

Total No. of Questions : 4]

SEAT No. :

PA-1782

[Total No. of Pages : 2

[5952]-301

S.Y. B.Com.

231 : BUSINESS COMMUNICATION - I
(2019 Pattern) (CBCS) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates :

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

Q1) A) Fill in the Blanks (Any 5) :

[5]

- i) Facial expression is the example of _____ communication.
 - a) Oral
 - b) Written
 - c) Non- verbal
- ii) In business letter, _____ is written after the letter is closed.
 - a) Heading
 - b) Post Script
 - c) Subject
- iii) _____ is act of taking conscious control over the amount of time spent on specific activities.
 - a) Etiquettes
 - b) Time Management
 - c) Problem solving
- iv) The word communication is derived from the Latin term 'communis' which means _____.
 - a) Common
 - b) Community
 - c) Message

P.T.O.

- v) Full form of CV is _____.
- Complex Vitae
 - Curriculum Vitae
 - Circular Vitae
- vi) _____ is written when someone needs a job.
- Complaint letter
 - Collection Letter
 - Job Application Letter

B) Match the following : [5]

- | | |
|---------------------------|---|
| i) State of Health | a) Physical Appearance of Business letter |
| ii) Grapevine | b) Educational Information |
| iii) Resume | c) Physical Barriers |
| iv) Oral Presentation | d) Informal Communication |
| v) Size, Margin and paper | e) Short talk |

Q2) Write Short Notes (Any 2) : [10]

- Formal Communication.
- Importance of Business Letter.
- Problem solving skills.
- Elements of Biodata.

Q3) a) Define Communication. Explain importance of communication. [8]

- b) Explain the Essential Qualities of Good Business Letter. [7]

Q4) a) Explain various types of Interviews. [8]

- b) Draft an Application letter for the post of Finance Manager to Samsung India Ltd, Delhi in response to an Advertisement in 'The Times of India'. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1783

[Total No. of Pages : 7

[5952]-302

S.Y. B.Com.

**232 : CORPORATE ACCOUNTING - I
(2019 Pattern) (CBCS) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates :

- 1) *Question No.1 compulsory.*
- 2) *Solve any 2 questions from remaining Q. No. 2, 3, & 4.*
- 3) *Figures to the right side indicate full marks.*

Q1) A) Fill in the blanks (Any five) :

[5]

- i) _____ is the part of Revenue from Operation.
(a. Salary, b. Sales, c. Goodwill)
- ii) Company Final Account is prepared as per Section _____ of Companies Act.
(a. 129, b. 149, c. 159)
- iii) _____ is not to be included when computing of cost Property, Plant and Equipment.
(a. Delivery and installation charges, b. Site preparation costs, c. Bad debts)
- iv) Consolidated Financial Statements are prepared as per Accounting Standard _____.
(a. AS-10, b. AS-21, c. AS-14)
- v) Under profit prior to incorporation, gross profit is allocated based on the basis of _____.
(a. Time Ratio, b. Sales Ratio, c. Pre-incorporation)

P.T.O.

- vi) Loss prior to incorporation should be debited to _____.
(a. Goodwill, b. Capital Reserve, c. Revenue Reserve)
- vii) Intrinsic value of share Rs. 140, yield value of share Rs. 130, Fair value of share is _____.
(a. Rs. 135, b. Rs. 145, c. Rs. 130)

B) True or False (any five) : [5]

- i) Joint Stock Company means voluntary association of a persons created by the law.
- ii) Final Account is the group of Income Statement and Balance Sheet.
- iii) As - 14 deals with plant, property and equipment.
- iv) As - 21 deals with Accounting for Amalgamation.
- v) Under Profit Prior to Incorporation, Directors fees should be charged to the post incorporation period.
- vi) Net assets method of valuation of shares is useful in case of going concern.
- vii) Intrinsic value method is also called as assets backing method.

C) Match the following : [5]

- | | |
|------------------------|----------------------------|
| i) Copyright | a) Finance Cost |
| ii) Debenture Interest | b) Intrinsic value Method |
| iii) Net Assets Method | c) Earning Capacity Method |
| iv) Yield Basis Method | d) Time Basis |
| v) Rent & Taxes | e) Fixed-Intangible Assets |

D) Write short notes (any three) : [15]

- i) Accounting Standard-5
- ii) Need of Valuation of Shares
- iii) Pre-incorporation and Post incorporation
- iv) Company Final Accounts
- v) Factors affecting on valuation of shares

Q2) Gauri Company Ltd., was registered with an Authorised capital of Rs. 20,00,000/divided into 20,000 Equity Shares of Rs. 100 each. The Trial Balance of the Company as on 31st March 2022 was as follows : **[20]**

Trial Balance

As on 31st March 2022

Particulars	Debit (Rs.)	Particulars	Credit (Rs.)
Motor car	3,70,000	Sales	10,50,000
Sundry Debtors	96,000	Profit & Loss A/c (1.04.2021)	2,32,000
Salaries	1,50,000	Sundry Creditors	1,68,000
Bank Interest	4,000	Debentures	1,50,000
Travelling Expenses	40,000	Share Capital	10,00,000
Machinery	8,00,000	(10,000 shares of Rs. 100 each)	
Building	5,00,000		
Discount allowed	15,000		
Wages	80,000		
Opening stock	70,000		
Purchases	3,00,000		
Carriage outward	20,000		
Cash in hand	10,000		
Printing & stationery	20,000		
Repairs	15,000		
Directors Fees	25,000		
Audit Fees	5,000		
General Expenses	80,000		
	26,00,000		26,00,000

Additional Information :

1. Stock on 31st March is Rs. 60,000/-
2. Provide Rs. 4,300/- for R.D.D. on Debtors.
3. Depreciate Machinery by 10% and Building by 5%.
4. Outstanding wages Rs. 10,000/-
5. Directors declared final dividend at 5% on paid up capital.

You are required to prepare Balance Sheet and Statement of Profit & Loss for the year ended 31st March 2022 as per Companies Act 2013 Revised Schedule VI.

Q3) Sairaj Ltd., Shirdi was Incorporated on 1st May 2021 to take over the running business from 1st January 2021. The following is the Profit and Loss Account for the year ended 31st December, 2021. [20]

Profit and Loss Account for the year ended 31st December, 2021.

Particulars	Amt.	Particulars	Amt.
To Rent and Taxes	12,000	By Gross Profit B/D	1,55,000
To Discount on Sales	3,500	By Interest on Investment	2,500
To Insurance	3,000		
To Discount on Issue of shares	3,000		
To Electricity Charges	2,400		
To Commission	6,000		
To Staff salaries	36,000		
To Carriage outward	3,000		
To Sundry Expenses	7,500		
To Preliminary Expenses	4,300		
To Sales Promotion Expenses	4,000		
To Bank Interest	1,500		
To Bad Debts	2,000		
To Dis. on Issue of Debentures	6,300		
To Telegram Charges	3,000		
To Net Profit			
C/D	60,000		
	1,57,500		1,57,500

The following details are also made available,

- a) The total turnover for the year ended 31st December, 2021 was as follows :

Cash Sales Rs. 1,29,000

Credit Sales Rs. 3,71,000

Of which Rs. 2,00,000 were for the period upto 30th April, 2021.

- b) Interest on Investment is related to the Pre Incorporation Period.
- c) Sales Promotion Expenses were directly proportionate to the turnover of the company. Ascertain the profits earned prior to and post incorporation period.

Q4) A) Following is the Balance Sheet of Rose Ltd., Mumbai as on 31st March 2022. [14]

Liabilities	Amt.	Assets	Amt.
Share Capital		Freehold Premises	1,00,000
2,000 Equity Shares of		Machinery	1,40,000
Rs. 100 each fully paid	2,00,000	Furniture	28,000
Reserve & Surplus		Stock in trade	40,000
Reserve Fund	1,00,000	Book Debts	88,000
Profit & Loss A/c	32,000	Bank balance	52,000
Creditors	90,000	Preliminary Expenses	4,000
Bills Payable	30,000		
	4,52,000		4,52,000

Additional Information :

a) **Assets are valued as under.**

Goodwill	-	88,000
Freehold premises	-	2,60,000
Machinery	-	1,44,000
Furniture	-	48,000
Stock in trade	-	50,000
Debtors	-	78,000

b) The profits of the company amounted to,

Year		Profit (Rs)
2018-19	-	90,000
2019-20	-	98,000
2020-21	-	1,00,00

c) It is the practice of the company to transfer 25% of profit to reserve fund.

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

Find out the value of each Equity Shares as per

- i) Intrinsic Value Method
- ii) Yield Value Method
- iii) Fair Value Method

- B) On March 01, 2021, X Ltd. purchased land of Rs. 10,00,000/- for a factory site. Company demolished an old building on the property and sold the salvaged material for 20,000/- Company incurred additional cost and realized salvaged proceeds during the March 2022 as follows :

Legal fees for purchase contract and recording ownership	Rs. 50,000/-
Title guarantee insurance	Rs. 20,000/-
Cost for demolition of building	Rs. 1,00,000/-

Compute the balance to be shown in the land account on 31st March, 2022 in the Balance sheet. [6]



Total No. of Questions : 6]

SEAT No. :

PA-1784

[Total No. of Pages : 4

[5952]-303

S. Y. B.Com.

233 : BUSINESS ECONOMICS - I (Macro)
(2019 Pattern) (Semester - III) (CBCS)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q.1 and Q.6 are compulsory.*
- 2) *Solve any - 3 questions from the remaining questions 2 to 5.*
- 3) *Draw neat diagrams whenever necessary.*

Q1) A) Fill in the blanks (any - 5)

[5]

- i) The term of micro and macro were first used by _____
(J.M. Keynes, Adam Smith, J.S. Mill, Ragnar Frisch)
- ii) Per capita Income is called as the _____ of the people of a country in a particular year.
(National Income, Personal Income, Average Income, Disposable income)
- iii) 'Every Supply Creates its own demand' this famous statement is given by _____
(J.M. Keynes, J.S. Mill, J.B. Say, J.B. Clark)
- iv) A government investment in the public sector is called _____
(Autonomous investment, NET investment, Induced investment, Gross investment)
- v) _____ is known as the father of modern macro economics.
(Adam Smith, Dr. Marshall, J.M. Keynes, J.B. Say)

P.T.O.

- vi) _____ is the ratio between induced investment and an initial change in consumption expenditure.
(Investment multiplier, Acceleration principal, marginal efficiency of capital, consumption function)

B) Match the following : [5]

Group 'A'	Group 'B'
1) Macro Economic objectives	a) J.B. Say
2) Transfer payments	b) J.M. Keynes
3) Investment multiplier	c) $\Delta S/\Delta Y$
4) Classical economist	d) unemployment allowance
5) Marginal propensity to consume	e) $\Delta C/\Delta Y$
	f) Price stability

Q2) Explain the scope and significance of macro economics. [15]

Q3) What is national income? Explain the various difficulties to measuring national income. [15]

Q4) Explain in detail Keynesian theory of employment. [15]

Q5) Define marginal efficiency of capital. Explain the factors affecting to MEC. [15]

Q6) Write a short notes on (Any - 3) [15]

- Principles of acceleration.
- Objectives of Macro - Economic policies.
- Circular flow of Income.
- Say's Law of Demand.
- Types of Investment.



Total No. of Questions : 6]

PA-1784

[5952]-303

S. Y. B.Com.

233 : BUSINESS ECONOMICS - I (Macro)

व्यावसायिक अर्थशास्त्र (समग्र)
(2019 Pattern) (Semester - III) (CBCS)
(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना : 1) प्रश्न क्रं. 1 आणि प्रश्न क्रं. 6 सोडविणे अनिवार्य आहे.
2) प्रश्न क्रं. 2 ते प्रश्न 5 पैकी कोणतेही तीन प्रश्न सोडवा.
3) आवश्यक तेथे सुबक आकृत्या काढा.
4) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

-
- प्रश्न 1) अ) रिकाम्या जागा भरा. (कोणत्याही 5) [5]
- i) 'Micro' व 'Macro' या शब्दाचा वापर सर्वप्रथम यांनी केला आहे.
(जे.एम.केन्स, अँडमस्मिथ, जे.एस. मिल, रॅग्नर फ्रिश)
- ii) दरडोई उत्पन्नाला देशातील लोकांनी एका आर्थिक वर्षात मिळविलेले
असेही म्हणतात.
(राष्ट्रीय उत्पन्न, वैयक्तिक उत्पन्न, सरासरी उत्पन्न, व्ययशक्य उत्पन्न,)
- iii) प्रत्येक पूर्वठा आपली स्वतःची मागणी निर्माण करतो हे प्रसिद्ध विधान
यांनी केलेले आहे.
(जे.एम.केन्स, जे.एस.मिल, जे.बी.से, जे.बी.क्लार्क)
- iv) सरकारने सार्वजनिक क्षेत्रात केलेल्या गुंतवणूकीस असे म्हणतात.
(स्वायत्त गुंतवणूक, निव्वळ गुंतवणूक, प्रेरीत गुंतवणूक, स्थूल गुंतवणूक)
- v) यांना आधुनिक समग्र अर्थशास्त्राचे जनक असे म्हणतात.
(अँडम स्मिथ, डॉ. मार्शल, जे.एम. केन्स, जे.बी.से)

- vi) प्रेरीत गुंतवणूक आणि प्रारंभिक उपभोग खर्चातील बदल यांच्या गुणोत्तराला
असे म्हणतात.
(गुंतवणूक गुणक, प्रवेग तत्व, भांडवलाची सीमांत लाभक्षमता, उपभोग फलन)

ब) योग्य जोड्या लावा : [5]

'अ' गट	'ब' गट
1) समग्र आर्थिक उद्दिष्ट्ये	अ) जे. बी. से
2) हस्तांतरित उत्पन्न	ब) जे. एम. केन्स
3) गुंतवणूक गुणक	क) $\Delta S/\Delta Y$
4) सनातन अर्थतज्ञ	ड) बेरोजगारी भत्ता
5) सीमांत उपभोग प्रवृत्ती	इ) $\Delta C/\Delta Y$
	ड) किंमत स्थिरता

प्रश्न 2) समग्रलक्षी अर्थशास्त्राची व्याप्ती आणि महत्व स्पष्ट करा. [15]

प्रश्न 3) राष्ट्रीय उत्पन्न म्हणजे काय? राष्ट्रीय उत्पन्न मापनातील अडचणी स्पष्ट करा. [15]

प्रश्न 4) केन्स यांचा रोजगार विषयक सिद्धांत सविस्तर स्पष्ट करा. [15]

प्रश्न 5) व्याख्या द्या - भांडवलाची सीमांत लाभक्षमता भांडवलाच्या सीमांत लाभक्षमतेवर परिणाम करणारे घटक स्पष्ट करा. [15]

प्रश्न 6) टिपा लिहा (कोणत्याही तीन) [15]

- प्रवेगतत्व.
- समग्र आर्थिक उद्दिष्ट्ये.
- उत्पन्नाचा चक्राकार प्रवाह.
- 'से' यांचा बाजार विषयक नियम.
- गुंतवणूकीचे प्रकार.



Total No. of Questions : 6]

SEAT No. :

PA-1785

[Total No. of Pages : 4

[5952]-304

S.Y. B. Com.

**234 : BUSINESS MANAGEMENT - I
(2019 CBCS Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No.1 and question No.6 are compulsory.*
- 2) *Answer any three questions from Q.2 to Q.5.*
- 3) *Figures to the right indicate full marks.*

Q1) a) Fill in the blanks with the most appropriate alternative (any five) **[5]**

- i) Board of Directors form a part of _____ Level of management.
(Middle Level Management, Top Level Management, Bottom Level Management, All Levels of Management)
- ii) Principle by which a subordinate receives orders and is accountable to only one superior is known as _____.
(Division of Work, Unity of Command, Unity of Direction, Discipline)
- iii) _____ is NOT related to function of direction.
(Historical Analog Method, Follow up, Supervision, Recruitment)
- iv) _____ is the first step in the process of Recruitment
(Application pool, Identifying Recruitment Sources, Recruitment Planning, Contacting Sources)
- v) Supervision means _____.
(Planning for the future, Starting a business, Fulfilment of legal formalities, Monitoring the work of the subordinates)
- vi) _____ is known as the father of Scientific Management.
(Henry Fayol, Luther Gulick, F.W. Taylor, Elton Mayo)
- vii) Leadership is NOT _____
(Influencing others, Goal oriented, Bossism, Dynamic)

P.T.O.

- b) Match the following: [5]
- | Column A | Column B |
|--------------------------------|------------------------|
| i) Delphi Technique | a) Corrective Measures |
| ii) Feedback | b) Planning |
| iii) Programed Decision making | c) Video Conferencing |
| iv) Social Justice | d) Principle of Equity |
| v) Cotinuous Process | e) Game Theory |

Q2) Define the term Management. Explain the levels of Management with their functions. [15]

Q3) Describe the steps involved in the process of decision making and types of decisions. [15]

Q4) Define Recruitment. Explain the various internal and external sources of recruitment. [15]

Q5) Explain the concept of Team work. Describe the principles of inter-personnel communication and behaviour. [15]

Q6) Write a short note (any three). [15]

- a) Group Dynamics
- b) Process of Organizing
- c) Limitations of Planning
- d) Contribution of Henry Fayol in development of management thoughts
- e) Need of Forecasting



Total No. of Questions : 6]

PA-1785

[5952]-304

S.Y. B. Com.

234 : BUSINESS MANAGEMENT - I
(2019 CBCS Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :- 1) प्रश्न क्रमांक 1 आणि प्रश्न क्रमांक 6 अनिवार्य आहेत.
2) प्र. 2 ते प्र. 5 मधील कोणत्याही तीन प्रश्नांची उत्तरे द्या.
3) उजवीकडे दिलेली संख्या पूर्ण गुण दर्शवतात.

प्र.1) अ) रिकाम्या जागा भरा. (भरा कोणत्याही 5)

[5]

- i) संचालक मंडळ स्तराच्या व्यवस्थापनाचा एक भाग आहे.
(मध्यम स्तरीय व्यवस्थापन, उच्चस्तरीय व्यवस्थापन, तळ पातळी व्यवस्थापन, सर्व व्यवस्थापन पातळ्या)
- ii) तत्त्वद्वारे कनिष्ठांना आदेश प्राप्त होतात आणि केवळ एकाच वरिष्ठाकडे उत्तरदायी असतात.
(कामाची विभागणी, आदेश ऐकता, निर्देशन ऐकता, शिस्त)
- iii) निर्देशन कार्याशी निगडित नाही.
(ऐतिहासिक अनुरूप पद्धत, पाठपुरावा, पर्यवेक्षण, भरती)
- iv) हा भरती प्रक्रियेतील पहिला टप्पा आहे.
(अर्ज संच, भरती स्रोत ओळखणे, भरती नियोजन, स्रोत संपर्क)
- v) पर्यवेक्षण म्हणजे
(भविष्यासाठीचे नियोजन, व्यवसायाची सुरुवात, कायदेशीर पूर्तता, सहयोगींच्या कामावर देखरेख ठेवणे)
- vi) यांना वैज्ञानिक व्यवस्थापनाचे जनक म्हणून संबोधले जाते.
(हेन्री फेयॉल, लुथर गुलिक, एफ.डब्ल्यू. टेलर, एल्टन मेयो)
- vii) म्हणजे नेतृत्व नाही.
(प्रभाव पाडण्याची प्रक्रिया, ध्येयाशी निगडित राहणे, हुकुमत गाजवणे, गतिशीलता)

ब) योग्य जोड्या जुळवा

रकाना अ	रकाना ब
i) डेलफी तंत्र	अ) सुधारणात्मक उपाय
ii) अभिप्राय	ब) नियोजन
iii) कार्यक्रमबद्ध निर्णय घेणे	क) व्हिडिओ कॉन्फरन्सिंग
iv) सामाजिक न्याय	ड) समानतेचे तत्व
v) सातत्यपूर्ण प्रक्रिया	इ) गेम थेअरी

प्र.2) व्यवस्थापनाची व्याख्या द्या. आणि व्यवस्थापनाचे स्तर त्यांच्या कार्यासह स्पष्ट करा. [15]

प्र.3) निर्णय घेण्याच्या प्रक्रियेतील पायऱ्या आणि निर्णयाचे प्रकार स्पष्ट करा. [15]

प्र.4) कर्मचारी भरतीची व्याख्या द्या. कर्मचारी भरतीचे अंतर्गत व बहिर्गत स्रोत स्पष्ट करा. [15]

प्र.5) समूह कार्य ही संकल्पना स्पष्ट करा. आंतर-कर्मचारी संप्रेषण आणि वर्तनाच्या तत्वे स्पष्ट करा. [15]

प्र.6) थोडक्यात टिपा लिहा. (कोणत्याही तीन) [15]

- अ) समूह प्रेरणा
- ब) संघटन प्रक्रिया
- क) नियोजनाच्या मर्यादा
- ड) व्यवस्थापन विचारांच्या विकासामध्ये हेन्री फेयॉल यांचे योगदान
- इ) पुर्वानुमानाची आवश्यकता



Total No. of Questions : 6]

SEAT No. :

PA-1786

[Total No. of Pages : 4

[5952]-305

S.Y. B.Com.

**235 : ELEMENTS OF COMPANY LAW - I
(2019 Pattern) (CBCS) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Questions No.1 and questions No. 6 are compulsory.*
- 2) *Answer any 3 questions from the remaining questions No.2, 3, 4 and 5.*
- 3) *Figure to the right indicates full marks.*

Q1) A) Fill in the blanks (Attempt Any 5):

[5]

i) As per the Company Act 2013, _____ can start its business after incorporation.

(Public Company, Private Company, Partnership Firm)

ii) Equity shareholders are _____ of the company.

(Creditors, Debtors, Owners)

iii) _____ is the first stages in the formation of public company.

(Incorporation, Promotion, Commencement of Business)

iv) Document issued to appeal to public for raising of the capital is called _____.

(Prospectus, Advertisement, Circular)

v) Any action outside the scope of the object clause of Memorandum of Association is called _____.

(Ultra Vires, Indoor Management, Corporate Veil)

vi) Share issued to the existing employees of the company are called _____.

(Bonus shares, Employee stock option scheme, Sweat Equity shares)

P.T.O.

B) Match the following: [5]

Group A

- i) Civil Liability
- ii) Buy back of shares
- iii) Doctrine of constructive notice
- iv) Debenture Holders
- v) Public Company

Group B

- a) Assumed notice
- b) Minimum seven members
- c) Misstatement in Prospectus
- d) Purchase of own shares
- e) Creditors

Q2) Explain background and features of Company Act 2013. [15]

Q3) Discuss in details the stages of incorporation of a private company. [15]

Q4) What is misstatement in a prospectus. Explain liabilities of misstatement in prospectus. [15]

Q5) Discuss in details about equity share capital and preference share capital. [15]

Q6) Write short notes (Any Three) : [15]

- a) Charitable Company.
- b) Share Certificate.
- c) Alteration of Registered office clause.
- d) Legal Status of Promoter.
- e) Bonus Shares.



Total No. of Questions : 6]

PA-1786

[5952]-305

S.Y. B.Com.

235 : ELEMENTS OF COMPANY LAW - I
(2019 Pattern) (CBCS) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

- सूचना :- 1) प्रश्न क्र. 1 आणि प्रश्न क्र. 6 अनिवार्य आहेत.
2) प्रश्न क्रमांक 2, 3, 4 आणि 5 यापैकी कोणतेही 3 प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच) [5]

- i) कंपनी कायदा, 2013 अनुसार नोंदणी झाल्यानंतर आपला व्यवसाय सुरू करू शकते.
(सार्वजनिक कंपनी, खाजगी कंपनी, भागीदारी संस्था)
- ii) सामान्य भागधारक हे कंपनीचे आहेत.
(धनको, ऋणको, मालक)
- iii) ही सार्वजनिक कंपनीच्या स्थापनेतील पहिली अवस्था आहे.
(नोंदणी, प्रवर्तन, व्यवसाय प्रारंभ)
- iv) कंपनीने आपले भागभांडवल उभारण्यासाठी सामान्य जनतेला आव्हान करण्यासाठी जाहिर केलेले दस्तावेज म्हणजे होय.
(माहितीपत्रक, जाहिरात, परिपत्रक)
- v) कंपनीच्या घटनापत्रकातील उद्देश कलमाच्या उद्देशांच्या बाहेरील कृत्यास असे म्हणतात.
(अधिकार बाह्यकृत्य, अंतर्गत व्यवस्थापन, कंपनीवरील पडदा बाजूला सारणे)
- vi) अस्तित्वात असलेल्या कर्मचाऱ्यांना दिलेल्या भागांना असे म्हणतात.
(बोनस भाग, कर्मचारी भाग विकल्प योजना, स्वेट सामान्य भाग)

ब) जोड्या जुळवा :

गट 'अ'	गट 'ब'
i) दिवाणी स्वरूपाची जबाबदारी	अ) सूचनेची गृहीतता
ii) भागांची पुनखरेदी	ब) किमान सात सभासद
iii) रचनात्मक सूचनेचा सिद्धांत	क) माहितीपत्रकातील असत्य विधान
iv) कर्ज रोखेधारक	ड) स्वतःच्याच भागांची खरेदी
v) सार्वजनिक कंपनी	इ) धणको

प्र.2) भारतीय कंपनी कायदा, 2013 ची पार्श्वभूमी आणि वैशिष्ट्ये सविस्तर स्पष्ट करा. [15]

प्र.3) खाजगी कंपनीच्या स्थापनेतील अवस्थांची सविस्तर चर्चा करा. [15]

प्र.4) माहितीपत्रकातील असत्य विधान म्हणजे काय? माहितीपत्रकातील असत्य विधानांबाबतच्या जबाबदाऱ्या सविस्तर स्पष्ट करा. [15]

प्र.5) कंपनीचे सामान्य भागभांडवल आणि अगृहकक भाग-भांडवल यावर सविस्तर चर्चा करा. [15]

प्र.6) टिपा लिहा. (कोणत्याही तीन) [15]

- अ) धर्मादाय कंपनी
- ब) भाग प्रमाणपत्र
- क) नोंदविलेले कार्यालय कलमातील दुरुस्त्या
- ड) प्रवर्तकाचे कायदेशीर स्थान
- इ) बोनस भाग



Total No. of Questions : 4]

SEAT No. :

PA-1787

[Total No. of Pages : 4

[5952]-306

S.Y. B.Com.

236A : BUSINESS ADMINISTRATION - I

(2019 CBCS Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blank with the most appropriate alternative (Any 5): [5]

i) In case of partnership firm, the liability of partners is _____.

(Limited, Unlimited, None of these)

ii) The _____ is an internal factor affecting the business .

(Promoters, Customers, Suppliers)

iii) Business means _____.

(Commerce, Trade & Commerce, Industry & Commerce).

iv) A joint Stock Company is governed by _____.

(Company Act 2002, Company Act 2013, Company Act 1996)

v) Study of human population is called as _____ environment.

(Demographic, Political, Economic)

vi) The establishment of certain standards or specifications for a product is called _____.

(Standardization, Gradation, Product Development)

P.T.O.

B) Match the following: [5]

Column A	Column B
i) Company Act	a) 2013
ii) FEMA Act	b) 2000
iii) MRTP Act	c) 1969
iv) Consumer Protection Act	d) 1986
v) Indian Partnership Act	e) 1932

Q2) Write a short note (any two): [10]

- a) Objectives of Business.
- b) Legal Environment of Business.
- c) One Person Company.
- d) Process of Business Development.

Q3) a) Define the term Business. Explain in detail the characteristics of the business. [8]

b) Explain qualities of entrepreneur. [7]

Q4) a) Explain the Cultural and Social constituents of business environment. [8]

b) Explain different stages of business promotion. [7]



Total No. of Questions : 4]

PA-1787

[5952]-306

S.Y. B.Com.

236A : BUSINESS ADMINISTRATION - I

(2019 CBCS Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) रिकाम्या जागी योग्य पर्याय लिहा. (कोणत्याही पाच) [5]

- i) भागीदारीमध्ये भागीदाराची जबाबदारी असते.
(मर्यादित, अमर्यादित, यापैकी नाही)
- ii) हा व्यवसायावर परिणाम करणारा अंतर्गत घटक आहे.
(प्रवर्तक, ग्राहक, पुरवठादार)
- iii) व्यवसाय म्हणजे होय.
(वाणिज्य, व्यापार आणि वाणिज्य, उद्योग आणि वाणिज्य)
- iv) संयुक्त भांडवली कंपनीचे प्रशासन हे नुसार केले जाते.
(कंपनी अधिनियम 2002, कंपनी अधिनियम 2013, कंपनी अधिनियम 1996)
- v) मानवी लोकसंख्येच्या अभ्यासाला पर्यावरण असे म्हटले जाते.
(लोकसंख्याशास्त्रीय, राजकीय, आर्थिक)
- vi) उत्पादनासाठी काही विशिष्ट निकष प्रस्थापित करणे याला असे म्हटले जाते.
(प्रमाणीकरण, श्रेणीकरण, उत्पादन विकास)

ब) योग्य जोड्या जुळवा : [5]

रकाना 'अ'	रकाना 'ब'
i) कंपनी कायदा	अ) 2013
ii) फेमा कायदा	ब) 2000
iii) एमआरटीपी कायदा	क) 1969
iv) ग्राहक संरक्षण कायदा	ड) 1986
v) भारतीय भागीदारी कायदा	इ) 1932

प्र.2) थोडक्यात टिपा लिहा. (कोणत्याही दोन) [10]

- अ) व्यवसायाची उद्दिष्टे
- ब) व्यवसायाचे कायदेशीर वातावरण
- क) एक व्यक्ती कंपनी
- ड) व्यवसाय विकास प्रक्रिया

प्र.3) अ) व्यवसाय व्याख्या द्या. व्यवसायाची वैशिष्ट्ये स्पष्ट करा. [8]

ब) उद्योजकाचे गुण स्पष्ट करा. [7]

प्र.4) अ) व्यवसायाचे सांस्कृतिक व सामाजिक पर्यावरण स्पष्ट करा. [8]

ब) व्यवसायाच्या प्रचाराचे विविध टप्पे स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1788

[Total No. of Pages : 4

[5952]-307

S.Y. B.Com.

236 B : BANKING AND FINANCE - I

Indian Banking System - I

(2019 CBCS Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All Questions are compulsory.
- 2) Figures to the right indicate full marks.
- 3) See the English question paper for reference.

Q1) A) Fill in the blanks (Any 5): [5]

- i) The structure of short and medium term loan in co-operative sector is _____.
 - a) Two-tiered
 - b) One-tiered
 - c) Three-tiered
 - d) Multi-tiered
- ii) The Reserve Bank of India was established on _____.
 - a) 1 April 1935
 - b) 1 April 1951
 - c) 14 November 1935
 - d) 1 April 1912
- iii) _____ has become the first private sector bank to sell Indian gold coins.
 - a) Federal Bank
 - b) Dhanlaxmi Bank
 - c) ICICI Bank
 - d) Karur Vysya Bank
- iv) _____ is the biggest public sector bank in India.
 - a) Punjab National Bank
 - b) IDBI Bank
 - c) State Bank of India
 - d) Corporation Bank
- v) The rate at which the RBI lends money to commercial bank is called _____.
 - a) Repo Rate
 - b) Bank Rate
 - c) Reverse Repo Rate
 - d) Cash Reserve Ratio
- vi) The bank which took the initiative in setting up the Regional Rural Banks is called _____.
 - a) Lead Bank
 - b) Sponsor Bank
 - c) Nationalized Bank
 - d) Scheduled Bank

P.T.O.

B) Match the following: [5]

A group

B group

- | | |
|---|------------------------------|
| i) Scheduled Banks | a) 19 July 1969 |
| ii) Lead Bank Scheme | b) Listed in the II schedule |
| iii) Nationalisation of Imperial Bank | c) December 1969 |
| iv) Bank of Banks | d) Reserve Bank of India |
| v) Nationalisation of 14 Commercial Banks | e) 1955 |

Q2) Write short note (Any 2): [10]

- a) Scheduled Banks.
- b) Bank Rate.
- c) Foreign Banks.
- d) State Bank of India - Organization & Management.

Q3) a) Explain the role of Banking in Economic Development. [8]

b) State the General functions of Reserve Bank of India. [7]

Q4) a) Explain the challenges before private sector banks in India. [8]

b) State the features of Public Sector Banks. [7]



ब) योग्य जोड्या जुळवा :		[5]
	‘अ’ गट	‘ब’ गट
i) अनुसूचित बँका		अ) 19 जुलै 1969
ii) अग्रणी बँक योजना		ब) दसऱ्या अनुसूचिमध्ये सूचीबद्ध
iii) इम्पीरिअल बँक राष्ट्रीयकरण		क) डिसेंबर 1969
iv) बँकांची बँक		ड) रिझर्व्ह बँक ऑफ इंडिया
v) 14 व्यापारी बँकांचे राष्ट्रीयकरण		इ) 1955

प्र.2) टिपा लिहा. (कोणत्याही दोन) [10]

- अ) अनुसूचित बँका
- ब) बँक दर
- क) विदेशी बँका
- ड) स्टेट बँक ऑफ इंडिया-संघटन व व्यवस्थापन

प्र.3) अ) आर्थिक विकासातील बँक व्यवसायाची भूमिका स्पष्ट करा. [8]

ब) भारतीय रिझर्व्ह बँकेची सर्वसामान्य कार्ये सांगा. [7]

प्र.4) अ) भारतातील खाजगी बँकासमोरील आव्हाने स्पष्ट करा. [8]

ब) सार्वजनिक क्षेत्रातील बँकांची वैशिष्ट्ये सांगा. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1789

[Total No. of Pages : 4

[5952]-308

S.Y. B.Com.

**236(C) : BUSINESS LAWS & PRACTICES - I
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blanks (any 5 out of 6): **[5]**

- i) The Maharashtra Agricultural produce marketing (Regulation) Act, was established in the year _____.
 - a) 1932
 - b) 1956
 - c) 1963
- ii) Insurance law was Nationalised in the year _____.
 - a) 1956
 - b) 1951
 - c) 1953
- iii) Digital signature is a _____ Technique.
 - a) Managerial
 - b) Mathematical
 - c) Historical
- iv) The proof of Establishment is _____.
 - a) Trade license
 - b) Business letter
 - c) Name plate
- v) _____ and life insurance are the types of insurance
 - a) General insurance
 - b) Live insurance
 - c) Business insurance
- vi) E-contract is related with _____.
 - a) Engineering
 - b) Electronic
 - c) Election

P.T.O.

B) Match the following: [5]

Group 'A'	Group 'B'
i) General Insurance	a) Year 2000
ii) Information Technology Act	b) 12 Hours
iii) Amazon to Myntra	c) Year 2015
iv) Maximum overtime	d) Retail Selling
v) Agriculture produce	e) Business to Business method
	f) Marine and Fire Insurance

Q2) Short notes (any 2 out of 4). [10]

- a) Wages for overtime
- b) Despatch of electronic records
- c) Basic principles of general insurance
- d) Retail sales of Agriculture produce

Q3) a) What is agriculture produce? State the methods of Marketing of Agriculture Produce. [8]

b) What is fire insurance? State the various advantages of fire insurance. [7]

Q4) a) What is digital signature? How electronic records and digital signatures are secured as per information technology Act, 2000. [8]

b) Explain the various welfare provision as per "The Maharashtra shops and Establishments Act, 2017". [7]



Total No. of Questions : 4]

PA-1789

[5952]-308

S.Y. B.Com.

236(C) : BUSINESS LAWS & PRACTICES - I
(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) रिकाम्या जागा भरा. (कोणतेही पाच)

[5]

- i) महाराष्ट्र कृषी उत्पन्न पणन अधिनियम कायदा साली संमत झाला.
अ) 1932
ब) 1956
क) 1963
- ii) विमा कायद्याचे राष्ट्रीयकरण मध्ये करण्यात आले.
अ) 1956
ब) 1951
क) 1953
- iii) डिजीटल स्वाक्षरी हे एक तंत्र आहे.
अ) व्यवस्थापकीय
ब) गणितीय
क) ऐतिहासिक
- iv) हा व्यवसाय आस्थापनेचा पुरावा आहे.
अ) व्यापार परवाना
ब) व्यवसाय पत्र
क) नाव फलक
- v) आणि जीवन विमा हे विम्याचे प्रकार आहेत.
अ) सामान्य विमा
ब) जीवंत विमा
क) व्यवसाय विमा

- vi) इ-करार हा शी संबंधित आहे.
अ) अभियांत्रिक
ब) इलेक्ट्रॉनिक
क) निवडणुक

- ब) जोडया जुळवा. [5]
- | गट 'अ' | गट 'ब' |
|-----------------------------|------------------------------|
| i) सामान्य विमा | अ) वर्ष 2000 |
| ii) माहिती तंत्रज्ञान कायदा | ब) 12 तास |
| iii) अॅमझॉन ते मिंत्रा | क) वर्ष 2015 |
| iv) कमाल जादा कामाची वेळ | ड) किरकोळ विक्री |
| v) कृषी उत्पादन | इ) व्यापार ते व्यापार पद्धती |
| | फ) सागरी विमा व आग विमा |

प्र.2) टिपा लिहा. (कोणतेही दोन) [10]

- अ) कामाचा जादा वेळेचा मोबदला
ब) इलेक्ट्रॉनिक दस्तऐवजाची पाठवणी पद्धती
क) सामान्य विम्याचे मुलभुत तत्त्वे सांगा.
ड) कृषी उत्पादनाची किरकोळ विक्री

प्र.3) अ) कृषी उत्पादन म्हणजे काय? ते सांगुन कृषी उत्पादनाचे विपणन पद्धती विशद करा. [8]

ब) आग विमा म्हणजे काय? आग विम्याचे विविध फायदे सांगा. [7]

प्र.4) अ) डिजीटल स्वाक्षरी म्हणजे काय? माहिती तंत्रज्ञान कायदा, 2000 नुसार "इलेक्ट्रॉनिक दस्तऐवज" आणि "डिजीटल स्वाक्षरी" कशा तऱ्हेने सुरक्षित आहेत ते सांगा. [8]

ब) महाराष्ट्र दुकाने व आस्थापना कायदा, 2017 नुसार कर्मचाऱ्यासंदर्भातील विविध कल्याणकारी तरतुदी सांगा? [7]



Total No. of Questions : 4]

SEAT No. :

PA-1790

[5952]-309

[Total No. of Pages : 4

S.Y. B.Com.

**236 (D) : CO-OPERATION AND RURAL DEVELOPMENT - I
(2019 Pattern) (Special Paper - I) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Answer the following (any 5). [5]

- i) Which of these is not an objective of rural development?
 - a) To improve wages for the rural population
 - b) To work on removing unemployment in rural areas
 - c) To improve wages for an urban population.
- ii) Who, among the following, founded the 'All India Depressed classes Federation' in 1920?
 - a) M.K.Gandhi
 - b) Jyotiba phule
 - c) Dr.Ambedkar Babasaheb
- iii) The members of a co-operative society have
 - a) Unlimited liability
 - b) Limited liability
 - c) Joint and several liability
- iv) Who selects the social audit committee under MNREGA?
 - a) Gram sabha
 - b) District Collector
 - c) Zila Panchayat
- v) Which among the following is the first state in India to have the Panchayat Raj system?
 - a) Madhya Pradesh
 - b) Rajasthan
 - c) Maharashtra
- vi) Globalisation has improved the living structure of which at the following?
 - a) All the people
 - b) People living in developing countries
 - c) People living in developed countries

P.T.O.

B) Match the following: [5]

Group A	Group B
i) Co-operative societies act	a) 1960
ii) Federal structure of co-operative	b) France
iii) Champaran struggle	c) MANREGA
iv) Largest work Gaurantee	d) 1912
v) Panni foundation	e) Mahatma Gandhi
	f) Water conservation
	g) India

Q2) Short notes (any 2). [10]

- a) Individual approach of rural development
- b) Philosophy of Pandit Dindayal Upadhyay
- c) Limitations of Panchayat Raj
- d) Working of Naam Foundation

Q3) a) State the significance of rural development. [8]

b) Explain the work of Vainkunthial Mehta in Rural development. [7]

Q4) a) State the important provisions of Panchayat Raj Act. [8]

b) State the impact of Globalization on rural development. [7]



Total No. of Questions : 4]

PA-1790

[5952]-309

S.Y. B.Com.

236 (D) : CO-OPERATION AND RURAL DEVELOPMENT
(2019 Pattern) (Special Paper - I) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) खालील प्रश्नांची उत्तरे लिहा. (कोणत्याही पाच) [5]

- i) यापैकी कोणते उद्दिष्ट्य ग्रामीण विकासाचे नाही?
अ) ग्रामीण लोकसंख्येसाठी वेतन सुधारण्यासाठी
ब) ग्रामीण भागातील बेरोजगारी दूर करण्यासाठी काम करणे
क) शहरी लोकसंख्येसाठी वेतन सुधारणे
- ii) खालीलपैकी कोणी 1920 मध्ये ऑल इंडिया डिप्रेसड क्लासेस फेडरेशन ची स्थापना केली?
अ) एम. के. गांधी
ब) ज्योतिबा फुले
क) डॉ. आंबेडकर बाबासाहेब
- iii) सहकारी संस्थेच्या सभासदांचे असते.
अ) अमर्यादित दायित्व
ब) मर्यादित दायित्व
क) संयुक्त आणि अनेक दायित्वे
- iv) MNREGA अंतर्गत सामाजिक लेखापरिक्षण समितीची निवड कोण करते?
अ) ग्रामसभा
ब) जिल्हाधिकारी
क) जिल्हा पंचायत
- v) खालीलपैकी कोणते भारतातील पहिले राज्य आहे ज्यामध्ये पंचायत राज व्यवस्था सुरू झाली?
अ) मध्यप्रदेश
ब) राजस्थान
क) महाराष्ट्र
- vi) जागतिकीकरणामुळे खालीलपैकी कोणाच्या राहणीमानात सुधारणा झाली आहे?
अ) सर्व लोक
ब) विकसनशील देशांमध्ये राहणारे लोक
क) विकसित देशांमध्ये राहणारे लोक

ब) जोड्या जुळवा : [5]

अ गट	ब गट
i) सहकारी संस्था कायदा	अ) 1960
ii) सहकारी संघराज्य रचना	ब) फ्रान्स
iii) चंपारण्य संघर्ष	क) मनरेगा
iv) सर्वात मोठ्या कामाची हमी	ड) 1992
v) पाणी फाउंडेशन	इ) महात्मा गांधी
	फ) जलसंधारण
	य) भारत

प्र.2) टिपा लिहा. (कोणत्याही दोन) [10]

- अ) ग्रामीण विकासाचा वैयक्तिक दृष्टीकोन
- ब) पंडित दिनदयाल उपाध्याय यांचे तत्वज्ञान
- क) पंचायत राजच्या मर्यादा
- ड) नाम फाउंडेशनचे कार्य

प्र.3) अ) ग्रामविकासाचे महत्त्व सांगा. [8]

ब) वैकुंठलाल मेहता यांचे ग्राम विकासातील कार्य स्पष्ट करा. [7]

प्र.4) अ) पंचायत राज कायद्यातील महत्त्वाच्या तरतुदी सांगा. [8]

ब) जागतिकीकरणाचा ग्रामीण विकासावर होणारा परिणाम सांगा. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1791

[Total No. of Pages : 3

[5952]-310

S.Y. B.Com.

236 (E) : COST AND WORKS ACCOUNTING - I
(2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

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 the proper alternative given in the bracket (any five): **[5]**

- a) The main function of cost accounting is reporting to _____.
(Government, Management, Trade Unions)
- b) Prime cost + factory overheads = _____.
(Works Cost, Cost of Production, Total Cost)
- c) _____ is responsible for the proper storage of material and maintenance of its records.
(Production Manager, Purchase Manager, Storekeeper)
- d) _____ level lies below the minimum stock level.
(Reorder, Danger, Average)
- e) _____ is the unit of quantity of product, service or time in relation to which costs may be ascertained or expressed
(Cost center, Cost unit, Inventory control)
- f) _____ is not a non-cost item.
(Dividend, Advertising, Income tax)

P.T.O.

B) Match the following pairs: [5]

Group A	Group B
a) Prime cost	i) EOQ
b) Ordering cost	ii) Testing department
c) Purchase order	iii) Cost sheet
d) Inspection Report	iv) Number of Vehicles
e) Automobile Industry	v) Quotation

Q2) Write short notes on any two of the following. [10]

- Cost unit and cost center.
- ABC Analysis.
- Periodic Inventory Control.
- Classification of cost on the basis of elements.

Q3) a) Following is the data of supreme industries, Nashik for the year ended 31st March, 2021. [8]

Sales	5,25,000
Purchases	2,40,000
Carriage outward	25,000
Direct Wages	1,00,000
Salesman's Salary	60,000
Repairs to office building	40,000
Gas, Fuel and Water	25,000
Repairs to Machinery	8,000
Opening stock of raw material	1,25,000
Closing stock of raw material	25,000
Bad debts	10,000

You are required to prepare a cost sheet for the same computing the following.

- i) Cost of Material consumed
 - ii) Prime Cost
 - iii) Works/ Factory Cost
 - iv) Cost of Production
 - v) Total Cost
 - vi) Profit / Loss
- b) The Annual Consumption of a product is 1600 units, Ordering Cost is Rs.50 and Carrying cost is Rs.4. Calculate the economic ordering quantity and also compute the number of orders in a year. [7]

Q4) a) Minimum Consumption : 75 units [8]

Maximum Consumption : 225 units

Normal Consumption : 150 units

Reorder Quantity : 900 units

Reorder Period :4 to 6 days

Normal Reorder Period : 5 days

Calculate the following:

- i) Maximum Stock Level
 - ii) Minimum Stock Level
 - iii) Reorder Level
 - iv) Average Stock Level
- b) Explain the general purchase procedure of the business organisation. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1793

[Total No. of Pages : 4

[5952]-312

S.Y. B.Com.

**236 (G) : BUSINESS ENTREPRENEURSHIP - I
(2019 Pattern) (Semester - III) (Special Paper - I)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) Entrepreneurs contribute to the growth of _____ development.
 - a) Economic
 - b) Political
 - c) Legal
- ii) Under _____ entrepreneurship, entrepreneur uses internet technology.
 - a) Environmental
 - b) Internet
 - c) Artistic
- iii) _____ is the first step for innovation.
 - a) Traditional
 - b) Segmentation
 - c) Creativity
- iv) Dr.Anand Deshpande is the CEO of _____.
 - a) Tata
 - b) Aaple Ghar
 - c) Deasra foundation
- v) _____ means responsibility of the business towards the society beyond the basic economic responsibility of profitability.
 - a) Social Responsibility
 - b) Business Ethics
 - c) Corporate Governance
- vi) _____ is the process by which one individual influence the behavior and thoughts of others.
 - a) Management by Objective
 - b) Leadership by Example
 - c) Social Responsibility

P.T.O.

B) Match the following: [5]

Group A

- i) Kakinada Experiment
- ii) Business Ethics
- iii) Peter Drucker
- iv) Snapdeal
- v) Social Responsibility

Group B

- a) Moral Values
- b) Andhra Pradesh
- c) Internet Entrepreneur
- d) Responsibility towards society
- e) Principles of Innovation

Q2) Write short notes (any 2). [10]

- a) Entrepreneurial Qualities.
- b) Motivated Entrepreneurs.
- c) Techniques and Tools of Creativity.
- d) Business Ethics

Q3) a) What is 'unemployment'? Explain various problems of unemployment. [8]

b) What do you mean by 'Environmental Entrepreneur'? Explain importance of Environmental Entrepreneur. [7]

Q4) a) What is innovation? Explain various principles of innovation given by Peter Drucker. [8]

b) What is social responsibility of business? Explain social responsibilities of business towards employees and government. [7]



Total No. of Questions : 4]

PA-1793

[5952]-312

S.Y. B.Com.

236 (G) : BUSINESS ENTREPRENEURSHIP-I
(2019 Pattern) (Semester - III) (Special Paper - I)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) रिकाम्या जागा भरा. (कोणत्याही पाच)

[5]

- i) उद्योजक विकासाच्या वाढीस योगदान देतात.
अ) आर्थिक
ब) राजकीय
क) कायदेशीर
- ii) उद्योजकता अंतर्गत, उद्योजक इंटरनेट तंत्रज्ञान वापरतात.
अ) पर्यावरणीय
ब) इंटरनेट
क) कलात्मक
- iii) नवनिर्मितीची पहिली पायरी आहे.
अ) पारंपारिक
ब) विभाजन
क) सर्जनशीलता
- iv) डॉ. आनंद देशपांडे हे चे सीईओ आहेत.
अ) टाटा
ब) आपले घर
क) दे आसरा फाउंडेशन
- v) म्हणजे व्यवसायाच्या मूलभूत आर्थिक दृष्टिकोनातून नफा कमवणे या जबाबदारीच्या पलीकडील समाजाप्रती असलेली जबाबदारी होय.
अ) सामाजिक जबाबदारी
ब) व्यावसायिक नीतिमूल्य
क) कॉर्पोरेट प्रशासन

vi) अशी प्रक्रिया आहे कि, ज्याद्वारे एक व्यक्ती इतरांच्या वर्तनावर आणि विचारांवर प्रभाव पाडतात.

- अ) उद्दिष्टानुसार व्यवस्थापन
- ब) उदाहरणाद्वारे नेतृत्व
- क) सामाजिक जबाबदारी

ब) जोड्या जुळवा. [5]

अ गट

ब गट

- | | |
|------------------------|--------------------------|
| i) काकीनाडा प्रयोग | अ) नैतिक मूल्ये |
| ii) व्यावसायिक नैतिकता | ब) आंध्र प्रदेश |
| iii) पीटर ड्रुकर | क) इंटरनेट उद्योजक |
| iv) स्नॅपडील | ड) समाजाप्रतीची जबाबदारी |
| v) सामाजिक जबाबदारी | इ) नवनिर्मिती तत्त्वे |

प्र.2) टिपा लिहा. (कोणत्याही दोन) [10]

- अ) उद्योजकीय गुण (Entrepreneurial Qualities)
- ब) प्रेरित उद्योजक (Motivated Entrepreneurs)
- क) सर्जनशीलतेचे तंत्र आणि साधने (Techniques and Tools of Creativity)
- ड) व्यावसाय नैतिकता (Business Ethics)

प्र.3) अ) बेरोजगारी (unemployment) म्हणजे काय? बेरोजगारीच्या विविध समस्या स्पष्ट करा. [8]

ब) पर्यावरणीय उद्योजक म्हणजे काय? पर्यावरणीय उद्योजकाचे महत्त्व स्पष्ट करा. [7]

प्र.4) अ) नवनिर्मिती म्हणजे काय? पीटर ड्रुकर यांनी दिलेल्या नवनिर्मितीचे विविध तत्त्वे स्पष्ट करा. [8]

ब) व्यवसायाची सामाजिक जबाबदारी म्हणजे काय? कर्मचारी आणि शासन यांच्याबाबतच्या व्यवसायाच्या सामाजिक जबाबदाऱ्या स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1794

[Total No. of Pages : 4

[5952]-313

S.Y. B.Com.

**236(H) : MARKETING MANAGEMENT-I
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) _____ involves the formation of a marketing strategy.
 - a) Marketing objectives & strategies
 - b) Estimation of expected results
 - c) Creating an alternative plan
 - d) All of the above
- ii) Marketing management not only delivers goods to the market but also markets _____.
 - a) Products
 - b) Services
 - c) Quality
 - d) All of the above
- iii) _____ is a complex task of 'marketing management'.
 - a) Organising
 - b) Planning
 - c) Pricing
 - d) All of the above
- iv) A marketing plan is a collection of _____.
 - a) Products
 - b) Markets
 - c) Actions
 - d) Staff
- v) _____ is a division of a plan for profitability and growth.
 - a) Corporate plan
 - b) Departmental plan
 - c) Product line plan
 - d) Product plan
- vi) _____ is information that has already been published and stored.
 - a) Primary data
 - b) Secondary data
 - c) Quantitative data
 - d) Qualitative data

P.T.O.

B) Match the following: [5]

Group A

- i) Marketing
- ii) Data collection
- iii) Stages before purchasing products or services
- iv) Marketing planning
- v) Sample

Group B

- a) Representation of the population
- b) Marketing objectives & its attainment
- c) Survey method
- d) Consumer attitude
- e) Exchange value of goods
- f) Consumer behaviour

Q2) Write short notes (any two). [10]

- a) Functions of marketing management.
- b) Scope of consumer behaviour.
- c) Structure of marketing plan.
- d) Research design.

Q3) a) Explain the nature and scope of marketing management. [8]

b) Explain the bases for formulating marketing strategy. [7]

Q4) a) Explain the nature and scope of marketing planning. [8]

b) Explain the difference between marketing information and marketing research. [7]



vi) म्हणजे अशी माहिती की जी आधीच प्रकाशित झालेली असते आणि तिचे संग्रहण केलेले असते.

अ) प्राथमिक माहिती

ब) दुय्यम माहिती

क) परिमाणात्मक माहिती

ड) गुणात्मक माहिती

ब) जोड्या जुळवा.

[5]

गट अ

गट ब

i) विपणन

अ) संशोधन लोकसंख्येचे प्रतिनिधित्व

ii) माहिती संकलन

ब) विपणन उद्दिष्टे आणि त्यांची प्राप्ती

iii) उत्पादने किंवा सेवा खरेदी करण्यापूर्वीचे टप्पे

क) सर्वेक्षण पद्धत

iv) विपणन नियोजन

ड) ग्राहक प्रवृत्ती

v) नमुना

इ) वस्तुंचे विनिमय मूल्य

फ) ग्राहक वर्तन

प्र.2) टिपा लिहा. (कोणत्याही दोन)

[10]

अ) विपणन व्यवस्थापनाची कार्ये

ब) ग्राहक वर्तनाची व्याप्ती

क) विपणन योजनेची संरचना

ड) संशोधन आराखडा

प्र.3) अ) विपणन व्यवस्थापनाचे स्वरूप आणि व्याप्ती स्पष्ट करा.

[8]

ब) विपणन व्यूहरचनेच्या निर्मीतेचे आधार स्पष्ट करा.

[7]

प्र.4) अ) विपणन नियोजनाचे स्वरूप आणि व्याप्ती स्पष्ट करा.

[8]

ब) विपणन माहिती आणि विपणन संशोधन यातील फरक विशद करा.

[7]



Total No. of Questions : 4]

SEAT No. :

PA-1795

[Total No. of Pages : 4

[5952]-314

S.Y. B.Com.

**236(I) : AGRICULTURAL AND INDUSTRIAL ECONOMICS - I
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blanks (Attempt any 5 out of 6): **[5]**

- i) Agriculture is a _____.
 - a) Greek word
 - b) Latin word
 - c) German word
 - d) Spanish
- ii) Disguised unemployment is common in _____.
 - a) Agricultural sector
 - b) Industrial sector
 - c) Service sector
 - d) All sectors
- iii) _____ is the father of green revolution in India.
 - a) Norman Barlang
 - b) Swaminathan
 - c) Garry backer
 - d) Dr. P.M. Jha
- iv) Prime minister crop insurance scheme came into existence in _____.
 - a) 2016
 - b) 2010
 - c) 1995
 - d) 1985
- v) Indian railway is _____ form of organisation.
 - a) Public corporation
 - b) Department organisation
 - c) Government company
 - d) FPO
- vi) The portfolio investment by foreign institutional investors is called _____.
 - a) FDI
 - b) FII
 - c) Balance of payment
 - d) SDR

P.T.O.

B) Match the following: [5]

- | Group A | Group B |
|---|----------------------------------|
| i) Land holding between 1 to 2 hectares | a) Small farmer |
| ii) Land holding between zero to one hectares | b) sugarcane |
| iii) Major objectives of first five year plan | c) marginal farmer |
| iv) Florence | d) Agricultural development |
| v) Cash crop | e) Theory of Industrial location |

Q2) Write a short notes on (any 2 of out of 4): [10]

- a) Schultz theory of Agricultural development.
- b) Causes of price fluctuation in agriculture.
- c) Scope and significance of industrial economics.
- d) Industrial imbalance.

Q3) a) Explain in details the importance of Agriculture in Indian economy. [8]

b) Explain the advantages and disadvantages of small size of farm. [7]

Q4) a) Define Industrial economics. Explain the nature and scope of industrial economics. [8]

b) Explain the factors affecting on the location of Industries. [7]



- ब) योग्य जोड्या जुळवा : [5]
- | अ गट | ब गट |
|---|---------------------------------------|
| i) 1 ते 2 हेक्टर जमीन धारणा | अ) लहान शेतकरी |
| ii) शुन्य ते 1 हेक्टर जमीन धारणा | ब) ऊस |
| iii) पहील्या पंचवार्षिक योजनेची उद्दीष्टे | क) सीमांत शेतकरी |
| iv) फ्लोरेन्स | ड) कृषी विकास |
| v) नगदी पिक | इ) औद्योगिक स्थान निश्चितीचा सिद्धांत |

प्र.2) टीपा लिहा. (4 पैकी कोणत्याही 2) [10]

- अ) शुल्झचा कृषी विकासाचा सिद्धांत
ब) कृषी किंमतीतील चढउताराची कारणे
क) औद्योगिक अर्थशास्त्राची व्याप्ती आणि महत्व
ड) औद्योगिक असमतोल

प्र.3) अ) भारतीय अर्थव्यवस्थेत शेतीचे महत्व सविस्तर स्पष्ट करा. [8]

ब) लहान धारण क्षेत्राची फायदे तोटे स्पष्ट करा. [7]

प्र.4) अ) औद्योगिक अर्थशास्त्राची व्याख्या करा. औद्योगिक अर्थशास्त्राची स्वरूप आणि व्याप्ती स्पष्ट करा. [8]

ब) औद्योगिक स्थान निश्चितीवर परिणाम करणारे घटक स्पष्ट करा. [7]



Total No. of Questions : 4]

SEAT No. :

PA-1796

[Total No. of Pages : 2

[5952]-315

S.Y. B.Com.

**236 (J) : DEFENCE BUDGETING, FINANCE & MANAGEMENT - I
(2019 Pattern) (Semester - III)**

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Attempt any five of the following. **[5×2=10]**

- a) Define security
- b) Define internal security
- c) State the role of paramilitary force
- d) State the role of private sector in defence
- e) Define weapons design
- f) What is international security

Q2) Attempt any four short note of the following. **[4×5=20]**

- a) Second line of the defence
- b) Defence Economics
- c) Defence budget
- d) Defence planning
- e) Ministry of defence

Q3) Attempt any four of the following. **[4×5=20]**

- a) Write the objectives of the defence budget.
- b) Write organisational structure of ministry of defence.
- c) Explain debate on defence expenditure.
- d) Write the role of DPSU's in defence.
- e) Write the role of DRDO.

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

- a) Explain in detail types of budget.
- b) Explain in detail defence management.
- c) Explain in detail application of management in Indian armed forces.



P.T.O.

Total No. of Questions : 4]

PA-1796

[5952]-315

S.Y. B.Com.

236 (J) : DEFENCE BUDGETING, FINANCE & MANAGEMENT - I
(2019 Pattern) (Semester - III)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 70

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

प्र.1) खालीलपैकी कोणतेही पाच प्रश्न सोडवा.

[5×2=10]

- सुरक्षेची व्याख्या द्या.
- अंतर्गत सुरक्षेची व्याख्या द्या.
- पार्लमेंटरी फोर्सची भूमिका सांगा.
- संरक्षणातील खाजगी क्षेत्राची भूमिका सांगा.
- शस्त्रास्त्रे डिझायनिंगची व्याख्या द्या.
- आंतरराष्ट्रीय सुरक्षा म्हणजे काय.

प्र.2) टिपा लिहा. (कोणतेही चार)

[4×5=20]

- संरक्षणातील दुय्यम सेनादले
- संरक्षण अर्थशास्त्र
- संरक्षण अर्थसंकल्प
- संरक्षण नियोजन
- संरक्षण मंत्रालय

प्र.3) खालीलपैकी कोणतेही चार प्रश्न सोडवा.

[4×5=20]

- संरक्षण अर्थसंकल्पाची उद्दिष्टे लिहा.
- संरक्षण मंत्रालयाची संघटनात्मक रचना लिहा.
- संरक्षण खर्चावरील लोकसभेतील चर्चा स्पष्ट करा.
- संरक्षणातील डी पी. एस.यू ची भूमिका लिहा.
- डी आर डी ओ. ची भूमिका लिहा.

प्र.4) खालीलपैकी कोणतेही दोन प्रश्न सोडवा.

[2×10=20]

- अर्थसंकल्पाचे प्रकार सविस्तर लिहा.
- संरक्षण व्यवस्थापन सविस्तर लिहा.
- भारतीय सेनादलातील व्यवस्थापनाचा उपयोग सविस्तर लिहा.



Total No. of Questions : 4]

SEAT No. :

PA-1797

[5952]-316

[Total No. of Pages : 4

S.Y. B.Com.

**236K : INSURANCE, TRANSPORT AND TOURISM - IA (INSURANCE)
(2019 Pattern) (Semester - III) (Regular)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

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

- i) Compared to the premium for a whole life plan, the premium for an endowment plan will be _____ for the same age.
 - a) more
 - b) less
 - c) the same
- ii) Which of the following does not fall into the category of general insurance?
 - a) business interruption
 - b) crime insurance
 - c) health insurance
- iii) Which types of insurance usually requires lower premium?
 - a) Group insurance
 - b) Health insurance
 - c) Term insurance
- iv) _____ is the oldest form of insurance
 - a) Marine
 - b) Fire
 - c) Life
- v) As per the motor vehicle act, victims of fatal injured are paid compensation on the basis of _____.
 - a) age and gender
 - b) age & number of dependents
 - c) age and income
- vi) IRDA was setup in _____.
 - a) 1999
 - b) 1991
 - c) 2000

P.T.O.

B) Match the following: [5]

- | Group A | Group B |
|------------------------------|--|
| i) Main purpose of insurance | a) Reduce the financial consequences of adverse situations |
| ii) Insurance helps to | b) Transferring rights of insured to another one |
| iii) Formation of LIC | c) 1957 |
| iv) Assignment | d) 1956 |
| v) Formation of GIC | e) Insurable interest |
| | f) 2000 |
| | g) Provide security |

Q2) Write short notes (any 02) [10]

- a) Unit linked insurance plan (ULIP)
- b) Renewal of receipt
- c) Crap insurance
- d) Features of insurance act 1938

Q3) a) Distinguish between traditional and non - traditional plan of life insurance. [8]

b) Explain the procedure of settlement of claim on Maturity of policy. [7]

Q4) a) Explain the growth of General Insurance in India [8]

b) Explain the powers & duties of IRDA. [7]



Total No. of Questions : 4]

PA-1797

[5952]-316

S.Y. B.Com.

236K: INSURANCE, TRANSPORT AND TOURISM - IA (INSURANCE)
(2019 Pattern) (Semester - III) (Regular)

(मराठी रूपांतर)

वेळ : 2½ तास]

[एकूण गुण : 50

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

प्र.1) अ) रिकाम्या जागा भरा. (कोणतेही पाच) [5]

- i) आजीवन विम्याच्या तुलनेत हयातीतील विमा योजनेसाठी हप्त्या समान वयासाठी असेल.
अ) जास्त
ब) कमी
क) सारखा
- ii) खालीलपैकी कोणते सामान्य विम्याच्या श्रेणीत येत नाही?
अ) व्यवसायातील व्यत्यय
ब) गुन्हेगारीचा विमा
क) आरोग्य विमा
- iii) कोणत्या प्रकारच्या विम्यास सहसा हप्त्या कमी असतो?
अ) समूह विमा
ब) आरोग्य विमा
क) मुदत विमा
- iv) विमा हा सर्वात जूना प्रकार आहे.
अ) सागरी
ब) अग्नी
क) जीवन
- v) मोटार व्हेअिकल कायद्यानुसार प्राणघातक जखमींना च्या आधारावर नुकसान भरपाई दिली जाते.
अ) वय आणि लिंग
ब) वय आणि अवलेबितांची संख्या
क) वय आणि उत्पन्न

vi) आयआरडीए (IRDA) ची स्थापना मध्ये झाली.

अ) 1999

ब) 1991

क) 2000

ब) जोड्या जुळवा.

[5]

‘अ’ गट

‘ब’ गट

i) विम्याचा मुख्य उद्देश

अ) प्रतिकूल परिस्थितीचे आर्थिक परिणाम कमी करण्यास

ii) विम्याची मदत

ब) विम्याचे हक्क दुसऱ्याकडे हस्तांतरित करणे

iii) भारतीय जीवन विमा महामंडळाची स्थापना

क) 1957

iv) अभिहस्तांकन

ड) 1956

v) सामान्य विमा परिषदेची स्थापना

इ) विमाहित तत्त्व

फ) 2000

य) सुरक्षा प्रदान करणे

प्र.2) टीपा लिहा. (कोणत्याही दोन)

[10]

अ) युनिट लिंकड् विमा योजना (ULIP)

ब) पावतीचे नुतनीकरण

क) पीक विमा

ड) विमा कायदा 1938 ची वैशिष्ट्ये

प्र.3) अ) पारंपारिक आणि अपारंपारिक जीवन विमा योजनेतील फरक स्पष्ट करा.

[7]

ब) विम्याची मुदत संपल्यानंतर करावयाच्या दाव्याची पूर्तता करण्याची प्रक्रिया स्पष्ट करा.

[8]

प्र.4) अ) भारतातील सामान्य विम्याचा विकास स्पष्ट करा.

[7]

ब) आयआरडीए (IRDA) चे अधिकार आणि कर्तव्ये स्पष्ट करा.

[8]



Total No. of Questions : 6]

SEAT No. :

PA-1798

[Total No. of Pages : 4

[5952]-317

S.Y. B.Com.

236L : COMPUTER PROGRAMMING AND APPLICATION - I

Web Base Application in Commerce

(CBCS 2019 Pattern) (Semester - III) (Special Elective - VI)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Q. No. 1 and Q. No. 6 are compulsory.
- 2) Solve any 3 (Three) questions from the remaining Q.No. 2, 3, 4 and 5.
- 3) Figures to the right indicates full marks.

Q1) A) Fill in the blanks. (Any Five) [5]

a) _____ protocol uses a set of rules to send and receive messages at the internet address level.

- | | |
|----------|----------|
| i) TCP | ii) SMTP |
| iii) POP | iv) IP |

b) _____ is the component at marketing that uses the internet and online based digital technologies.

- | | |
|----------------------|---------------|
| i) Digital marketing | ii) Marketing |
| iii) Social media | iv) None |

c) _____ is to exploring the proper, ethical behaviour related to online environment and digital media platform

- | | |
|-------------------|--------------------|
| i) Cyber ethics | ii) Cyber law |
| iii) Cyber safety | iv) Cyber security |

d) _____ helps the user to build modern Web applications to interact directly without reloading page every time.

- | | |
|---------------|----------------|
| i) HTML | ii) Javascript |
| iii) ASP. Net | iv) VB. Net |

P.T.O.

e) _____ is free web frame work for building Web application.

- i) CSS
- ii) HTML
- iii) Javascript
- iv) ASP.NET

f) _____ is the creation of application programs that resides on remote servers and delivered on user's device through internet.

- i) Web application Development
- ii) Web pages
- iii) HTML
- iv) CSS

B) Match the pairs [5]

Group I

Group II

- | | |
|--------------------------------|----------------------------------|
| a) <Input Type = " " > | i) Hyperlink |
| b) | ii) CSS Syntax |
| c) | iii) Input controls |
| d) Selector (property : value) | iv) Variable boolean declaration |
| e) Var a = True | v) Unordered list |

Q2) Answer the following questions. [15]

- a) Write on social media applications.
- b) Explain online educational sites.
- c) Explain <Table> tag with example.

Q3) Answer the following questions. [15]

- a) What are the advantages and disadvantages of social media applications.
- b) What is online shopping and Bill payments Gate way.
- c) What are the benifits of online shopping.

Q4) Answer the following questions. [15]

- a) What is CSS?
- b) Explain <Bgsound> and <embed> tag with example.
- c) Write an form and controls of HTML.

Q5) Answer the following questions. [15]

- a) Write difference between client and server side scripting.
- b) What is HTML server controls?
- c) What is DOM?

Q6) Write short note an (Any 3) [15]

- a) Wehakupapa
- b) E. Governance
- c) <Frame> Tag
- d) CSS
- e) HTML



Total No. of Questions : 4]

SEAT No. :

PA-1799

[Total No. of Pages : 2

[5952]-318

S.Y. B.Com. (Vocational)

VOC - 235 A : COMPUTER APPLICATION - I

(CBCS 2019 Pattern) (Semester - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blanks.

[5]

- a) _____ is a sequence of records stored in binary format.
 - i) Data
 - ii) File
 - iii) Byte
 - iv) Record
- b) _____ provides abstract view of data that hides the details.
 - i) DBMS
 - ii) RDBMS
 - iii) File System
 - iv) DBA
- c) Entities can be described by means of properties called as_____
 - i) relations
 - ii) attributes
 - iii) models
 - iv) databases
- d) _____ command modify database table.
 - i) ALTER
 - ii) UPDATE
 - iii) MODIFY
 - iv) CHANGE
- e) A _____ key is a group of single or multiple keys which identifies rows in a table.
 - i) Primary Key
 - ii) Foreign Key
 - iii) Super Key
 - iv) Candidate Key

P.T.O.

- B) Match the following [5]
- | | |
|-------------|--|
| a) Like | i) Displays records in ascending order |
| b) Order by | ii) Used to specify condition in SQL |
| c) Between | iii) Displays unique values from the table |
| d) Where | iv) Used to find ranging value |
| e) Distinct | v) Performs pattern matching |

Q2) Write Short Notes on(Any 2). [10]

- a) Components of DBMS
- b) Data Dictionary
- c) E-R Modelling

Q3) Answer the following (Any 4). [20]

- a) Explain Network model with neat diagram.
- b) Explain ORDER BY command with syntax and example.
- c) Define and Explain:
 - i) Primary Key
 - ii) Foreign Key
- d) Explain any two aggregate functions with example.
- e) Explain first two steps of database development.

Q4) Answer the following (Any 1). [10]

- a) What is RDBMS? Explain the advantages and disadvantages of RDBMS?
- b) Explain 1NF, 2NF and 3NF in detail.

Total No. of Questions : 4]

SEAT No. :

PA-1800

[Total No. of Pages : 2

[5952]-319

S.Y. B.Com. (Vocational)

**VOC - 235 (B) : ADVERTISING ,SALES PROMOTION & SALES
MANAGEMENT -I**

(2019 CBCS Pattern) (Semester - III) (Paper - III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Fill in the blanks.

[5]

- a) Which of the following is NOT an element of the marketing mix?
 - i) Place
 - ii) Target market
 - iii) Product
 - iv) Price
- b) The main objective of sales promotion is _____
 - i) To increase immediate sale
 - ii) Advertising
 - iii) To build image of product
 - iv) All the above
- c) A 'Target Group' means _____
 - i) A group of sellers
 - ii) A group of buyers
 - iii) A group of products
 - iv) A group of persons to whom sales should be focused
- d) Objective of all advertisement is _____
 - i) Objectivity
 - ii) Timeliness
 - iii) Persuasion
 - iv) Infotainment
- e) Memory test, recall test, persuasion test are the methods of _____
 - i) Pre-test
 - ii) Concurrent test
 - iii) Post - test
 - iv) None of the above

P.T.O.

B) Match the following [5]

- | A | B |
|---|----------------------------------|
| a) Memory test, recall test, Persuasion test | i) Positioning |
| b) Free sample distribution | ii) Pre-testing |
| c) Creating image of product in minds of target group | iii) Post-testing methods |
| d) Account in advertising parlance | iv) Technique of sales promotion |
| e) Laboratory test, Eye camera test | v) Client |

Q2) Short Notes (Any 2). [10]

- a) Functions of ad-agency
- b) Advertising Planning
- c) Components of media plan
- d) Advertising Effectiveness

Q3) Answer the following (Any 4). [20]

- a) Explain your view on “Future of advertising in India”.
- b) Write working of ad-agency in detail
- c) Write a note on Target Market.
- d) Which factors are considered while selecting advertising media?
- e) What do you mean by media planning?
- f) Write difficulties in measuring advertising effectiveness.

Q4) Answer the following (Any 1). [10]

- a) Write in detail pre-testing methods of measuring advertising effectiveness.
- b) Write in detail Post-testing methods of measuring advertising effectiveness.



Total No. of Questions : 5]

SEAT No. :

PA-4202

[Total No. of Pages : 3

[5952]-320

S.Y. B.Com (Semester - III)

(Vocational)

TAX PROCEDURE AND PRACTICES - I

235 VOC : Income Tax (Paper - III)

(2019 Pattern) (CBCS)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) Q1 and Q2 is compulsory.
- 2) Solve any two questions from question Q3, Q4 and Q5.
- 3) Use of Calculator is allowed
- 4) Figures to the right indicate full marks

Q1) a) State true or false (any 5) [5]

- i) General deduction are given under section 37 (1)
- ii) Transfer of asset only includes sale. exchange and relinquishment of asset
- iii) Maximum deduction under section 80C is Rs, 2,00,000
- iv) Remuneration received by college professor for checking the answer sheets of students of university is taxable under the head income from other sources
- v) Maximum deduction on interest on saving account to normal individual is Rs. 20,000.
- vi) Deduction for medical insurance premium is deductible under section 80D.

b) Fill in the blanks (any 5) [5]

- i) Tax audit is applicable in case of profession if gross receipts exceeds _____
(Rs.50,00,000, Rs.40,00,000. Rs.1,00,00,000. Rs.20,00,000)
- ii) Basis of charge of business income is _____
(Section 29, Section 30, Section 28, Section 32)
- iii) Capital asset is defined under following section _____
(Section 2(10), Section 2(11), Section 2(14), Section 2(15))

P.T.O.

- iv) Super senior citizen who is _____ Year
(60 and above, 70 and above, 80 and above, 50 and above)
- v) Deduction for repayment of education loan is permissible under _____
(Section 80G, Section 80E, Section 80GG, Section 80CCA)
- vi) Basic exemption limit for individual is _____
(Rs.1,50,000, Rs,2,50,000. Rs. 1,00,000, Rs.2,00,000)

Q2) Write Short Notes on : (Any Two) [10]

- a) Depreciation U/S 32
b) Types of Capital Asset
c) Income from other sources
d) Deduction U/S. 80TTA

Q3) The following is the Profit and Loss account of Mr. X, Pune for the Financial Year ending 31-3-2022. [15]

Particulars	Amount	Particulars	Amount
To Salary	11,60,000	By Gross Profit	30,30,000
To Rent and taxes	1,60,000	By Commission	1,42,000
To Commission	1,16,000	By Sundry receipts	14,200
To Advertisement	1,15,000	By Interest on FD(Personal)	1,35,000
To Reserve for future losses	18,000	By Gift from friend	12,900
To Depreciation	1,20,000		
To Legal expenses	12,000		
To Conveyance	18,400		
To Stationery (paid in cash)	1,15,200		
To Bonus	1,16,000		
To contribution to RPF	1,12,500		
To Interest on capital	1,13,000		
To Net profit	11,58,000		
Total	33,34,100	Total	33,34,100

Additional Information :

- a) Depreciation allowable under Income Tax Rule is amounted to Rs.1,18,000.
- b) Rent and taxes includes Rs.18,000 as property tax on residential house of Mr. X.
- c) Advertisement includes Rs.1,12,000 as the cost of permanent Signboard fixed on the premises.
- d) Sundry receipts Rs.14,000 are in respect of recovery of personal loan given to a friend of Mr. X.
- e) Contribution by the employer to RPF due on 31-3-2022 Rs.14,000 was deposited on 25-6-2022.

You are required to compute taxable income from business for the A.Y. 2022-23.

Q4) During the previous year 2021-22, Mr Ganesh sells the following capital assets:

[15]

Asset	Sale proceeds	Cost of Acquisition	Year of Acquisition	Fair value as on 1-4-2001
Land	Rs. 4,00,00,000	Rs.28,50,000	1987	Rs.1,19,00,000
Gold	Rs.24,86,000	Rs.2,70,000	1985	Rs.10,26,000
Listed debenture	Rs. 2,57,000	Rs.1,75,000	1990	Rs.1,70,000

Compute the Taxable capital gain of Mr. Ganesh for the Assessment year 2022-23 CII for 2001-02-100, CII for 2021-22-317.

Q5) Explain in detail with example any 5 deductions under chapter VIA of Income tax Act.

[15]



Total No. of Questions : 4]

SEAT No. :

PA-1801

[Total No. of Pages : 2

[5952]-321

S.Y. B.Com. (Voctional)

Voc-236(A) : COMPUTER APPLICATIONS-II

(2019 CBCS Pattern) (Semester-III) (Paper-IV)

Time : 2½ Hours]

[Max. Marks : 50

Instruction to the candidates:

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

Q1) A) Fill in the blanks.

[5]

- a) Which is the most important feature of spiral model?
 - i) Performance Management
 - ii) Risk Management
 - iii) Quality Management
 - iv) Efficiency Management
- b) The interconnection and interaction between the subsystem is known as _____
 - i) Connection
 - ii) Interface
 - iii) Channel
 - iv) Bridge
- c) The first phase of SDLC is
 - i) Feasibility study
 - ii) System Design
 - iii) Problem Identification
 - iv) System Implementation
- d) Which of the following shows the detail request in which number of branches and level are used?
 - i) Decision Line
 - ii) Decision Tree
 - iii) Data Flow Tree
 - iv) Data Chart
- e) Which of the following is not a fact gathering technique?
 - i) Interviewing
 - ii) Questionnaire
 - iii) Data recording
 - iv) Record review

P.T.O.

- B) Match the following. [5]
- | | |
|----------------------|--------------------------------------|
| a) System Security | i) Context Level |
| b) Goal | ii) Logical Protection |
| c) Economic | iii) Tool used for structured design |
| d) Data Flow Diagram | iv) Feasibility Study |
| e) Structure chart | v) Characteristic of System |

Q2) Write short note on (any two). [10]

- a) E-R Diagram
- b) Input Design
- c) System Security

Q3) Answer the following (Any FOUR) [20]

- a) Explain Interviewing Technique.
- b) Explain the role of system analyst.
- c) Explain Feasibility Study in SDLC.
- d) Explain System Implementation follow up and Maintenance.
- e) Explain Elements of system.

Q4) Answer the following (Any One) [10]

- a) Explain Waterfall Analysis model in software engineering with suitable diagram.
- b) Draw various Flowcharting symbols and explain each symbol.



Total No. of Questions : 4]

SEAT No. :

PA-1802

[Total No. of Pages : 2

[5952]-322

S.Y. B.Com. (Vocational)

ADVERTISING, SALES PROMOTION & SALES MANAGEMENT-II

236(B) VOC : Personal Selling & Salesmanship

(CBCS 2019 Pattern) (Semester-III) (Paper-IV)

Time : 2½ Hours]

[Max. Marks : 50

Instruction to the candidates:

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

Q1) A) Fill in the blanks

[5]

- a) In this price element of product is taken into consideration.
 - i) Product life cycle
 - ii) Price Marketing Mix
 - iii) Propaganda
 - iv) Branding
- b) Loyalty is _____ quality of salesman.
 - i) Easy
 - ii) Character
 - iii) Mental
 - iv) Physical
- c) He informs customer about various features of the product or services.
 - i) Sales person
 - ii) Advertising
 - iii) Marketing
 - iv) Communicator
- d) When customers are divided as per their geographical area it is _____ Segmentation
 - i) Geographic
 - ii) Selling motives
 - iii) Demographic
 - iv) Simple
- e) When customers are divided as per Income of customer it is called as _____
 - i) Benefit
 - ii) Volume
 - iii) demographic
 - iv) geographic

P.T.O.

- B) Match the Pair. [5]
- | | |
|-----------------------------------|--------------------------|
| a) Values and beliefs | i) Tea Brand |
| b) Imagination | ii) Market segmentation |
| c) Indoor | iii) Quality of salesman |
| d) Getting feedback about product | iv) Type of salesperson |
| e) Wagh Bakari | v) Duty of salesperson |

Q2) Write short note on (any 2). [10]

- a) Promotion Mix
- b) Disadvantages of personal selling
- c) Meaning and concept of Market segmentation
- d) Product Mix

Q3) Answer the following (any 4) [20]

- a) Place Mix
- b) Objectives of personal selling
- c) Basis of market segmentation
- d) Product classification
- e) Branding
- f) Advantages of personal selling

Q4) Answer the following (any 1) [10]

- a) State and explain qualities of successful salesman.
- b) State and explain various types of sales persons.



Total No. of Questions : 4]

SEAT No. :

PA-2701

[Total No. of Pages : 2

[5952]-323

S.Y. B.Com. (Vocational)

TAX PROCEDURE & PRACTICES

Goods & Services Tax and Profession Tax - II

(2019 Pattern) (Semester-III)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) A) Choose appropriate answer (Any Five) [5×1=5]

- i) A registered employer fails to pay the profession tax in time. shall be liable to pay simple interest @ _____ of the tax payable for each month.
 - a) 1.25%
 - b) 2.25%
 - c) 2.5%
 - d) 12.5%
- ii) Every registered employer shall furnish a return in _____ under Profession Tax.
 - a) Form I-B
 - b) Form II-B
 - c) Form III-B
 - d) Form III-C
- iii) The value of supply of goods and services shall be the _____.
 - a) MRP
 - b) Transaction value
 - c) Market Value
 - d) Cost of supplies
- iv) GST was introduced in India with effect from _____.
 - a) 1st June 2017
 - b) 1st June 2018
 - c) 1st July 2017
 - d) 1st April 2017
- v) Every enrolled person shall pay the profession tax within the period of _____ from the date of enrolment in the first year.
 - a) One Month
 - b) Two Months
 - c) Three Months
 - d) Six Months
- vi) In case of composite supply, the tax rate is applicable on _____.
 - a) Principal supply
 - b) Respective supply
 - c) Ancillary supply
 - d) Respective + Ancillary Supplies

P.T.O.

- B) State whether the following statement is TRUE or FALSE. [5]
- i) Date of redemption of voucher is the time of supply of vouchers when the supply with respect to the voucher is not identifiable.
 - ii) Persons having completed age of 65 years are liable to pay profession tax.
 - iii) UTGST is applicable to all union territories including Delhi.
 - iv) Mathadi Kamgar are not liable to pay profession tax.
 - v) Supplies made with or without consideration covered under the scope of supply.

Q2) Write Short Notes (Any Two) [10]

- a) HSN & SAC identification under GST
- b) Levy of profession tax
- c) Time of supply of services in case of import of services
- d) Exempted Goods under GST

Q3) Answer the following questions (Any Four) [20]

- a) What will be the time of supply of goods. in case of forward charge?
- b) What are the provisions of Registration under profession tax and tax on employees?
- c) Whose called Pure Agent?
- d) What is the threshold limit for opting composition scheme?
- e) Explain the provisions regarding Returns under profession tax?
- f) What are the provisions of Payment of tax under profession tax?

Q4) Answer any One of the following questions. [10]

- a) What will be the value of supply of person dealing in second-hand goods?
- b) What are the parameters to determine time of supply of goods/services?

