

Sample Questions for First Year B.Com (CBCS 2019 Pattern)

First Year B. Com Semester-II Course Code – 123

Business Economics (Micro) – II

- Q1) Explain the concept of cost? Explain in detail various types of costs ?
- Q2) What is revenue? Explain the concept of Total Revenue, Average Revenue and Marginal Revenue
- Q3) What is perfect competition? Explain how price is determined under perfect competition
- Q4) What is monopoly? Explain its features in detail
- Q5) Explain the difference between Perfect and Imperfect Competition
- Q6) Explain Marginal Productivity Theory of Distribution
- Q7) What is rent? Explain the Ricardian theory of rent
- Q8) What are wages ? Explain different types of wages in detail
- Q9) Explain the Role of Collective Bargaining in Wage Determination
- Q10) What is profit? Explain the Innovation Theory of Profit

Subject Name: - Financial Accounting- II Course Code – 122

- Q1) Explain Types of Accounting Software
- Q2) Explain in detail Advantages and disadvantages of Accounting Software
- Q3) What is Goodwill? Explain different methods of goodwill valuation
- Q4) What are leases? Explain different types of leases
- Q5) Problems on Accounting for leases
- Q6) Problems on Valuation of Goodwill
- Q7) Problems on Final Accounts of Charitable Trust

Subject Name: - Business Mathematics and Statistics - II

Course code: - 124 (A)

- Q1) Explain Types of Matrices
- Q2) What is Linear Programming Problems
- Q3) What are index numbers
- Q4) What is correlation and regression
- Q5) Problems on Matrices
- Q6) Problems on Linear Programming Problems
- Q7) Problems on correlation and regression
- Q8) Problems on Index numbers

Computer Concepts & Applications - II Semester – II Course Code -124 (B)

- Q1) What is E-commerce? Explain the technologies used in E-commerce
- Q2) Explain in detail Various Activities of E-Commerce
- Q3) What is traditional marketing? How is online marketing better than traditional marketing
- Q4) What is Customer Relationship Management (CRM)? Explain Customer Relationship Management Processes in detail
- Q5) What is Supply Chain Management (SCM)? Explain the goals of Supply Chain Management in detail
- Q6) Explain the Electronic Supply Chain Management and its benefits in detail
- Q7) What is Electronic Data Interchange?
- Q8) Explain the concept of Digital Signature and Digital Certificates in detail
- Q9) Explain various types of online payment methods
- Q10) Explain the Definition, Need and Scope of M-commerce

Organizational Skill Development- II Course Code - 125 (A)

- Q1) Explain the Role of Office Manager? Explain in detail the qualities of an Office Manager
- Q2) What is Time Management? Explain the significance of time management
- Q3) What is a report? Explain principles of preparation of report
- Q4) What is office communication? Explain in details the recent trends in communication
- Q5) Explain the barriers to effective communication
- Q6) What is work measurement? Explain various techniques of work measurement
- Q7) Explain the concept of standardization of office work.
- Q8) Explain the advantages and disadvantages of standardization
- Q9) Explain factors in selecting office machines
- Q10) What is mechanization? Explain Types of modern Office Machines

Subject Name: Banking and Finance Course Code: 125(B)

- Q1) What is lending? Explain the principles of lending?
- Q2) Explain the Balance sheet of a bank
- Q3) What are negotiable instruments? Explain characteristics of negotiable instruments
- Q4) Explain meaning and characteristics of Promissory Note
- Q5) Explain Types of Cheques in detail
- Q6) Explain the Definition and meaning of Endorsement? Explain in detail the Types of Endorsement
- Q7) Explain Role and Uses of Technology in Banking
- Q8) Explain the current trends in banking
- Q9) What are the precautions to be taken while doing a transaction online
- Q10) What is mobile banking? Explain in detail various applications of mobile banking

Option paper: - Theory and Practice of Co-operation Semester:-

F.Y.B.Com -Semester II Course Code - 125

(Subject: - -: Theory and Practice of Co-operation- II

- Q1) What is a co-operative society? Explain types of co-operatives and function of co-operative management
- Q2) Explain Co-operative management? Explain in detail nature and
- Q3) Explain Role of leadership in Co-operative Management
- Q4) Explain the concept of liberalization, privatization and globalization
- Q5) Explain the Opportunities for Co-operative movement in global era
- Q6) What is co-operative education and training
- Q7) Explain in detail the role of National Co-operative Union of India
- Q8) Explain the role of National Council for Co-operative training
- Q9) What is federation of co-operatives
- Q10) Explain Objectives of Co-operative Education and Training

Optional Paper Subject Name- Managerial Economics- II

Course Code - 125 (F)

- Q1) Explain various forms of business organizations?
- Q2) What is Joint stock company? Explain in detail merits and demerits of joint stock company
- Q3) Explain Distinction between public company and private company
- Q4) What is a Public enterprise? Explain features of public enterprise
- Q5) What are Multinational Corporations? Explain merits and demerits of Multinational Corporations
- Q6) Explain Role of Multinational Corporations in India
- Q7) Explain various factors affecting pricing decisions
- Q8) What is profit management? Explain the nature and measurement of profit
- Q9) What is Capital Budgeting? Explain the need and nature of capital budgeting
- Q10) What is capital rationing?

Essentials of E- Commerce Course Code :- 126 A

- Q1) What is Electronic data interchange? Explain types of Electronic data interchange in detail
- Q2) Explain merits and demerits of Electronic data interchange
- Q3) Explain in detail various types of online payments
- Q4) What is E-Commerce and in detail explain the need of E-commerce
- Q5) Explain the need of E-commerce security
- Q6) What are cybercrimes?
- Q7) Why there is a need for secure online transactions?
- Q8) What is virtual market? Explain advantages of virtual market
- Q9) Explain features of B2B e-commerce
- Q10) Explain Collaborative supply chain management

Subject Name : Insurance and Transport - II Course Code: 126 (B)

SEMESTER II – TRANSPORT

- Q1) What is transport? Explain advantages of transport in detail
- Q2) Explain types of transport in detail
- Q3) Explain Problems of Transport Development in India
- Q4) Explain Meaning and Characteristics of Road Transport
- Q5) What are the Measures for Improvement in Road Transport
- Q6) Explain Significance of Railway transport
- Q7) Explain the merits and demerits of Railway transport
- Q8) Explain the Meaning and Significance of Water Transport
- Q9) What are Limitations of Water Transport
- Q10) Explain the Importance of Air Transport

FY B Com Semester : II Course Code - 126 (C)

Subject : Marketing and Salesmanship- Fundamental of Marketing- II

- Q1) Explain the Meaning and Definition of Salesmanship? Explain Features of Salesmanship
- Q2) Explain Modern Concept of Salesmanship
- Q3) Explain Salesmanship is an Art, Science or Profession
- Q4) Explain in detail the Psychology of Salesmanship
- Q5) Explain in detail the Stages in Process of Selling
- Q6) What is Rural Marketing? Explain the importance of Rural Marketing
- Q7) Explain in detail Challenges and Opportunities in Rural Marketing
- Q8) What is Digital marketing? Explain the importance of digital marketing
- Q9) What is Green Marketing? Explain the need of Green Marketing
- Q10) Explain Social Media Marketing- Challenges and Opportunities

Subject Name: - Business Ethics - II Course code:- 126 (D)

- Q1) What is Business ethics? Explain the objectives and need of Business Ethics
- Q2) Explain the principles of Business Ethics
- Q3) What is Professional Ethics? Explain the significance of Professional Ethics
- Q4) What is Corporate Social Responsibility? Explain the forms of Corporate Social Responsibility
- Q5) Explain various types of Corporate Social Responsibilities
- Q6) What is Corporate Governance? Explain the objectives of Corporate Governance
- Q7) Explain in detail principles of good corporate governance
- Q8) What is Whistle Blowing? Explain the causes and types of Whistle blowing
- Q9) What is Sustainable Development? Explain the need of Sustainable Development
- Q10) Explain the Goals of sustainable development and challenges to achieve sustainable development

Subject Name: - Business Environment & Entrepreneurship - II

Course Code:-126 (E)

- Q1) Who is an entrepreneur? Explain the habits of Entrepreneurs
- Q2) Explain the concept of Entrepreneurship? Explain the need of Entrepreneurship
- Q3) Explain the Importance of Entrepreneurship
- Q4) Explain the Role of Entrepreneurship in economy
- Q5) Explain - Entrepreneur as a catalyst
- Q6) What is Entrepreneurship Development Institute of India
- Q7) Explain the role of Maharashtra Centre for Entrepreneurship Development in promoting entrepreneurship
- Q8) Explain the role of District Industries Centre
- Q9) Success story of Any successful Entrepreneur
- Q10) Explain which Institutions are working for promoting entrepreneurship

Sample questions SY BCom Sem IV 2019 Pattern

Subject: BUSINESS COMMUNICATION-II

- 1) Explain the meaning and Significance of Report writing
- 2) Explain Formal and Informal Reports
- 3) Explain Office memo and Office Circulars
- 4) Explain Recent Trends in Business Communication
- 5) What is Social Media Network
- 6) What are Business letters? Explain different types of business letters
- 7) Explain Essential elements of mail
- 8) What is Blog writing?
- 9) Explain significance of Blog writing
- 10) What are Enquiry Letters

Subject: CORPORATE ACCOUNTING-II

- 1) What is Liquidation
- 2) What is Forensic Accounting? Explain the Objectives of Forensic Accounting
- 3) Explain Types of Forensic Accounting
- 4) What is absorption of companies
- 5) What is a holding company?
- 6) What is Purchase Consideration
- 7) Problems on Holding Company Accounts
- 8) Problems on Absorption of Companies
- 9) Problems on Liquidation
- 10) Explain Nature and key principles of forensic accounting

Subject: BUSINESS ECONOMICS (MACRO)-II

- 1) Define Money. Explain the Functions of Money
- 2) Explain Demand for money and Supply of Money
- 3) What is Credit Creation? Explain Credit Control Methods
- 4) Define Inflation? Explain Causes and Consequences of inflation
- 5) Explain the Demand Pull and Cost Push Inflation
- 6) What is Stagflation? Explain the Causes of Stagflation
- 7) Define Trade Cycle Explain the Characteristics of Trade Cycle
- 8) Explain the Phases of Trade Cycle
- 9) What is Public Finance? Explain the Scope of Public Finance
- 10) What is Public Expenditure? Explain the Causes of Increasing Public Expenditure

Subject: BUSINESS MANAGEMENT-II

- 1) What is motivation? Explain Maslow's Need Hierarchy Theory
- 2) Explain Douglas MC Gregor's Theory of X and Y
- 3) What is Leadership? Explain Qualities and Functions of a leader
- 4) Explain Leadership styles for effective management
- 5) Define Control and explain the need of coordination and control
- 6) Explain Techniques and difficulties in establishing coordination and control
- 7) What is Corporate Social Responsibility?
- 8) What is Corporate Governance?
- 9) Explain Corporate Citizenship?
- 10) What is Disaster Management and Management of Change?

Subject: ELEMENTS OF COMPANY LAW-II

- 1) Define Board of Directors Explain Powers of Board of Directors
- 2) Explain Qualifications and Disqualifications of Directors
- 3) Define Managing Director Explain Whole Time Director
- 4) Who is Company Secretary? Explain the Role of Company secretary
- 5) What is Corporate Social Responsibility? Explain Corporate Social Responsibility Committee
- 6) Define Company Meetings Explain Conduct of Meetings
- 7) Explain Annual General Meeting
- 8) Explain Provisions regarding convening, constitution, conducting of General Meetings
- 9) What is E Governance? Explain Importance of E Governance
- 10) What is Winding up of a Company? Explain voluntary winding-up

Subject: COST & WORKS ACCOUNTING-II

- 1) What is material accounting? Explain classification and codification of material
- 2) Explain Pricing Methods for Issue of Material Explain FIFO and LIFO
- 3) What are wages? Explain Methods of Wage Payment
- 4) Explain Incentive Plans
- 5) Explain Payroll meaning and components
- 6) What is labour turnover?
- 7) Explain Just In Time (JIT) and CAM(Computer Aided Manufacturing)
- 8) Explain Enterprise Resource Planning (ERP)
- 9) Explain Job Analysis, Job Evaluation & Merit Rating.
- 10) Problems on Material Accounting, Labour cost and Payroll and Labour Turnover

Subject: -MARKETING MANAGEMENT –II

- 1) What is Green Marketing? Explain Importance of Green Marketing
- 2) Explain Role of Marketing Manager in Green Marketing
- 3) Explain Principles of success of green products
- 4) What is E-Marketing? Explain Utility of E-Marketing
- 5) Explain Online and Offline Marketing? Explain Online Marketing Strategies
- 6) What is Digital Marketing? Explain merits and demerits of Digital Marketing
- 7) Explain Social Media Marketing?
- 8) Define International Marketing Explain the Scope of International Marketing
- 9) Explain Forces influencing and restraining International Marketing
- 10) Explain Content Marketing

Subject: BANKING & FINANCE-II

- 1) Define Co-operative Banking in India Explain Role of Co-operative Banking in Economic Development
- 2) Explain Challenges before Co-operative Banking in India
- 3) What is Development Banking? Explain Functions of Development Banks in India
- 4) Explain Challenges before the Development Banking in India
- 5) Explain Central Banking and Commercial Banking
- 6) Define Branch Banking and Unit Banking
- 7) Explain Social Banking and Merchant Banking
- 8) Explain the Meaning and Goals of Banking Sector Reforms in India
- 9) Explain Cash Reserve Ratio (C.R.R.) and Statutory Liquidity Ratio (S.L.R.)
- 10) Explain Credit Deposit Ratio

Sample questions T.Y.B. Com. Sem VI 2019 Pattern

Subject Name: Business Regulatory Framework

- 1) Explain the Concept and characteristics of Negotiable Instruments
- 2) Define - promissory note, bill of exchange and cheque.
- 3) Explain Crossing of cheques and types of crossing of cheques
- 4) What is endorsement? Explain kind of endorsement
- 5) What are E-transactions? Explain significance of E-transactions
- 6) What is Digital signature? Explain the function of digital signature in detail
- 7) Explain the meaning and features of Consumer Protection Act 2019
- 8) Explain Procedure to file complaint
- 9) Explain meaning and importance of Intellectual Property Rights
- 10) Define Patent, Copyright and Trademark

T. Y. B. Com. (Semester- VI)

Paper: ADVANCED ACCOUNTING – II

- 1) Explain the Meaning of Final Accounts of Co-operative Societies
- 2) Explain the concept of Branch Accounting
- 3) What is Forensic Accounting
- 4) Explain Accounting for Corporate Social Responsibility
- 5) What is Ratio Analysis
- 6) Explain types of Ratios
- 7) Problem on Preparation of Final Accounts of Credit Co-op.
- 8) Problem on Branch accounting
- 9) Problem on Ratio analysis
- 10) Explain dependent branches & independent branches

Subject: Indian & Global Economic Development

- 1) Explain the Role of Human Resources in Economic Development
- 2) Explain the Concept of Different Indexes in Quality of Life and Status of India
- 3) Explain the Role of Foreign Capital in Economic Development
- 4) What if foreign capital? Explain Foreign Investment in India Since 2001
- 5) Explain Meaning and Components of Balance of Payment
- 6) Explain Causes of Unfavorable Balance of Payment
- 7) What is International Monetary Fund? Explain function of IMF
- 8) Explain the concept and functions of World Trade Organisation
- 9) Explain the objectives of International Bank for Reconstruction and Development (World Bank)
- 10) Introduction and Functions - BRICS

Subject: Auditing & Taxation – II

- 1) Explain features of Income tax
- 2) Define-Income, Person, Assesse, Deemed Assesse, Assessment year, Pervious year, Agricultural Income
- 3) Explain the Concept of Capital receipts, revenue receipts and capital expenditure, revenue expenditure.
- 4) Explain Income from Salary, features of salary Allowances and tax Liability
- 5) Problems on Income from Salary
- 6) What is Capital Gain? Explain Short term and long term capital assets and Capital gains
- 7) Problem on Gross Total Income
- 8) Explain Deductions u/s-80C, 80CCC to 80 U
- 9) What is Tax Deducted at Source? Explain the process of E-filing of income tax return
- 10) Explain AIR (Annual information return), SFT(Specified financial transactions)

Subject Name -: Cost and Works Accounting. Special Paper II

- 1) Explain methods of costing
- 2) Define Contract, Work-Certified and Uncertified, Escalation clause, Retention Money
- 3) Explain Meaning and features of process costing
- 4) What is service costing? Explain features of service costing
- 5) Explain Joint Products and By Products
- 6) Explain Cost Plus contract and work-inprogress
- 7) Problem on Job costing
- 8) Problem on Contract costing
- 9) Problem on Process costing
- 10) Problem on service costing

Special Paper-II, Course Code - 365(h) Marketing Management-II

- 1) What is Agricultural Marketing? Explain Various Functions in Agricultural Marketing System
- 2) Explain Problems of Agriculture Marketing and its Solutions
- 3) Explain Importance of Marketing Regulations in Marketing
- 4) Explain Consumer Protection Act.1986
- 5) What is Global Marketing? Explain Features of Global Market
- 6) Explain Factors Affecting Global Marketing
- 7) Global Vs. International Marketing
- 8) Explain Cyber Security Marketing
- 9) Explain the Need and Importance of Cyber Security Marketing
- 10) Explain Essentials to develop cyber security marketing strategy

Banking & Finance-Special Paper II) Semester-VI
Financial Markets and Institutions in India – II Course code :365-B

- 1) Explain Primary & Secondary Markets
- 2) Explain Broker & Sub broker, Demat Account, broker account, IPO Price band, Stock Listing, IPO
- 3) What are Small Cap, Mid Cap & Large Cap Companies
- 4) What is Stock Trading? Explain Types of Stock Trading
- 5) What is Trade Settlement
- 6) What are Career opportunities in Stock Market?
- 7) Define Non -Banking Financial Institutions? Distinction between Bank and NBFIs
- 8) What is Lease Financing?
- 9) What is SEBI? Explain powers and functions of SEBI
- 10) Explain Insurance Regulatory & Development Authority

Cost and Works Accounting Special Paper III

Name :- Techniques of Cost Accounting and Cost Audit Course Code :- 366 – E
(SEM-VI)

- 1) Define Standard costing? Explain Types of standards
- 2) Explain advantages and disadvantages of standard costing
- 3) What is Variance analysis? Explain types of variances
- 4) Problems on material and labour variances
- 5) What is pricing policy
- 6) Explain Meaning and Importance of Target Costing.
- 7) What are Cost Accounting Standards
- 8) Explain Cost Management for IT Sector
- 9) Explain Cost records and Verification of Cost Records
- 10) Problems on pricing decision

**SPECIAL ELECTIVE COURSE (Special Course Paper – III) Marketing
Management _Course Code: 366(H)**

- 1) What is service marketing? Explain Characteristics of service marketing
- 2) Explain 7P's concept of Service Marketing
- 3) Explain Principles of Design and Setting Advertising
- 4) What is copy writing?
- 5) What is Social Media Marketing ? Explain Characteristics of Social Media Marketer
- 6) Explain Various types of Social Media Marketing
- 7) What is marketing control? Explain benefits of marketing control
- 8) What is marketing audit? Explain objectives of marketing audit
- 9) Explain process of Marketing Audit
- 10) Explain techniques and Process of Marketing Control,

**Banking & Finance-Special Paper III) Sem.VI Banking Law and Practices in India
– II Course code :366-B**

- 1) Explain the concept and types of Cyber Crimes in Banking?
- 2) What are the Reasons of Cyber Crimes in Banking?
- 3) What Measures are taken to control Cyber Crimes in Banking
- 4) Define Paying Banker. Duties and Rights of Paying Banks
- 5) Define Collecting Bank. Explain Duties and Rights of collecting Banker
- 6) Explain Banker as Trustee Banker as Agent
- 7) Explain Secured and Unsecured loans
- 8) Explain Types of loan schemes in Banks
- 9) Explain Precautions to be taken while doing payment of cheques
- 10) Explain Recovery Measures

