

Total No. of Questions : 5]

SEAT No. :

P438

[Total No. of Pages : 4

[5063]-31

T.Y. B.Com.

BUSINESS REGULATORY FRAMEWORK (M. LAW)
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define the term, "Acceptance of Proposal". Explain the legal rules of Acceptance of Proposal. **[16]**

Q2) Explain the term, "Goods" under the sale of Goods Act 1930. Explain the various kinds of goods alongwith suitable examples. **[16]**

OR

Explain the rights of surety against the principal debtor, creditor and the co-surety. **[16]**

Q3) a) Explain the term, "Consumer" under Consumer Protection Act 1986. **[8]**

b) What are the characteristics of Copy Right. **[8]**

OR

a) State the composition and functions of the District Forum. **[8]**

b) What are the rights of Trade-Markholder. **[8]**

P.T.O.

Q4) What do you mean by Dishonour of Negotiable Instrument? Explain the law relating to dishonour of a Negotiable Instrument. **[16]**

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

- a) Capacity of parties to contract
- b) Importance of E-Commerce
- c) Conciliation proceeding
- d) Unfair Trade Practice



Total No. of Questions : 5]

P438

[5063]-31

T.Y. B.Com.

BUSINESS REGULATORY FRAMEWORK (M. LAW)

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) “प्रस्ताव स्विकृती” या संज्ञेची व्याख्या द्या. प्रस्ताव स्विकृतीचे कायदेशिर नियम स्पष्ट करा. [16]

प्रश्न 2) “माल” ही संज्ञा मालविक्री कायदा 1930 अन्वये स्पष्ट करा. मालाचे विविध प्रकार सह-उदाहरण स्पष्ट करा. [16]

किंवा

मुख्य कर्जदार, धनको आणि सह-हमीदारा विरुद्ध हमीदाराचे हक्क स्पष्ट करा. [16]

प्रश्न 3) अ) ग्राहक संरक्षण कायदा 1986 नुसार “ग्राहक” ही संज्ञा स्पष्ट करा. [8]

ब) लेखाधिकार (Copy Right) ची वैशिष्ट्ये कोणती? [8]

किंवा

अ) जिल्हा ग्राहक मंचाची रचना व कार्ये सांगा. [8]

ब) व्यापार चिन्ह धारकाचे अधिकार कोणते? [8]

प्रश्न 4) चलनक्षम दस्ताचा अनादर म्हणजे काय? चलनक्षम दस्ताच्या अनादरविषयी कायदेशिर बाबी स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[16]

- अ) करारातील पक्षकारांची पात्रता
- ब) ई-कॉमर्स चे महत्व
- क) समझोता कार्यपध्दती
- ड) अनुचित व्यापारी पध्दती



Total No. of Questions : 4]

SEAT No. :

P439

[Total No. of Pages : 06

[5063]-32
T.Y. B.Com.
ADVANCED ACCOUNTING
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) A) Answer in one sentence only (any five) : [10]

- i) What is other name for Unexpired Discount.
- ii) Name the parties of Fire Insurance Contract.
- iii) What do you mean by Cum Interest Transaction?
- iv) What is branch?
- v) What are the different types of farming activities?
- vi) Why Debtors Account is prepared in single entry?
- vii) Accounting standard 3 stands for what?

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

- i) Accounting standard 25 : Interim Financial Reporting
- ii) Common size statements
- iii) Departmental Accounts
- iv) Non Performing Assets (NPA)
- v) Need of Branch Accounting

P.T.O.

Q2) Following is the Trial Balance of IDBI Bank Ltd. as at 31st March 2015. [14]

Trial Balance as on 31st March 2015

Particulars	Debit Rs.	Credit Rs.
Subscribed capital :		
50,000 equity shares @ Rs. 10 each fully paid		5,00,000
Reserve fund		2,50,000
Loans, Cash credit and overdrafts	2,85,000	
Premises	50,000	
Indian Govt. Securities	4,00,000	
Current Deposits		1,00,000
Fixed Deposits		1,25,000
Saving Bank Deposits		50,000
Salaries	28,000	
General Expenses	27,400	
Rent, Rates & Taxes	2,300	
Director's Fees	1,800	
Profits & Loss Account 1.4.2014		16,000
Interest and Discount		1,28,000
Stock of stationery	8,500	
Bills Purchased and Discounted	46,000	
Interim Dividend paid	17,000	
Recurring Deposits		20,000
Shares	50,000	
Cash in Hand and with Reserve Bank	1,93,000	
Money at call and short notice	80,000	
	11,89,000	11,89,000

Following information should be considered :

- i) Provision for bad and doubtful debts is required to be made at Rs. 5,000.
- ii) Interest accrued on investment was Rs. 8,000.
- iii) Unexpired discount (Rebate on bill discounted) amounted to Rs. 380.
- iv) Interim dividend declared was 4 percent actual.
- v) Endorsements made on behalf of customers totalled to Rs. 1,15,000.

- vi) Authorized capital Rs. 80,000 equity shares of Rs. 10 each.
 - vii) Rs. 10,000 were added to the premises during the year. Depreciation at 5 percent on the opening balance is required.
 - viii) Market value of Indian Govt. Securities was Rs. 3,90,000.
- Prepare Profit and Loss Account for the year ending 31st March 2015 and Balance sheet as at that date in the prescribed form.

OR

M/s Datta Investment Co.Ltd. Nashik held on 1st April 2014 Rs. 60,000, 12% debentures at Rs. 62,500. Interest payable on 1st January and 1st July every year.

The following transactions took place during the year 2014-2015.

1.5.2014	purchase	Rs. 25,000 Cum-interest at 2% discount
1.8.2014	sales	Rs. 50,000 Ex-interest at 6% premium
1.12.2014	purchase	Rs. 25,000 Ex-Interest at 10% discount
31.1.2015	sales	Rs. 10,000 Cum-interest at 5% premium
28.2.2015	sales	Rs. 35,000 Ex-interest at 8% premium

Brokerage is paid at 2% on Purchases and Sales of securities.

Prepare Investment Account as on 31st March 2015 on FIFO Method, with detailed working notes. **[14]**

- Q3) A)** On 31st Dec. 2014, a fire damaged the buildings of Surya Ltd. resulting in a disruption of the business until 31st March 2015. The company is insured under a loss of profit policy for Rs. 2,70,000 with a six months period of indemnity.

The company's accounts for its financial year ended 31st Oct. 2014 showed:

Sales	Rs. 10,00,000
Net Profit	Rs. 1,00,000
Insured standing charges Rs. 3,00,000.	

Sales for the twelve months ended 31st Dec. 2014 was Rs. 8,10,000. During the period of disruption of three months it was Rs. 90,000, whereas during the corresponding three months in the previous year it was Rs. 1,80,000.

Find out the claim to be lodged with the insurance company for loss of profit. **[8]**

- B) Shree Shreyas did not keep a complete set of double entry records but was able to provide you with the following information on 31st March 2014.

Particulars	1 st April 2013 Rs.	31 st March 2014 Rs.
Trade Debtors	4,884	5,580
Prepaid Insurance	100	150
Trade Creditors	2,580	2,772
Rent owing to landlord	-	750
Sundry expenses unpaid	360	450
Stock in trade	6,480	7,395
Machinery	13,500	15,150

Shree Shreyas deposited all cash received into the Bank and made all payments by cheque and the following figures are available in respect of transactions with the bank.

Receipts	Amt. ₹	Payments	Amt. ₹
Balance at Bank 1.4.2013	786	Insurance	750
Loan from Surabhi	3,000	Payment to Creditors	51,048
Cash sales	49,968	Wages	8,001
Cash from Debtors	24,486	Rent	2,250
		New Machinery	3,000
		Sundry Expenses	4,878
		Personal Drawings	6,240
		Balance at Bank	2,073
	78,240		78,240

Further details which came to notice that a Debtors who owed Rs. 1,260 died leaving no assets behind. Discount Rs. 945 had been allowed on the receipt from Debtors and discount Rs. 1962 had been deducted from the payment made to Creditors.

You are required to prepare Trading and Profit & Loss Account for the year ended 31st March 2014 and Balance sheet as on 1.4.2013 and 31.3.2014. [14]

Q4) The following are the financial statements of XYZ Ltd. for the year 2015.[20]

Profit & Loss Account for the year ended 31.12.2015

Particulars	Amt. ₹
Sales	24,00,000
Less : Cost of Goods sold	16,00,000
Gross profit	8,00,000
Less : Expenses	7,00,000
Net Profit	1,00,000

Balance Sheet As on 31st Dec. 2015

Liabilities	Rs.	Rs.	Assets	Rs.	Rs.
<u>Owners Equity :</u>			<u>Fixed Assets :</u>		
7% preference share capital	2,00,000		Buildings	6,00,000	
Equity share capital	8,00,000		Plant & Machinery	4,00,000	
General Reserve	9,00,000		Furniture	2,00,000	
Retained Earning	25,000		Patents	50,000	
		19,25,000			12,50,000
<u>Debt Equities :</u>			<u>Current Assets :</u>		
6% Debentures	1,00,000		Cash	2,20,000	
Long term loan	80,000		Bank	1,30,000	
8% Bonds	20,000		Investments		
		2,00,000	(Govt. Securities)	1,80,000	
<u>Current Liabilities :</u>			Sundry Debtors	1,15,000	
Creditors	60,000		Bills Receivable	80,000	
Bills Payable	20,000		Stock	3,00,000	
Bank overdraft	20,000		Prepaid Expenses	20,000	
Outstanding expenses	20,000				10,45,000
Proposed dividend	50,000				
		1,70,000			
		22,95,000			22,95,000

You are required to compute the following ratios :

- a) Current Ratio
- b) Acid Test Ratio
- c) Gross Profit Ratio
- d) Debt to Equity Ratio
- e) Net profit Ratio
- f) Operating Ratio

OR

Amitabh Brothers, Ahmadnagar has a branch at Aligad. All goods required for sale at Aligad are supplied from Ahmadnagar at cost plus 25% and all cash received at the branch is banked daily. [20]

From the following particulars prepare

- a) Branch Account
- b) Branch Debtors Account
- c) Branch Trading & Profit & Loss Account

Particulars	Rs.
Stock (1.1.2015)	7,900
Debtors (1.1.2015)	11,300
Petty cash (1.1.2015)	90
Return Inward	400
Goods Invoiced to Branch	25,000
Return Goods to Head Office	1,000
Bad debts	100
Cash sales	1,400
Branch expenses paid by Head Office :	
Rent	1,400
Salary	1,500
Sundries	700
Allowances given	450
Petty cash expenses at branch	240
Total Sales	34,900
Remittance to Branch for Petty cash	280
Stock (31.12.2015)	8,400
Debtors (31.12.2015)	19,510



Total No. of Questions : 5]

SEAT No. :

P440

[Total No. of Pages : 4

[5063]-33

T.Y. B.Com.

ECONOMICS

**Indian and Global Economic Development
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain the constraints on agricultural development in India. **[16]**

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

OR

Explain the Achievements and Failures of Indian Economic Planning.

Q3) a) Explain the role of Human Resource in Economic Development. **[8]**

b) Explain the challenges of Libertisation. **[8]**

OR

a) State objectives of International Monetary Fund (IMF).

b) Explain the convertibility of rupee on Current Account.

Q4) Explain the need & forms of foreign capital. **[16]**

P.T.O.

Q5) Write short notes on (any two) :

[16]

- a) Private investment in Infrastructure.
- b) Role of Small Scale Industries in Economic development.
- c) World Trade Organisation (WTO).
- d) South Asian Association for Regional Co-operation (SAARC).



Total No. of Questions : 5]

P440

[5063]-33

T.Y. B.Com.
ECONOMICS

Indian and Global Economic Development
(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) भारतातील शेती-विकासातील अडथळे स्पष्ट करा. [16]

प्रश्न 2) उद्योन्मुख अर्थव्यवस्था म्हणून भारतीय अर्थव्यवस्थेची वैशिष्ट्ये स्पष्ट करा. [16]

किंवा

भारतातील आर्थिक नियोजनाचे यशापयश स्पष्ट करा.

प्रश्न 3) अ) आर्थिक विकासातील मानवी साधनसंपत्तीची भूमिका स्पष्ट करा. [8]

ब) उदारीकरणाची आव्हाने स्पष्ट करा. [8]

किंवा

अ) आंतरराष्ट्रीय नाणेनिधीची उद्दिष्ट्ये सांगा.

ब) चालू खात्यावरील रूपयाची परिवर्तनीयता स्पष्ट करा.

प्रश्न 4) विदेशी भांडवलाची गरज आणि प्रकार स्पष्ट करा. [16]

प्रश्न 5) खालीलपैकी कोणत्याही दोनवर थोडक्यात टिपा लिहा.

[16]

- अ) पायाभूत सूविधांमधील खाजगी गुंतवणूक
- ब) लघू उद्योगांची आर्थिक विकासातील भूमिका
- क) जागतिक व्यापार संघटना (WTO)
- ड) प्रादेशिक सहकार्यासाठी दक्षिण आशियाई संघटना (SAARC)



Total No. of Questions : 5]

SEAT No. :

P471

[Total No. of Pages : 4

[5063] - 34
T.Y. B.Com.
ECONOMICS
International Economics
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain the role of International trade in Economic growth. **[16]**

Q2) Explain the ricardo's theory of comparative cost advantage. **[16]**

OR

What is foreign exchange rate ? Distingwish between fixed and flexible exchange rate.

Q3) a) Explain the arguments in favour of free trade policy. **[8]**

b) Explain the factors determining terms of trade. **[8]**

OR

a) Discuss the various components of balance of payments.

b) Explain the role of multinational corporations.

Q4) Explain the India's foreign trade policy since 1991. **[16]**

P.T.O.

Q5) Write short notes on (Any Two)

[16]

- a) Euro dollar market
- b) European union
- c) South Asian Association for Regional co-operation.
- d) Intra Industrial trade.



Total No. of Questions : 5]

P471

[5063] - 34
T.Y. B.Com.
ECONOMICS
International Economics
(2008 Pattern)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) आर्थिक वृद्धीमध्ये आंतरराष्ट्रीय व्यापाराची भूमिका स्पष्ट करा. [16]

प्रश्न 2) रिकार्डो यांचा तुलनात्मक खर्च लाभाचा सिध्दांत स्पष्ट करा. [16]

किंवा

परकिय विनिमय दर म्हणजे काय?

स्थिर आणि लवचिक विनिमय दरातील फरक सांगा.

प्रश्न 3) अ) मूक्त व्यापार धोरणाच्या बाजूने यूक्तीवाद स्पष्ट करा. [8]

ब) व्यापारशर्ती ठरविणारे घटक स्पष्ट करा. [8]

किंवा

अ) व्यवहारतोलातील विविध घटकांची चर्चा करा.

ब) बहुराष्ट्रीय महामंडळाची भूमिका स्पष्ट करा.

प्रश्न 4) 1991 पासूनचे भारताचे विदेशी व्यापार धोरण स्पष्ट करा. [16]

प्रश्न 5) खालीलपैकी कोणत्याही दोनवर थोडक्यात टिपा लिहा.

[16]

- अ) यूरो डॉलर बाजार
- ब) यूरोपीय समूदाय
- क) दक्षिण आशियाई व्यापार संघटना (सार्क)
- ड) अंतर उद्योग व्यापार



Total No. of Questions : 5]

SEAT No. :

P441

[Total No. of Pages : 9

[5063]-35

T.Y. B.Com.

AUDITING AND TAXATION

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Briefly explain primary and secondary objectives of auditing. **[16]**

OR

What is vouching? What special points should be considered while doing the vouching of 'salary', 'wages' and 'credit purchases'?

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

- a) Duties of company Auditor
- b) Appointment of company Auditor
- c) Internal Audit
- d) Problems of auditing in EDP environment
- e) Types of Audit Report
- f) Auditing and Assurance standard 1 (AAS 1)

Q3) Define the following terms : **[8]**

- a) Capital Gain
- b) Agricultural Income
- c) Income
- d) Exempted Income

P.T.O.

OR

Mr. Adik owns two houses, particulars of which are as follows.

Particular	House A	House B
Municipal valuation	1,80,000	2,40,000
Fair Rent	1,85,000	2,35,000
Standard Rent	1,90,000	2,37,000
Annual Rent	1,89,000	2,25,000
Unrealised Rent of the Previous year	15,700	N.A.
Period of Vacancy	One month	N.A.
Municipal Taxes at 10% of M.V.	10%	10%
Interest paid on Loan	90,000	1,70,000

Find out income from House Property for the Assessment year, 2016-2017
[8]

Q4) A) From the following particulars of Mr. Mahesh Jadhav as an accountant in Alfa Ltd. Pune. During the financial year 2015-16 he has received the following emoluments. [16]

- i) Basic salary ₹ 95,000 p.m.
- ii) Bonus ₹ 25,000 p.a.
- iii) Dearness allowance 36,000 p.m.
- iv) Entertainment allowance 9,000 p.a.
- v) Employer's contribution to R.P.F. 30,000 p.a.
- vi) Employees contribution to R.P.F. 30,000 p.a.
- vii) Interest on R.P.F. @ 9.5% ₹ 22,000
- viii) Personal expenses of Mahesh Jadhav's son met by the employer. ₹ 10,000.
- ix) Rent free unfurnished house provided by the employer, at Pune whose annual rental value is 90,000.
- x) Medical expenses of the employee and free refreshment in the office ₹ 15,000.
- xi) Personal club bill of the assessee reimbursed by the employer ₹ 4,200.

- xii) Unit Linked Insurance plan contribution paid by the employee ₹ 9,000.
 xiii) He deposited ₹ 21,000 in NSS during the previous year.
 xiv) Conveyance allowance ₹ 8,000. It is certified that the entire allowance is spent for official duties.

You are required to compute the taxable income from salary of Mr. Mahesh Jadhav for Assessment Year 2016-17.

- B) The following is the Trading, Profit and Loss A/c of Mr. Kiran Raki be for the year ended 31st Mar, 2016. Compute his taxable income from Business for the year. [8]

Trading Profit and Loss A/c

Expenses	₹	Income	₹
To Opening stock	15,000	By sales	1,00,000
To Purchases	40,000	By closing stock	20,000
To Wages	20,000	By Gift from Mother	10,000
To Rent	6,000	By Sale of Car	17,000
To Repairs of Car	3,000	By Income Tax Refund.	3,000
To Wealth Tax	2,000		
To Medical expenses	3,000		
To General expenses	10,000		
To Depreciation of Car	4,000		
To Advance Income			
Tax Paid.	1,000		
To Net Profit	46,000		
	<u>1,50,000</u>		<u>1,50,000</u>

The following further information is given.

- i) Mr. Kiran Rakibe carries on his business from rented premises $\frac{1}{2}$ of which is used as his residence.
 ii) Mr. Kiran Raki be bought a car during the year for ₹ 20,000. He charged 20% Depreciation on the value of car was sold during the year for ₹ 17,000. The use of the car was $\frac{3}{4}$ for the business and $\frac{1}{4}$ th for personal purpose.
 iii) Medical expenses were incurred during sickness of Mr. Kiran Raki be for his treatment.
 iv) Wages include ₹ 5,000/- on account of Mr. Kiran Rakibe's driver.

Q5) Mrs. Kavita Chavan furnished the following particulars for the previous year 2015-16. Ascertain her total income and tax liability for assessment year 2016-17.

[16]

- i) Basic salary ₹ 40,000 p.m.
- ii) Dearness allowance 50% of basic salary (applicable for retirement benefits)
- iii) Transport allowance (for office only) at ₹ 1,300 p.m.
- iv) Entertainment allowance at ₹ 900 p.m.
- v) House rent allowance of ₹ 6,000 p.m., but she paid a rent of ₹ 8,000 p.m.
- vi) Personal medical bills of ₹ 18,000 were reimbursed by the employer. She has taken a treatment in a private nursing home not belonging to the employer.
- vii) Her contribution to the statutory provident fund is ₹ 50,000 and the employer contributes on equal amount.
- viii) The interest credited to statutory provident fund Account at 8.5% per annum ₹ 18,500.
- ix) Agricultural Income from land situated in Thailand ₹ 40,000.
- x) Income from short-term capital gain ₹ 25,000.
- xi) She has been provided with a motor car of 1700 cc engine capacity for his official as well as personal use. Car is owned by the company and all expenses are borne by the company.
- xii) Dividend received from domestic company ₹ 10,000.
- xiii) Interest on bank deposits ₹ 4,000.
- xiv) Donation paid to p.m. Drought Relief fund ₹ 5,000.
- xv) Repayment of Loan borrowed for the higher education of her son ₹ 55,000 including interest ₹ 25,000.
- xvi) Income from speculative business ₹ 20,000,
- xvii) Life insurance premium paid ₹ 10,000.
- xviii) Professional Tax paid ₹ 2,500.



Total No. of Questions : 5]

P441

[5063]-35

T.Y. B.Com.

AUDITING AND TAXATION

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) अंकेक्षणाची प्राथमिक आणि दुय्यम उद्दिष्टे थोडक्यात स्पष्ट करा. [16]

किंवा

पावती परीक्षण म्हणजे काय? “पगार” “मजुरी” व “उधारीने केलेल्या खरेदीचे” पावती परीक्षण करतांना कोणते मुद्दे विचारात घ्याल?

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

- अ) कंपनी अंकेक्षकाची कर्तव्ये
ब) कंपनी अंकेक्षकाची नेमणूक
क) अंतर्गत अंकेक्षण
ड) इ. डी. पी. परिस्थितीत अंकेक्षणात येणाऱ्या समस्या
इ) अंकेक्षण अहवालाचे प्रकार
फ) अंकेक्षण मानक - 1 (AAS-1)

प्रश्न 3) खालील संकल्पना स्पष्ट करा. [8]

- अ) भांडवली लाभ
ब) शेती उत्पन्न
क) उत्पन्न
ड) करमुक्त उत्पन्न

किंवा

श्री आदिक यांच्या मालकीची दोन घरे आहेत. त्याची माहिती खालीलप्रमाणे आहे.

तपशिल	घर 'अ'	घर 'ब'
नगरपालिका मुल्यांकन	1,80,000	2,40,000
वाजवी मुल्य	1,85,000	2,35,000
प्रमाणित भाडे	1,90,000	2,37,000
वार्षिक भाडे	1,89,000	2,25,000
मागिल वर्षातील न मिळालेले भाडे	15,700	N.A.
घर रिकामे असल्याचा कालावधी	एक महिना	N.A.
नगरपालिका कर (मुल्यांकनाच्या 10%)	10%	10%
कर्जावरील व्याज	90,000	1,70,000

करनिर्धारित वर्ष 2016-2017 करिता गृहसंपत्तीपासूनचे मिळणारे उत्पन्न शोधून काढा.

प्रश्न 4) अ) श्री. महेश जाधव, अकौंटन्ट, अल्फा कं. लि. पुणे यांनी खालीलप्रमाणे माहिती दिलेली आहे. आर्थिक वर्ष 2015-16 मध्ये त्यांना प्राप्त झालेली आर्थिक फायदे खालीलप्रमाणे आहेत. [16]

- i) मुळ वेतन ₹ 95,000 प.म.
- ii) बोनस ₹ 25,000 प्रतीवर्ष
- iii) महागाई भता ₹ 36,000 द.म.
- iv) करमणूक भत्ता ₹ 9,000 प्रतीवर्ष
- v) मान्यताप्राप्त भविष्य निर्वाह निधीत कर्मचाऱ्यांचे योगदान 30,000 प्रतीवर्ष
- vi) मान्यताप्राप्त भविष्य निर्वाह निधीत मालकाचे योगदान 30,000 प्रतीवर्ष
- vii) मान्यताप्राप्त भविष्य निर्वाह निधीवरील व्याज 9.5% ₹ 22,000
- viii) महेश जाधव यांच्या मुलाचा वैयक्तिक खर्च मालकाचे दिला ₹ 10,000.
- ix) पुणे येथे भाडेमुक्त व फर्निचर विरहित घर मालकाने दिले आहे. घराचे वार्षिक भाडे मुक्त ₹ 90,000 आहे.

- x) कार्यालयामध्ये मालकाने कामगाराकरीता वैद्यकिय खर्च व अल्पोपहार दिला ₹ 15,000.
- xi) वैयक्तिक क्लब बिकची मालकाने परतफेड केली ₹ 4,200.
- xii) युनिट लिंक विमा योजनेसाठी मालकाचे योगदान ₹ 9,000.
- xiii) चालू वर्षामध्ये महेश जाधव यांनी राष्ट्रीय बचत योजनेत पैसे भरले ₹ 21,000.
- xiv) कन्व्हेन्स भत्ता ₹ 8,000. संपूर्ण भत्ता कार्यालयीन कामकाजाकरिता वापरला असे प्रमाणपत्र दिले आहे.

श्री. महेश जाधव यांचे करनिर्धारण वर्षातील 2016-17 पगारापासूनचे करपात्र उत्पन्न काढा.

- ब) श्री. किरण राकीबे यांचे 31 मार्च, 2016 रोजी संपणाऱ्या वर्षाचे नफा-तोटा पत्रक पुढील प्रमाणे आहे. त्यांचे व्यवसायापासूनचे उत्पन्न ठरवा. [8]

नफा-तोटा पत्रक

खर्च	₹	उत्पन्न	₹
आरंभिचा शिल्लक माल	15,00	विक्री	1,00,000
खरेदी	40,000	अखेरची शिल्लक	20,000
मजूरी	20,000	आई कडून बक्षिस	10,000
भाडे	6,000	कार विक्री	17,000
कार दुरुस्ती खर्च	3,000	आयकर परतावा	3,000
संपती कर	2,000		
वैद्यकिय खर्च	3,000		
सर्वसाधारण खर्च	10,000		
कारवरील खर्च	4,000		
आगाऊ आयकर	1,000		
निव्वळ नफा	46,000		
	1,50,000		1,50,000

इतर माहिती

- i) श्री. किरण राकीबे आपला व्यवसाय भाड्याच्या जागेत करतात. त्यापैकी निम्मी जागा स्वतःच्या निवासासाठी वापरतात.
- ii) श्री. किरण राकीबे यांनी ₹ 20,000 ची कार खरेदी केली त्यावर 20% घसारा आकारतात सदर कार ₹ 17,000 ला विकली. सदर कार व्यवसायासाठी $\frac{3}{4}$ व वैयक्तिक कामासाठी $\frac{1}{4}$ वापरतात.
- iii) वैद्यकिय खर्च श्री. किरण राकीबे यांनी स्वतःसाठी केला आहे.
- iv) श्री. किरण राकीबे यांच्या ड्रायव्हरचा पगार ₹ 5,000 मजुरीत समाविष्ट आहे.

प्रश्न 5) मिसेस कविता चव्हाण यांनी आर्थिक वर्ष 2015-16 साठी खालीलप्रमाणे माहिती दिलेली आहे. त्याचे करनिर्धारित वर्ष 2016-17 साठीचे करपात्र देयता आणि करपात्र उत्पन्न ठरवा.

[16]

- i) मुळ पगार ₹ 40,000 द.म.
- ii) महागाई भत्ता मूळ वेतनाच्या 50% (निवृत्ती लाभासाठी धरला जातो)
- iii) वाहतूक भत्ता (फक्त कार्यालयीन) ₹ 1,300 द. म.
- iv) करमणूक भत्ता ₹ 900 द. म.
- v) घरभाडे भत्ता ₹ 6,000 द. म. परंतु मिसेस कविता ₹ 8,000 भाडे भरतात.
- vi) वैयक्तिक वैद्यकिय खर्चाच्या भरपाई पोटी ₹ 18,000 मालकाने दिले. तिने खाजगी नर्सिंग होममध्ये औषधोपचार केले. हे नर्सिंग होम मालकाचे नाही.
- vii) मिसेस कविता यांनी वैधानिक भविष्य निर्वाह निधीमध्ये ₹ 50,000 भरने आणि मालकाने इतकीच रक्कम या खात्यात भरली.
- viii) वैधानिक भविष्य निर्वाह निधीवरील प्रत्येक वर्षात 8.5% दराने व्याज आकारणी ₹ 18,500.
- ix) थायलंड मधील शेतीपासून मिळालेले उत्पन्न ₹ 40,000.
- x) अल्पकालीन भांडवली नफा ₹ 25,000.
- xi) खाजगी व कार्यालयीन कामकाजाकरीता 1700 सी. सी. इंजिन क्षमतेची काम त्यांना दिली आहे. कार कंपनीच्या मालकीची असून कंपनीने वापर व देखभालीचा खर्च केलेला आहे.

- xii) भारतीय कंपनीकडून मिळालेला लाभ ₹ 10,000.
- xiii) बँक खात्यावरील व्याज ₹ 4,000.
- xiv) पंतप्रधान दुष्काळ निवारण निधी साठी ₹ 5,000 देणगी दिली.
- xv) मुलांच्या शिक्षणासाठी घेतलेल्या कर्जाची ₹ 55,000 इनकी पतरफेड केली यामध्ये ₹ 25,000 व्याज समाविष्ट आहे.
- xvi) सट्टेबाजीच्या व्यवसायापासून मिळालेले उत्पन्न ₹ 20,000,
- xvii) आयुर्विमा पॉलिसीचा हप्ता भरला ₹ 10,000.
- xviii) व्यवसाय कर भरला ₹ 2,500.



Total No. of Questions : 5]

SEAT No. :

P442

[Total No. of Pages : 4

[5063]-36

T.Y. B.Com.

BUSINESS ADMINISTRATION

Human Resource Development & Marketing

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define Human Resource Management. Explain functions of HRM. **[16]**

Q2) a) Explain importance of Human Resource development. **[8]**

b) Explain Types of interview. **[8]**

OR

a) Explain objectives of Training.

b) Explain scientific selection process.

Q3) a) Describe advantages of performance evaluation. **[8]**

b) Explain methods of performance evaluation. **[8]**

OR

a) Write scope of marketing.

b) Explain the concept of market segmentation.

P.T.O.

Q4) Explain various types of distribution channel.

[16]

Q5) Write short notes (any two) :

[16]

- a) Future of Advertising
- b) Marketing Research
- c) Marketing Organization
- d) Quality Circle



Total No. of Questions : 5]

P442

[5063]-36

T.Y. B.Com.

BUSINESS ADMINISTRATION

Human Resource Development & Marketing

(2008 Pattern) (Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्रश्न 1) मानवी संसाधन व्यवस्थापनाची व्याख्या द्या. त्याचे कार्य स्पष्ट करा. [16]

प्रश्न 2) अ) मानवी संसाधन विकासाचे महत्व स्पष्ट करा. [8]

ब) मूलाखतीचे प्रकार स्पष्ट करा. [8]

किंवा

अ) प्रशिक्षणाची उद्दिष्टे स्पष्ट करा.

ब) कर्मचारी निवडीची शास्त्रीय पध्दत स्पष्ट करा.

प्रश्न 3) अ) कार्यक्षमता मूल्यांकनाचे फायदे सांगा. [8]

ब) कार्यक्षमता मूल्यांकनाच्या विविध पध्दती विशद करा. [8]

किंवा

अ) विपणनाची व्याप्ती लिहा.

ब) बाजारपेठांचे वर्गीकरणांची संज्ञा स्पष्ट करा.

प्रश्न 4) वितरण मार्गाचे विविध प्रकार स्पष्ट करा.

[16]

प्रश्न 5) टिपा लिहा. (कोणत्याही दोन)

[16]

अ) जाहिरातीचे भविष्य

ब) विपणन संशोधन

क) विपणन संघटन

ड) गुणवत्ता मंडळ



Total No. of Questions : 5]

SEAT No. :

P443

[Total No. of Pages : 4

[5063]-37

T.Y. B.Com.

BANKING AND FINANCE (Spl. Paper - II)
Financial Markets and Institutions in India
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain in detail the role of financial system in Economic Development. **[16]**

Q2) Define Capital Market. Explain the structure and characteristics of Indian Capital Market. **[16]**

OR

Explain the characteristics and drawbacks of Indian Money Market.

- Q3)** a) Explain the working of Merchant Banking Institutions. **[8]**
- b) State the progress of Industrial Investment Bank of India. **[8]**

OR

- a) State the progress of Lease financing companies.
- b) Explain the working of State Industrial Development Corporation.

Q4) Explain the working and progress of Unit Trust of India. **[16]**

P.T.O.

Q5) Write notes on any two :

[16]

- a) Provident fund
- b) State Finance Corporations
- c) General Insurance Corporation of India
- d) Industrial Finance Corporation of India



Total No. of Questions : 5]

P443

[5063]-37

T.Y. B.Com.

BANKING AND FINANCE (Spl. Paper - II)

Financial Markets and Institutions in India

(2008 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) वित्तीय प्रणालीची आर्थिक विकासातील भूमिका सविस्तर सांगा. [16]

प्रश्न 2) भांडवल बाजाराची व्याख्या लिहा. भारतीय भांडवल बाजाराची रचना आणि वैशिष्ट्ये सांगा. [16]

किंवा

भारतीय नाणेबाजाराची वैशिष्ट्ये आणि दोष स्पष्ट करा.

प्रश्न 3) अ) प्रकल्पसेवा बँक व्यवसायाची कार्यपध्दती सांगा. [8]

ब) भारतीय औद्योगिक गुंतवणूक बँकेची प्रगती सांगा. [8]

किंवा

अ) भाडेपट्टा वित्तपुरवठा कंपन्यांची प्रगती सांगा.

ब) राज्य औद्योगिक विकास मंडळांची प्रगती सांगा.

प्रश्न 4) युनिट ट्रस्ट ऑफ इंडियाची कार्यपध्दती आणि प्रगती सांगा. [16]

प्रश्न 5) टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) भविष्य निर्वाह निधी
- ब) राज्य वित्तपुरवठा मंडळे
- क) भारतीय सर्वसाधारण विमा महामंडळ
- ड) भारतीय औद्योगिक वित्तपुरवठा महामंडळ



Total No. of Questions : 5]

SEAT No. :

P444

[Total No. of Pages : 4

[5063]-38

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2008 Pattern) (Special Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) State the nature and scope of The Employees Provident Fund Act. Explain in briefly the important provisions regarding Employees Provident Fund Act, 1952. **[16]**

Q2) State the provisions regarding realisation, repatriation of and exemption of Foreign exchange as per Foreign Exchange Management Act, 1999. **[16]**

OR

State the provisions regarding contributions as per Employees State Insurance Act, 1948.

Q3) a) State deductions from wages as per The Payment of Wages Act, 1936. **[8]**
b) State composition, duties and powers of competition commission of India as per Competition Act, 2002. **[8]**

OR

a) Explain the concepts - Minimum Time Rate, Piece Rate Wages and Guarantee Time Rate.
b) State the powers and functions of Securities Exchange Board of India (SEBI).

P.T.O.

Q4) Explain the provisions relating to the health of the workers in the factories under the Factories Act, 1948. **[16]**

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

- a) Employees State Insurance Corporations (ESI Corporation).
- b) Time period and medium for Payment of Wages (Wages Act, 1936).
- c) General duties of 'Occupier' of the factory.
- d) Objectives & Scope of Employees Provident Fund and Miscellaneous Provisions Act, 1952.



Total No. of Questions : 5]

P444

[5063]-38

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2008 Pattern) (Special Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) कर्मचारी भविष्य निर्वाहनिधी व इतर तरतुदींचा कायद्याचे स्वरूप व व्याप्ती सांगा. कर्मचारी भविष्य निर्वाह निधी योजनेच्या, 1952 च्या महत्वाच्या तरतुदी स्पष्ट करा. [16]

प्रश्न 2) परकिय विनिमय व्यवस्थापन कायदा, 1999 अन्वये परकिय चलन विकणे, स्वदेशात पाठविणे आणि सूट देणे याबाबतच्या तरतुदी सांगा. [16]

किंवा

कर्मचारी राज्य विमा योजना कायदा, 1948 अन्वये आर्थिक सहभाग (contribution) बाबतच्या तरतुदी सांगा.

प्रश्न 3) अ) वेतन देण्याबद्दलचा कायदा, 1936 न्वये वेतनातून करता येणाऱ्या वजावटी सांगा.[8]

ब) स्पर्धा कायदा, 2002 अन्वये स्पर्धा आयोगाची रचना, कर्तव्ये आणि अधिकार सांगा.[8]

किंवा

अ) किमान काल वेतन दर, कामाप्रमाणे वेतन, निश्चित समय वेतनदर या संकल्पना स्पष्ट करा.

ब) भारतीय प्रतीभूती आणि विनिमय केंद्राचे (सेबी) अधिकार व कार्ये सांगा.

प्रश्न 4) कारखान्यांचा कायदा, 1948 नुसार कारखान्यातील कर्मचाऱ्यांच्या आरोग्या संबंधी तरतुदी स्पष्ट करा. [16]

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

- अ) कर्मचारी राज्य विमा महामंडळ (ई. एस. आय. कार्पोरेशन)
- ब) वेतन देण्याचा कालावधी आणि माध्यम (वेतन व मजूरी कायदा, 1936)
- क) कारखाना मालकाची सर्वसाधारण कर्तव्ये
- ड) कर्मचारी भविष्य निर्वाह निधी व इतर तरतुदींचा कायदा, 1952 चे उद्देश आणि व्याप्ती



Total No. of Questions : 5]

SEAT No. :

P445

[Total No. of Pages : 4

[5063]-39

T.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

Co-operation Management and Administration

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) What mean by co-operative management? Describe the principles of co-operative management. **[16]**

Q2) Explain the organisational structure of co-operative Department in Maharashtra. **[16]**

OR

Define Decision Making? State the importance of Decision making in co-operative Management. **[16]**

Q3) a) State the problems of co-operative Administration in Maharashtra. **[8]**

b) Write a brief note on co-operative philosophy. **[8]**

OR

a) State the importance of Audit report of co-operative Auditor. **[8]**

b) Explain the need of financial control in co-operatives. **[8]**

P.T.O.

Q4) Define co-operative Auditor? Explain the powers and Duties of co-operative Auditor. **[16]**

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

- a) Write a note on Internal and Annual Audit of co-operatives.
- b) State the characteristics of Financial Planning in Co-operatives.
- c) Explain the various sources of finance of co-operatives.
- d) Describe the nature of financial management of co-operatives.



Total No. of Questions : 5]

P445

[5063]-39

T.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

Co-operation Management and Administration

(2008 Pattern) (Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) सहकारी-व्यवस्थापन म्हणजे काय? सहकारी-व्यवस्थापनाचे तत्वे विशद करा. [16]

प्रश्न 2) महाराष्ट्रातील सहकारी विभागाचे संघटनात्मक स्वरूप स्पष्ट करा. [16]

किंवा

निर्णय-क्षमतेची व्याख्या सांगा? सहकारी-व्यवस्थापनात निर्णय क्षमतेचे असलेले महत्व सांगा. [16]

प्रश्न 3) अ) महाराष्ट्रातील सहकारी-प्रशासनात असलेले दोष सांगा. [8]

ब) सहकारी-तत्त्वज्ञान यावर टिप लिहा. [8]

किंवा

अ) सहकारी लेखापरिक्षकाचा लेखापरिक्षण अहवालाचे महत्व सांगा. [8]

ब) सहकारात वित्तिय-नियंत्रणाची असलेली गरज स्पष्ट करा. [8]

प्रश्न 4) सहकारी-लेखापरिक्षकाची व्याख्या सांगा? सहकारी लेखा परिक्षकाचे अधिकार आणि कर्तव्ये स्पष्ट करा. [16]

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

[16]

- अ) सहकारी संस्थांचे अंतर्गत लेखापरिक्षण आणि वार्षिक लेखा परिक्षण यावर टिप लिहा.
- ब) सहकारातील वित्तिय-नियोजनाची वैशिष्ट्ये सांगा.
- क) सहकारी संस्थांसाठी उपलब्ध असलेले विविध वित्तिय मार्ग (स्रोत) स्पष्ट करा.
- ड) सहकारातील वित्तिय-व्यवस्थापनाचे स्वरूप विशद करा.



Total No. of Questions : 5]

SEAT No. :

P446

[Total No. of Pages : 5

[5063]-40

T.Y. B.Com.

COST AND WORKS ACCOUNTING

Overheads and Methods of Costing

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) A) State whether the following statements are true or false. **[5]**

- i) Overhead is the aggregate of direct material cost, direct wages and direct expenses.
- ii) When the amount of overhead absorbed is less than the amount of overhead incurred, it is called under absorption.
- iii) Blanket rate is suitable in those factories where only one major product is manufactured in a continuous process.
- iv) Retention money = cash received – value of work certified.
- v) In process manufacturing industries there is a flow of Materials from one operation to the next operation.

B) Fill in the blanks. **[5]**

- i) Overhead expenses relating to the direction, control and administration of an undertaking are known as _____ overheads.
- ii) Machine hour rate means the cost or expenses incurred for running a machine for _____.
- iii) _____ means two or more products separated in the course of processing each having sufficiently high value as compared to a main product.
- iv) In _____ costing, the production is made always against customer specifications.
- v) In Activity Based costing overhead costs are first traced to _____ and then to products.

P.T.O.

Q2) What is activity based costing? Explain the various stages and benefits of activity based costing. [15]

OR

What is Job costing? Describe various methods of costing. [15]

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

- Fixed and variable overheads
- Joint products and by products
- Features of service costing
- Reasons of under and over absorption
- Escalation and de-escalation clause in contract costing

Q4) A) The following particulars are related to Swagat Ltd. Nagpur, which has three production departments 'P', 'Q' and 'R' and two service departments 'X' and 'Y'. The primary distribution summary of March, 2014 gives the following details. [15]

<u>Production Departments</u>		<u>Service Departments</u>	
P	- ₹ 6,300/-	X	- ₹ 4,500/-
Q	- ₹ 7,400/-	Y	- ₹ 2,000/-
R	- ₹ 2,800/-		

The company decided to charge the service departments cost on the basis of the following percentage.

Particulars	Production Depts.			Service Depts.	
	P	Q	R	X	Y
Service dept. - X	40%	30%	20%	-	10%
Service dept. - Y	30%	30%	20%	20%	-

Find out the total overheads of production Depts. Charging service department cost to production departments on

- Repeated Distribution Method
- Simultaneous Equation Method

- B) The following particulars relate to a new machine purchased in a manufacturing company. [5]

Particulars	Amts.
Purchase price of the machine	₹ 4,00,000
Rent and rates per quarter	₹ 15,000
Installation expenses	₹ 20,000
Monthly lighting charges for total area	₹ 1,000
Estimated value of scrap at the end of 10 th year	₹ 20,000
Foreman's salary for the year	₹ 30,000
Estimated life of the machine	10 years
Annual insurance premium for machine	₹ 3,000
Running of the machine in its lifetime	2,00,000 Hrs.
Annual Repairs and maintenance	₹ 5,000
Consumable stores per year	₹ 3,000
Sundry supplies per year	₹ 1,000

Time devoted by foreman $\frac{1}{6}$ th of his time.

You are required to prepare a statement showing computation of Machine Hour Rate.

- Q5) A) A product passes through two distinct processes I and II from the following information you are required to prepare process I A/c & process II A/c and abnormal loss / abnormal gain a/cs, if any [10]

Particulars	Process - I	Process - II
Material (₹)	30,000	3,000
[Introduced 20,000 units in process - I]		
Labour (₹)	10,000	12,000
Overheads (₹)	7,000	9,850
Normal loss	10%	4%
Scrap value of Normal loss	(₹) 1 per unit	(₹) 1 per unit
Output (units)	17,500	17,000

There is no stock or work in progress in any process.

- B) Sujata construction Ltd. Pune undertook a contract of ₹ 8,00,000/- for the construction of a building on 1st April, 2013. The following information is taken up from the contract ledger as on 31st March 2014 in respect of the above. [10]

Particulars	₹
Material directly issued from stores	1,30,000
Materials purchased	70,000
Scrap material sold	8,000
Material transferred to other contract	10,000
Material in hand on site	11,000
Material returned to store	6,000
Direct wages paid	85,000
Direct charges	45,000
Overhead charged to contract	40,000
Sub contract cost	9,000
Cost of additional work	3,400
Outstanding direct exp.	1,600
Plant purchased on 1-4-2013 and issued directly	80,000
Annual Depreciation on plant	8,000
Plant transferred to other contract	40,000
Cash received being 90% of work certified	3,60,000
Uncertified work being 8% of certified work.	

Prepare Contract Account

OR

From the following data relating to Lucky Transport Co. Pune. You are required to calculate the cost per running k.m. [10]

Particulars	₹
Cost of vehicle	1,00,000
Annual Road licence	3,000
Insurance per annum	2,800
Yearly Garage Rent	2,400
Supervision and salary (for 12 months)	5,200
Driver's wages per running hour	6
Cost of petrol per litre	60
Repairs and maintenance per k.m.	3.30
Cost of tyres and tubes per k.m.	2.50
Estimated life (kms)	1,60,000
km. per litre of petrol (kms)	10
Annual kms run (kms)	24,000

Charge interest at 10% on cost of vehicles and vehicle runs 40 kms. per hour on an average.



Total No. of Questions : 5]

SEAT No. :

P447

[Total No. of Pages : 5

[5063]-41

T.Y. B.Com.

BUSINESS STATISTICS
(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right side indicate full marks.*
- 3) *Use of Calculator is allowed.*
- 4) *Assume suitable data if necessary.*

Q1) A) Attempt any FOUR of the following : [8]

- a) Let X be a binomial random variable. If $E(X) = 0.6$ and $\text{Var}(X) = 0.24$, find n and p.
- b) Given $P(B) = 0.6$, $P(A \cap B) = 0.24$, find $P(A/B)$.
- c) Expand $(x + y)^4$.
- d) What do you mean by inventory control?
- e) Calculate ${}_{12}P_2 + {}_8P_3$.
- f) State whether each of the statement given below is **true or false** :
 - i) For exhaustive events : $P(A) + P(B) = P(\Omega)$.
 - ii) For binomial distribution mean is smaller than variance.

B) Attempt any TWO of the following : [12]

- a) Given $P(A) = 0.3$, $P(B) = 0.8$, $P(A \cap B) = 0.2$, find
 - i) $P(A \cup B)$
 - ii) $P(A^c \cap B)$
 - iii) $P(A^c)$

P.T.O.

- b) Find the optimal order quantity for a product for which the price breaks are as follows :

Quality (q)	Unit cost (Rs.)
$0 < q < 500$	10/-
$500 < q < 750$	9.25/-
$750 \leq q$	8.75/-

The monthly demand for the product is of 200 units, storage cost 2% of the unit cost and cost of ordering is Rs. 100/-.

- c) i) Explain the procedure of large sample test for equality of two population means.
 ii) Explain the procedure of χ^2 test for goodness of fit.

Q2) Attempt any TWO of the following :

[16]

- a) Explain :
- Random Experiment
 - Sample space
 - Mutually exclusive events
 - Independent events
- b) A random variable X has following probability distribution :

X	1	2	3	4	5
P(X = x)	4K	5K	6K	3K	2K

Find :

- K
 - $P(1 < X \leq 3)$.
 - Mean and variance of X.
- c) Let (X, Y) be the bivariate discrete random variable with joint probability mass function :

$$p(x, y) = \frac{1}{4}; x = 0, 1 \text{ and } y = 0, 1$$

$$= 0 \text{ otherwise}$$

- Obtain marginal probability distributions of X and Y.
- Find $P(X + Y \leq 1)$
- Are X and Y independent? Verify.

Q3) Attempt any TWO of the following :

[16]

- a) i) State any four properties of normal distribution.
ii) In an health survey on the relation between condition of mother and her child, revealed the following results :

Condition of mother ↓	Condition of child	
	Clean	Dirty
Clean	112	26
Dirty	56	16

Does there exist any relation between condition of mother and her child, at 5% L.O.S. [Given $\chi_1^2 = 3.81, \chi_2^2 = 5.99, \chi_3^2 = 7.81$]

- b) i) The mean life of sample of 10 electric bulbs was found to be 1456 hours with standard deviation 423 hours. A second sample of 17 bulbs chosen from a different batch showed a mean life of 1280 hours with standard deviation of 398 hours. Is there a significant difference between the means of two batches? Use 5% level of significance. (Given $t_{25} = 2.06, t_{26} = 2.056, t_{27} = 2.052$).
ii) Write the procedure of stratified random sampling.
- c) i) Explain the following terms :
1) Level of Significance
2) Critical Region
ii) 5% housewives in Nashik do not use kerosene as a fuel. If a sample of 50 housewives is selected at random in Nashik, what will be the probability that 4 housewives in the sample do not use kerosene as a fuel. [given $e^{-2.5} = 0.218$]

Q4) Attempt any TWO of the following :

[16]

- a) i) A production department of a company knows from the past experience that there is 30% chance of finding defect. If 10 units of the product are examined, find probability that not more than 1 defective product is found.

- ii) In a population of size 6 the values are 1, 2, 3, 4, 5 and six. Write all possible samples of size 2 by using the method of Simple Random Sampling Without Replacement (SRSWOR) from this population and examine whether the sample mean is an unbiased estimator of population mean.
- b) The information about the sample drawn from two normal population is given below :

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

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

Test whether the two population have same variance at 10% level of significance. [given $f_{8,8,0.05}=3.44$]

- c) Fill in the blanks in the following ANOVA table marked “ ? ”

Source of Variation	Degrees of Freedom	Sum of Squares	Mean sum of Squares	Variance Ratio
Between Salesman	3	39	?	?
Between Months	2	90	?	?
Error	?	80	?	
Total	11	209		

Also test at 5% level of significance.

- i) Whether the sales made by different salesman differ significantly.
- ii) Whether the sales made during different months differ significantly.
(Given $F_{2,6} = 5.14$ and $F_{3,6} = 4.76$)

Q5) Attempt any TWO of the following :

[12]

- a) If $X \rightarrow N(3, 2^2)$, find
- i) $P(X > 5)$
- ii) $P(X < 1)$
- iii) $P(2 < X < 6)$

b) The following results are obtained in a stratified sampling :

Stratum No.	Stratum size	Sample size	Observations in a sample
I	30	4	5, 10, 12, 15
II	40	3	18, 12, 27
III	60	6	30, 45, 27, 33, 15, 24

Estimate :

- i) Strata means
 - ii) Population mean
 - iii) Population total
- c) A certain stimulus is administered to each of 12 patients resulted in the following changes in blood pressure.

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

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



Total No. of Questions : 5]

SEAT No. :

P448

[Total No. of Pages : 4

[5063]-42

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) What is 'Business Plan'? Explain technical, marketing & financial feasibility of Business plan. **[16]**

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

OR

What is 'Business Opportunity'? Describe the various elements considered in selection of specific product. **[16]**

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

b) Explain the Institutional sources of finance for small enterprises. **[8]**

OR

a) Explain the meaning & causes of Industrial Sickness. **[8]**

b) Write a note on work of Prakash Ratnaparkhi **[8]**

P.T.O.

Q4) Explain in detail the various Business Crisis.

[16]

Q5) Write short notes on (Any Two) :

[16]

- a) Critical Path Method
- b) Marketing Management
- c) Importance of Business Networking
- d) Creativity and Innovation



Total No. of Questions : 5]

P448

[5063]-42

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP

(2008 Pattern) (Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) व्यवसाय योजना म्हणजे काय? व्यवसाय योजनेची तांत्रिक, विपणन आणि वित्तीय संभाव्यता स्पष्ट करा. [16]

प्रश्न 2) लघु उद्योगाच्या विकासातील जिल्हा उद्योग केंद्र आणि खादी व ग्रामीण उद्योग मंडळ यांची भूमिका स्पष्ट करा. [16]

किंवा

व्यवसाय संधी म्हणजे काय? विशिष्ट वस्तुची निवड करताना विचारात घेतले जाणारे विविध घटक विशद करा. [16]

प्रश्न 3) अ) मिटकॉनचे उद्देश व कामगिरीवर सविस्तर टिप लिहा. [8]

ब) लघु उद्योगांना संस्थात्मक मार्गाने उपलब्ध होणारे वित्तीय मार्ग स्पष्ट करा. [8]

किंवा

अ) औद्योगिक आजारपणाचा अर्थ व कारणे स्पष्ट करा. [8]

ब) प्रकाश रत्नपारखी यांच्या कार्यावर टिप लिहा. [8]

प्रश्न 4) व्यवसायातील विविध समस्या सविस्तर स्पष्ट करा. [16]

प्रश्न 5) संक्षिप्त टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) जलद मार्ग पध्दती
- ब) विपणन व्यवस्थापन
- क) व्यवसायातील जाळे विश्लेषणाचे महत्त्व
- ड) निर्मिती क्षमता व नवनिर्मिती



Total No. of Questions : 5]

SEAT No. :

P449

[Total No. of Pages : 4

[5063]-43

T.Y. B.Com.

MARKETING MANAGEMENT

Marketing and Publicity

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain the Responsibilities and challenges before Marketing Manager. State Qualities and Skills required for a Good Manager. **[16]**

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

OR

What is consumer Behaviour? Explain the factors influencing consumer Behaviour. **[16]**

Q3) a) Discuss Recent Trends in Social Marketing. **[8]**

b) Explain the need of consumer satisfaction. **[8]**

OR

a) Discuss Industrial Marketing in India. **[8]**

b) Explain the Recent Trends in Retail Marketing. **[8]**

Q4) What is International Marketing Planning? Explain the Significance of International Marketing for developing countries. **[16]**

P.T.O.

Q5) Write short notes on (Any Two) :

[16]

- a) Retaining Customers
- b) Classification of Retail Units
- c) Industrial Marketing Strategy
- d) Customer Relationship Management



Total No. of Questions : 5]

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[5063]-43

T.Y. B.Com.

विपणन व्यवस्थापन

Marketing and Publicity

(2008 पॅटर्न) (पेपर - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) विपणन व्यवस्थापकाची जबाबदारी व आव्हाने स्पष्ट करून उत्तम व्यवस्थापकाचे गुण व कौशल्ये सांगा. [16]

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

किंवा

ग्राहक वर्तन म्हणजे काय? ग्राहक वर्तनावर प्रभाव पाडणारे घटक स्पष्ट करा. [16]

प्रश्न 3) अ) सामाजिक विपणनातील आधुनिक विचारप्रवाहांची चर्चा करा. [8]

ब) ग्राहक समाधानाची गरज स्पष्ट करा. [8]

किंवा

अ) भारतातील औद्योगिक विपणनावर चर्चा करा. [8]

ब) किरकोळ विपणनातील आधुनिक विचारप्रवाह स्पष्ट करा. [8]

प्रश्न 4) आंतरराष्ट्रीय विपणन नियोजन म्हणजे काय? विकसनशील देशांतील आंतरराष्ट्रीय विपणनाचे महत्त्व स्पष्ट करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) ग्राहकांना टिकवून ठेवणे
- ब) किरकोळ विक्री केंद्राचे प्रकार
- क) औद्योगिक विपणनातील व्युहरचना
- ड) ग्राहक संबंध व्यवस्थापन



Total No. of Questions : 5]

SEAT No. :

P450

[Total No. of Pages : 4

[5063]-44

T.Y. B.Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Special Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) State the nature of agriculture productivity in India. Explain the causes of low agricultural productivity in India. [16]

Q2) Write an essay on progress of land reforms in India. [16]

OR

Critically evaluate the role of NABARD in agricultural finance since 1991. [16]

Q3) Answer in brief.

- a) Explain the progress National Employment Guarantee scheme. [8]
- b) Explain the problems of small scale industries in India. [8]

OR

- a) Discuss the progress of sugar factories in Maharashtra. [8]
- b) Give brief features of industrial growth since 1991 in India. [8]

Q4) Evaluate the role of public enterprises in India. [16]

P.T.O.

Q5) Write short notes on (Any Two) :

[16]

- a) Functions of Industrial finance corporation of India. (IFCI).
- b) Social security schemes and labour Welfare.
- c) Role of Power Generation Industry in India.
- d) Broad features of Growth of private sector in India.



Total No. of Questions : 5]

P450

[5063]-44

T.Y. B.Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(2008 Pattern) (Special Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) भारतातील शेती उत्पादकतेचे स्वरूप सांगा. भारतात शेती उत्पादकता कमी असण्याची कारणे स्पष्ट करा. [16]

प्रश्न 2) भारतातील जमीण सुधारणांच्या प्रगतीवर निबंध लिहा. [16]

किंवा

1991 पासून नाबार्डच्या शेती वित्त पूरवठ्यातील भूमीकेचे टिकात्मक मुल्यमापण करा. [16]

प्रश्न 3) थोडक्यात उत्तरे द्या.

अ) राष्ट्रीय रोजगार हमी योजनेची प्रगती स्पष्ट करा. [8]

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

किंवा

अ) महाराष्ट्रातील साखर कारखान्यांच्या प्रगतीची चर्चा करा. [8]

ब) भारतातील 1991 पासूनच्या औद्योगिक वृद्धिची थोडक्यात वैशिष्ट्ये द्या. [8]

प्रश्न 4) भारतातील सार्वजनिक क्षेत्रातील प्रकल्पांच्या भूमीकेचे मुल्यमापन करा. [16]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[16]

- अ) भारतीय औद्योगिक वित्तपूरवठा महामंडळाची कार्ये
- ब) सामाजिक सुरक्षितता योजना आणि कामगार कल्याण
- क) भारतातील उर्जा निर्मिती उद्योगाची भूमिका
- ड) भारतातील खाजगी क्षेत्राच्या वृद्धिची ठळक वैशिष्ट्ये



Total No. of Questions : 4]

SEAT No. :

P451

[Total No. of Pages : 4

[5063]-45

T.Y. B.Com.

DEFENCE BUDGETING, FINANCE AND MANAGEMENT

Defence Production and Management in India

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

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

[20]

- i) Write the meaning of Economic aspects of Defence.
- ii) State the meaning of Industrial policy Resolution.
- iii) State the meaning of Strategic Planning.
- iv) What do you mean by the concept, "Defence as Public Good"?
- v) What do you mean by organizational aspects of Defence expenditure?
- vi) Write any two limitations of Defence management.
- vii) What do you mean by perspective strategy in military planning?
- viii) State the meaning of mobilization of armed forces.
- ix) Write any two Characteristics of logistics management for armed forces.
- x) Define Threat perception.
- xi) State the meaning of Economic Warfare.
- xii) What are the sources of War Finance?
- xiii) What is War potential?

P.T.O.

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

- i) Explain Economic aspects of armament production,.
- ii) Discuss Industrial policy resolution of the Government.
- iii) Describe functions of Ministry of Defence.

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

- i) Explain structure of Defence production in India.
- ii) Discuss causes of increasing Defence Expenditure.
- iii) Write a note on the limitations of logistics management.

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

- i) Analyses Logistics planning for Indian Defence.
- ii) Explain Salient features of decision marking process in Indian armed forces.
- iii) Discuss problems and prospects of arms production in India.



Total No. of Questions : 4]

P451

[5063]-45

T.Y. B.Com.

डिफेन्स बजेटिंग, फायनान्स अँड मॅनेजमेंट
डिफेन्स प्रोडक्शन अँड मॅनेजमेंट इन इंडिया
(2008 पॅटर्न) (पेपर - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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

- i) संरक्षणाचे आर्थिक पैलू-अर्थ लिहा.
- ii) औद्योगिक धोरणाबाबतचा ठराव अर्थ लिहा.
- iii) “सामरिक नियोजन” अर्थ लिहा.
- iv) डिफेन्स अँड पब्लीक गुड म्हणजे काय ?
- v) संरक्षणखर्चाचे संघटनात्मक पैलू म्हणजे काय ?
- vi) संरक्षण व्यवस्थापनाच्या कोणत्याही दोन मर्यादा लिहा.
- vii) लष्करी नियोजनातील प्रसपेक्टीव्ह स्ट्रॅटजी म्हणजे काय ?
- viii) सशस्त्र सेनादलाची गतिमानता म्हणजे काय ? अर्थ लिहा.
- ix) सशस्त्र सेनादलाच्या पुरवठाव्यवस्थापनाची दोन वैशिष्ट्ये लिहा.
- x) “धोक्याची संकल्पना” व्याख्या द्या.
- xi) आर्थिक युध्दपध्दती अर्थ लिहा.
- xii) युध्दनिधी उभारण्यासाठीची उगमस्तोत्रे कोणती ?
- xiii) युद्धक्षमता म्हणजे काय ?

- प्रश्न 2) 50 शब्दात उत्तरे द्या. (कोणतेही दोन) [10]
- शस्त्रास्त्रे उत्पादनाचे आर्थिक पैलू स्पष्ट करा.
 - सरकारच्या औद्योगिक धोरणाबाबतच्या ठरावासंबंधी चर्चा करा.
 - संरक्षण मंत्रालयाची कार्ये याबाबत चर्चा करा.
- प्रश्न 3) 150 शब्दात उत्तरे द्या. (कोणतेही दोन) [20]
- भारतातील संरक्षण उत्पादनाबाबतची (आराखडा) रचना स्पष्ट करा.
 - संरक्षणखर्च वाढण्याची कारणे चर्चा करा.
 - पुरवठाव्यवस्थापनाच्या मर्यादा यावर टिपण लिहा.
- प्रश्न 4) 300 शब्दात उत्तरे द्या. (कोणतेही दोन) [30]
- भारतीय संरक्षणासाठी कार्यान्वीत असणाऱ्या पुरवठा व्यवस्थेचे विश्लेषण करा.
 - भारताच्या सशस्त्र सेनादलातील निर्णय प्रक्रियेचे महत्त्वपूर्ण गुणधर्म स्पष्ट करा.
 - भारतातील शस्त्रास्त्रे उत्पादनाबाबतच्या समस्या आणि भवितव्य याबाबत चर्चा करा.



Total No. of Questions : 5]

SEAT No. :

P452

[Total No. of Pages : 4

[5063]-46

T.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define Life Insurance? Explain in detail the various conditions of Life Insurance contract. **[16]**

Q2) State the various rules and regulations of Insurance Regulatory and Development Act, 1999 (IRDA - 1999). **[16]**

OR

Explain the comparative study of private Insurance companies versus Government controlled Insurance companies. **[16]**

Q3) a) Explain the role of insurance agent in insurance business. **[8]**

b) State the main provisions of Life Insurance Corporation Act-1956. **[8]**

OR

a) Explain the legal rules as to the saving plans of Insurance Business. **[8]**

b) State the main provisions of Insurance Act-1938. **[8]**

Q4) Define General Insurance? Explain in detail the various types of claims of General Insurance. **[16]**

P.T.O.

Q5) Answer the following questions in brief (Any Two) :

[16]

- a) State the methods of payment of General Insurance.
- b) Write a note on Installment Revival scheme of General Insurance.
- c) Take review of Insurance Amendment Act - 2002.
- d) State the various conditions of General Insurance contract.



Total No. of Questions : 5]

P452

[5063]-46

T.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern) (Paper - II)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) आयुर्विमाच्या व्याख्या सांगून, आयुर्विमा कराराच्या वेगवेगळ्या/विविध अटी सविस्तर स्पष्ट करा. [16]

प्रश्न 2) 1999 च्या विमा नियमनात्मक आणि विकास कायद्याचे विविध नियम व अटी सांगून, स्पष्ट करा. [16]

किंवा

खाजगी विमा कंपन्या विरुद्ध सरकारी नियंत्रीत विमा कंपन्या यांचा तुलनात्मक अभ्यास स्पष्ट करा. [16]

प्रश्न 3) अ) विमा व्यवसायात विमा एजंटची (प्रतिनिधीची) असलेली भूमिका स्पष्ट करा. [8]

ब) 1956 च्या भारतीय आयुर्विमा महामंडळ कायद्याच्या प्रमुख तरतूदी सांगा. [8]

किंवा

अ) विमा व्यवसायातील बचत-योजना संदर्भात असलेले कायदेशीर नियम स्पष्ट करा. [8]

ब) 1938 च्या विमा कायद्याच्या प्रमुख तरतूदी सांगा. [8]

प्रश्न 4) सर्वसाधारण विमांच्या व्याख्या सांगून, सर्वसाधारण विमांतील विविध प्रकारचे दावे सविस्तर स्पष्ट करा. [16]

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

[16]

- अ) सर्व साधारण विम्याची पैसे देण्यासंदर्भातील पध्दती स्पष्ट करा.
- ब) सर्वसाधारण विम्याची 'हाते पुर्नलाभ योजना' (Installment Revival Scheme) यावर टिप लिहा.
- क) 2002 चा विमा सुधारणा कायद्याचा आढावा घ्या.
- ड) सर्व साधारण विमा कराराच्या विविध अटी सांगा.



Total No. of Questions : 5]

SEAT No. :

P453

[Total No. of Pages : 2

[5063]-47

T.Y. B.Com.

COMPUTER APPLICATION

RDBMS, Networking, Internet and E-Commerce

(2008 Pattern) (Paper - II)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Neat diagrams must be drawn wherever necessary.*

Q1) A) Consider the following table and solve the following queries (any four) :
Student (studname, roll no., course, City) **[8]**

- a) List the student name and course who belongs to city 'PUNE'.
- b) List the student details whose name starts with 'P'.
- c) List all student names who belongs to B.Com. Course.
- d) Delete record of student whose roll no. is 5.
- e) List the record in descending order on name basis.

B) Explain the following commands with their proper syntax and example.
(any four) **[8]**

- a) create
- b) delete
- c) select
- d) Drop
- e) Alter

P.T.O.

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

- a) Explain DBMS with its advantages?
- b) What is SQL and explain its Components?
- c) Explain what is web Browser. Give Examples?
- d) Explain EDI Architecture?
- e) Explain types of networking in details.

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

- a) Explain Components of ER-diagram?
- b) Write a note on Electronic Payment system?
- c) Explain web development process model.
- d) Explain the various networking components?
- e) Explain Image Map with example?

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

- a) Explain text formatting tags?
- b) Explain the pros and cons of e-commerce?
- c) Write a note on entrance page?
- d) Differentiate between DBMS and RDBMS?
- e) Explain GOTO statement in PL/SQL with example?

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

- a) Explain Electronic Fund Transfer with its advantages and disadvantages?
- b) Explain Web Design Pyramid?
- c) Explain the ethical issues related to information security?
- d) What is Normalization? Explain Advantages of Normalization?
- e) Explain table tag with its attributes?



Total No. of Questions : 6]

SEAT No. :

P454

[Total No. of Pages : 4

[5063]-48

T.Y. B.Com.

BUSINESS ADMINISTRATION

Finance, Production and Operation Functions

(2008 Pattern) (Paper - III)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) What is capital structure? Explain the various principles of capital structure. **[14]**

Q2) What is meant by Equity Shares? Explain the Advantages and Disadvantages of Equity Shares. **[14]**

OR

What is financial planning? Explain the Advantages and Disadvantages of Financial planning.

Q3) a) Explain the objectives of Financial Management. **[7]**

b) Explain the responsibilities of Production Manager. **[7]**

OR

a) Explain the advantages & disadvantages of public deposits.

b) Explain the importance of Supply Chain Management.

Q4) What is material handling? Explain the various principles of material handling. **[14]**

P.T.O.

Q5) Write short notes (any two) :

[14]

- a) Theory of capitalisation
- b) Nature of finance
- c) Batch production
- d) Types of production schedule

Q6) Role of Maharashtra Govt. in Rural Industrial Development.

[10]



Total No. of Questions : 6]

P454

[5063]-48

T.Y. B.Com.

व्यवसाय प्रशासन

वित्त, उत्पादन व प्रक्रिया कार्ये

(2008 पॅटर्न) (पेपर - III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न आवश्यक.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) “भांडवल रचना” म्हणजे काय? भांडवल रचनेची विविध तत्वे स्पष्ट करा. [14]

प्रश्न 2) ‘समहक भाग’ म्हणजे काय? समहक भागाचे फायदे व तोटे स्पष्ट करा. [14]

किंवा

‘वित्तीय नियोजन’ म्हणजे काय? वित्तीय नियोजनाचे फायदे व तोटे स्पष्ट करा.

प्रश्न 3) अ) वित्तीय व्यवस्थापनाची उद्दिष्टे स्पष्ट करा. [7]

ब) उत्पादन व्यवस्थापनाच्या जबाबदाऱ्या स्पष्ट करा. [7]

किंवा

अ) सार्वजनिक ठेवीचे फायदे व तोटे स्पष्ट करा.

ब) पुरवठा साखळी व्यवस्थापनाचे महत्व स्पष्ट करा.

प्रश्न 4) “सामग्री हाताळणी” म्हणजे काय? सामग्री हाताळणीची विविध तत्वे स्पष्ट करा. [14]

- प्रश्न 5) टिपा लिहा. (कोणत्याही दोन) [14]
- अ) भांडवलीकरणाचे सिद्धांत
 - ब) वित्ताचे स्वरूप
 - क) बॅच प्रॉडक्शन
 - ड) उत्पादन वेळापत्रकाचे प्रकार

- प्रश्न 6) “ग्रामीण औद्योगिक विकासातील महाराष्ट्र सरकारची भूमिका” चर्चा करा. [10]



Total No. of Questions : 6]

SEAT No. :

P455

[Total No. of Pages : 4

[5063]-49

T.Y. B.Com.

BANKING & FINANCE

Banking Law and Practice in India

(2008 Pattern) (Special Paper - III)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain the power of RBI as laid down under Banking Regulation Act, 1949. **[14]**

Q2) What is Negotiable Instrument? Explain the types & features of Negotiable Instruments. **[14]**

OR

Define a paying Banker. Explain the duties and rights of a paying banker.

- Q3)* a) Explain the bankers obligations of secrecy of account. **[7]**
b) Explain the types of Mortgage. **[7]**

OR

- a) Explain the precautions to be taken by the Banker while giving loans.
- b) What are the non-legal measures for recovery of Bank loans.

Q4) What is project Appraisal? Discuss the steps involved in appraisal of the project. **[14]**

P.T.O.

Q5) Write short notes (any two) :

[14]

- a) Banker and Customer relationship
- b) Legal measures of recovery
- c) Garnishee order
- d) Principles of secured advances

Q6) Discuss the impact of credit policy of RBI on Indian Banking System. **[10]**



Total No. of Questions : 6]

P455

[5063]-49

T.Y. B.Com.

BANKING & FINANCE

Banking Law and Practice in India

(2008 Pattern) (Special Paper - III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 1949 च्या बँकींग नियमन कायद्यान्वये भारतीय रिझर्व्ह बँकेला दिलेले अधिकार स्पष्ट करा. [14]

प्रश्न 2) चलनक्षम दस्तऐवज म्हणजे काय? चलनक्षम दस्तऐवजाचे प्रकार व वैशिष्ट्ये स्पष्ट करा. [14]

किंवा

प्रदायी बँक म्हणजे काय? प्रदायी बँकेची कर्तव्ये आणि अधिकार स्पष्ट करा.

प्रश्न 3) अ) ग्राहकाच्या खात्याच्या गुप्तते संदर्भातील बँकेवरील बंधने सविस्तर स्पष्ट करा. [7]

ब) गहाणाचे विविध प्रकार स्पष्ट करा. [7]

किंवा

अ) बँकेने कर्ज देताना कोणती दक्षता घ्यावी ते स्पष्ट करा.

ब) बँकेकडून कर्जवसुलीसाठी केल्या जाणाऱ्या बिगर कायदेशीर उपाय योजना स्पष्ट करा.

प्रश्न 4) प्रकल्प मुल्यमापन म्हणजे काय? प्रकल्प मूल्य मापनामध्ये समाविष्ट होणाऱ्या बाजूंची चर्चा करा. [14]

- प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन) [14]
- अ) बँक आणि ग्राहक यांच्यातील संबंध
 - ब) कर्जवसुलीचे कायदेशीर उपाय
 - क) कर्जमुक्तीचा आदेश
 - ड) सुरक्षीत अगिमांची तत्वे

- प्रश्न 6) रिझर्व्ह बँक ऑफ इंडियाच्या पतधोरणाचा भारतीय बँकिंग प्रणालीवर झालेल्या परिणामांची चर्चा करा. [10]



Total No. of Questions : 6]

SEAT No. :

P456

[Total No. of Pages : 6

[5063]-50

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2008 Pattern) (Special Paper - III)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Calculator may be used.*

Q1) What is Excise duty? Explain the basic conditions and types of Excise duty.[14]

Q2) Explain the sources of Government Revenue and Role of direct and indirect taxes in the development of a country. [14]

OR

Explain the following term (any two) :

- a) Concept of service tax.
- b) Factory
- c) Provisions of Central Excise Act relating to Daily Stock Account.
- d) Valuation of Export Goods.

Q3) a) Compute the assessable value of excisable goods from the following information : [7]

i) Cum-duty wholesale price including VAT	
Rs. 16,000	2,50,000
ii) Normal secondary packing cost	18,000
iii) Cost of special secondary packing	26,000
iv) Cost of durable and returnable packing	26,000
v) Freight	14,000
vi) Insurance on freight	2,400
vii) Trader Discount (Normal Practice)	
Rate of Excise Duty 10%	18,000
Education cess of excise duty 3%	

State the reasons for admissibility or the otherwise of the deductions.

P.T.O.

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

	Rs.
Total Invoice price (Depot)	36,000
The Invoice price includes the following :	
State VAT	2,000
Octroi	500
Insurance from factory to depot	300
Freight from factory to depot	1,200
Rate of basic excise duty 16% ad valorem, Education cess @ 3% on excise duty.	

OR

Explain the Historical background of VAT with its merits and demerits. Explain the evolution of VAT. [14]

- Q4)** Mr. Despande, a registered dealer, made the following purchases and sales for the year ending 31st March, 2015. [14]

Particulars	Purchases (Rs.)	Sales (Rs.)
Opening stock on 01-4-2014	25,000	-
April, 2014 to June, 2014	85,000	90,000
July, 2014 to Sept., 2014	90,000	1,00,000
Oct., 2014 to Dec., 2014	1,00,000	90,000
Jan., 2015 to March, 2015	1,28,000	1,02,000

Other Information,

- i) 20% value is added at the time of sale which is not included in above sales.
- ii) All purchases are from registered dealers.
- iii) Rate of VAT is 4% (Both on purchases and sales)
- iv) Both purchases and sales are exclusive of VAT
- v) Ascertain the VAT liability for the four quarters.

OR

What is customs duty? Explain the nature and various types of duties levied on imports under the Customs Tariff Act, 1975.

Q5) Write short notes (any two) :

[14]

- a) Advantages of VAT
- b) Assessable value
- c) Free and Restricted Import
- d) Courier service

Q6) Explain the procedure for 'Payment of Service Tax'.

[10]



Total No. of Questions : 6]

P456

[5063]-50

T.Y. B.Com.

BUSINESS LAWS AND PRACTICES

(2008 Pattern) (Special Paper - III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) उत्पादन शुल्क (Excise duty) म्हणजे काय? उत्पादन शुल्काच्या मूळ अटी व प्रकार स्पष्ट करा. [14]

प्रश्न 2) सरकारी महसूल (Government revenue) मिळविण्याचे विविध मार्ग स्पष्ट करा. देशाच्या विकासातील प्रत्यक्ष व अप्रत्यक्ष करांची भूमिका स्पष्ट करा. [14]

किंवा

खालील संकल्पना स्पष्ट करा. (कोणत्याही दोन)

- अ) सेवा कराची संकल्पना
ब) कारखाना
क) दैनिक साठा खात्याच्या संदर्भात केंद्रिय उत्पादन शुल्क कायद्यातील तरतुदी
ड) निर्यात मालाचे मूल्यांकन (valuation of Export Goods)

प्रश्न 3) अ) पुढील माहिती वरून उत्पादन शुल्क व मालाचे योग्य कर आकारणी मूल्य काढा. [7]

i) उत्पादन शुल्क करासह घाऊक विक्री किंमत (16,000 रुपये मूल्यवर्धित कर अंतर्भूत) 2,50,000

ii) सामान्य दुय्यम बांधणी खर्च 18,000

iii) विशेष दुय्यम बांधणी खर्च	26,000
iv) टिकाऊ व परत करता येऊ शकणारा बांधणी खर्च	26,000
v) भाडे	14,000
vi) भाड्यावरील विमा	2,400
vii) व्यापारी सूट (सामान्य व्यवहार)	18,000

केंद्रिय उत्पादन शुल्क दर 10%

उत्पादन शुल्कावरील शिक्षण कर 3%

वजावटी मान्य करण्याची किंवा इतर बाबींची कारणे सांगा

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

(रू.)

एकूण बीजक किंमत (डेपो.) 36,000

बीजक किंमतीत खालील बाबी अंतर्भूत आहेत :

राज्य मूल्यवर्धित कर 2,000

जकात 500

कारखान्यापासून भांडारापर्यंतचा विमा 300

कारखान्यापासून भांडारापर्यंतचे भाडे 1,200

उत्पादन शुल्काचा मुलभूत दर 16% (मूल्यावर आधारित)

शिक्षण उपकर 3% (उत्पादन शुल्कावर)

किंवा

मुल्यवर्धित कराची ऐतिहासिक पार्श्वभूमी त्याच्या फायदे आणि तोट्यांसह स्पष्ट करा. मुल्यवर्धित कराची (VAT) उत्क्रांती (Evolution) स्पष्ट करा. [14]

प्रश्न 4) मि. देशपांडे हे नोंदणीकृत व्यापारी असून त्याने 31 मार्च, 2015 अखेर खालील प्रमाणे खरेदी व विक्री केलेली आहे. [14]

तपशिल	खरेदी (रू.)	विक्री (रू.)
आरंभीची शिल्लक 01-4-2014	25,000	-
एप्रिल, 2014 ते जून, 2014	85,000	90,000
जुलै, 2014 ते सप्टें., 2014	90,000	1,00,000
आक्टो., 2014 ते डिसें., 2014	1,00,000	90,000
जाने., 2015 ते मार्च, 2015	1,28,000	1,02,000

इतर माहिती :

- i) वरील विक्रीमध्ये 20% जादा रकमेचा समावेश नाही.
- ii) सर्व खरेदी नोंदणीकृत व्यापाऱ्याकडून केलेली आहे.
- iii) मूल्यवर्धित कराचा दर 4% आहे. (खरेदी आणि विक्रीवर)
- iv) खरेदी आणि विक्री मूल्यवर्धित कर सोडून आहे.
- v) वरील कालावधीचा मूल्यवर्धित दर काढा.

किंवा

सीमा शुल्क म्हणजे काय? सीमा शुल्काचे स्वरूप आणि सीमा शुल्क कायदा, 1975 अंतर्गत आयात मालावर लादल्या जाणाऱ्या विविध शुल्कांचे प्रकार स्पष्ट करा.

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

- अ) मूल्यवर्धित कराचे फायदे
- ब) मूल्यनिर्धारण किंमत (Assessable value)
- क) मुक्त व प्रतिबंधित आयात
- ड) कुरिअर सेवा (Courier service)

प्रश्न 6) सेवा कर शोधनाची कार्यपध्दती स्पष्ट करा. [10]



Total No. of Questions : 6]

SEAT No. :

P457

[Total No. of Pages : 4

[5063]-51

T.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

Co-Operative Marketing Management

(2008 Pattern) (Paper - III)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define Marketing. Explain the scope and importance of Marketing. [14]

Q2) What is meant by consumer co-operatives? Explain the need and objectives of consumer co-operatives. [14]

OR

What is meant by pricing? Explain the objectives and significance of pricing.

Q3) a) Write a brief note on poultry co-operatives. [7]

b) Explain the advantages of primary co-operative consumer stores. [7]

OR

a) Explain the advantages of wholesale co-operative stores.

b) Explain the factors influencing marketing strategy of co-operatives.

Q4) State in detail the functions and problems of Agricultural Produce Market Committee. [14]

P.T.O.

Q5) Answer the following questions (any two) :

[14]

- a) Describe the organizational structure of NAFED
- b) Write a note on co-operative produce marketing
- c) Describe the main provisions of Agricultural Produce Market (Regulation) Act, 1963.
- d) Explain the strategy for Exporting Agricultural Produce.

Q6) Describe the impact of the Agricultural Produce Marketing (Development and Regulation) Act, 2003 on Agricultural Marketing. **[10]**



Total No. of Questions : 6]

P457

[5063]-51

T.Y. B.Com.

CO-OPERATION AND RURAL DEVELOPMENT

Co-operative Marketing Management

(2008 Pattern) (Paper - III)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 'विपणनाची व्याख्या द्या' विपणनाची व्याप्ती आणि महत्व स्पष्ट करा. [14]

प्रश्न 2) ग्राहक सहकारी संस्था म्हणजे काय? ग्राहक सहकारी संस्थांची गरज आणि उद्दिष्टे स्पष्ट करा. [14]

किंवा

किंमत (मुल्य) म्हणजे काय? किंमतीची उद्दिष्टे आणि घटक स्पष्ट करा.

प्रश्न 3) अ) 'सहकारी कुक्कुट पालन' संस्था यावर थोडक्यात टिप लिहा. [7]

ब) प्राथमिक सहकारी ग्राहक संस्थेचे (stores) फायदे स्पष्ट करा. [7]

किंवा

अ) घाउक सहकारी संस्थेचे फायदे स्पष्ट करा.

ब) सहकारी संस्थांच्या विपणन व्यूहरचनेवर प्रभाव टाकणारे घटक स्पष्ट करा.

प्रश्न 4) कृषि उत्पन्न बाजार समितीची कार्ये आणि समस्या सविस्तर सांगा. [14]

- प्रश्न 5) खालील प्रश्नांची उत्तरे द्या. (कोणतेही दोन) [14]
- अ) नाफेडची संघटनात्मक रचना विशद करा.
- ब) सहकारी उत्पादीत मालाचे विपणन टिप लिहा.
- क) 1963 च्या कृषि उत्पन्न बाजार (नियमनात्मक) कायद्याच्या प्रमुख तरतूदी विशद करा.
- ड) कृषि उत्पादीत माल निर्यातीसाठी असलेली व्यूहरचना स्पष्ट करा.

- प्रश्न 6) कृषि विपणनावर, 2003 च्या कृषि उत्पन्न बाजार (विकास व नियमनात्मक) कायद्यांचा पडलेला प्रभाव विशद करा. [10]



Total No. of Questions : 5]

SEAT No. :

P458

[Total No. of Pages : 4

[5063] - 52

T.Y. B.Com.

COST AND WORKS ACCOUNTING (Paper - III)

Costing Techniques and Cost Audit

(2008 Pattern)

Time :3 Hours]

[Max. Marks :80

Instructions to the candidates:

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

Q1) A) Fill in the blanks (any five) [5]

- i) Sales – variable cost = _____.
- ii) The deviation of actual cost from standard cost determined, is termed as _____.
- iii) _____ is an estimate of cash receipts and cash payments during a specific period of time.
- iv) Application of standardised principles and methods of costing is termed as _____.
- v) The cost auditor must be a member of the _____ holding a certificate of practice.
- vi) Determining the selling price first before the actual production is done under _____.

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

- i) Break even - Point determines profitability of business.
- ii) Unfavourable variances indicates healthy sign of business.
- iii) Flexible budget is also known variable budget.
- iv) Appointment of cost Auditor is compulsory under Co's Act 2013.
- v) Target costing was first introduced in Japan.
- vi) Adoption of uniform costing is a pre requisite for interfirm comparison.

P.T.O.

Q2) Define uniform costing. State the important requisites for the installation of a uniform costing system. [15]

OR

Define Inter - firm comparison. Explain the procedure involved in Inter firm Comparison.

Q3) Write short Notes . (Any Three) [15]

- i) Qualifications and disqualifications of a cost Auditor.
- ii) Cost Accounting standards.
- iii) Cost Audit as an aid to management.
- iv) Target costing.
- v) Cost Audit Programme.

Q4) A) From the following information related to a company, you are required to calculate: [15]

- i) P/V Ratio
- ii) Break - Even - point
- iii) Profit when sales are Rs. 1,50,000.
- iv) Sales required to earn profit of Rs.50,000.
- v) Margin of safety in period II.

Period	Sales	Profit
I	1,00,000	9000
II	1,20,000	13,000

B) For the production of product - X, the following data are available. [5]

	standard	actual
Quantity of material	100kgs.	120kgs.
Price per kg.	Rs.20	Rs.17.50

You are required to compute:

- a) Material price variance
- b) Material usage variance.

Q5) A) The following details are available from the records of ABC Ltd, engaged in manufacturing article A. [10]

The Standard labour hours and rate of payment per article 'A' were as follows.

	Hours	Rate per hour	Total
Skilled labour	10	3.00	30
Semi skilled labour	8	1.50	12
Unskilled labour	16	1.00	16
			<u>58</u>

The actual production was 1000 articles for which the actual hours worked and rates are given below.

	Hours	Rate per hour	Total
Skilled labour	9000	4.00	36,000
Semi-skilled labour	8400	1.50	12,600
Unskilled labour	20,000	0.90	18,000
			<u>66,600</u>

From the above data, you are asked to calculate.

- Labour cost variance
- Labour rate variance
- Labour efficiency variance
- Labour mix variance

B) Standard cost for producing 100 kgs of product 'R' is given below:[10]

Material	Quantity kgs.	Rate Rs.	Standard cost Rs.
A	40	10	400
B	40	20	800
C	<u>45</u>	30	1350
Total material Input	125		<u>2550</u>
Less normal loss	<u>25</u>		-
Output	100		<u><u>2550</u></u>

Actual Results for the period.

45 kgs. of material 'A' at - Rs. 12/-	Rs. 540
50 kgs. of Material 'B' at - Rs. 18/-	Rs. 900
35 kgs. of material 'C' at - Rs. 30/-	Rs. 1050
	<u>Rs. 2490</u>

130 kgs. of total material was used.

Actual output - 105 kgs. during the Period. You are required to calculate.

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

OR

From the following information related to a company. You are required to calculate the following variances.

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

Material	Standard mix	Actual mix
X	70 kgs @ Rs. 2 per kg	60 kgs @ Rs.2 per kg.
Y	30 kgs. @ Rs. 4 per kg.	50kgs. @ Rs.5 per kg.



Total No. of Questions : 5]

SEAT No. :

P459

[Total No. of Pages : 4

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T.Y. B.Com.

BUSINESS STATISTICS

(2008 Pattern) (Special Paper - III)

Time :3.Hour]

[Max. Marks :80

Instructions to the candidates:

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

Q1) a) Attempt any four of the following: **[8]**

i) State the of integration for product of two function.

ii) Evaluate $\int_0^3 (2x^3 - 3)dx$.

iii) Explain the term 'optimistic time' in PERT.

iv) State whether each of the statement given below is true or false:

- 1) The difference between latest time and earliest time is known as float.
- 2) In queuing theory arrivals of a customer cannot follow Poisson distribution.

v) State any two application of simulation.

vi) Obtain the saddle point for the following Game.

Player B

$$\text{Player A} \begin{bmatrix} 13 & 17 \\ -15 & 15 \end{bmatrix}$$

b) Attempt any two of the following: **[12]**

i) Using Trapezoidal rule, evaluate $\int_0^{10} x^2 dx$ by taking $h = 1$.

ii) The maintenance cost and resale value per year of a machine whose purchase price is Rs. 7,000 is given below:

P.T.O.

Year	Maintenance Cost (in Rs.)	Resale Value (in Rs.)
1	900	4000
2	1200	2000
3	1600	1200
4	2100	600
5	2800	500
6	3700	400
7	4700	400
8	5900	400

When should the machine be replaced?

iii) Solve the following game.

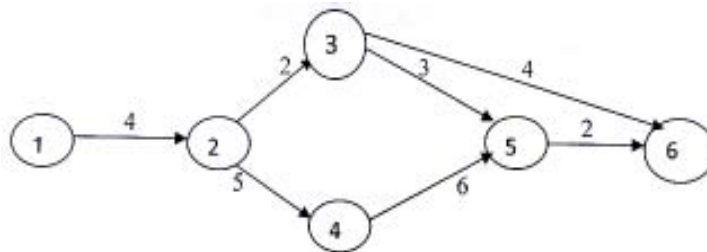
Player B

$$\text{Player A} \begin{bmatrix} 1 & 2 & 7 \\ 6 & 7 & 2 \\ 6 & 6 & 1 \end{bmatrix}$$

Q2) Attempt any two of the following :

[16]

a) For the following network find all paths and identify the critical path.



Also calculate latest start time for event 3 [LS_3].

- b) i) Explain process control and product control.
 ii) State and explain dominance principle in game theory.
- c) A bank employee one cashier at its counter. Ten customer arrive on an average per hour while the cashier can serve 30 customers per hour. Find:
 i) Probability that cashier is idle.
 ii) Average time a customer waits before being served.
 iii) Average number of customers in queue.
 iv) Average number of customers in the system.

Q3) Attempt any two of the following:

[16]

- a) Given the following pay off matrix obtain expected opportunity loss and state you decision:

States of Nature ↓	Probability	Acts					
		A1	A2	A3	A4	A5	A6
18	0.05	360	310	260	210	160	110
19	0.10	360	380	330	280	230	180
20	0.30	360	380	400	350	300	250
21	0.40	360	380	400	420	370	320
22	0.10	360	380	400	420	440	390
23	0.05	360	380	400	420	440	460

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

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

Also write two uses of life table.

- c) State Simpson 3/8th rule. Using Simpson 3/8th rule compute $\int_0^6 (x^2 + 1)dx$.
(Take h = 1)

Q4) Attempt any two of the following:

[16]

- a) Following is the probability distribution of daily demand of items.

Demand	0	5	10	15	20	25
Probability	2	11	8	21	5	3

Using random numbers given below estimate demand for next 10 days: 35, 52, 90, 13, 23, 73, 34, 57, 35, 83

- b) Explain the following terms.
- Service Channel
 - Service rate
 - Utilization factor
 - Queue discipline

- c) A machine is set to deliver packets of given tensile strength 10 samples of size 5 each were recorded as follows:

Sample No.	Mean	Range
1	15	7
2	17	7
3	15	4
4	18	9
5	17	8
6	14	7
7	18	12
8	15	4
9	17	11
10	16	5

Construct control charts for mean and range. Also comment on whether the process seems to be control. ($n = 5, A_2 = 0.577, D_3 = 0, D_4 = 2.115$)

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

- a) For the following pay - off table find the optimal strategy by
- Hurwitz Criterion ($\alpha = 0.8$)
 - Laplace Criterion
 - Maximax

	N_1	N_2	N_3	N_4
S_1	16	11	12	7
S_2	13	12	10	11
S_3	11	12	12	15

- b) Given below is the information about a project regarding different activities. All time estimates are in days.

Activity	1 - 2	1 - 5	2 - 3	2 - 4	3 - 4	4 - 5	5 - 6
t_0 :	2	3	6	5	5	3	1
t_m :	5	12	9	14	8	6	4
t_p :	8	21	12	17	11	9	7

- Determine expected time estimate and variance for each activity.
 - Given the total estimated completion time as 32 days with variance 5 days. What is the probability that the project will be completed within 29 days?
- c) i) Evaluate : $\int [3x^3 + 5x + 16] dx$
- Explain the procedure of drawing np-chart.



Total No. of Questions : 6]

SEAT No. :

P460

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T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP (Paper - III)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain in detail the determinants of personality development. **[14]**

Q2) Define the term 'organisational behaviour' Narrate its historical roots. **[14]**

OR

Explain briefly any two theories of personality.

Q3) a) Write a note on charismatic leadership. **[7]**

b) Explain the classification of formal groups. **[7]**

OR

a) Write a note on team V/s Group.

b) What are the benefits of management by objectives?

Q4) Define the term stress. Explain consequences of stress. **[14]**

P.T.O.

Q5) Write short notes on : (Any Two)

[14]

- a) Manager v/s leader
- b) Importance of informal groups
- c) Significance of team
- d) Theory - Y

Q6) Top management has introduced certain changes to face competition. But trade union has strong resistance to it. How will you handle the situation? **[10]**



Total No. of Questions : 6]

P460

[5063] - 54

T.Y. B.Com.

BUSINESS ENTREPRENEURSHIP (Paper - III)

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) व्यक्तिमत्व विकासाचे निर्धारक विस्ताराने स्पष्ट करा. [14]

प्रश्न 2) 'संघटनात्मक वर्तन' संकल्पनेची व्याख्या द्या. त्याचे ऐतिहासिक संबंध कोणते ते सांगा. [14]

किंवा

व्यक्तिमत्वाचे कोणतेही दोन सिद्धांत थोडक्यात स्पष्ट करा.

प्रश्न 3) अ) करिष्मायुक्त नेतृत्व यावर टीप लिहा. [7]

ब) औपचारिक समूहांचे वर्गीकरण स्पष्ट करा. [7]

किंवा

अ) संघ विरुद्ध समूह यावर टीप लिहा.

ब) उद्दिष्टाधिष्ठित व्यवस्थापनाचे लाभ कोणते ते सांगा.

प्रश्न 4) ताणतणाव संकल्पनेची व्याख्या द्या. ताणतणावाचे परिणाम स्पष्ट करा. [14]

प्रश्न 5) थोडक्यात टीपा लिहा.(कोणत्याही दोन).

[14]

- अ) व्यवस्थापक विरूध नेता
- ब) अनौपचारिक समूहांचे महत्व
- क) संघांचे महत्व
- ड) सिध्दांतच्य

प्रश्न 6) स्पर्धेचा सामना करण्यासाठी व्यवस्थापनाचे काही बदल घडवून आणले आहेत. परंतु श्रमिक संघाचा त्यास तीव्र विरोध आहे. ही परिस्थिती तुम्ही कशी हाताकाल ?

[10]



Total No. of Questions : 6]

SEAT No. :

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T.Y. B.Com.

MARKETING MANAGEMENT (Paper - III)

(Advertising Management)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Define 'Advertising'? Explain the Nature and scope of advertising. **[14]**

Q2) What is advertising layout? Explain the importance of advertising layout. **[14]**

OR

What is advertising media? Describe the classification of different media of advertising.

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

b) Explain the role of women in advertising cursor. **[7]**

OR

a) Explain the types of appeals in advertising.

b) Write short note on future of Indian advertising Institute.

Q4) Define brand? Describe the branding decision steps. **[14]**

P.T.O.

Q5) Write short notes on : (Any Two)

[14]

- a) Rural advertising
- b) Functions of advertising agency
- c) Educational training for modern advertisers
- d) Advertising in the market place.

Q6) Explain the future of advertising in India.

[10]



Total No. of Questions : 6]

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T.Y. B.Com.

MARKETING MANAGEMENT (Paper - III)

(Advertising Management)

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

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

प्रश्न 1) जाहिरातीची व्याख्या द्या? जाहिरातीचे स्वरूप व व्याप्ती स्पष्ट करा. [14]

प्रश्न 2) जाहिरात रचना म्हणजे काय? जाहिरात रचनेचे महत्व विशद करा. [14]

किंवा

जाहिरात माध्यमे म्हणजे काय? जाहिरातीच्या विविध माध्यमाचे वर्गीकरण करा.

प्रश्न 3) अ) जाहिरातीचे आर्थिक परिणाम स्पष्ट करा. [7]

ब) जाहिरात पेशामध्ये स्त्रियांची भूमिका स्पष्ट करा. [7]

किंवा

अ) जाहिरातीतील आवाहनाचे प्रकार स्पष्ट करा.

ब) भारतातील जाहिरात संख्यांचे भवितव्य यावर टीप लिहा.

प्रश्न 4) चिन्हांची (Brand) व्याख्या द्या. चिन्हांकनाच्या निर्णयातील पायऱ्या विशद करा. [14]

प्रश्न 5) थोडक्यात टिपा लिहा.(कोणत्याही दोन).

[14]

- अ) ग्रामीण जाहिराती
- ब) जाहिरात संस्थेची कार्ये
- क) आधुनिक जाहिरातदाराचे शैक्षणिक प्रशिक्षण
- ड) बाजारपेठेच्या ठिकाणी जाहिरात करणे

प्रश्न 6) भारतातील जाहिरातीचे भवितव्य स्पष्ट करा.

[10]



Total No. of Questions : 6]

SEAT No. :

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T.Y. B.Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(Special Paper - III)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Explain the need of rural credit. Comment on role of co-operative credit institutions in rural credit. [14]

Q2) Discuss the recent trends in agriculture in improving the cropping pattern and productivity of agriculture in India. [14]

OR

Evaluate the present position and government approach towards agriculture taxation in India. [14]

Q3) Answer in Brief.

- a) Explain the progress and problems of poultry co-operatives in India. [7]
- b) Explain the broad features of industrial policy 1956. [7]

OR

- a) Discuss the merits and demerits of modern methods of irrigation. [7]
- b) Explain the causes of imbalanced industrial development. [7]

P.T.O.

Q4) Discuss in detail the role on private investment in infrastructure development in India since 1991. **[14]**

Q5) Write short notes : (Any Two) **[14]**

- a) Role of Govt. in SEZ.
- b) Impact of multinational corporations in India
- c) Malpractices of multinational corporations
- d) NABARD and rural development

Q6) Write an essay on dairy co-operatives in your area. **[10]**



Total No. of Questions : 6]

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T.Y. B.Com.

AGRICULTURE AND INDUSTRIAL ECONOMICS

(Special Paper - III)

(2008 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) ग्रामीण पतपूरवठ्याची गरज स्पष्ट करा. ग्रामीण पतपूरवठ्यातील सहकारी पतपूरवठा संस्थांच्या भूमीकेवर भाष्य करा. [14]

प्रश्न 2) भारतातील पीक आकृतीबंध आणि उत्पादकतेच्या सुधारणेतील शेती व्यवसायातील अलिकडच्या काळातील प्रवृत्तीची चर्चा करा. [14]

किंवा

भारतातील शेती कर व्यवस्थेची सद्यस्थिती आणि त्या संबंधी सरकारच्या दृष्टीकोनाचे मुल्यमापण करा. [14]

प्रश्न 3) थोडक्यात उत्तरे द्या.

अ) भारतातील सहकारी कुक्कुटपालन व्यवसायाची प्रगती आणि समस्या स्पष्ट करा. [7]

ब) 1956 च्या औद्योगिक धोरणाची ठळक वैशिष्ट्ये स्पष्ट करा. [7]

किंवा

अ) आधुनिक जलसिंचन पद्धतीच्या गुणदोषांची चर्चा करा. [7]

ब) असंतुलीत औद्योगिक विकासाची कारणे स्पष्ट करा. [7]

प्रश्न 4) 1991 पासून भारतातील पायाभूत सुविधांच्या विकासातील खाजगी गुंतवणुकीच्या भूमीकेची सविस्तर चर्चा करा. [14]

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

अ) सेझ (SEZ) मधील सरकारची भूमिका

ब) भारतातील बहुराष्ट्रीय कंपन्यांचा प्रभाव

क) बहुराष्ट्रीय कंपन्यांचे गैरप्रकार

ड) नाबार्ड आणि ग्रामीण विकास

प्रश्न 6) तुमच्या भागातील सहकारी दुध उत्पादन संस्थांवर निबंध लिहा. [10]



Total No. of Questions : 4]

SEAT No. :

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T.Y. B.Com.

DEFENCE BUDGETING FINANCE & MANAGEMENT
Defence Budgeting & Financial Management in India (Paper - IV)
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Answer in 20 words each (any ten)

[20]

- i) What do you understand by Financial Management?
- ii) State the meaning of Indigenous.
- iii) Define "War potential."
- iv) What do you mean by Macro - Economy?
- v) Write any two principles of Government Financial system.
- vi) State basic purpose of "Financial Management".
- vii) What do you mean by Defence Budget?
- viii) In which year first five year defence plan introduced in India?
- ix) State any two economic elements of war potential.
- x) Define "Natural Resources".
- xi) Write the basic function of defence Accounts Department.
- xii) Define "Public Good".
- xiii) What do you mean by P.A.C.?

P.T.O.

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

- i) Write few lines on functions of Auditor General.
- ii) What do you mean by Allocation of Defence Budget?
- iii) Explain the concept of "Development".
- iv) Why the financial planning is necessary?

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

- i) Explain the contrast between defence & Development.
- ii) Write a note on "Post war problems".
- iii) Highlight on Salient features of India's Economic System.
- iv) Discuss the "Industrial Capacity" as a element of war potential.

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

- i) Analyse the india's Defence expenditure since 1998.
- ii) Explain the co-relationship between Defence & Development with special reference to the "Duel Technology".
- iii) How parliament controls over Budgeting? Explain.
- iv) Explain in detail the "Structure of Defence Budget".



Total No. of Questions : 4]

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T.Y. B.Com.

DEFENCE BUDGETING FINANCE & MANAGEMENT
Defence Budgeting & Financial Management in India (Paper - IV)
(2008 Pattern)
(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 20 शब्दांत उत्तरे द्या (कोणतेही दहा)

[20]

- i) वित्तीयव्यवस्थापन म्हणजे काय ?
- ii) इन्डीनायजेशनचा अर्थ नमूद करा
- iii) “युध्द क्षमता” व्याख्या द्या.
- iv) मॅक्रोईकॉनॉमी म्हणजे काय ?
- v) शासकीय वित्तीयव्यवस्थापनाची कोणतेही दोन तत्वे नमूद करा.
- vi) वित्तीयव्यवस्थापनाचा मूळ हेतू लिहा.
- vii) संरक्षण अंदाजपत्रक म्हणजे काय ?
- viii) भारतात सर्वप्रथम संरक्षणाची पहिली पंचवार्षिक योजना कोणत्या वर्षी अंमलात आली ?
- ix) युध्दक्षमतेचे कोणतेही दोन अर्थिक घटक नमूद करा
- x) नैसर्गिक साधनसंपत्ती व्याख्या द्या.
- xi) डिफेन्स अकाऊन्ट डिपार्टमेंट चे प्रमुख कार्य लिहा.
- xii) “पब्लीक गुड” व्याख्या द्या.
- xiii) पी.ए.सी. म्हणजे काय ?

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

- i) ऑडिटर जनरलची कार्ये थोडक्यात लिहा.
- ii) संरक्षण अंदाजपत्रकाची वाटणी/विभागणी म्हणजे काय?
- iii) “विकास” ही संकल्पना स्पष्ट करा
- iv) वित्तीय नियोजन करण्यासाठी आवश्यक असते?

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

- i) संरक्षण आणि विकास यातील विरोधाभास स्पष्ट करा.
- ii) “युध्दोत्तर समस्या” यावर टिपण लिहा.
- iii) “भारतीय अर्थव्यवस्थेचे प्रमुख गुणधर्म” यावर प्रकाशझोत टाका.
- iv) “औद्योगिक क्षमता” युध्दक्षमतेचा एक घटक म्हणून चर्चा करा.

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

- i) 1998 नंतरच्या भारताच्या संरक्षण खर्चाचे विश्लेषण करा.
- ii) “द्विउपयुक्तता तंत्रज्ञानाचा” विशेष संदर्भ देऊन संरक्षण आणि विकास यातील सकारात्मक (पूरक) संबंध स्पष्ट करा.
- iii) संसद अंदाजपत्रकावर कशा प्रकारे नियंत्रण करित असते? स्पष्ट करा.
- iv) संरक्षण अंदाजपत्रकाची रचना सविस्तर स्पष्ट करा.



Total No. of Questions : 6]

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T.Y. B.Com.

INSURANCE, TRANSPORT AND TOURISM

(2008 Pattern) (Paper - III)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

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

Q1) Enumerate the comparative study of (Difference between) Tourism in India and Tourism in other countries. **[14]**

Q2) Enumerate the functions and working of WTO (World Tourism Organisation). **[14]**

OR

Describe the factors related to Travel and Tourism Business. **[14]**

Q3) a) State the significance of Passport for International Tour. **[7]**

b) Write a brief note on PATA (Pacific Air Travel Association). **[7]**

OR

a) Explain role of Embassy in International Tour. **[7]**

b) State the functions of IUTO [International Union of Travel Organisation]. **[7]**

Q4) Define Group - Tours? Explain the significance of advertisement, publicity and marketing of group - tours. **[14]**

P.T.O.

Q5) Answer the following questions (Any two)

[14]

- a) Explain the role of tour - operator in tourism
- b) Explain the need of communication skill for tourism
- c) Write a note on availability of food services at Mauritius
- d) Explain the need of behavioural aspect for tourism

Q6) State and explain the facilities available to International Tourist in Singapore.[10]



Total No. of Questions : 6]

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T.Y. B.Com.

INSURANCE TRANSPORT AND TOURISM

(2008 Pattern) (Paper - III)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) भारतातील पर्यटन आणि इतर देशातील (विदेशातील) पर्यटन या दोघामधील तुलनात्मक अभ्यास विशद करा. [14]

प्रश्न 2) 'जागतिक पर्यटन संघटनेची' (WTO) कार्ये आणि कामगिरी विशद करा. [14]

किंवा

प्रवास आणि पर्यटन व्यवसायाशी संबंधित (निगडीत) असलेले घटक विशद करा.

प्रश्न 3) अ) आंतरराष्ट्रीय - प्रवासासाठी (परदेशात जाण्यासाठी) पारपत्राचे (Passport) असलेले महत्व सांगा. [7]

ब) 'पैसेफिक हवाई यात्रा संघटना' (PATA) यावर थोडक्यात टिप लिहा. [7]

किंवा

अ) आंतरराष्ट्रीय प्रवासासाठी परकीय वकीलातची (Embassy) असलेली भूमिका स्पष्ट करा.

ब) यात्रा संघटनेची आंतरराष्ट्रीय युनियनची (IUTO) कार्ये सांगा.

प्रश्न 4) समूह यात्रेची व्याख्या सांगा? समूहयात्रेचे जाहीरात, प्रसिद्धी आणि विपणन संदर्भातील महत्व स्पष्ट करा. [14]

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

[14]

- अ) पर्यटनात यात्रा आयोजकाची असलेली भूमिका स्पष्ट करा.
- ब) पर्यटनात संभाषण कौशल्याची असलेली गरज स्पष्ट करा.
- क) मॉरिशिसमध्ये उपलब्ध असलेली खाद्य-सेवा (Food services) यावर टिप लिहा.
- ड) पर्यटनांसाठी वर्तवणूकीची गरज (वागण्याची तऱ्हा) स्पष्ट करा.

प्रश्न 6) सिंगापूरमध्ये आंतरराष्ट्रीय पर्यटकासाठी उपलब्ध असलेल्या सुविधा सांगून स्पष्ट करा. [10]



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T.Y. B.Com.

COMPUTER APPLICATIONS (Paper - III)

(MIS, Software Engineering and Enterprise Resource Planning)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Neat diagrams must be drawn wherever necessary.*

Q1) A) Attempt any four of the following: [8]

- i) Who is System analyst?
- ii) What is System? State its Characteristics.
- iii) What are the various categories of software?
- iv) Describe Record Review method of fact finding technique.
- v) List the phases of SDLC.

B) Attempt any two of the following: [8]

- i) Write a note on Data Dictionary.
- ii) Describe different phases of waterfall model.
- iii) Explain Input design with example.

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

- i) With suitable diagram explain decision table.
- ii) Explain different modules of ERP.
- iii) Explain Verification and Validation.
- iv) Write a note on Software Quality.
- v) Define MIS. Explain its advantages.

P.T.O.

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

- i) What are the objectives of Testing?
- ii) What is System Maintenance? Explain its importance.
- iii) Write a note on CRM.
- iv) What is ERD? Explain different symbols of ERD.
- v) Explain ISO standards.

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

- i) Explain 4GL Approach in detail.
- ii) Compare Questionnaire and Interview fact finding techniques.
- iii) Explain Business Process model of the organization.
- iv) What are the impacts of Information Technology on the workplace?
- v) Explain System Requirements Specification.

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

- i) Explain the need of Requirement Analysis.
- ii) Write a note on Information management in SCM.
- iii) Explain different characteristics of software.
- iv) Write a note on DFD.
- v) Define Data dictionary. Explain its advantages.



Total No. of Questions : 3]

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T.Y. B.Com.

COMPUTER APPLICATION (Vocational) (Paper - V)

(2008 Pattern)

Time : 2 Hours]

[Max. Marks : 40

Instructions to the candidates:

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

Q1) Answer the following (any four) [20]

- a) Explain joint Application Model to design a website
- b) Explain the use of internet in Education sector.
- c) Explain general business trade cycle
- d) Draw and explain web pyramid
- e) Explain LAN MAN WAN

Q2) Write short notes on (any three) [15]

- a) Internet
- b) Digital Certificate
- c) Search Engine
- d) E-Payment

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

- a) To insert an image on web page
- b) Divide web page in three horizontal frames



Total No. of Questions : 3]

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T.Y. B.Com. (Vocational)

ADVERTISING, SALES PROMOTION AND SALES MANAGEMENT

Sales - Force Management

(2008 Pattern) (Paper - V)

Time : 2 Hours]

[Max. Marks : 40

Instructions to the candidates:

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

Q1) Explain the procedure of recruitment. **[12]**

OR

What are the factors to be considered for setting sales quota?

Q2) What do you mean by public relations? Narrate its significance. **[12]**

OR

Define the term 'customer relationship management'. Explain its elements in detail.

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

- a) Importance of sales management
- b) Objectives of training
- c) Importance of sales forecasting
- d) Ethical and legal aspects of public relations



Total No. of Questions : 3]

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T.Y. B.Com.

ENTREPRENEURSHIP DEVELOPMENT

Common To : i) Computer Application

ii) Advertising Sales Promotion & Sales Management

(Paper - VI(B)) (Vocational)

(2008 Pattern)

Time : 2 Hours]

[Max. Marks : 40

Instructions to the candidates:

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

Q1) Briefly explain barriers to entrepreneurship.

[12]

OR

Bring out merits and demerits of partnership form of organisation.

Q2) Write a detailed note on contents of project report.

[12]

OR

What are the functions performed by M . C .E. D.?

Q3) Write short notes on . (any two)

[16]

- a) Marketing mix
- b) Importance of communication skills
- c) Role of consultancy organisations
- d) Imitating entrepreneur



P.T.O.

Total No. of Questions : 4]

SEAT No. :

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T.Y. B.Com.

TAX PROCEDURE AND PRACTICES (Vocational)
(Paper - VI) Entrepreneurship Development and Project Report
(2008 Pattern)

Time : 2 Hours]

[Max. Marks : 40

Instructions to the candidates:

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

Q1) Answer in 20 words each (any five)

[10]

- i) Define "Entrepreneurship"?
- ii) What are the key elements of Entrepreneurship?
- iii) Who is called 'Entrepreneur'?
- iv) What are the forms of 'INNOVATIONS'?
- v) What is necessity of 'Human Resource Planning'?
- vi) Enumerate the types of business organisations.
- vii) What are the four 'P's for establishment of enterprise?

Q2) Answer in 50 words each (any two)

[8]

- i) What is meant by 'Job description' and 'Job specification' ?
- ii) What are the objects of 'Memorandum of association' and 'Articles of association'.
- iii) Distinguish between 'Spot Market' and Future Market'
- iv) What is necessity of 'Finance'?

P.T.O.

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

- i) Write note on challenges faced by an entrepreneur.
- ii) What are the criteria of classification of market?
- iii) What are the objects of 'prospects' of company?
- iv) State various types of ownership.

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

- i) Entrepreneurship is the 'Life blood of any economy'. Comment on a notation and enumerate your views.
- ii) Explain and discuss the resources required for any business activity.

