of ____________ (Absorption / Amalgamation)

v) Post-acquisition profit is also known as ____________
   (Capital Profit / Revenue Profit)

vi) The process of Internal Reconstruction is implemented to write off ____________ (Accumulated Profits / Accumulated Losses)

vii) Deficiency or Surplus Account is prepared as under ____________
    (List H / List G)

P.T.O.
b) State whether the following statements are True or False (Any 5) [5]
   i) Depreciation is charged on Livestock.
   ii) Dividend is payable on the amount of Authorised Capital.
   iii) Profit on revaluation of Fixed Assets is Capital Profit.
   iv) Debenture holders are not the owners of the company.
   v) External Reconstruction means one liquidation and no formation.
   vi) Liquidation under the supervision of Court is known as compulsory winding up.
   vii) Accounting standard - 10 deals with Accounting for fixed Assets.

c) Write short notes on (Any Two) [14]
   i) AS-14 Accounting for Amalgamation
   ii) Voluntary winding up
   iii) Need for valuation of shares
   iv) Methods of purchase consideration
   v) Inventory Accounting

Q2) Sairaj Ltd. Pune was registered with an Authorized capital Rs. 15,00,000 divided into 15,000 Equity shares of Rs. 100/- each.
   You are required to prepare a statement of profit and loss for the year ended 31st March 2018 as per Revised schedule VI of the Companies Act 2013
   DO NOT PREPARE BALANCE SHEET AND DO NOT RECORD SECOND EFFECT OF ADJUSTMENTS
   The following balances are extracted from the books as on 31st March 2018 as follows:

<table>
<thead>
<tr>
<th>Debit Balances</th>
<th>Rs</th>
<th>Credit Balances</th>
<th>Rs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases</td>
<td>7,59,000</td>
<td>Sales</td>
<td>15,00,000</td>
</tr>
<tr>
<td>Stock of Raw Material (1.4.17)</td>
<td>35,700</td>
<td>Purchase Returns</td>
<td>39,000</td>
</tr>
<tr>
<td>Salaries &amp; Wages</td>
<td>1,93,200</td>
<td>Interest on trade</td>
<td></td>
</tr>
<tr>
<td>Staff welfare expenses</td>
<td>27,300</td>
<td>Investment</td>
<td>7,500</td>
</tr>
<tr>
<td>Bad Debts</td>
<td>9,300</td>
<td>Miscellaneous Income</td>
<td>8,100</td>
</tr>
<tr>
<td>Carriage outward</td>
<td>14,400</td>
<td>Bank Interest</td>
<td>3,000</td>
</tr>
<tr>
<td>Repairs to Machinery</td>
<td>51,900</td>
<td>Other operating Revenue</td>
<td>30,000</td>
</tr>
<tr>
<td>Contribution to Pension</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fund</td>
<td>6,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Carriage on purchases</td>
<td>15,300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>39,300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent and Taxes</td>
<td>24,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Return</td>
<td>27,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power and Fuel</td>
<td>27,900</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Adjustments:

a) Provide depreciation on Machinery Rs. 27,000 and Motor Vehicles Rs. 6,000
b) Stock of Raw Material as on 31st March 2018 amounted to Rs. 51,000
c) Provision for Bad and doubtful debts is Rs. 27,000

[10]

OR

a) Harshal Ltd. has constructed a fixed asset. The cost of the project is given below:

<table>
<thead>
<tr>
<th>Material</th>
<th>Rs. 31,50,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Expenses</td>
<td>Rs. 4,50,000</td>
</tr>
<tr>
<td>Total Wages for the year</td>
<td>Rs. 2,70,000</td>
</tr>
<tr>
<td>(50% chargeable to the project)</td>
<td></td>
</tr>
<tr>
<td>Depreciation on assets used for the project</td>
<td>Rs. 45,000</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>Rs. 1,12,500</td>
</tr>
</tbody>
</table>

b) Taj Ltd. acquired Plant and Machinery on 01.04.2017 for Rs. 50,00,000. Installation expenses were Rs. 2,50,000. Scrap value after its useful life of 5 years was estimated Rs. 2,50,000. What is the amount of depreciation that Taj Ltd. should charge for the accounting year ending 31st March 2018 under fixed Installment method.

[5]

Q3) a) Shruti Ltd. went into voluntary liquidation on 31st March 2018 when its Balance sheet was as follows.

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount</th>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rs.</td>
<td></td>
<td>Rs.</td>
</tr>
<tr>
<td>Share Capital</td>
<td></td>
<td>Goodwill</td>
<td>40,000</td>
</tr>
<tr>
<td>9,400 Equity shares of Rs. 20 each</td>
<td>1,88,000</td>
<td>Leasehold property</td>
<td>54,000</td>
</tr>
<tr>
<td>Bank overdraft (Unsecured)</td>
<td>90,000</td>
<td>Machinery</td>
<td>1,52,000</td>
</tr>
<tr>
<td>Sundry Creditors</td>
<td></td>
<td>Vehicles</td>
<td>30,000</td>
</tr>
<tr>
<td>a) Preferential</td>
<td>7,400</td>
<td>Stock</td>
<td>82,000</td>
</tr>
<tr>
<td>b) Partly secured</td>
<td>60,800</td>
<td>Debtors</td>
<td>74,000</td>
</tr>
<tr>
<td>c) Unsecured</td>
<td>1,41,800</td>
<td>Cash in hand</td>
<td>14,000</td>
</tr>
<tr>
<td></td>
<td>2,10,000</td>
<td>Profit and loss A/c</td>
<td>42,000</td>
</tr>
<tr>
<td></td>
<td>4,88,000</td>
<td></td>
<td>4,88,000</td>
</tr>
</tbody>
</table>

[5415]-2002 3
i) The liquidator realized the assets as follows.
   I) leasehold property which was used to Pay Party Secured Creditors Rs. 44,000
   II) Machinery Rs. 1,28,000
   III) Vehicles Rs. 20,000
   IV) Stock Rs. 1,20,000
   V) Debtors Rs. 70,000

ii) The expenses of liquidation amounted to Rs. 3,800.

iii) Liquidator's Remuneration was fixed at 3% on assets realized except cash and 10% on the amount returned to the equity shareholders.

   You are required to prepare the liquidator's final statement of Account.

b) Following is the summarised Balance Sheet of Hira Ltd and Sitara Ltd as on 31st march 2018.

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Hira Ltd</th>
<th>Sitara Ltd</th>
<th>Assets</th>
<th>Hira Ltd</th>
<th>Sitara Ltd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity share capital</td>
<td></td>
<td></td>
<td>Goodwill</td>
<td>30,000</td>
<td>–</td>
</tr>
<tr>
<td>Shares of Rs. 100 each</td>
<td>3,00,000</td>
<td>1,60,000</td>
<td>Building</td>
<td>1,50,000</td>
<td>75,000</td>
</tr>
<tr>
<td>General Reserve</td>
<td>1,00,000</td>
<td>75,000</td>
<td>Machinery</td>
<td>95,000</td>
<td>67,500</td>
</tr>
<tr>
<td>Profit and loss A/c</td>
<td>1,50,000</td>
<td>60,000</td>
<td>Vehicles</td>
<td>30,000</td>
<td>60,000</td>
</tr>
<tr>
<td>Creditors</td>
<td>50,000</td>
<td>37,500</td>
<td>Investments in 1200 Equity shares in sitara Ltd. at cost</td>
<td>1,57,500</td>
<td>–</td>
</tr>
<tr>
<td>Bills Payables</td>
<td>15,000</td>
<td>20,000</td>
<td>Stock</td>
<td>80,000</td>
<td>80,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Debtors</td>
<td>37,500</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Bills Receivable</td>
<td>15,000</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Cash</td>
<td>20,000</td>
<td>30,000</td>
</tr>
<tr>
<td></td>
<td>6,15,000</td>
<td>3,52,500</td>
<td></td>
<td>6,15,000</td>
<td>3,52,500</td>
</tr>
</tbody>
</table>

Additional Information:

i) Hira Ltd acquired the shares of Sitara Ltd. on 01/10/2017.

ii) On 01/04/2017 Sitara Ltd. has a General Reserve of Rs. 30,000 and the profit and loss account showed a credit balance of Rs. 20,000.

iii) Creditors of Hira Ltd. include Rs. 15,000 due from Sitara Ltd.

iv) Bills payables of sitara ltd include Rs. 12,500 issued in favour of Hira Ltd.

   You are required to prepare a consolidated Balance Sheet as on 31st march 2018 with necessary workings.
### Q4)

The following was the Balance Sheet of Kirti Ltd. as on 31st March 2018.

#### Balance Sheet

**As on 31-3-2018**

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount</th>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share capital</td>
<td></td>
<td>Land and Building</td>
<td>2,80,000</td>
</tr>
<tr>
<td>4000 Equity Shares of Rs. 100 each</td>
<td>4,00,000</td>
<td>Plant and Machinery</td>
<td>2,20,000</td>
</tr>
<tr>
<td>General Reserve</td>
<td>1,28,000</td>
<td>Stock</td>
<td>1,96,000</td>
</tr>
<tr>
<td>Profit and loss A/c</td>
<td>1,20,000</td>
<td>Debtors</td>
<td>84,000</td>
</tr>
<tr>
<td>Bills payable</td>
<td>84,800</td>
<td>Cash in hand</td>
<td>28,800</td>
</tr>
<tr>
<td>Creditors</td>
<td>1,40,000</td>
<td>Advertising suspense</td>
<td>64,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>8,72,800</td>
<td><strong>Total</strong></td>
<td>8,72,800</td>
</tr>
</tbody>
</table>

Kirti Ltd was absorbed by Trupti Ltd on the following terms:

i) Kirti Ltd. agreed to write off advertising suspense A/c against its own reserve.

ii) Trupti Ltd revalued the assets of Kirti Ltd as under :-

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land and Building</td>
<td>3,00,000</td>
</tr>
<tr>
<td>Plant and Machinery</td>
<td>2,08,000</td>
</tr>
<tr>
<td>Stock</td>
<td>2,40,000</td>
</tr>
</tbody>
</table>

Debtors at book value

iii) Trupti Ltd. took over all the assets and liabilities of Kirti Ltd. and agreed to discharge the purchase consideration into 5200 shares of Rs. 100 each at Rs. 110 per share and the balance in cash.

iv) Kirti Ltd. paid its liquidation expenses of Rs. 8000.

Prepare realisation account, Trupti Ltd. account, cash account and equity shareholders account in the books of Kirti Ltd. and opening journal entries in the books of Trupti Ltd.

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[20] 

OR

[5415]-2002 5
a) Following is the balance sheet of Ashok Co. Ltd Mumbai as on 31st March 2018

Balance sheet
As on 31-3-2018

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount Rs.</th>
<th>Assets</th>
<th>Amount Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>30,000 Equity shares of Rs.100 each</td>
<td>30,00,000</td>
<td>Freehold property</td>
<td>15,00,000</td>
</tr>
<tr>
<td>Reserve fund</td>
<td>7,00,000</td>
<td>Machinery</td>
<td>18,00,000</td>
</tr>
<tr>
<td>Profit and loss A/c</td>
<td>2,50,000</td>
<td>Furniture</td>
<td>2,50,000</td>
</tr>
<tr>
<td>Trade payables</td>
<td>6,00,000</td>
<td>Stock</td>
<td>2,80,000</td>
</tr>
<tr>
<td>Bills Payables</td>
<td>2,50,000</td>
<td>Trade Receivables</td>
<td>6,50,000</td>
</tr>
<tr>
<td></td>
<td>48,00,000</td>
<td>Bank Balance</td>
<td>3,00,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Formation Expenses</td>
<td>20,000</td>
</tr>
</tbody>
</table>

Additional Information:

i) Assets are valued as under :-
   - Goodwill                  Rs. 6,00,000
   - Freehold property         Rs. 23,00,000
   - Machinery                 Rs. 19,00,000
   - Furniture                 Rs. 3,00,000
   - Stock                     Rs. 3,50,000
   - Trade receivables         Rs. 6,00,000

ii) The profit of the company amounted to
   - 2016                       Rs. 7,00,000
   - 2017                       Rs. 6,50,000
   - 2018                       Rs. 7,50,000

iii) It is the practice of the company to transfer one fourth of profit to reserve fund

iv) The fair yield in respect of equity shares of similar type of companies is ascertained at 10%.

   Find out the value of each equity share under
   I) Intrinsic Value
   II) Yield value
   III) Fair value method.
b) The following is the balance sheet of Sangam Co. Ltd as on 31st March 2018.

**Balance Sheet**

As on 31-3-2018

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount Rs.</th>
<th>Assets</th>
<th>Amount Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share Capital</td>
<td></td>
<td>Freehold property</td>
<td>23,75,000</td>
</tr>
<tr>
<td>15,000 7% cumulative preference shares of Rs. 100 each</td>
<td>15,00,000</td>
<td>Plant and machinery</td>
<td>8,00,000</td>
</tr>
<tr>
<td>27500 equity shares of Rs. 100 each</td>
<td>27,50,000</td>
<td>Goodwill</td>
<td>3,00,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stock</td>
<td>3,50,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Debtors</td>
<td>2,25,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Preliminary expenses</td>
<td>2,50,000</td>
</tr>
<tr>
<td>Share premium A/c</td>
<td>4,00,000</td>
<td>Profit and loss A/c</td>
<td>7,50,000</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>4,00,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>50,50,000</td>
<td></td>
<td>50,50,000</td>
</tr>
</tbody>
</table>

The following scheme of reconstruction was approved and duly sanctioned.

i) Preference shares to be reduced by Rs. 20 per share.

ii) Equity shares to be reduced to Rs. 50 per share.

iii) Write off all intangible assets and share premium account.

iv) Freehold property to be written down by Rs. 5,25,000.

Give necessary journal entries to record the above transactions in the books of Sangam Co. Ltd. Also prepare a Revised Balance sheet after the scheme of reconstruction as on 31st March 2018.

[10]


**Instructions to the candidates:**

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

**Q1)** What is mean by Macro economics? Explain the significance and limitations of macro economics.  

[16]

**Q2)** What is National Income? Explain the difficulties in measuring National Income.  

[16]

OR

What is credit creation? Explain the Measures of credit control Adopted by the Central Bank.

**Q3)** Answer in brief.


[8]

b) Explain the causes of Inflation.  

[8]

OR

a) Explain the Monetary policy for control of trade cycles.

b) Explain the J.B. Say's law of market.

**Q4)** What is public expenditure? Explain the causes of increasing public expenditure.  

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

a) Phillip's curve.

b) Principles of Taxation.

c) Cost push Inflation.

d) Features of Trade Cycle.
प्रश्न 1) समग्र प्रश्न सोडवणो आवश्यक आहेत.
प्रश्न 2) उजवीकडील अंक पूर्ण गुणा दर्शवितात.
प्रश्न 3) आवश्यक तेथे सुबक आकृत्त्य काढा.
प्रश्न 4) संदर्भांसार्धी मुठ इंग्रजी प्रश्नपत्रिका पहावी.
प्रश्न 5) थोड़क्यात टिपा लिहा (कोणत्याही दोन)

ए) फिलिप्स बक्र

ब) करांची तत्वे

क) खर्च–दाबनिर्मित चलनवाड

ड) व्यापारचक्काची वैशिष्ट्ये
Instructions to the candidates:

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

Q1) Explain the meaning and importance of Management. [16]

OR

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

Q2) Define organisation. What are the principles of organisation? [16]

OR

Define the term management. Describe the various challenges before managers. [16]

Q3) What are the detail barriers of communication? [16]

OR

Define Motivation. Explain Maslow's Need Hierarchy Theory. [16]

Q4) Define Controlling. Explain the steps and importance of controlling. [16]

OR

What do you mean by direction? Explain the principles and importance of direction? [16]
Q5) Write Short Notes on (any four)  

a) Hertzberg's Motivation Hygiene Theory.

b) Importance of Disaster Management.

c) Modern Indian Economic Thoughts of Mahatma Gandhi.

d) Sources and Methods of recruitment.

e) Functions of a Leader.

f) Importance of Business Ethics.
प्रश्न 1) व्यवस्थापनाचा अर्थ सांगून महत्त्व स्पष्ट करा.

किंवा
पूर्वानुमान म्हणजे काय? पूर्वानुमानाची गरज व तंत्रे स्पष्ट करा.

प्रश्न 2) संघटनेची व्याख्या करा. संघटनेची तत्वे संविस्तर सांगा.

किंवा
व्यवस्थापनाची व्याख्या करा. व्यवस्थापकासमोरील विविध आवाहने विषय करा.

प्रश्न 3) संदेशवाहनातील अडथळे संविस्तर स्पष्ट करा.

किंवा
अभिप्रेतची व्याख्या सांगा. मंसळे यांच्या मानवी गरजांच्या श्रेणीचा सिद्धांत स्पष्ट करा.

प्रश्न 4) नियंत्रणाची व्याख्या करा. नियंत्रणाचे महत्त्व व पावना सांगा.

किंवा
निर्देशन म्हणजे काय? निर्देशनाचे तत्व व महत्त्व स्पष्ट करा.
प्रश्न 5) थोड़बाट टिप्पणी लिखा. (कोणत्याही चार)

अ) फ्रेडरिक हुड्सन यांचा आरोग्यविषयक अभिप्रेत निदळांत

ब) आप्तीती व्यवस्थापनाचे महत्त्व

क) महात्मा गांधी यांचे आधुनिक भारतीय आर्थिक विचार

ड) कर्मचारी भारती करण्याची साधने व पद्धती

इ) नेतृत्वाची कार्ये

फ) व्यवसायिक नितिमंत्रा चे महत्त्व
Total No. of Questions : 5] 

P672

[5415]-2005
S.Y. B.Com. (Regular)
ELEMENTS OF COMPANY LAW
(2013 Pattern)

Time : 3 Hours] 
(Max. Marks : 80

Instructions to the candidates:

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

Q1) Define a 'Company'. Explain in details the types of companies. [16]

Q2) Explain the stages in Formation of a company.

OR

Define 'Article of Association'. Distinguish between Memorandum of Association and Article of Association. [16]

Q3) a) Explain the Advantages and Disadvantages of E-Governance. [8]

b) What is Allotment of Shares? Explain the provisions for Allotment of Shares. [8]

OR

a) Explain the Qualification and Disqualification of Directors. [8]

b) Explain the Role and Responsibility of the Directors regarding Corporate Social Responsibility. [8]

Q4) a) Explain the different kinds of Resolution. [8]

b) Explain the different types of Voluntary winding up of company. [8]

P.T.O.
Q5) Write short notes on: (Any two) [16]

a) Forfeiture of Shares
b) Directors Identification Number (DIN)
c) Types of Shareholder's Meeting
d) Reconstruction & Amalgamation
प्रश्न 1) कंपनीची व्यावसायिक आवश्यकता एवम् प्रकार साविचत्र स्पष्ट करा.

प्रश्न 2) कंपनी स्थापनातील विविध अवस्था स्पष्ट करा.

किवा

नियमावलीची व्यावसायिक आवश्यकता घटनाप्रक्रम व नियमावलीतील फरक स्पष्ट करा.

प्रश्न 3) अ) ई-भव्यकथेनसंव फायदे आणि तोटे स्पष्ट करा.

ब) भाग-वाटप म्हणजेचाच काय? भाग-वाटपाच्या तत्त्वातील स्पष्ट करा.

किवा

अ) संचालनाची पात्रता आणि अपात्रता स्पष्ट करा.

ब) कंपनी सामाजिक जवाबदती संदर्भात संचालन संदर्भात मंडळाची भूमिका आणि जवाबदती स्पष्ट करा.

प्रश्न 4) अ) ठरावाचे विविध प्रकार स्पष्ट करा.

ब) कंपनीच्या ऐच्छिक समापनाचे विविध प्रकार स्पष्ट करा.
प्रश्न 5) टिप्पणियां (कोणत्याही दोन)

अ) भाग-जसी

ब) संचालक ओपियुक्रमांक

क) भाग-धारकोंच्या संपेहेचे प्रकार

ड) पुनरंजना आणि एकजीकरण
P673

5415-2006
S.Y. B.Com.
BUSINESS ADMINISTRATION (Paper - I)
(2013 Pattern)

Time : 3 Hours] Max. Marks : 80
Instructions to the candidates:
1) All questions are compulsory.
2) All questions carry equal marks.

Q1) Define Sole Proprietorship. Explain the merits and demerits of sole Proprietorship. [16]

OR

State the meaning of limited liability Partnership. Explain the merits and Demerits of limited liability partnership. [16]

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

OR

Explain the Social responsibility of business towards different interest groups. [16]

Q3) a) Explain the procedure for formation of partnership firm. [8]
b) Explain the role of National Productivity Council (NPC). [8]

OR

a) Explain the documents required for incorporation of a company. [8]
b) Explain the procedure for registration of a company. [8]

P.T.O.
Q4 What are the consequences of Industrial sickness? [16]

OR

What is Privatisation? explain the implication of Privatisation. [16]

Q5) Write short notes (any four) [16]

a) Principles of Management
b) Special economic Zone (SEZ)
c) Social Environment
d) Knowledge Process Outsourcing (KPO)
e) Quality Circles
f) Promotion of Business unit
वेळ : 3 तास

प्रश्न 1) एकल व्यापारी संस्थेची व्याख्या लिहा. एकल व्यापारी संस्थेचे फायदे व मर्यादा स्पष्ट करा. [16]

किंवा

भागीदारी संस्थेची मर्यादित जबाबदारी अर्थ लिहा. भागीदारी संस्थेच्या मर्यादित जबाबदारीचे फायदे व तोंद स्पष्ट करा. [16]

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

किंवा

व्यवसायाच्या सामाजिक जबाबदार्या विविध गटांच्या संदर्भात कशा प्रकारे असतात ते स्पष्ट करा. [16]

प्रश्न 3) अ) भागीदारी संस्था स्थापनेची प्रक्रिया स्पष्ट करा. [8]

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

किंवा

अ) नॉन्डोनिचा दाखला मिलविण्यासाठी आवश्यक असणारी कागदपत्रे लिहा. [8]

ब) कंपनीची नॉन्डोनी करण्यासाठी आवश्यक असणारी प्रक्रिया स्पष्ट करा. [8]
प्रश्न 4) औद्योगिक आजारपणाचे कोणते परिणाम होतत ते लिहा?

किंवा

खाजगीकरण म्हणजे काय? खाजगीकरणाची अंगण बजावणी स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार)

अ) व्यवस्थापनाची तत्वे

ब) विशेष आर्थिक क्षेत्र

क) सामाजिक पर्यावरण

ड) बाहीर संशोधनातून ज्ञान प्रक्रियेचे कार्य

ड) गुणवत्ता प्रणाली बरुळा

फ) व्यवसाय संवर्धन
[5415]-2007
S.Y. B.Com. (Regular)
BANKING AND FINANCE
Indian Banking System - I
(2013 Pattern) (Special Paper - I)

Time : 3 Hours]  [Max. Marks : 80

Instructions to the candidates:
1)  All questions are compulsory.
2)  Figures to the right indicate full marks.
3)  All questions carry equal marks.

Q1) Explain the role of banking system in economic development. [16]

Q2) Discuss the role and performance of private sector banks in India. [16]

OR

Discuss the progress and performance of public sector banks in India after 1991. [16]

Q3) a) Explain the principles of cooperation. [8]
   b) State the recommendations of Narasimham committee-I. [8]

   OR

   a) Explain the problems of district credit cooperative banks. [8]
   b) Explain the difference between scheduled and non-scheduled banks. [8]

Q4) Explain the credit control methods of RBI. [16]
Q5) Write short notes on : (any two) [16]

a) Responsible factors for NPA

b) State cooperative banks

c) Self Help Group

d) Primary Agriculture Credit Cooperative Societies
प्रश्न 1) आर्थिक विकासातील बऱ्याच प्रणालीची भूमिका स्पष्ट करा.

प्रश्न 2) भारतातील खाजगी बऱ्यांची भूमिका आणि कामगिरी याची चर्चा करा.

किंवा
भारतातील सार्वजनिक क्षेत्रातील बऱ्यांची 1991 नंतरची प्रगती आणि कामगिरी याची चर्चा करा.[16]

प्रश्न 3) अ) सहकाराची तत्वे विषय करा.
ब) नरसिंह समिती-I च्या शिफारशी सांगा.

किंवा
अ) जिल्हा सहकारी बऱ्याचा समस्या विषय करा.
ब) अनुमूल्यित बऱ्या आणि बऱ्यासारख्या अनुमूल्यित बऱ्या याच्याचैतन्य फरक स्पष्ट करा.

प्रश्न 4) भारतीय रिपोर्टचे बऱ्यांची पतनीयांशी पद्धती स्पष्ट करा.
प्रश्न 5) टिपा लिहावा. (कोणत्याही दोन)

अ) बुद्धित कर्ज व मालमता यासाठीचे जबाबदार घटक

ब) राज्य सहकारी बँका

क) स्वयं सहायता गट

ड) प्राथमिक कृषि सहकारी पतसंस्था
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.

a) Agricultural produce
b) Broker
c) Market Committee
d) Market Area

Q2) Explain the term 'Life Insurance Policy'. Describe the procedure of the Life Insurance Policy.

OR

Define the term 'Insurance'. Explain the Importance and Basic principles of 'General Insurance'.

Q3) a) Describe the principles of 'Marine Insurance Policy'.

b) State the difference between 'Life Insurance and Fire Insurance'.

OR

a) State the difference between strikes and Lockouts under the Industrial Disputes Act, 1947.

b) State the features of partnership under the partnership Act. 1932.
Q4) Define the term "Co-operative Society" under the Maharashtra co-operative societies Act, 1960. Explain various types of co-operative societies. [16]

Q5) Write Short Notes : (Any Two) [16]

a) Personal Accident Insurance.

b) Challenges before LIC.

c) Closure and re-starting of undertaking.

d) Dissolution of partnership firm.
प्रश्न 1) महाराष्ट्र कृषी उत्पत्ति खरेदी विक्री (नियमन) कायदा, 1963 अनुसार खालील संकल्पना स्पष्ट करा.[16]

     अ) कृषी उत्पत्ति.
    ब) दलाल.
    ख) बाजार समिती.
    द) बाजार श्रेणी.

प्रश्न 2) जिवन विमा ही संकल्पना स्पष्ट करा. जिवन विमा संपादन करण्याची कार्यपद्धती विषय करा.[16]

किंवा

विमा प्रमाणे काय? विम्याचे महत्त्व व विम्याची मुलतत्त्व स्पष्ट करा.[16]

प्रश्न 3) अ) सागरी विम्याची तत्व स्पष्ट करा.[8]

    ब) जिवन विमा आणि अत्यन्त वि. यांत्रिक फटक स्पष्ट करा.[8]

किंवा

     अ) आदर्श आणि कलह कायदा, 1947 नुसार संप आणि टल्याचं यांत्रिक फटक स्पष्ट करा.[8]
    ब) भागिदारी कायदा, 1932 नुसार भागिदारीच्या बॅंकूट्स विषय करा.[8]
प्रश्न 4) महाराष्ट्र सहकारी संस्थांचा कायदा, 1960 नुसार सहकारी संस्था ही संकल्पना सांगा. सहकारी संस्थांचे विविध प्रकार स्पष्ट करा. [16]

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

अ) वैयक्तीक अपघात विमा.

ब) जिवन विमा निगम (LIC) समोरील आदेश.

क) उद्भोग व्यावसाय बंद करणे आणि पुन्हा सुरु करणे.

ड) भागीदारी संस्थेचे विसर्जन.
[5415]-2009

S.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

(2013 Pattern) (Paper - I)

Time: 3 Hours

Max. Marks: 80

Instructions to the candidates:

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

Q1) Explain the History of co-operative legislation in India. [16]

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

OR

Explain the role of central Registrar.

Q3) a) Explain the problems of consumer co-operative in India. [8]
   b) Explain the problem of state- Co-operative Banks. [8]

OR

a) State the Management structure of co-operative society. [8]
   b) Explain the development strategy of Model Village. [8]

Q4) Explain the 'Rural Development'. Discuss the various Approaches of Rural Development. [16]

Q5) Write short notes on (any two) [16]
   a) Dr. B.R. Ambedkar view about Rural Development
   b) Concept of Panchayat Raj
   c) Concept of peoples participation
   d) Rural Development and Globalization

P.T.O
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[5415]-2009
S.Y. B.Com.
CO-OPERATION AND RURAL DEVELOPMENT
(2013 Pattern) (Paper - I)
(मराठी रूपांतर)

वेळेची माहिती: 3 तास [एकूण गुण: 80]

सूचना:
1) सर्व प्रश्न सोडबिंब आवश्यक आहे.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.
3) संदर्भांनी मुख इंग्रजी प्रश्नपत्रिका पहावी.

प्रश्न 1) भारतातील सहकारी कायद्यांचा इतिहास स्पष्ट करा. [16]

प्रश्न 2) महाराष्ट्र राज्य सहकारी संस्था कायदा -1960 मधील अगस्त 2013 पर्यवेक्षण दुर्लभतानंतर सहकारी संस्थांची नोंदणी, पर्यवेक्षण आणि अंकक्षण यायावर तरुणी स्पष्ट करा. [16]

किंवा
मध्यवर्ती निवासकाळी' भूमिका स्पष्ट करा.

प्रश्न 3) अ) भारतातील ग्राहक सहकारी संस्थांच्या समस्या स्पष्ट करा. [8]
ब) राज्य सहकारी वंडेच्या समस्या स्पष्ट करा. [8]

किंवा
अ) सहकारी संस्थेची व्यवस्थापन रचना स्पष्ट करा. [8]
ब) विकासाची 'आदर्श ग्राम' व्यवहारच्या स्पष्ट करा. [8]

प्रश्न 4) ग्रामीण विकास स्पष्ट करा. ग्रामीण विकासाचे विविध दृष्टीकोन विषयी चर्चा करा. [16]

प्रश्न 5) थोडक्यात टिप्पणी. (कोणत्याही दोन) [16]
अ) डॉ. बी. आर. आंबेडकर यांचा ग्रामीण विकासाच्या वंडेच्या दृष्टीकोन [8]
ब) पंचायतेनंतर संकल्पना [8]
क) लोक सहभाग संकल्पना [8]
ड) ग्रामीण विकास व जागरूकतीकरण [8]
S.Y.B.Com.

COST AND WORKS ACCOUNTING (Paper - I)
(2013 Pattern)

Time : 3 Hours]                [Max. Marks : 80

Instructions to the candidates:

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

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

a) _______ document is used for issuing materials to the production department.

b) In case of _______ price method, the need for calculating a new issue price arises every time when a new purchase is made.

c) The total earnings of a worker are same under the both Halsey and Rowan plans when time saved is _______.

d) Depreciation of factory machinery is an item of _______.

e) _______ is the rate of change in the labour force of an organisation.

B) State true or false. [5]

a) The degree of accuracy is more in financial accounting as compared to cost accounting.

b) Purchase requisition is prepared by the purchasing department.

c) Job evaluation is the comparative appraisal of workers on different jobs.

d) Cost accounting is a branch of financial accounting.

e) Group bonus plans differentiate between efficient and inefficient workers.

P.T.O
Q2) Define the term cost. Explain the difference between cost accounting and financial accounting. [15]

OR

a) What is time-keeping? Explain the methods of time-keeping. [10]
b) State the uses of computer in store Accounting. [5]

Q3) Write short notes. (Any three) [15]

a) Cost unit
b) Goods received note
c) Codification of material
d) Bin card
e) Job analysis

Q4) A) The following details have been extracted from the cost records of TATA Limited, Pune [15]

<table>
<thead>
<tr>
<th>Items of cost</th>
<th>Amount Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stock of raw material</td>
<td>75000</td>
</tr>
<tr>
<td>Closing stock of raw material</td>
<td>91500</td>
</tr>
<tr>
<td>Direct wages</td>
<td>52500</td>
</tr>
<tr>
<td>Indirect wages</td>
<td>2750</td>
</tr>
<tr>
<td>Sales</td>
<td>211000</td>
</tr>
<tr>
<td>Opening work-in-progress</td>
<td>28000</td>
</tr>
<tr>
<td>Closing work-in-progress</td>
<td>35000</td>
</tr>
<tr>
<td>Purchases of raw materials</td>
<td>66000</td>
</tr>
<tr>
<td>Factory rent, rates and power</td>
<td>15000</td>
</tr>
<tr>
<td>Depreciation on plant</td>
<td>3500</td>
</tr>
<tr>
<td>Expenses on purchases</td>
<td>1500</td>
</tr>
<tr>
<td>Carriage outward</td>
<td>2500</td>
</tr>
<tr>
<td>Advertising</td>
<td>3500</td>
</tr>
<tr>
<td>Office rent and taxes</td>
<td>2500</td>
</tr>
<tr>
<td>Salesmen salary and commission</td>
<td>6500</td>
</tr>
<tr>
<td>Opening stock of finished goods</td>
<td>54000</td>
</tr>
<tr>
<td>Closing stock of finished goods</td>
<td>31000</td>
</tr>
<tr>
<td>Gift</td>
<td>10000</td>
</tr>
</tbody>
</table>

You are to prepare cost sheet.
B) You have been asked to calculate the economic order quantity from the following data.

Cost of purchasing per order : Rs. 20
Number of units to be purchased during the year : 5000 units
Purchase price including transportation costs : Rs. 50 per unit
Annual carrying cost per unit : 10% of consumption

OR

Component-A is used as follows:

Normal usage : 50 units per week
Minimum usage : 25 units per week
Maximum usage : 75 units per week
Re-order quantity : 500 units
Re-order period : 2 to 4 weeks

Calculate: A) Re-order level, and B) Maximum level

Q5) A) The following transactions took place relating to material X during January.

<table>
<thead>
<tr>
<th>Date</th>
<th>Particulars</th>
<th>Qty. (Kg)</th>
<th>Rate per unit (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan, 2</td>
<td>Purchases</td>
<td>2000</td>
<td>10</td>
</tr>
<tr>
<td>Jan, 6</td>
<td>Purchases</td>
<td>300</td>
<td>12</td>
</tr>
<tr>
<td>Jan, 9</td>
<td>Issues</td>
<td>1200</td>
<td>-</td>
</tr>
<tr>
<td>Jan, 10</td>
<td>Purchases</td>
<td>200</td>
<td>14</td>
</tr>
<tr>
<td>Jan, 11</td>
<td>Issues</td>
<td>1000</td>
<td>-</td>
</tr>
<tr>
<td>Jan, 22</td>
<td>Purchases</td>
<td>300</td>
<td>15</td>
</tr>
<tr>
<td>Jan, 23</td>
<td>Issues</td>
<td>100</td>
<td>-</td>
</tr>
<tr>
<td>Jan, 30</td>
<td>Issues</td>
<td>200</td>
<td>-</td>
</tr>
<tr>
<td>Jan, 31</td>
<td>Issues</td>
<td>200</td>
<td>-</td>
</tr>
</tbody>
</table>

You are required to prepare store ledger of material X under FIFO method
OR

Q5) A) Calculate the material turnover ratio for Material-P and Q and comment upon the results:

<table>
<thead>
<tr>
<th>Material-P (Rs.)</th>
<th>Material-Q (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stock</td>
<td>10000</td>
</tr>
<tr>
<td>Purchases during the year</td>
<td>76000</td>
</tr>
<tr>
<td>Closing stock</td>
<td>6000</td>
</tr>
<tr>
<td></td>
<td>35000</td>
</tr>
<tr>
<td></td>
<td>50000</td>
</tr>
<tr>
<td></td>
<td>25000</td>
</tr>
</tbody>
</table>

B) With the help of the following information, you are required to ascertain the wages paid to workers P and Q under Taylor's Differential Piece Rate system:

Standard time allowed: 40 units per hour
Simple time wages: Rs. 4 per hour
Differential rates to be applied:
75% of piece rate when below standard.
125% of piece rate when above the standard.
The workers have produced in a day of 8 hours as follows.
P – 240 units and Q – 400 units.

OR

The following information relates to the personnel department of a factory for the month of April, 2017:

Number of workers on April 1, 2017: 950
Number of workers on April 30, 2017: 1050
Number of workers who quit the factory in April: 20
Number of workers discharge in April: 60
Number of workers engaged in April (including 120 on account of expansion scheme): 140
Calculate the labour turnover rate under the different methods.
[5415]-2011
S.Y. B.Com.
BUSINESS STATISTICS - I
(2013 Pattern) (Paper - I)

Time : 3 Hours] [Max. Marks : 80

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) Give any two real life situations for multiple regression.

b) Define vital event. State three methods of collection of vital statistics.

c) Define 'positive class' with an illustration.

d) Given \( r_{12} = 0, r_{13} = 0 \) and \( r_{23} = 0.25 \) find \( R_{123} \)

e) State four components of time series. Also write equation of multiplicative model.

f) Given \( d_{80} = 2018, l_{80} = 13987, \) find \( l_{81} \)

g) Given \( \alpha = 0.1 \), estimate the profit for the year 2018 using exponential smoothing method for:

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit (in crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>21.8</td>
</tr>
<tr>
<td>2017</td>
<td>24.5</td>
</tr>
</tbody>
</table>
Q2) Attempt any four of the following: [20]

a) The following is the information on employment and education.

<table>
<thead>
<tr>
<th>Employed graduates</th>
<th>= 286</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unemployed graduates</td>
<td>= 48</td>
</tr>
<tr>
<td>Employed un-graduates</td>
<td>= 450</td>
</tr>
<tr>
<td>Unemployed un-graduates</td>
<td>= 216</td>
</tr>
</tbody>
</table>

Compute the coefficient association between these two attributes. Comment on the nature of association.

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

<table>
<thead>
<tr>
<th>Age (x)</th>
<th>l_x</th>
<th>d_x</th>
<th>q_x</th>
<th>p_x</th>
<th>L_x</th>
<th>T_x</th>
<th>e^0_x</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>9873</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>83269</td>
<td>?</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Age group</th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Population</td>
<td>Deaths</td>
</tr>
<tr>
<td>0-10</td>
<td>600</td>
<td>18</td>
</tr>
<tr>
<td>10-20</td>
<td>1000</td>
<td>5</td>
</tr>
<tr>
<td>20-60</td>
<td>3000</td>
<td>24</td>
</tr>
<tr>
<td>Above 60</td>
<td>400</td>
<td>20</td>
</tr>
</tbody>
</table>
d) Obtain initial basic feasible solution using North West Corner method for following transportation problem.

<table>
<thead>
<tr>
<th>Markets →</th>
<th>D₁</th>
<th>D₂</th>
<th>D₃</th>
<th>D₄</th>
<th>Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sources ↓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>O₁</td>
<td>3</td>
<td>5</td>
<td>7</td>
<td>6</td>
<td>50</td>
</tr>
<tr>
<td>O₂</td>
<td>2</td>
<td>5</td>
<td>8</td>
<td>2</td>
<td>75</td>
</tr>
<tr>
<td>O₃</td>
<td>3</td>
<td>6</td>
<td>9</td>
<td>2</td>
<td>25</td>
</tr>
<tr>
<td>Demand</td>
<td>20</td>
<td>20</td>
<td>50</td>
<td>60</td>
<td></td>
</tr>
</tbody>
</table>

Also find the corresponding transportation cost.

e) Solve the minimal assignment problem whose effectiveness matrix is:

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>II</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>III</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>IV</td>
<td>3</td>
<td>5</td>
<td>8</td>
<td>4</td>
</tr>
</tbody>
</table>

Is there unique solution?

f) Obtain the dual problem of the following linear programming problem:
Minimize $z = 130x_1 + 120x_2$
Subject to:

\[
17x_1 + 10x_2 \geq 10
\]
\[
11x_1 + 14x_2 \geq 20
\]

$x_1, x_2 \geq 0$
Q3) Attempt any two of the following:

a) Given N=1800, (A)=850, (B)=780, (C)=326, (AB)=250, (AC)=144,
(BC)=122, (ABC)=50. Find the following frequencies: \((AB\gamma)\), \((A\beta C)\),
\((\alpha BC)\), \((\alpha B\gamma)\) and \((A\beta\gamma)\).

b) i) Find 3-yearly moving average of the production of commodity for
the year 2008 to 2017 as given below:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>24</td>
<td>23</td>
<td>25</td>
<td>27</td>
<td>29</td>
<td>28</td>
<td>27</td>
</tr>
</tbody>
</table>

ii) Fit a trend line to the following data by least square method.

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>12</td>
<td>20</td>
<td>28</td>
<td>32</td>
<td>50</td>
</tr>
</tbody>
</table>

Also obtain the trend value of sales for the year 2017.

c) Obtain the initial simplex table for

\[
\text{Maximize } z = 2000x_1 + 3000x_2
\]

Subject to:

\[
600x_1 + 900x_2 \leq 9000
\]
\[
300x_1 + 150x_2 \leq 3000
\]

\[
x_1, x_2 \geq 0
\]

Also comment on which is entering and leaving variable.
Q4) Attempt any two of the following:

a) Given the following information find equation of plane of regression of $X_1$ on $X_2$ and $X_3$. Also estimate value of $X_1$ when $X_2 = 161$ and $X_3 = 169$.

<table>
<thead>
<tr>
<th>Variable</th>
<th>Mean</th>
<th>SD</th>
<th>Correlations</th>
</tr>
</thead>
<tbody>
<tr>
<td>$X_1$</td>
<td>170</td>
<td>2.4</td>
<td>$r_{12} = 0.28$</td>
</tr>
<tr>
<td>$X_2$</td>
<td>160</td>
<td>2.7</td>
<td>$r_{13} = 0.49$</td>
</tr>
<tr>
<td>$X_3$</td>
<td>168</td>
<td>2.7</td>
<td>$r_{23} = 0.51$</td>
</tr>
</tbody>
</table>

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 47.7%.

<table>
<thead>
<tr>
<th>Age group (in years)</th>
<th>No. of Women (in 000)</th>
<th>Total Births</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-19</td>
<td>8000</td>
<td>560</td>
</tr>
<tr>
<td>20-24</td>
<td>10000</td>
<td>1000</td>
</tr>
<tr>
<td>25-29</td>
<td>12000</td>
<td>840</td>
</tr>
<tr>
<td>30-34</td>
<td>6000</td>
<td>360</td>
</tr>
<tr>
<td>35-39</td>
<td>3000</td>
<td>150</td>
</tr>
<tr>
<td>40-44</td>
<td>5000</td>
<td>50</td>
</tr>
<tr>
<td>45-49</td>
<td>4000</td>
<td>40</td>
</tr>
</tbody>
</table>

Also comment on the results of T.F.R. and G.R.R.
c) Following is the basic feasible solution of certain transportation problem.

<table>
<thead>
<tr>
<th>Markets →</th>
<th>D₁</th>
<th>D₂</th>
<th>D₃</th>
<th>D₄</th>
<th>Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sources ↓</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>O₁</td>
<td>6</td>
<td>8</td>
<td>5</td>
<td>5</td>
<td>25</td>
</tr>
<tr>
<td>O₂</td>
<td>5</td>
<td>11</td>
<td>5</td>
<td>9</td>
<td>7</td>
</tr>
<tr>
<td>O₃</td>
<td>8</td>
<td>9</td>
<td>18</td>
<td>7</td>
<td>13</td>
</tr>
<tr>
<td>Demand</td>
<td>35</td>
<td>28</td>
<td>32</td>
<td>25</td>
<td></td>
</tr>
</tbody>
</table>

Is this solution optimal? If not find optimal solution using MODI method.
**S.Y. B.Com.**

**BUSINESS ENTREPRENEURSHIP**

(2013 Pattern) (Paper - I)

*Time: 3 Hours*  
*[Max. Marks: 80]*

**Instructions to the candidates:**

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

**Q1)** Define the concept 'Entrepreneur'. State the qualities and functions of Entrepreneur.  

[16]

OR

Explain the Entrepreneurial Career of Shree Ratnappa Kumbhar.

**Q2)** What is 'Innovation'? Explain the Various Sources of Innovation.  

[16]

OR

Define the term 'Social Responsibility'. Explain the social responsibilities of business towards Shareholders & Employees.

**Q3)** a) What is 'Business Process Outsourcing'? Explain its advantages.  

[8]

OR

What is 'Business Ethics'? Explain the Principles of Business Ethics.

b) What is 'Group Entrepreneurship'? Explain the merits & demerits of Group Entrepreneurship.  

[8]

OR

Define the term 'Creativity'. Explain the techniques & tools of Creativity.

*P.T.O*
Q4) Define the term 'Franchising'. State the advantages of Franchising Business to the Franchisee and Franchisor. [16]

OR

Explain the Social & Economical Challenges in Entrepreneurship Development in India.

Q5) Write short notes. (Any Four) [16]

a) Role of Service Sector in National Economy
b) Importance of Self Help Group
c) Kakinada Experiment
d) Opportunities of Service Industry in Rural Area
e) Success Factors in Service Ventures
f) Contribution of Shree Bhausaheb Hire
प्रश्न 1) ‘उद्योजक’ या संकल्पनेची व्यावसायिक द्राक्ष. उद्योजकाचे गुण आणि कार्य सांगा.

किवा
श्री रत्नांक कुंभार यांची उद्योजकविक कारकिर्दी अस्त्र करत.

प्रश्न 2) ‘नवनिमित्त’ म्हणजे काय? नवनिमित्तीचे विविध खोट स्पष्ट करा.

किवा
‘सामाजिक जवाबदारी’ या संकल्पनेची व्यावसायिक द्राक्ष. भागधारक आणि कर्मचारी यांच्या बावतत्त्वाच्या व्यवसायाच्या सामाजिक जवाबदात्त्व अस्त्र करत.

प्रश्न 3) अ) बाध्य खोटात्थर्थ व्यवसाय प्रक्षेप (BPO) म्हणजे काय? त्याचे फायदे स्पष्ट करा.

किवा
‘व्यवसायिक नितिमुल्य’ म्हणजे काय? व्यवसायिक नितिमुल्याची तत्त्व स्पष्ट करत.
ब) ‘समूह उद्योजकसंघ’ म्हणजे काय? समूह उद्योजकसंघाचे फायदे-तोटे स्पष्ट करा.

किवा
‘निमित्तीक्षमता’ या संकल्पनेची व्यावसायिक द्राक्ष. निमित्तीक्षमतेची तंत्रे आणि साधने स्पष्ट करा.
प्रश्न 4) ‘व्यवसायाधिकार’ या संकल्पनेची व्याख्या द्या. व्यवसायाधिकाराचे व्यवसायाधिकार देणान्यास व व्यवसायाधिकार मिळविणान्यास होणारे फायदे सांगा.

किंवा
भारतीय उद्योजकता विकासातील सामाजिक व आर्थिक आवर्ते किंवा अडथळे स्पष्ट करा.

प्रश्न 5) थोड्याच्या टिप्पणी लिहा : (कोणतेही चार)

अ) राष्ट्रीय अर्थव्यवस्थेत सेवा व्यवसायाची भूमिका
ब) स्वयं सहाय्यता गटाचे महत्त्व
क) काफिलाड अभ्यास
ड) सेवा उद्योगाच्या ग्रामीण भागातील संधी
ढ) सेवा उद्योगातील यशस्वी पिक्स
फ) श्री भाऊसाहेब हिंगे यांचे योगदान
P680

[5415]-2013
S.Y. B.Com.
MARKETING MANAGEMENT
(2013 Pattern) (Paper - I)

Time : 3 Hours] [Max. Marks : 80

Instructions to the candidates:
1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q1) Define the term 'Marketing Management'. Explain the nature & scope of Marketing Management. [16]

Q2) What do you mean by Marketing Environment? Explain in details Marketing environment with reference to demography, Economy and Politics. OR

What do you mean by Marketing Communication? Explain various forms of appeals for Communication [16]

Q3) a) Explain the advantages of E-Marketing. [8]
   b) Describe the online & offline Marketing Scenario in Indian Context. [8]

   OR

   a) Explain the various problems of Rural Marketing in India.
   b) Explain the basic features of Rural Marketing.

Q4) Define Green Marketing. Explain the role of Marketing Manager in Green Marketing. [16]

P.T.O
Q5) Write short notes. (Any two)
   a) Factors influencing Consumer behavior
   b) Limitations of e-marketing
   c) Importance of rural marketing
   d) Various buying motives
P680

[5415]-2013
S.Y. B.Com.
MARKETING MANAGEMENT
(2013 Pattern) (Paper - I)
(मराठी रूपांतर)

वेळ : 3 तास] [एकूण गुणा : 80

सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.
2) उत्तरसाठी अंक पूर्ण गुणा दर्शविलाव.

प्रश्न 1) विपणन व्यवस्थापन या संज्ञेची व्याख्या दा. विपणन व्यवस्थापनाचे स्वरूप व व्यावसाय स्पष्ट करा.[16]

प्रश्न 2) विपणन पर्यावरण म्हणजेच काय? लोकसंख्या, अर्थव्यवस्था आणि राजकारण या संदर्भातील विपणन पर्यावरणांचे विविध स्पष्टीकरण दा.

किंवा
विपणन संदर्भात म्हणजे काय? विपणन संदर्भातील आलेले करण्याच्या विविध पद्धती वर्णन करा.

प्रश्न 3) अ) ई-मार्केटिंग चे फायदे स्पष्ट करा. [8]
ब) भारतातील ऑनलाईन व ऑफलाईन विपणनाचे वर्णन करा. [8]

किंवा
अ) भारतातील ग्रामीण विपणनाच्या विविध समस्या स्पष्ट करा.
ब) ग्रामीण विपणनाची मुलभूत वैशिष्ट्ये स्पष्ट करा.
प्रश्न 4) हरित विपणनाची व्यावहार्य चा. हरित विपणनात विपणन व्यवस्थापकाची भूमिका स्पष्ट करा. [16]

प्रश्न 5) टिपा लिहा (कोणत्याही दोन) :

अ) ग्राहक वर्तनावर प्रभाव टाकणारे घटक
ब) ई. मार्केटिंगच्या महत्ता
क) ग्रामीण विपणनचे महत्त्व
ड) विविध क्रय प्रेरणा
[5415]-2014

S.Y. B.Com.

BUSINESS ECONOMICS

Agricultural and Industrial Economics

(2013 Pattern) (Special Paper - I)

Time : 3 Hours

Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain in detail the importance of Agriculture in Indian Economy. [16]

Q2) State the measures to control risk and uncertainty in Agriculture. [16]

OR

Explain the meaning, nature and importance of Industrial Economics. [16]

Q3) a) State the nature and importance of Agricultural Economics. [8]

b) Explain the concept of plant, firm and industry. [8]

OR

a) State the nature of supply of Agricultural Product. [8]

b) Explain the sergeant florence theory of industrial location. [8]

Q4) What is mean by Industrial Monopoly? Explain the Causes of Industrial Monopoly. [16]

P.T.O
Q5) Write short notes on. (Any two) [16]

a) Farming firm
b) Different purposes of demand for Agricultural Produce
c) Optimum size of firm
d) Industrial Productivity
P681

[5415]-2014

S.Y. B.Com.

BUSINESS ECONOMICS

Agricultural and Industrial Economics

(2013 Pattern) (Special Paper - I)

(मराठी रूपांतर)

वेळा : 3 तास

[एकूण गणना : 80]

सूचना :
1) सर्व प्रश्न सोडविणे आवश्यक आहेत.

2) उजबीकडील अंक पूर्ण गणन दर्शविलात.

3) संदभांती मुख इंग्रजी प्रश्नपत्रिका पहायो.

प्रश्न 1) भारतीय अर्थव्यवस्थेत कृषी क्षेत्राचे महत्त्व सर्वस्तर स्थःक करा. [16]

प्रश्न 2) कृषी क्षेत्रातील धारक आणि अनिश्चितता नियंत्रित करण्याचा उपाय योजना सांगा. [16]

किंवा

औद्योगिक अर्थात्मका अर्थ, स्वरूप व महत्त्व स्थःक करा. [16]

प्रश्न 3) अ) कृषी अर्थात्मका स्वरूप आणि व्यापारी स्थःक करा. [8]

ब) संयंत्र, उद्योग आणि उद्योगसंस्था ह्या संकल्पना स्थःक करा. [8]

किंवा

अ) छेत्रमालाच्या पुरवठानाचे स्वरूप स्थःक करा. [8]

ब) सार्वजनिक फ्लोरेंसचा औद्योगिक स्थानानिष्ठतेचा सिद्धांत स्थःक करा. [8]
प्रश्न 4) औद्योगिक मक्केदारी म्हणजेच काय? औद्योगिक मक्केदारीची कारणे स्पष्ट करा. [16]

प्रश्न 5) टिप्पणी (कोणत्याही दोन) :

   अ) शेती उद्योग संस्था
   ब) शेतमालाच्या माणणीचे विविध हेतू
   भ) उद्योगसंस्थेवर पर्याप्त आकारमाण
   द) औद्योगिक उत्पादकता
P682

[5415]-2015
S.Y. B.Com.
DEFENCE BUDGETING, FINANCE AND MANAGEMENT
(2013 Pattern) (Paper - I)

Time: 3 Hours] [Max. Marks: 80

Instructions to the candidates:
1) All questions are compulsory.
2) Figures to the right indicate full marks.

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

i) Define Defence economics

ii) State the meaning War time Economy

iii) State the meaning of War expenditure

iv) State the meaning of "Defence as Public Good"

v) Define Political Ideology

vi) Define Strategic Planning

vii) Define Logistics

viii) Define national power

ix) Define Leadership

x) Write the meaning of self reliance

xi) Write any two advantages of war time economy

xii) Write any two functions of National Security Council

xiii) What is Zero Budget?
Q2) Answer in 50 words each (any two) [10]
   a) Explain techniques of controlling inflation
   b) Write objectives of peacetime Economy
   c) Describe mobilization of resources for defence

Q3) Answer in 150 words each (any two) [20]
   a) Explain role of private sector in Defence production.
   b) Discuss causes of increasing Defence Expenditure.
   c) Discuss relations between war and economy.

Q4) Answer in 300 words each (any two) [30]
   a) Explain determinants of Defence expenditure.
   b) Explain Salient features of Indian economy.
   c) Write a critical note on Defence vs Development.
प्रश्न 1) प्रत्येकी 20 शब्दात उत्तरे करा. (कोणतेही दृष्टी)

i) "संरक्षणाचे अर्थशास्त्र" व्याख्या करा.

ii) युद्धकाळीन अर्थव्यवस्था - अर्थ लिहा.

iii) युद्धकाळ खर्च म्हणजेच काय? अर्थ नमूद करा.

iv) "डिफेंस एक फर्ष्टील सुरक्षा" म्हणजेच काय? अर्थ लिहा.

v) "राजकीय विचारधारा" व्याख्या करा.

vi) "सामरिक नियोजन" व्याख्या करा.

vii) "पुरवठा व्यवस्थापन" व्याख्या करा.

viii) "राष्ट्रीय शक्ती" व्याख्या करा.

ix) "नेतृत्व" व्याख्या करा.

x) "आत्मनिर्भरता" अर्थ लिहा.

xi) युद्धकाळीन अर्थव्यवस्थेने कोणतेही दोन गुण नमूद करा.

xii) राष्ट्रीय सुरक्षा समितीचे कोणतेही दोन कामे लिहा.

xiii) नूतन आधारित अर्थसंकल्प (झिंगो बजेटांग) म्हणजेच काय?
प्रश्न 2) प्रत्येकी 50 शब्दांत उत्तरे द्या. (कोणतेही दोन)

अ) चलन फुगवटा नियंत्रित करण्याचे विविध तंत्र (पध्दती) स्पष्ट करा.

ब) शांतता कालीन अर्थव्यवस्थेची उदिष्टे लिहा.

क) संरक्षणासाठी साधनसंपत्ती गतिमान करण्यावावेत वर्णन करा.

प्रश्न 3) 150 शब्दांत उत्तरे द्या. (कोणतेही दोन)

अ) संरक्षण उत्पादनातील खाजगी उद्देशीध्यानातील भूमिका स्पष्ट करा.

ब) संरक्षणाची वायुविक्रमाच्या खाचांची कारणमांमांसा करा.

क) युद्ध आणि अर्थव्यवस्था यातील संबंधावावेत चर्चा करा.

प्रश्न 4) 300 शब्दांत उत्तरे द्या. (कोणतेही दोन)

अ) संरक्षणाच्या खाच निर्धारीत करणारे घटक स्पष्ट करा.

ब) भारतीय अर्थव्यवस्थेच्या ठगवक गुणधर्म स्पष्ट करा.

क) “संरक्षण विरूढ्द विकास” यावर टिकातमक टिपण लिहा.

[5415]-2015
S.Y. B.Com.

INSURANCE, TRANSPORT AND CLEARANCE

Insurance, Transport and Tourism

(2013 Pattern) (Paper - I)

Time : 3 Hours

Instructions to the candidates:

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

Q1) Define General insurance and explain in detail about Fire Insurance, Marine insurance and other types of insurance. [16]

Q2) Define Insurance Agent and explain his duties and responsibilities. [16]

OR

Explain the difference between Life Insurance and General Insurance.

Q3) a) Write a short note on tour operator. [8]

b) Define Tourism and explain various types of tourist. [8]

OR

a) Explain the advantages of Tourism. [8]

b) Explain opportunities and challenges before Indian Tourism. [8]

Q4) Explain the Types of Tourist Accommodation and importance of Tour planning. [16]

P.T.O
Q5) Write short notes on (Any two) [16]

a) Describe various types of Tourism
b) Sports Tourism
c) Tourist Guide
d) Write a note on Historical Tourism
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S.Y. B.Com.

INSURANCE, TRANSPORT AND CLEARANCE

Insurance, Transport and Tourism

(2013 Pattern) (Paper - I)

(मराठी रूपांतर)

केच : 3 तास]

सूचना : 1) सर्व प्रश्न सोडविण्यासाठी आवश्यक आहे.
2) उजवीकडील अंक पुर्ण गुण दर्शविला.

प्रश्न 1) सर्वसाधारण विभागीय व्याख्या द्या व अन्य विभागीय व्याख्या द्या व उजवीकडील विषयाच्या वाक्यात सहायता माहिती द्या.

[16]

प्रश्न 2) विभागीय व्याख्या द्या व त्याचे कर्त्तव्य व जवाबदेखीता स्पष्ट करा.

किंवा

आपुष्किमा व सर्वसाधारण विभागीय यातायल फरक स्पष्ट करा.

प्रश्न 3) अ) यात्रा आयोजकावर थोडक्यात टिपा लिहा.
   [8]
   ब) पर्वतनाची व्याख्या द्या व पर्वतसाठी विविध प्रकार स्पष्ट करा.

किंवा

अ) पर्वतनाचे फायदे स्पष्ट करा.
   [8]
   ब) भारतीय पर्वतना समोरील विविध संधी व अद्वाचन स्पष्ट करा.

प्रश्न 4) पर्वतने निवास स्थानाचे प्रकार स्पष्ट करा व यात्रा नियोजनाचे महत्त्व स्पष्ट करा.

[16]
प्रश्न 5) शोडक्यात टिपा लिहा (कोणत्याही दोन) : [16]

अ) पर्यंतनाचे विविध प्रकार स्पष्ट करा
ब) क्रीडा पर्यंतन
क) प्रवासी मार्गदर्शक
ड) ऐतिहासिक पर्यंतन यावर टिप लिहा
Q1)  a) Answer the following questions (any four) :  
   i) Explain message box command in VBScript.  
   ii) What is client side scripting? 
   iii) What are the uses of VBScript? 
   iv) Write on string concatenation operator. 
   v) What is PWS and IIS?  

   b) Give the output of following section of code (any two) :  
   i) <Script language = "VBScript"> 
      Var l = 23 
      rem = Var l mod 3. 
      document. write ("The rem is" & rem) 
   </Script> 
   ii) <Script language = "VBScript"> 
      A = 20 
      B = 5 
      sum 1 = A + B 
      sum 2 = A & B 
      document. write ("sum1 = " & sum1) 
      document. write ("sum2 = " & sum2) 
   </Script>
iii) <Script language="VBScript">
    function mymsg_on click ()
    msgbox “welcome”
    end function
</Script>

<Form>
<Input type="Button" value="Click"
    name = “mymsg”>
</form>.

Q2) Attempt any four of the following : [16]
   a) Explain like operator with example.
   b) What is ODBC? Give it’s Architecture.
   c) What is RDBMS?
   d) Write any four keyboard events.
   e) What is primary key? Explain with example.

Q3) Answer the following (any four) : [16]
   a) Solve the following :
      Table : student (Lib card No, S name, Class, B.Author)
      i) Create table student
      ii) Display all names of the student and their class.
      iii) Find library card number of student taken book written by author “Kanitkar”.
      iv) Change the class of student name “Amit” to “TYBCom.”
b) Solve the following queries.
Emp. table having following structure
(E_no, E_name, E_city, E_salary, designation)
i) List all employee from Pune.
ii) Delete the name of employee whose salary is less than 2000.
iii) Increase the salary of employee by 2000. Whose designation is ‘Manager’.
iv) Add new Record to Emp. table.

c) Explain different Arithmetic operators of VBScript.

d) Write on constraint? What is Unique constraint.

e) Write syntax and purpose of following
   i) Sysdate()  
   ii) Add-months()

Q4) Attempt any two of the following: [16]
   a) Explain any eight string functions of SQL.
   b) Explain How to create, Drop, Alter the check constraint.
   c) Write an DOM Architecture of VBScript.

Q5) Attempt any two of the following: [16]
   a) Differentiate between
      i) Insert and Update command
      ii) Drop and Delete command
   b) Explain variant data subtypes of VBScript
   c) What is Array. Explain types of Array.
Q1) Define Media planning. Explain the factors involved in the selection of media for advertising. [12]

OR

What do you mean by Advertising Effectiveness? Explain the Pre and Post testing methods of testing Advertising effectiveness.

Q2) What are the Pros and Cons of using an In-House Advertising Agencies. [12]

OR

Discuss the types of brand names used by the companies with suitable examples.

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

a) Supply chain management.

b) Importance of creativity in Advertising.

c) Advertising Research.

d) Advertising strategies adopted by Telecommunication service providers.
Q1) Discuss Traditional File organisation and its problems. [5]

Q2) Explain the following functions:
    a) COUNT()
    b) Lower() [5]

Q3) Explain the following data types used in Oracle:
    a) Date
    b) Varchar [5]

Q4) Explain in brief the following:
    a) Byte
    b) Record [5]
Q5) What is SQL? Explain Embedded SQL. [5]

Q6) Explain Insert command with syntax and example. [5]

Q7) Explain Relational operators with examples. [5]

Q8) Explain in brief the following:
   a) DCL
   b) Primary Key

Q9) Explain various steps for Database Development. [5]

Q10) What is trigger? Explain types of triggers. [5]
Q1) Answer in 20 words each (any five):
   a) What are the due dates for filing of returns under sec. 139 for A.Y. 2017-18?
   b) What is mean by annual value of House Property?
   c) What is deduction available u/s. 80 TTA.
   d) Enumerate the types of capital Gains.
   e) Who can sign the return of ‘HUF’?
   f) In which form application of ‘PAN’ and ‘TAN’ to be made?
   g) Who? And when? Liable to pay Advance Tax?
   h) Explain the term set-off or carry forward of losses.

Q2) Answer in 50 words each (any two):
   a) Explain the provisions relating to TDS from salary.
   b) What are the Instalments of Advance Tax?
   c) Enumerate slab rates of income Tax for A.Y. 2018-19.
   d) What is mean by short term assets and long term assets?

Q3) Answer in 150 words each (any two):
   a) What are the grounds for I Appeal?
   c) What are the various types of assessments under Income Tax Act?
   d) Discuss deduction’s u/s 80C.
   e) What are the provisions for clubbing of Income u/s 64?
Q4) Is it compulsory to file return of Income? What are the forms of return? Who can verify the return of Income?

OR

Solve the following problem -

Dr. Kohari is medical practitioner in Pune. He work as a part time physician in a private hospital receives monthly remuneration of ₹ 15,000 p.m.

He is consultant of X.Y.Z. Co. on monthly fees ₹ 10,000 p.m.

Following details of receipts and payments provided for year ended 31/03/2018.

Gross Receipts from clinic 55,00,000
Rent received from House property 3,60,000
Interest received on S.B. A/c 25,000
Dividend from Indian Co. 10,000
Fixed deposit interest 30,000

Expenses / Payments
Tax on employment 2,500
Rent, Rates & Taxes of clinic 25,000
Municipal Taxes of House (Let out) 45,000
Telephone Exp. 15,000
Printing & Stationery 5,000
Salary to clinic assistance 5,00,000
LIP paid during the year 2,40,000
Drivers Salary 50,000
Car repairs, maintenance exp. 35,000

The W.D.V. of Car as on 01/04/2017 ₹ 7,50,000 used 25% for personal purpose, depreciation @ 15%.

The W.D.V. of clinic furniture as on 01/04/2017 ₹ 3,50,000, depreciation @ 10%.

Compute his total income for A.Y. 2018-19
Instructions to the candidates:
1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q1) What do you mean by personal selling? Explain importance of personal selling in modern marketing. [12]

OR

Write a detailed note on process of selling.

Q2) State various qualities required by salesman to become successful salesman. [12]

OR
Write note on:

a) AIDA
b) Limitations of personal selling

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

a) Rational buying motives
b) Types of customers.
c) Shopping Malls
d) Reports prepared by salesman
Q1) Explain in detail Waterfall Model. [10]

Q2) Explain the following:
   a) Form Design
   b) Structured English [10]

Q3) Write note on:
   a) System Security
   b) System Implementation [10]

Q4) Explain in brief the following fact gathering techniques:
   a) Interviewing
   b) Questionnaire [10]


Q6) Define System. Explain characteristics of the system. [10]
S.Y. B.Com. (Vocational)  
TAX PROCEDURE AND PRACTICES  
Wealth Tax, Service Tax, Local Body Tax and Professional Tax  
(2013 Pattern) (Paper - IV)  

Time : 2 Hours  
Max. Marks : 40

Instructions to the candidates:  
1) All questions are compulsory.  
2) Figures to the right indicate full marks.

Q1) Answer in 20 words each (any five): [10]  
a) Who is liable to pay L.B.T.?  
b) What is the Constitutional Validity of Service Tax?  
c) Define the term “Urban Land” u/s 2 (ea) (v) of Wealth Tax Act, 1957?  
d) State the Object of Profession Tax as per Article 276 of the constitution of India?  
e) What is the meaning of “House” u/s 2 (ea)?  
f) What are the types of returns under Wealth Tax Act, 1957?  
g) Which are the due dates for filing of returns of L.B.T.?

Q2) Answer in 50 words each (any two): [8]  
a) Explain “Net Wealth” u/s 2 (m) of the Wealth tax Act, 1957.  
b) Explain in brief “Types of Registration” under Profession Tax?  
c) Define the term “Abatement” under Service Tax”.  
d) Which Exemptions available in determination of L.B.T. amount?
Q3) Answer in 150 words each (any two):

a) Explain the “Incidence of Wealth Tax”?

b) What are the requirement of Registration under L.B.T.?

c) What are the provisions relating to ‘Filing of Return’ under Professional Tax?

d) Write down provisions relating to “Payment of Service Tax”.

Q4) Answer in 500 words (any one):


b) Who & when get registered under Service Tax? Explain detailed Registration Procedure under Service Tax.