

Total No. of Questions : 5]

SEAT No. :

P326

[Total No. of Pages : 2

**[5258]Ext.-201**  
**S.Y. B.Com. (for external)**  
**BUSINESS COMMUNICATION**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:-*

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

**Q1)** What is communication? Distinguish between oral communication and written communication. **[20]**

OR

What is Informal communication? Explain the merits and demerits of Informal communication.

**Q2)** What is Business letter? Explain in details the layout or structure of Business letter. **[20]**

OR

What is an Interview? Explain the Techniques of Interview.

**Q3) a)** Sumit Traders, Tilak Road, Mumbai requires the various types of school stationary, write a letter for placing an order to M/s Ajanta Traders, Satara. **[10]**

OR

Write a Enquiry letter to Ganesh General Stores A Nagar, Enquiry about various raincoats.

**b)** Write job application letter, M/s Tata Motors, Pimpri, Pune in response to an advertisement in daily 'Sakal' for the Post of General Manager. **[10]**

OR

Write a circular letter to their Customers from Mahesh Sahakari Bank Ltd. Pune for opening new Branch at Katraj, Pune.

**P.T.O.**

**Q4)** Explain the parts of an office memorandum, with its format. **[20]**

OR

Explain the meaning and role of Internet and Electronic Clearance System (ECS) in Business Communication.

**Q5)** Write short notes (Any four) : **[20]**

- a) Multimedia
- b) Drafting memo
- c) Office orders
- d) Video conferencing
- e) Reasons for complaint letter
- f) Whatsup



Total No. of Questions : 4]

SEAT No. :

P327

[Total No. of Pages : 8

**[5258]Ext.-202**  
**S.Y.B. Com. (For External)**  
**CORPORATE ACCOUNTING**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1) A)** Fill in the blanks by choosing appropriate word from the brackets (Any five) : **[5]**

- i) One liquidation and no formation takes place in case of \_\_\_\_\_.  
(amalgamation, absorption)
- ii) The balance of Capital Reduction Account is to be transferred to \_\_\_\_\_ Account.  
(capital reserve, profit and loss)
- iii) Profits earned by Subsidiary Company before the purchase of shares by the Holding Company are \_\_\_\_\_ profits.  
(revenue, capital)
- iv) Calls in arrears, if any are to be \_\_\_\_\_ from Share capital.  
(added, deducted)
- v) Accounting Standard Board in India was established in year \_\_\_\_\_.  
(1977, 1987)
- vi) In case of External Reconstruction of company \_\_\_\_\_ account is prepared to close down the books of accounts of vendor companies.  
(realization, revaluation)
- vii) Deficiency or Surplus Account is prepared under List \_\_\_\_\_.  
(H, G)

**P.T.O.**

- B) State whether the following statements are true or false (Any five) : [5]
- i) While preparing consolidated balance sheets, inter- company debts and acceptance are to be cancelled out.
  - ii) The intrinsic value of each equity share will always be less after the bonus issue.
  - iii) If the value of asset increased by holding company at the time of acquisition of shares, the profit is considered as capital Profit
  - iv) Purchase consideration is the price payable by purchasing company to vendor company.
  - v) Dividend is always calculated on the amount of paid up capital of company.
  - vi) Provision for Taxation is a charge against the profits of company.
  - vii) Prior period items may arise as a result of errors or omissions in the preparation of financial statements of earlier year.

- C) Match the following : [5]

Group A	Group B
Two liquidations and One Incorporation	Accounting for Fixed Assets
Intrinsic value	Internal Reconstruction of Company
AS - 10	Amalgamation of Companies
Capital Reduction Account	Schedule of Other Expenses
Directors Fees	External Reconstruction of a Company
	Net asset per share

- D) Write short notes (Any Three) : [15]
- i) Computerized Payroll Accounting.
  - ii) Minority Interest
  - iii) Importance of valuation of shares
  - iv) Methods of Purchase Consideration
  - v) Accounting Standard
  - vi) Depreciation Accounting

**Q2)** Following Balances are extracted from the books of G Ltd. as on 31<sup>st</sup> March, 2017 from which prepare Statement of Profit and Loss for the year ended 31<sup>st</sup> March, 2017 as per the Revised Schedule VI of the Companies Act after giving only one effect for the below mentioning adjustments by ignoring its effects in Balance Sheet. **[15]**

Particulars	Amount in Rs.
Stock on 1- 4 - 2015	5,40,000
Salaries	1,80,000
Wages	2,00,000
Printing and Stationery	24,000
Purchases	26,40,000
Return Inward	12,000
Insurance	36,000
Directors Fees	60,000
Rent and Taxes	50,000
Interest on Debentures	24,000
Interim Dividend Paid	75,000
Audit Fees	36,000
General Expenses	30,000
Share Transfer Fees	4,000
Sales	49,20,000
Return Outward	40,000
Profit and Loss Account (Credit balance as on 1- 4 - 2016)	3,60,000

Adjustments -

- i) Stock on 31<sup>st</sup> March, 2017 was valued at Rs. 5,00,000/-
- ii) Outstanding wages on 31<sup>st</sup> March, 2017 was Rs. 25,000/-
- iii) Bad debts to be written off Rs. 10,000
- iv) Depreciate Plant and Machinery and Building by Rs. 80,000/- and Rs. 60,000/- respectively.
- v) Interest on Debentures was payable amounted to Rs. 12,000/-.
- vi) Provision for Taxation is to be made @ 50% of Net Profit.

NOTE - GIVE ONLY ONE EFFECT OF ABOVE ADJUSTMENTS IN STATEMENT OF PROFIT AND LOSS ONLY. DO NOT PREPARE BALANCE SHEET.

OR

- A) Max Limited is constructing a fixed asset. The cost of Project is as follows : [7]

Particulars	Amount in Rs.
Direct Material	3,80,000
Direct Expenses	1,20,000
Total Wages of the Company during the year (60% of wages chargeable to the Project)	5,00,000
Depreciation of the assets used for the Project	20,000
Total Administration Expenses of the Company for the year (Charge 25% of it to the Project)	2,40,000

Calculate the Cost of Fixed Asset

- B) Swami Transport Private Limited purchased a Tourist Bus at Rs. 20,00,000/- on 1<sup>st</sup> April, 2013 with an estimated life of 6 years and estimated scrap value of 10%. On 31<sup>st</sup> March, 2017, it had become useless and hence sold for Rs. 4,50,000/-  
Determine the profit or loss on sale of the Tourist Bus. [8]

- Q3) A) X Ltd went into voluntary liquidation on 31<sup>st</sup> March, 2016. It's Balance Sheet as on that date was as under

Balance Sheet as on 31<sup>st</sup> March, 2016

Liabilities	Amount	Assets	Amount
4,000 4% Preference Shares of Rs.100/- each	4,00,000	Land and Building	10,00,000
2,500 Equity Shares of Rs.100/- each, Rs.80/- paid up per share	2,00,000	Plant and Machinery	2,00,000
5,000 Equity Shares of Rs.100/- each, Rs. 60/- paid up each share	3,00,000	Patents	50,000
5% Debentures (having Floating charge on all assets)	4,00,000	Stock	1,50,000
Outstanding Debenture Interest	20,000	S. Debtors	2,75,000
S. Creditors	7,80,000	Cash and Bank	25,000
		Preliminary Expenses	20,000
		Profit and Loss Account	3,80,000
	21,00,000		21,00,000

The preference dividend was in arrears for 2 years and as per provisions of articles of the company it was to be paid at the time of liquidation.

S. Creditors include Secured Creditors on mortgage of Land and Building amounted to Rs. 5,00,000/- and Preferential Creditors of Rs. 70,000

Patents become valueless and the Liquidator Realized other assets as - Land and Building for Rs. 12,50,000/- , Plant and Machinery Rs. 1,80,000/-, Stock at Rs. 1,25,000 and S. Debtors at Rs. 2,20,000/-

The liquidator was entitled to a remuneration of 5% on assets realized by him. Liquidation expenses amounted to Rs. 21,250/- and legal charges on liquidation amounted to Rs. 8,000/-

Prepare the Liquidator's Final Statement of Accounts [20]

- B) H Limited acquired 75% equity shares of S Limited on 1<sup>st</sup> October 2016. Balance Sheets of the two companies as on 31<sup>st</sup> March, 2016 were as follows :

Balance Sheet as on 31<sup>st</sup> March, 2017

Liabilities	H Ltd.	S Ltd.	Assets	H Ltd.	S Ltd.
Equity			Plant and		
Shares of			Machinery	4,00,000	3,00,000
Rs. 100/-	8,00,000	5,00,000	Furniture	3,00,000	1,50,000
General			Investments		
Reserve	3,00,000	60,000	(Equity shares		
Profit and			in S Ltd.		
Loss			at cost)	4,80,000	---
Account	2,00,000	90,000	Stock	1,50,000	1,35,000
S.Creditors	1,25,000	50,000	S. Debtors	1,00,000	85,000
Bills Payable	25,000	----	Cash and Bank	20,000	30,000
	14,50,000	7,00,000		14,50,000	7,00,000

Additional Information -

- i) On 1<sup>st</sup> April, 2016, the Profit and Loss Account and the General Reserve Account of S Limited showed the credit balance of Rs. 30,000/- and Rs. 40,000/- respectively.
- ii) Debtors of H Limited include Rs. 10,000/- due from S Limited.
- iii) Stock of S Limited includes goods of Rs. 25,000/- purchased from H Limited, which made 20% profit on selling price.

Prepare a Consolidated Balance Sheet of H Limited and its subsidiary company S Limited as on 31<sup>st</sup> March, 2017. [15]

**Q4)** Balance Sheet of Y Limited as on 31<sup>st</sup> December, 2015

Liabilities	Amount in Rs.	Assets	Amount in Rs.
6,000 Equity Shares of Rs. 100/- each fully paid	6,00,000	Land and Building	4,00,000
General Reserve	1,20,000	Plant and Machinery	3,00,000
Profit and Loss Account	90,000	Investments	1,00,000
S. Creditors	1,00,000	Stock	75,000
Bills Payable	1,30,000	S. Debtors	1,20,000
		Cash in hand	45,000
	10,40,000		10,40,000

On 1<sup>st</sup> January, 2016, X Limited agreed take over the business of Y Limited on following terms -

- i) X Limited revalued the assets of Y Limited as-Land and Building at Rs.5,50,000/-, Plant and Machinery at Rs.2,75,000/-, Stock at Rs.80,000/-, Debtors subject to 5% R.D.D. and Goodwill at Rs.50,000/-
- ii) X Limited took over Bills Payables of Y Limited at book value and agreed to discharge the purchase consideration by issue of 9,000 Equity Shares of Rs. 100/- each and the balance in cash.



- iii) Y Limited Sold its Investments at 10% profit and the proceeds were used to repay the S. Creditors in full.
- iv) liquidation expenses amounted to Rs. 15,000/-

Prepare statement showing Purchase Consideration. Also prepare Realization Account, X Limited Account, Cash Account and Equity Shareholders Account in the books of Y Limited and pass the acquisition entries in the books of X Limited. [20]

OR

A) Balance Sheet of Dull Limited as on 31<sup>st</sup> March, 2017

Liabilities	Amount in Rs.	Assets	Amount in Rs.
4,000, 8% Preference Shares of Rs. 100/- each	4,00,000	Good will	35,000
4,000 Equity shares of Rs. 100/- each	4,00,000	Land and Building	2,00,000
General Reserve	20,000	Plant and Machinery	1,50,000
S. Creditors	1,00,000	Patents	15,000
		Stock in trade	1,50,000
		S. Debtors	80,000
		Cash in hand	5,000
		Preliminary Expenses	25,000
		Profit and Loss Account	2,60,000
	9,20,000		9,20,000

The company got the following scheme of reconstruction approved by the court -

- i) 8% preference shares to be reduced to Rs. 80/- per share.
- ii) Each equity share to be reduced by Rs. 60/- per share.
- iii) Value of Land and Building be appreciated by 20%
- iv) Expenses of reconstruction amounts to Rs. 3,000/-
- v) Write off all intangible, fictitious assets including patents along with losses.

Give the Journal Entries for above and prepare the revised balance sheet. [10]

B) Balance Sheet of A Limited as on 31<sup>st</sup> March, 2017

Liabilities	Amount in Rs.	Assets	Amount in Rs.
6,000 Equity Shares of Rs. 100/- each	6,00,000	Equipments	8,00,000
Share Premium Account	1,00,000	Furniture	1,00,000
General Reserve A/c	2,00,000	Investments	40,000
Profit and Loss Account	1,50,000	Stock	2,00,000
S. Creditors	3,50,000	S. Debtors	2,80,000
Outstanding Expenses	40,000	Cash in Hand	20,000
	14,40,000		14,40,000

On 31<sup>st</sup> March, 2017 Equipments were valued at Rs. 9,75,000/-, Investments and Furniture were valued at Rs. 45,000/- and Rs. 75,000/- respectively. Stock was found undervalued by Rs. 50,000/-. Good will was valued at Rs. 65,000/- whereas all debtors were good.

The company transfers 20% of its profits to General Reserve, this proportion being considered reasonable in the industry in which the company is engaged and where a fair return on investment may be taken at 20%. Net Profit for the last four years were as -

Year ended 31 <sup>st</sup> March, 2014	Rs. 2,50,000/-
Year ended 31 <sup>st</sup> March, 2015	Rs. 2,80,000/-
Year ended 31 <sup>st</sup> March, 2016	Rs. 3,20,000/-
Year ended 31 <sup>st</sup> March, 2017	Rs. 3,50,000/-

Compute the value of company's equity share by [10]

- i) Net Asset Method
- ii) Yield Basis Method
- iii) Fair Value Method



Total No. of Questions : 8]

SEAT No. :

P328

[Total No. of Pages : 4

**[5258]Ext.-203**  
**S.Y. B.Com.**  
**(For External)**  
**BUSINESS ECONOMICS (MACRO)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:-*

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

**Q1)** Explain scope and limitations of Macro Economics. **[20]**

**Q2)** Explain in detail circular flow of Income - Two sector Model. **[16]**

**Q3)** Explain process of Multiple credit creation and its limitations of Commercial Banks. **[16]**

**Q4)** Criticise Milton Friedman's approach of demand of money. **[16]**

**Q5)** Explain in detail phases of trade cycle. **[16]**

**Q6)** Answer in brief :

- a) State effects of deflation. **[8]**
- b) Explain Philips curve. **[8]**

**Q7)** Explain in detail causes of increasing in Public expenditure. **[16]**

**P.T.O.**

**Q8)** Write short notes :

- a) Keynesian criticism on classical theories of employment. **[8]**
- b) Aggregate demand and supply function. **[8]**



Total No. of Questions : 8]

P328

**[5258]Ext.-203**  
**S.Y. B.Com.**  
**(For External)**  
**व्यावसायिक अर्थशास्त्र (स्थुल)**  
**(2013 पॅटर्न)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

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- प्रश्न 1) समग्रलक्षी अर्थशास्त्राची व्याप्ती आणि मर्यादा स्पष्ट करा. [20]
- प्रश्न 2) उत्पन्नाचा चक्राकार प्रवाह द्वि-क्षेत्रीय प्रतिमान सविस्तर स्पष्ट करा. [16]
- प्रश्न 3) व्यापारी बँकांची बहुगुणित पतनिर्मितीची प्रक्रिया आणि तिच्या मर्यादा स्पष्ट करा. [16]
- प्रश्न 4) पैशाच्या मागणीच्या मिल्टन फ्रिडमनच्या दृष्टीकोनाचे टिकात्मक परिक्षण करा. [16]
- प्रश्न 5) व्यापारचक्राच्या अवस्था सविस्तर स्पष्ट करा. [16]
- प्रश्न 6) थोडक्यात उत्तरे द्या.  
अ) चलन संकोचाचे परिणाम सांगा. [8]  
ब) फिलिप्स वक्र स्पष्ट करा. [8]

प्रश्न 7) सार्वजनिक खर्चाच्या वाढीची कारणे सविस्तर स्पष्ट करा. [16]

प्रश्न 8) टिपा लिहा.

अ) केन्सची सनातन रोजगार सिद्धान्तावरील टिका [8]

ब) एकूण मागणी आणि पूर्वठा फलन [8]



Total No. of Questions : 5]

SEAT No. :

P329

[Total No. of Pages : 4

**[5258]Ext.-204**  
**S.Y. B.Com.**  
**(For External)**  
**BUSINESS MANAGEMENT**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:-*

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

**Q1)** What is Disaster Management? Explain the phases in the process of Disaster Management. **[20]**

OR

What is Motivation? Explain Maslow's Need Hierchy Theory.

**Q2)** Define staffing. What are the nature and importance of staffing. **[20]**

OR

Define organisation. Explain various principles of organisation.

**Q3)** Define planning. Explain the types of planning and steps in the planning process. **[20]**

OR

What do you mean by Management? Explain the features of Management.

**Q4)** What do you mean by Leadership? Explain various styles of leadership. **[20]**

OR

What do you mean by direction? What are the detail techniques of direction.

**P.T.O.**

**Q5)** Write short notes (any four) :

**[20]**

- a) Management of change
- b) Communication
- c) Types of Decision Making
- d) Techniques of Coordination
- e) Importance of control
- f) Need of Coordination





Total No. of Questions : 5]

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**[5258]Ext.-204**  
**S.Y. B.Com.**  
**(For External)**  
**BUSINESS MANAGEMENT**  
**(2013 Pattern)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

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प्रश्न 1) आपत्ती व्यवस्थापन म्हणजे काय? आपत्ती व्यवस्थापनाची प्रक्रिया स्पष्ट करा. [20]

किंवा

अभिप्रेरण म्हणजे काय? मॅस्लो यांचा अभिप्रेरणा सिद्धांत स्पष्ट करा.

प्रश्न 2) कर्मचारी नियुक्ती म्हणजे काय? कर्मचारी नियुक्तीचे स्वरूप व महत्व सांगा. [20]

किंवा

संघटनेची व्याख्या करा. संघटनेची तत्वे सविस्तर स्पष्ट करा.

प्रश्न 3) नियोजनाची व्याख्या द्या. नियोजनाचे प्रकार सांगून नियोजन प्रक्रियेतील विविध टप्पे सांगा. [20]

किंवा

व्यवस्थापन म्हणजे काय? व्यवस्थापनाची वैशिष्ट्ये स्पष्ट करा.

प्रश्न 4) नेतृत्व म्हणजे काय? नेतृत्वाच्या विविध पद्धती स्पष्ट करा. [20]

किंवा

निर्देशन म्हणजे काय? निर्देशनाची तंत्रे सविस्तर स्पष्ट करा.

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार)

[20]

- अ) बदलाचे व्यवस्थापन
- ब) संदेशवहन
- क) निर्णयाचे प्रकार
- ड) समन्वयाची तंत्रे
- इ) नियंत्रणाचे महत्व
- फ) समन्वयाची आवश्यकता



Total No. of Questions : 5]

SEAT No. :

**P330**

[Total No. of Pages : 4

**[5258]Ext.-205**  
**S.Y. B.Com.**  
**(for external)**  
**ELEMENTS OF COMPANY LAW**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:-*

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

**Q1)** Define "Company". Explain in detail the salient features of the Company Act of 2013. **[20]**

OR

Explain in detail the stages information and in corporation of a Company.

**Q2)** What is Memorandum of Association? Explain in detail the contents (clauses) of the Memorandum of Association. **[20]**

OR

What is Share Capital? Explain the various modes for raising of Share Capital.

- Q3)** a) What is transfer of Shares? Distinguish between transfer and transmission of shares. **[10]**
- b) What is M.C.A. Portal? Explain the features of M.C.A. Portal. **[10]**

OR

- a) What is forfeiture of shares? Explain the rules and effects of forfeiture of shares.
- b) Write a note on "Directors Identification Number (DIN)".

**P.T.O.**

**Q4)** Explain in detail the appointment qualifications and disqualifications of directors. **[20]**

OR

Define, "Company Secretary". Explain appointment, duties and authorities of Company Secretary.

**Q5)** Write short notes (any two) : **[20]**

- a) Board Meetings
- b) Corporate Social Responsibility
- c) Compromise and Amalgamation
- d) Winding up of Company



Total No. of Questions : 5]

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**[5258]Ext.-205**  
**S.Y. B.Com.**  
**(for external)**  
**ELEMENTS OF COMPANY LAW**  
**(2013 Pattern)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

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प्रश्न 1) “कंपनी” व्याख्या द्या. कंपनी कायदा 2013 ची प्रमुख वैशिष्ट्ये सविस्तर स्पष्ट करा. [20]

किंवा

कंपनीची स्थापना व नोंदणीतील अवस्था सविस्तर स्पष्ट करा.

प्रश्न 2) घटनापत्रक म्हणजे काय? घटनापत्रकातील विविध कलमे सविस्तर स्पष्ट करा. [20]

किंवा

भाग-भांडवल म्हणजे काय? भाग-भांडवल उभारणीचे विविध मार्ग स्पष्ट करा.

प्रश्न 3) अ) भाग-हस्तांतर म्हणजे काय? भाग-हस्तांतर व भाग संक्रमण यामधील फरक स्पष्ट करा. [10]

ब) कंपनी कामकाज मंत्रालय प्रवेशद्वार (MCA Portal) म्हणजे काय? एम.सी.ए. पोर्टलची वैशिष्ट्ये स्पष्ट करा. [10]

किंवा

अ) भाग-जप्ती म्हणजे काय? भाग-जप्तीचे नियम आणि परिणाम स्पष्ट करा.

ब) संचालक ओळख क्रमांक (DIN) टिप लिहा.

प्रश्न 4) संचालकाची नेमणूक, पात्रता व अपात्रता सविस्तर स्पष्ट करा. [20]

किंवा

कंपनी चिटणीस व्याख्या द्या. कंपनी चिटणीसाची नेमणूक, कर्तव्ये आणि अधिकार स्पष्ट करा.

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

- अ) संचालक मंडळाच्या सभा
- ब) कंपनीची सामाजिक जबाबदारी
- क) तडजोड आणि एकत्रिकरण
- ड) कंपनीचे समाप्तीकरण



Total No. of Questions : 5]

SEAT No. :

P331

[Total No. of Pages : 4

**[5258]Ext.-206**  
**S.Y. B.Com.**  
**(For External)**  
**BUSINESS ADMINISTRATION (Paper - I)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:-*

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

**Q1)** Define Co-operative Societies. Explain the advantages and disadvantages of Co-operative Societies. **[20]**

**Q2)** Explain the components of external business Environment. **[20]**

OR

Define 'Quality Control'. Explain the techniques of Quality Control.

**Q3)** a) State the features and disadvantages of Quality Circles. **[10]**

b) What are the challenges faced by Knowledge Process Outsourcing (KPO)? **[10]**

OR

a) What are the obstacles to Globalisation? **[10]**

b) Explain the process for forming a company in India. **[10]**

**Q4)** What is Industrial Sickness? Explain the effects of Industrial Sickness. **[20]**

**P.T.O.**

**Q5)** Write short note on (any two) :

**[20]**

- a) Incentives and facilities offered to Special Economic Zones (SEZ's)
- b) Importance of Productivity
- c) Role of Board for Industrial and Financial Reconstruction (BIFR)
- d) Licensing requirements for business in India





Total No. of Questions : 5]

P331

**[5258]Ext.-206**  
**S.Y. B.Com.**  
**(For External)**  
**BUSINESS ADMINISTRATION (Paper - I)**  
**(2013 Pattern)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न सोडविणे अनिवार्य.  
2) उजवीकडे अंक प्रश्नाचे पूर्ण गुण दर्शवितात.

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प्रश्न 1) सहकार संस्थेची व्याख्या लिहून त्याचे फायदे व तोटे स्पष्ट करा. [20]

प्रश्न 2) व्यवसायाच्या वातावरणातील बाह्य घटक स्पष्ट करा. [20]

किंवा

‘गुणवत्ता नियंत्रणाची’ व्याख्या करा. तसेच गुणवत्ता नियंत्रणाची तंत्रे स्पष्ट करा.

प्रश्न 3) अ) गुणवत्ता मंडळाची वैशिष्ट्ये व तोटे लिहा. [10]

ब) के.पी.ओ. समोरील आव्हाने स्पष्ट करा. [10]

किंवा

अ) जागतिकीकरणातील अडचणी कोणत्या ?

ब) भारतात व्यवसाय सुरू करण्याची प्रक्रिया स्पष्ट करा.

प्रश्न 4) आजारी उद्योग म्हणजे काय ? आजारी उद्योगाचे परिणाम लिहा. [20]

प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[20]

- अ) विशेष आर्थिक क्षेत्रांना देण्यात येणाऱ्या सुविधा व अतिरिक्त लाभ
- ब) उत्पादकतेचे महत्व
- क) औद्योगिक व वित्तीय पुनर्रचना मंडळाची भूमिका (BIFR)
- ड) भारतात व्यवसाय करण्यासाठी लागणारे परवाने



Total No. of Questions : 5]

SEAT No. :

P332

[Total No. of Pages : 2

[5258]Ext.-207

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

**BANKING AND FINANCE (Special Paper - I)**

**Indian Banking System**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Explain in detail the structure of banking system in India. **[20]**

**Q2)** Explain the progress, performance and problems of the State Bank of India. **[20]**

OR

Explain the progress, performance and problems of NABARD.

**Q3) a)** State the progress of state Co-operative Banks. **[10]**

b) State the progress of private sector Banks **[10]**

OR

a) State the recommendation of Narsimham committee - II (1998)

b) State the performance and problems of Regional Rural Banks.

**Q4)** Explain the functions of Reserve Bank of India. **[20]**

**Q5)** Write short notes on (any two) **[20]**

- a) Debt Recovery Tribunal
- b) Role of Micro Finance
- c) Primary agriculture Co-operative Credit Societies.
- d) Principles of Co-operation.



Total No. of Questions : 5]

P332

**[5258]Ext.-207**  
**S.Y.B.Com. (For External)**  
**BANKING AND FINANCE (Special Paper - I)**  
**Indian Banking System**  
**(2013 Pattern)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

- 
- प्रश्न 1) भारतातील बँक व्यवसाय प्रणालीची संरचना सविस्तर स्पष्ट करा. [20]
- प्रश्न 2) स्टेट बँक ऑफ इंडियाची प्रगती कामगिरी व समस्या स्पष्ट करा. [20]  
किंवा  
नाबार्डची प्रगती, कामगिरी व समस्या स्पष्ट करा.
- प्रश्न 3) अ) राज्य सहकारी बँकांची प्रगती सांगा. [10]  
ब) खाजगी बँकांची प्रगती सांगा. [10]  
किंवा  
अ) नरसिंहम समिती - II(1998) च्या शिफारशी सांगा.  
ब) प्रादेशिक ग्रामीण बँकांची कामगिरी व समस्या सांगा.
- प्रश्न 4) रिझर्व्ह बँक ऑफ इंडियाची कार्ये स्पष्ट करा. [20]
- प्रश्न 5) टीपा लिहा. (कोणत्याही दोन) [20]  
अ) कर्जवसुली न्यायाधिकरण  
ब) सुक्ष्म वित्ताची भूमिका  
क) प्राथमिक कृषी सहकारी पतसंस्था  
ड) सहकाराची तत्वे



Total No. of Questions : 5]

SEAT No. :

P333

[Total No. of Pages : 4

**[5258]Ext.-208**  
**S.Y.B.Com. (For External)**  
**BUSINESS LAWS AND PRACTICES - I**  
**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Explain the following terms under Maharashtra agricultural produce marketing (regulation) Act, 1963. **[20]**

- a) Agriculturist
- b) Broker
- c) Market Area
- d) Buyer

**Q2)** Explain in details the objectives, constitution and functions of Life Insurance Corporation. **[20]**

OR

Define Insurance. Explain the characteristics of insurance and importance of insurance.

**Q3)** a) State the difference between Life Insurance and Fire Insurance. **[10]**  
b) Explain the types of Marine Insurance policies. **[10]**

OR

- a) Explain the Mechanism for settlement of Disputes under the Industrial Dispute Act, 1947.
- b) State the features of partnership under partnership Act, 1932.

**P.T.O.**

**Q4)** Explain the provisions of registration and cancellation of registration of Co-operative societies under the Maharashtra Co-operative societies Act, 1960.[20]

**Q5)** Write short notes on (any two) [20]

- a) Types of Co-operative societies.
- b) Reconstitution of partnership firm
- c) Personal Accident Insurance
- d) Strikes and Lockout.



Total No. of Questions : 5]

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**[5258]Ext.-208**  
**S.Y.B.Com. (For External)**  
**BUSINESS LAWS AND PRACTICES - I**  
**(2013 Pattern) (Special Paper - I)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

- 
- प्रश्न 1) महाराष्ट्र कृषी उत्पन्न खरेदी-विक्री (नियमन) कायदा 1963 नुसार पुढील संकल्पना स्पष्ट करा. [20]  
अ) शेतकरी  
ब) दलाल  
क) बाजारक्षेत्र  
ड) खरेदीदार
- प्रश्न 2) जीवन विमा महामंडळाचे उद्देश, रचना आणि कार्ये सविस्तर स्पष्ट करा. [20]  
किंवा  
विम्याची व्याख्या सांगा. विम्याची वैशिष्ट्ये व महत्व स्पष्ट करा.
- प्रश्न 3) अ) जीवन विमा आणि अग्नी-विमा यांतील फरक स्पष्ट करा. [10]  
ब) सागरी विम्याचे प्रकार विशद करा. [10]  
किंवा  
अ) औद्योगिक कलह कायदा, 1947 नुसार औद्योगिक कलह मिटविण्याची कार्यपध्दती स्पष्ट करा.  
ब) भागीदारी संस्था कायदा, 1932 नुसार भागीदारी संस्थेची वैशिष्ट्ये स्पष्ट करा.

प्रश्न 4) महाराष्ट्र सहकारी संस्था कायदा, 1960 नुसार सहकारी संस्थांची नोंदणी व सहकारी संस्थांची नोंदणी रद्द करण्यासंदर्भातील तरतुदी स्पष्ट करा. [20]

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

- अ) सहकारी संस्थांचे प्रकार
- ब) भागीदारी संस्थांची पुर्नबांधणी
- क) वैयक्तिक अपघात विमा
- ड) संप आणि टाळेबंदी





Total No. of Questions : 9]

SEAT No. :

P334

[Total No. of Pages : 4

[5258]Ext.-209

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

**CO-OPERATION & RURAL DEVELOPMENT**

(2013 Pattern) (Special Paper - I)

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

- 1) *Question No.1 is compulsory.*
- 2) *Solve any 5 questions from the remaining questions.*

**Q1)** Explain the objectives & features of Co-operative Society Act - 1912 [20]

**Q2)** Explain in detail privilege & duties of Co-operative Societies as per the Co-op. Societies Act 1960. [16]

**Q3)** Enumerate the objectives & functions of primary agricultural Co-operative Societies. [16]

**Q4)** Explain the progress & problems of the Co-operative sugar factories. [16]

**Q5)** Explain the thoughts & works of Dr. Dhananjayrao Gadgil in rural development. [16]

**Q6)** State the role & functions of Urban Co-operative banks. [16]

**P.T.O.**

**Q7)** Explain the role of Co-operative movement in rural development of Maharashtra. **[16]**

**Q8)** Explain the history of Co-operative legislation in India. **[16]**

**Q9)** Explain the objectives & need of multi-state Co-operative Societies Act. **[16]**



Total No. of Questions : 9]

P334

[5258]Ext.-209

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

**CO-OPERATION & RURAL DEVELOPMENT**

(2013 Pattern) (Special Paper - I)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

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

- 
- प्रश्न 1) सहकारी संस्थांचा कायदा 1912 ची उद्दिष्टे व वैशिष्ट्ये स्पष्ट करा. [20]
- प्रश्न 2) सहकारी संस्था कायदा, 1960 अन्वये सहकारी संस्थांचे हक्क व कर्तव्ये सविस्तर स्पष्ट करा.[16]
- प्रश्न 3) प्राथमिक कृषि सहकारी संस्थांची उद्दिष्टे व कार्ये विशद करा. [16]
- प्रश्न 4) सहकारी साखर कारखान्यांची प्रगती व समस्या स्पष्ट करा. [16]
- प्रश्न 5) ग्रामीण विकासातील डॉ.धनंजराव गाडगीळ यांचे विचार व कार्ये स्पष्ट करा. [16]
- प्रश्न 6) नागरी सहकारी बँकांची भूमिका व कार्ये सांगा. [16]

- प्रश्न 7) महाराष्ट्रातील ग्रामीण विकासात सहकारी चळवळीची भूमिका स्पष्ट करा. [16]
- प्रश्न 8) भारतातील सहकारी कायद्यांचा इतिहास स्पष्ट करा. [16]
- प्रश्न 9) बहुराज्य सहकारी संस्था कायद्याची उद्दिष्ट्ये व गरज स्पष्ट करा. [16]



Total No. of Questions : 5]

SEAT No. :

P335

[Total No. of Pages : 4

[5258]Ext.-210

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

**COST & WORKS ACCOUNTING (Paper - I)**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1) A) Fill in the blanks :** **[5]**

- i) \_\_\_\_\_ is the price paid for something.
- ii) Consumable stores is an item of \_\_\_\_\_ overheads in cost sheet.
- iii) Stores ledger is maintained by \_\_\_\_\_ department.
- iv) \_\_\_\_\_ is the second important element of cost.
- v) \_\_\_\_\_ is the portion of visible wastage of materials having a low money or use value.

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

- i) The purpose of cost Accounting is to earn profit.
- ii) Bin card is maintained by purchase department.
- iii) Centralised store is better from economy and control point of view.
- iv) Time rate method guarantees minimum wages to labour
- v) Bad recruitment policy is the avoidable cause of labour turnover.

**Q2) A) Answer any two of the following questions in detail :** **[20]**

- i) Define the term 'Labour turnover'. Explain the causes and effects of labour turnover.
- ii) Explain the use of computer in store accounting
- iii) State the limitations of financial accounting
- iv) Define the term 'Job evaluation' & explain its types.

**P.T.O.**

- B) Write short notes on (any four) : [20]
- i) Group bonus scheme
  - ii) Direct cost
  - iii) Selling and distribution overheads
  - iv) Purchase order
  - v) Cost unit and cost centre
  - vi) Periodic Inventory Control

**Q3)** Following are the details of 'X' Industries Ltd. for the year ended 31<sup>st</sup> March 2014. [15]

<u>Particulars</u>	<u>Rs.</u>
Direct material	70,000
Direct wages	75,000
Indirect wages	10,000
Other direct expenses	15,000
Factory rent	5,000
Office rent	500
Indirect material	500
Depreciation on plant	1,500
Depreciation on office furniture	100
Managing directors remuneration	12,000
General factory expenses	5,700
General office expenses	1,000
General selling expenses	1,000
Travelling expenses	1,100
Office salaries	4,500
Carriage outward	1,000
Advertisement	2,000
Sales	3,00,000

You are required to compute,

- a) Prime cost
- b) Works cost
- c) Cost of production
- d) Cost of sales (total cost)
- e) Net profit/loss

**Q4) A)** Following is the data of product 'A'. **[10]**

Normal usage → 150 units per week  
Minimum usage → 75 units per week  
Maximum usage → 225 units per week  
Re-order Qty → 1500 units  
Reorder period → 2 to 4 weeks  
Calculate :

- i) Reorder level
- ii) Maximum level
- iii) Minimum level
- iv) Average stock level

**B)** On 1<sup>st</sup> March, 2015 the stock of a product in the stores was 500 units @ Rs. 300 per hundred. Receipts & Issues are as follows : **[10]**

Purchases :

- 1 → 400 units @ Rs. 400 per hundred
- 5 → 500 units @ Rs. 500 per hundred
- 10 → 600 units @ Rs. 600 per hundred

Issues:

- 3 → 300 units
- 6 → 400 units
- 15 → 500 units

On 31<sup>st</sup> March 2015, a discrepancy of 50 units was found.

Prepare a stores ledger account under first in first out method.

**Q5)** Following are the details of worker 'A' and worker 'B'. **[15]**

<u>Worker</u>	<u>Time Allowed</u>	<u>Time Taken</u>
A	26 hrs	20 hrs
B	30 hrs	20 hrs

The normal and basic wage rate is Rs. 8 per day of 8 hours

Calculate the amount payable to each worker under.

- i) Time rate method
- ii) Halsey premium plan
- iii) Rowan premium plan

OR

Calculate the material turnover ratio for the year 2011-12. The given information and determine which of the two materials is immediately disposed off.

Particulars	Material 'P' Rs.	Material 'Q' Rs.
Opening stock	25000	20000
Closing stock	75000	90000
Purchases	50000	90000





Total No. of Questions : 5]

SEAT No. :

P342

[Total No. of Pages : 4

**[5258]Ext.-211**  
**S.Y.B.Com (For External)**  
**BUSINESS STATISTICS - I**  
**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Attempt any five of the following:

**[5×2=10]**

- a) Test whether the attributes A & B are independent, given that  $(AB) = 10, (A\bar{B}) = 30, (\bar{A}B) = 40, (\bar{A}\bar{B}) = 120$ .
- b) Explain order of class frequency & Dichotomy.
- c) Define objective function and constraints.
- d) Define Transportation problem.
- e) Write any two applications of multiple regression.
- f) What do you mean by a trend in a time series.
- g) Explain in details the meaning of time series analysis?

**Q2)** Attempt any four of the following:

**[4×5=20]**

- a) Given that  $(AB) = 1286, (A\bar{B}) = 115, (\bar{A}B) = 223$  and  $(\bar{A}\bar{B}) = 2286$ , calculate the coefficient of association. comment on the nature of association
- b) Find  $R_{1,23}$  if  $r_{12} = 0.6, r_{13} = 0.5, r_{23} = 0.8$
- c) Write the equations of three planes of regression with variables X, Y & Z.
- d) Consider the problem.

$$\text{Maximize } Z = 5X_1 + 3X_2$$

$$\text{Subject to } X_1 + X_2 \leq 2$$

$$5X_1 + X_2 \leq 10$$

$$3X_1 + 8X_2 \leq 12$$

$$X_1, X_2 \geq 0$$

obtain the dual of this problem.

**P.T.O.**

- e) Three different aeroplanes are to be assigned to handle three cargo consignments with a view to maximize profit (in lakh rupees) The profit matrix is as under.

Cargo Consignment

		$C_1$	$C_2$	$C_3$
Aeroplanes	$A_1$	1	4	5
	$A_2$	2	3	3
	$A_3$	3	1	2

Work out the optimal assignment plane.

- f) Calculate CDR and STDR from the following data.

Age (years)	Population (Thousand)	No. of Deaths	Standard population (Percentages Distribution)
0-9	21	350	22
10-24	30	102	30
25-44	37	229	28
45-64	17	54	15
65 & above	5	415	5

**Q3)** Attempt any four of the following:

**[4×5=20]**

- What is an unbalanced transportation problem? How to convert it into a balanced transportation problem?
- Explain the terminology of transportation problem.
- The following data give the sales (in '000Rs.) of a company for the years 1985-1994.

Years	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
(t)										
Sales	50	82	65	86	70	52	90	65	87	43

Calculate 3 yearly moving averages.

- d) Solve the T.P. initial basic feasible solution of the following transportation problem by North West corner method.

		Destinations				Availability
		A	B	C	D	
Sources	I	21	16	25	13	11
	II	17	18	14	23	13
	III	32	27	18	41	19
Requirement		6	10	12	15	-

Also find the corresponding cost.

- e) Describe the components of time series.  
 f) Describe various fertility rates.

**Q4)** Attempt any two of the following: **[2×10=20]**

- a) Find all the ultimate class frequencies from following positive frequencies.

$N = 10000$ ,  $(A) = 877$ ,  $(B) = 1086$ ,  $(C) = 286$ ,  $(AB) = 338$ ,  $(AC) = 143$ ,  
 $(BC) = 135$ ,  $(ABC) = 57$

- b) Suppose a survival model is defined by the following values of  $P_x$

$x$	0	1	2	3	4
$P_x$	0.9	0.8	0.6	0.3	0

Using a radix  $l_0 = 10000$ , find values of  $l_x$  &  $d_x$  for  $x = 0, 1, 2, 3, 4$

Also find  ${}_3d_0$ ,  ${}_2q_1$ ,  ${}_3p_1$ ,  ${}_3q_2$

- c) Obtain the Initial simplex Table for

Maximize  $z = 16x + 24y$

Subject to  $12x + 13y \leq 130$

$$31x + 21y \leq 124$$

$$x, y \geq 0$$

Q5) Attempt any two of the following:

[2×15=30]

- a) Find the initial basic feasible solution of the following T.P. and test the optimality using MODI method.

Destination ↓ Source →	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	Supply
S <sub>1</sub>	11(200)	13(50)	17	14	250
S <sub>2</sub>	16	18(175)	14	10(125)	300
S <sub>3</sub>	21	24	13(275)	10(125)	400
Demand	200	225	275	250	

- b) Calculate G.F.R., T.F.R., Age-S.F.R. and G.R.R. for the following data. Assume that proportion female births is 46.2%

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

- c) Given the following information find equation of Plane of regression of  $x_3$  on  $x_1$  and  $x_2$ . Also estimate value of  $x_3$  when  $x_1 = 9$  and  $x_2 = 4$

Variable	Mean	s.d.	Correlations
$x_1$	6.8	1	$r_{12} = 0.6$
$x_2$	7	0.8	$r_{13} = 0.7$
$x_3$	74	9	$r_{23} = 0.65$



Total No. of Questions : 5]

SEAT No. :

P336

[Total No. of Pages : 4

**[5258]Ext.-212**  
**S.Y.B.Com. (For External)**  
**BUSINESS ENTREPRENEURSHIP - I**  
**(Paper - I) (2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Define the term 'Entrepreneur'. Explain the need and importance of Entrepreneurship. **[20]**

OR

Explain the entrepreneurial career of saharakar Maharshi Bhausaheb Santuji Thorat, Sangmner.

**Q2)** What is 'creativity'? Explain the processes and techniques & tools of creativity. **[20]**

OR

Define the term 'social Responsibility' Explain the 'Social Responsibilities' of business towards government, society and shareholders.

**Q3) a)** State the reasons for problems of unemployment in India. **[10]**

OR

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

**b)** Explain the steps in starting franchising business. **[10]**

OR

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

**P.T.O.**

**Q4) Explain in detail the various challenges in entrepreneurship development.[20]**

**OR**

Define the term 'Service'. Explain the opportunities to service industry in rural & Urban areas.

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

- a) Entrepreneurial Competencies.
- b) Contribution of Karamveer Bhaurao Patil
- c) Nature and Scope of Self help group
- d) Business Process Outsourcing
- e) Distinction between Service Industry & Manufacturing Industry
- f) Sources of Innovation.



Total No. of Questions : 5]

P336

**[5258]Ext.-212**  
**S.Y.B.Com. (For External)**  
**BUSINESS ENTREPRENEURSHIP - I**  
**(Paper - I) (2013 Pattern)**  
**(मराठी रूपांतर)**

वेळ : 3 तास]

[एकूण गुण : 100

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

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प्रश्न 1) 'उद्योजक' या संकल्पनेची व्याख्या द्या. उद्योजकतेची गरज व महत्व स्पष्ट करा. [20]

किंवा

सहकार महर्षी भाऊसाहेब संतूजी थोरात, संगमनेर यांची उद्योजकिय कारकिर्द स्पष्ट करा.

प्रश्न 2) 'निर्मितीक्षमता' म्हणजे काय? निर्मितीक्षमतेची प्रक्रिया आणि तंत्रे व साधने स्पष्ट करा. [20]

किंवा

'सामाजिक जबाबदारी' या संकल्पनेची व्याख्या द्या. व्यवसायाच्या सरकार, समाज व भागधारक यांच्याप्रति असलेल्या सामाजिक जबाबदाऱ्या स्पष्ट करा.

प्रश्न 3) अ) भारतातील बेरोजगारीच्या समस्यांची कारणे सांगा. [10]

किंवा

'व्यावसायिक नितिमुल्य' म्हणजे काय? व्यावसायिक नितिमुल्यांचे स्वरूप आणि महत्व स्पष्ट करा.

ब) व्यवसायाधिकार सुरू करावयाच्या पायऱ्या/टप्पे स्पष्ट करा. [10]

किंवा

'समूह उद्योजकता' म्हणजे काय? समूह उद्योजकतेचे फायदे-तोटे स्पष्ट करा.

प्रश्न 4) उद्योजकता विकासातील विविध आव्हाने सविस्तर स्पष्ट करा. [20]  
किंवा

‘सेवा’ या संकल्पनेची व्याख्या द्या. सेवा उद्योगाच्या ग्रामीण व शहरी भागातील संधी स्पष्ट करा.

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

- अ) उद्योजकिय सक्षमता
- ब) कर्मविर भाऊराव पाटिल यांचे योगदान
- क) स्वमदत गटांचे स्वरूप व व्याप्ती
- ड) बाह्य स्रोतार्थ व्यवसाय प्रक्रिया
- इ) सेवा उद्योग व उत्पादन उद्योग यातील फरक
- फ) नवनिर्मितीचे स्रोत





Total No. of Questions : 5]

SEAT No. :

P337

[Total No. of Pages : 4

**[5258]Ext.-213**  
**S.Y.B. Com. (For External)**  
**MARKETING MANAGEMENT (Special Paper - I)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Define marketing management. Explain the marketing management process. **[20]**

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

OR

Explain the characteristic features of services. Describe the tasks involved in services marketing.

**Q3)** a) Explain the components of external marketing environment. **[10]**

b) Discuss the problems of rural marketing in India. **[10]**

OR

a) Describe the importance of Green Marketing.

b) Explain the types of Buying motives.

**Q4)** What is Green marketing? Discuss the role of marketing manager in green marketing. **[20]**

**P.T.O.**

**Q5)** Write short notes (Any Two):

**[20]**

- a) Components of marketing Planning.
- b) Different forms of Appial for communication.
- c) Features of Rural Marketing.
- d) Stages involved in Buying decision process.



Total No. of Questions : 5]

P337

[5258]Ext.-213

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

MARKETING MANAGEMENT (Special Paper - I)

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास ]

[ एकूण गुण : 100

सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.

2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

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प्रश्न 1) विपणन व्यवस्थापनाची व्याख्या द्या. विपणन व्यवस्थापनाची प्रक्रिया समजावून सांगा. [20]

प्रश्न 2) विपणन संदेशवहनाची उद्दिष्टे कोणती आहेत ? विपणन संदेशवहन मिश्रचे घटक वर्णन करा. [20]

किंवा

सेवा या संकल्पनेची वैशिष्ट्ये समजावून सांगा. सेवा विपणनामध्ये अंतर्भूत असणारे कृती कार्यक्रम वर्णन करा.

प्रश्न 3) अ) बहिर्गत विपणन पर्यावरणाचे घटक समजावून सांगा. [10]

ब) भारतातील ग्रामीण विपणनाच्या समस्यांची चर्चा करा. [10]

किंवा

अ) हरित विपणनाचे महत्व वर्णन करा.

ब) खरेदीच्या हेतूंचे विविध प्रकार समजावून सांगा.

प्रश्न 4) हरित विपणन म्हणजे काय ? हरित विपणनामध्ये विपणन व्यवस्थापकाची भूमिका याची चर्चा करा. [20]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

[20]

- अ) विपणन नियोजनाचे घटक.
- ब) संदेशवहनाकरता केल्या जाणाऱ्या आवाहनांचे विविध प्रकार.
- क) ग्रामीण विपणनाची वैशिष्ट्ये.
- ड) खरेदी निर्णय प्रक्रियेतील टप्पे/अवस्था.



Total No. of Questions : 8]

SEAT No. :

P338

[Total No. of Pages : 2

**[5258]Ext.-214**  
**S.Y. B.Com. (For External)**  
**ECONOMICS**  
**Agricultural and Industrial Economics**  
**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

- Q1)** Explain in detail measures to control risk and uncertainty in Agricultural. **[20]**
- Q2)** Explain in detail role of Agricultural in Economic development. **[16]**
- Q3)** Explain the peculiarities of Agriculture as a sector of economy. **[16]**
- Q4)** Explain in detail the advantages and disadvantages of large size of land holdings. **[16]**
- Q5)** Define Industrial Economics. Explain scope and Importance of Industrial Economics. **[16]**
- Q6)** Answer in brief: **[16]**
- a) Explain the concept of plant, firm and Industry.
  - b) Explain the disadvantages of small size of the Land holdings.
- Q7)** Explain in detail factors affecting Location of Industries. **[16]**
- Q8)** Write short notes on: **[16]**
- a) Industrial Efficiency.
  - b) Industrial Monopoly.

**P.T.O.**

Total No. of Questions : 8]

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**[5258]Ext.-214**  
**S.Y. B.Com. (For External)**  
**ECONOMICS**  
**Agricultural and Industrial Economics**  
**(2013 Pattern) (Special Paper - I)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

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

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- प्रश्न 1) कृषी क्षेत्रातील धोके आणि अनिश्चीतता नियंत्रीत करण्यासाठीच्या उपाययोजना सविस्तर स्पष्ट करा. [20]
- प्रश्न 2) आर्थिक विकासातील कृषी क्षेत्राची भूमिका स्पष्ट करा. [16]
- प्रश्न 3) अर्थव्यवस्थेतील एक विशेष क्षेत्र म्हणून कृषी क्षेत्राचे महत्व स्पष्ट करा. [16]
- प्रश्न 4) कृषीच्या मोठ्या धारणक्षेत्राचे फायदे आणि तोटे स्पष्ट करा. [16]
- प्रश्न 5) औद्योगिक अर्थशास्त्राची व्याख्या लिहा. औद्योगिक अर्थशास्त्राची व्याप्ती व महत्व स्पष्ट करा. [16]
- प्रश्न 6) थोडक्यात उत्तरे लिहा. [16]  
अ) संयंत्र, उत्पादन संस्था आणि उद्योग, संकल्पना स्पष्ट करा.  
ब) कृषीक्षेत्रातील लहान धारण क्षेत्राचे तोटे स्पष्ट करा.
- प्रश्न 7) औद्योगिक स्थाननिश्चीतीवर परिणाम करणारे घटक स्पष्ट करा. [16]
- प्रश्न 8) थोडक्यात टीपा लिहा. [16]  
अ) औद्योगिक कार्यक्षमता.  
ब) औद्योगिक मत्तेदारी.



Total No. of Questions : 5]

SEAT No. :

**P339**

[Total No. of Pages : 4

**[5258]Ext.-215**

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

**DEFENCE BUDGETING, FINANCE AND MANAGEMENT (Paper - I)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

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

**[10×2=20]**

- i) What do you mean by integrated defence?
- ii) Define Logistics.
- iii) Write any two demerits of war time economy
- iv) Define Threat perception
- v) Write any two importance of financial management
- vi) Define war potential
- vii) Define Grand strategy
- viii) Define intelligence
- ix) State the meaning of industrial complex
- x) Write any two principles of defence management
- xi) Write any two roles of military leadership
- xii) Define industrial power
- xiii) State the meaning of Non-productive Defence expenditure

***P.T.O.***

**Q2)** Answer in 500 words (any one) [20]

- i) Explain role of private sector in India's defence production.
- ii) Write a note on the trends of India's defence expenditure.

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

- i) Describe self reliance programme in India's defence production.
- ii) Describe role of D.R.D.O. in India's defence production.

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

- i) Explain salient features of Indian Economy.
- ii) Describe challenges to India's national security.

**Q5)** Write short note on (any two) [20]

- i) Role of political ideology in national security.
- ii) Sources of finance (domestic and foreign.)
- iii) Causes of increasing defence expenditure.
- iv) Role of foreign collaboration in India's defence production.





Total No. of Questions : 5]

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[5258]Ext.-215

S.Y.B.Com (For External)

DEFENCE BUDGETING, FINANCE AND MANAGEMENT (Paper - I)

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.

2) उजवीकडील अंक गुण दर्शवितात.

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

[10×2=20]

- i) इन्टीग्रेटेड डिफेन्स म्हणजे काय ?
- ii) पुरवठाव्यवस्था व्याख्या द्या.
- iii) युद्ध कालीन अर्थव्यवस्थेचे कोणतेही दोन दोष नमुद करा.
- iv) धोक्याविषयी संकल्पना व्याख्या द्या.
- v) आर्थिक व्यवस्थापनाची कोणतीही दोन महत्वपूर्ण वैशिष्टे सांगा.
- vi) युद्ध क्षमता व्याख्या द्या.
- vii) ग्रँड स्ट्रॅटेजी व्याख्या द्या.
- viii) इन्टीलीजन्सची व्याख्या द्या.
- ix) इन्डस्ट्रीयल कॉम्प्लेक्सचा अर्थ लिहा.
- x) संरक्षण व्यवस्थापनाची कोणतीही दोन तत्वे नमुद करा.
- xi) लष्करी नेतृत्वाचे कोणतेही दोन गुणधर्म नमूद करा.
- xii) औद्योगिक शक्ती (सामर्थ्य) व्याख्या द्या.
- xiii) संरक्षणावरील अनुत्पादक खर्च म्हणजे काय ? अर्थ लिहा.

- प्रश्न 2) 500 शब्दात उत्तरे द्या (कोणतेही एक) [20]
- भारताच्या संरक्षण उत्पादनातील खाजगीउद्योगधंद्याची भूमिका स्पष्ट करा.
  - भारताच्या संरक्षण खर्चाबाबतचे कल (ट्रेण्डस) यावर टिपण लिहा.
- प्रश्न 3) 500 शब्दात उत्तरे द्या (कोणतेही एक) [20]
- भारताच्या संरक्षण उत्पादनातील आत्मनिर्भरतेच्या कार्यक्रमाचे वर्णन करा.
  - भारताच्या संरक्षण उत्पादनातील संरक्षण संशोधन आणि विकास संघटनांच्या भूमिकेचे वर्णन करा.
- प्रश्न 4) 500 शब्दात उत्तरे द्या (कोणतेही एक) [20]
- भारताच्या अर्थव्यवस्थेची ठळक वैशिष्ट्ये स्पष्ट करा.
  - भारताच्या राष्ट्रीय सुरक्षेला असलेल्या आव्हानांचे वर्णन करा.
- प्रश्न 5) थोडक्यात टीपा द्या. (कोणत्याही दोन) [20]
- राष्ट्रीय सुरक्षेतील राजकीय विचारधारेची भूमिका.
  - आर्थिकस्रोते (अंतर्गत व बहिर्गत).
  - संरक्षणावरील खर्च वाढण्याची कारणे.
  - भारताच्या संरक्षण उत्पादनातील परकीय सहकार्याची भूमिका.



Total No. of Questions : 9]

SEAT No. :

P340

[Total No. of Pages : 2

**[5258]Ext.-216**  
**S.Y.B.Com. (For External)**  
**INSURANCE, TRANSPORT AND TOURISM (Paper - I)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

- Q1)* What is Insurance? Explain the principles of General Insurance. [20]
- Q2)* Explain the procedure of taking life Insurance Policy. [16]
- Q3)* Explain the various forms of Tourism. [16]
- Q4)* What is Tourist Accommodation? Explain various types of Accommodation. [16]
- Q5)* Explain the current Trends in Tourism Industry. [16]
- Q6)* Describe the impact of Tourism on economy. [16]
- Q7)* What is Insurance Agent? Explain the Functions of Insurance Agent. [16]
- Q8)* Explain the various principles of Insurance. [16]
- Q9)* Explain career in Insurance Business. [16]



*P.T.O.*

Total No. of Questions : 9]

P340

[5258]Ext.-216

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

विमा, वाहतुक व पर्यटन पेपर -I

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास ]

[ एकूण गुण : 100

सूचना :- 1) प्रश्न क्र. 1 अनिवार्य आहेत.

2) प्रश्न क्र. 2 ते प्र.क्र.9 यापैकी कोणतेही पाच प्रश्न सोडवा.

3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

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प्रश्न 1)	विमा म्हणजे काय? सर्वसाधारण विम्याची तत्वे स्पष्ट करा.	[20]
प्रश्न 2)	आयुर्विमा उतरविण्याचे कार्यपध्दती स्पष्ट करा.	[16]
प्रश्न 3)	पर्यटनाचे विविध प्रकार स्पष्ट करा.	[16]
प्रश्न 4)	पर्यटक निवासस्थान म्हणजे काय? निवासस्थानाचे विविध प्रकार स्पष्ट करा.	[16]
प्रश्न 5)	पर्यटन उदयोगातील आधुनिक प्रवाह स्पष्ट करा.	[16]
प्रश्न 6)	पर्यटनाचे आर्थिक परिणाम विशद करा.	[16]
प्रश्न 7)	विमा प्रतिनिधी म्हणजे काय? विमा प्रतिनिधीची कार्ये स्पष्ट करा.	[16]
प्रश्न 8)	विम्याची तत्वे स्पष्ट करा.	[16]
प्रश्न 9)	विमा व्यवसायातील कारकीर्द स्पष्ट करा.	[16]



Total No. of Questions : 6]

SEAT No. :

P341

[Total No. of Pages : 3

**[5258]Ext.-217**  
**S.Y.B.Com (For External)**  
**COMPUTER PROGRAMMING AND APPLICATION**  
**(VBSCRIPT AND RDBMS)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Attempt any four of the following:

**[4×5=20]**

- a) State the uses and parts of VBscript.
- b) Explain for each and Exit Do statements with syntax.
- c) Explain the scope of variables in VBscript.
- d) What are the roles of SQL?
- e) What are different logical operators in SQL? Explain any one.
- f) State the difference between having clause and where clause.

**Q2)** Attempt any four of the following:

**[4×4=16]**

- a) Explain validation and Error handling in VBscript
- b) What is ODBC? Give its characteristics.
- c) State how to display information in VBscript explain by using example.
- d) Discuss the platform or host dependence required for VBscript.
- e) Explain Grant Privileges in detail.
- f) Give the output of the following section of code

```
<script language="VBscript" type="text/VBscript">
```

```
Var 1 = 16
```

```
Var 2 = 4
```

```
Sum= Var 1+ Var 2
```

```
Document.write ("sum of two number is ", & Sum) </script>
```

**P.T.O.**

**Q3)** Attempt any four of the following:

**[4×4=16]**

- a) What is an Array? Explain one dimensional array.
- b) Explain mouse events.
- c) Explain Internet Explorer Events.
- d) What are different types of outer Join?
- e) Explain in brief SQL aggregate functions.
- f) Explain the types of database security.

**Q4)** Attempt any four of the following:

**[4×4=16]**

- a) What is DSN? What are the types of DSN?
- b) State the use of format currency in VBscript.
- c) State the rules for declaring variables in VBscript.
- d) Explain the EXISTS and NOT EXISTS operator in SQL.
- e) What are the features of the RDBMS.
- f) Solve the following:
  - i) Create table student (Sno, Sname, Saddress, Sfee)
  - ii) Find out names of all student.
  - iii) Change student address of Sno 10 to pune.
  - iv) Delete the record whose Sno is 5

**Q5)** Attempt any four of the following:

**[4×4=16]**

- a) Explain like operator with example.
- b) Explain the automatic and manual indexes.
- c) Explain system privileges in detail.
- d) What is hierarchical Query? Explain Joins in hierarchical Query.
- e) Explain procedures in VBscript with its syntax.
- f) Explain in brief the term "collection" in VBscript.

**Q6)** Attempt any four of the following:

**[4×4=16]**

- a) Explain any two SQL constraints with example.
- b) Explain sorting of data by a column and by a multiple column.
- c) Explain DML statements.
- d) State how to use useparents at formatting function in VBscript with example.
- e) Explain Randomize and Rnd with its syntax.
- f) Explain message box in VBscript.

