

Seat Number

--	--	--	--	--	--



**BCA 22**  
**Professional Communication - II**  
**(1202)**

P. Pages : 2

Time : Three Hours

Max. Marks : 60

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. Attempt **any five** questions.
5. Each question carries 12 marks.

- |    |  |    |
|----|--|----|
| 1. | What are different kinds of barriers to communication? Explain cross cultural barriers.  | 12 |
| 2. | Explain the difference between verbal and non verbal communication. What are the different ways in which non verbal communication takes place? | 12 |
| 3. | What are different barriers to listening? Explain how listening can be made effective.   | 12 |
| 4. | What are the different ways to make your speech effective? Write a short speech on 'Corruption'.   | 12 |
| 5. | What are various types of interviews? What preparations will you do to appear for an interview?  | 12 |

6. a) What are the objectives of group discussion? 6
- b) Write minutes of the meeting of cultural programmes committee of your college. 6
7. a) Explain how language can become a barrier to communication? 6
- b) Point out the significance of body language in Communication. 6
8. a) What is agenda? Illustrate with an example. 6
- b) Explain the meaning and importance of verbal communication. 6

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 5.1**  
**Communication Skills & Auditing**  
**(311)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answer to both section shall be written in separate answer books.

**SECTION – I**  
**(Communication Skills)**

1. What are the principles of effective communication. 12
2. Attempt **any four** of the following. 16
  - a) Time management concept.
  - b) Disadvantages of negative attitude.
  - c) Written communication.
  - d) Ways to develop positive attitude.
  - e) What are barriers to listening.
  - f) Explain objectives of communication.
3. Attempt **any two**. 12
  - a) What do you mean by personality. Give it's dimensions.



- b) What are the principles of good listening.  
 c) Give distinction between written and oral communication.

**SECTION – II**  
**(Auditing)**

4. Explain "Auditing". Also explain it's objectives. 12
5. Attempt **any two**. 16
- a) Explain AAS-1 or "basic principles governing audit".  
 b) Explain the different types of audit.  
 c) What are rights and duties of company auditor.  
 d) Explain the concept "Investigation".with its objectives.
6. Attempt **any two** of the following. 12
- a) Explain AAS-2 or "objectives and scope of audit of financial statements".  
 b) Explain investigation at time of purchase of business.  
 c) What are advantages of audit.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



A 3.1

## Corporate Accounting & Costing (211)

P. Pages : 4

Time : Three Hours

Max. Marks : 80

### Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. Answer to both sections shall be written in same answer book.
5. Use of simple calculator is allowed.

### SECTION – I

1. John Simpson Private Ltd. which was incorporated on 1<sup>st</sup> May 2011 acquired the business of John Simpson with effect from 1<sup>st</sup> January 2011. The accounts of the company were closed for the First time on 30<sup>th</sup> September 2011, disclosing a gross profit of Rs. 84,000. The establishment expenses were Rs. 21,330. Director's fees Rs. 1,500 p.m. and preliminary expenses Rs. 2,250. Rent upto 30<sup>th</sup> June 2011 was Rs. 150 p.m., but thereafter it was increased to Rs. 375 p.m. Included in the director's fees was salary to the manager at Rs. 750 p.m. He was appointed as a director at the time of incorporation of the company prepare a statement showing profits prior and subsequent to incorporation assuming that the net sales were Rs. 12,30,000 the monthly average of which for the first four months of 2011 being half of the remaining period. The business earned profits at a uniform rate. 12
2. a) Answer **any two** of the following. 8
  - i) Explain AS – 9 revenue recognition.
  - ii) Accounting for purchase of business of partnership by limited company.
  - iii) Explain forfeiture and reissue of shares.
- b) Answer **any two** of the following. 8
  - i) What do you mean by Batch costing ?
  - ii) What is single costing ?
  - iii) Explain escalation clause in contract costing.

3. Anant and Bhalchandra sharing profits & losses equally decided to convert their business into a limited company, named AB Ltd. on 31 March 2012, when their balance sheet was as under – 12

Balance Sheet as on 31-3-2012

Liabilities	Rs.	Assets	Rs.
Capitals		Buildings	40,000
Anant 51,000		Plant	30,000
Bhalchandra 39,000	90,000	Furniture	5,000
Bills Payable	5,000	Debtor's	28,000
Creditors	25,000	Stock	10,000
		Bank	7,000
	1,20,000		1,20,000

AB Ltd. agreed to take over all the assets and liabilities at the values stated below.

Building Rs. 42,000; Plant Rs. 25,000, Furniture Rs. 4,340 Stock Rs. 8,000, Debtors subject to provision for doubtful debts at 3% and creditors at a discount of 2%. The company issued 6,300 equity shares of Rs. 10 each at Rs. 12 per share and the balance of purchase price is paid in cash.

Give journal entries in the books of AB Ltd.

OR

- Ashok industries Ltd. was formed on 1-4-2011 to take over business partnership as from 1-1-2011. The following is profit and loss A/c of the company for the year ending 2011. 12

Profit & Loss A/c for the year ended 31-12-2011

Liabilities	Rs.	Assets	Rs.
To Salary	6,000	By Gross Profit	60,000
To Printing & Stationary	2,000		
To Bad debts	6,000		
To Depreciation	12,000		
To Preliminary expenses	3,000		
To Interest to vendors (upto 31-5-2011)	2,500		
To Provision for bad debts	8,000		
To Advertising	5,000		
To Net Profit	15,500		
	60,000		60,000

Out of bad debts Rs. 1,500 related to the debtors taken over from partnership. The sales for the period upto 1-4-2011 were 2/3 of the sales for remaining period. The salary was evenly paid throughout the year. Compute the profit & loss made by the company prior to and after incorporation.

### SECTION – II

4. Attempt any two of the following. 16
- a) An article undergoes three successive operations from raw materials to finished product stage. The following information is available from the production records of a particular period :

Operation No.	No. of pieces input	No. of pieces rejected	No. of pieces output
1	36000	12000	24000
2	39600	3600	36000
3	28800	4800	24000

Find out what should be the input in the first operation is no of pieces to obtain a finished product of 100 pieces after the last operation. Calculate cost of raw material required to produce one piece of finished product from the following particulars  
Weight of finished piece 100 gm per piece  
Price of raw material Rs. 10 per kg.

- b) Leo limited under takes to supply 1000 units of a component per month for the months of January, February, March 2012. Every month, a batch order is opened against which materials and labour cost are booked at actuals. Overheads are levied at rate per labour hour. The selling price is contracted at Rs. 15 per unit. From the following data, present the profit per unit of each batch order and overall position for 3000 units.

Month	Batch output Number	Material cost Rs.	Labour Cost Rs.
January 2012	1250	6250	2500
February 2012	1500	9000	3000
March 2012	1000	5000	2000

Labour is paid at a rate of Rs. 2 per hour.  
The other details for overall working are –

Month	Overheads Rs.	Total Labour hours
January 2012	12000	4000
February 2012	9000	4500
March 2012	15000	5000

- c) You are required to prepare contract account showing profit on the contract on 31 March 2012 from the following particulars.

Particulars	Rs.
Material sent to site	32,250
Labour engaged on site	27,400
Plant installed at site	5,650
Work certified	71,500
Cash received from contractee	65,000
Value of plant as on 31 March 2012	4,100
Cost of work done but not certified	1,700
Direct expenditure	1,200
Wages outstanding 31 March 2012	900
Material in hand on 31 March 2012	200
Direct expenses outstanding on 31 March 2012	100
Materials returned to store	200
Contract price	1,00,000



5. Krishna industries Ltd. issued prospectus inviting applications for 12,000 shares of Rs. 100 each at a premium of Rs. 20 each payable as follows : 12

on application Rs. 20  
 on allotment Rs. 50  
 on first call Rs. 30  
 on final call Rs. 20

Applications were received for 18,000 shares and allotment made pro-rata to the applications of 14,400 shares. Money over paid on application was employed on account of sum due on allotment and excess money refunded.

Mr. Rahul, the holder of 360 shares failed to pay first and second call and his shares were forfeited after final call. The forfeited shares were sold to Ajit as fully paid for Rs. 70 each.

Journalise the transactions.

OR

Ajit steel Ltd, issued for subscription 2,000 shares of Rs. 100 each at premium of Rs. 20 per share payable as under

on application Rs. 20  
 on allotment Rs. 50 (including premium)  
 on first call Rs. 20  
 on final call Rs. 30

Applications were received for 3,000 shares, 2000 shares were allotted to the applications for 2400 shares. The remaining applications for 600 shares being refused and applicants money was refunded. Excess money received adjusted against allotment. All the amounts were duly received except Mr. Mohan to whom 80 shares were allotted. He fails to pay first and final call. His shares are forfeited and those shares were reissued to Mr. Sohan as fully paid at Rs. 80 per share Journalise the transactions in the books of the company.

6. ABC Ltd. issued 500, 4% debentures of Rs. 100 each repayable at the end of 10<sup>th</sup> year. Pass the entries in the books of ABC Ltd. for issue of debentures, presuming that : 12

- they were issued at 5% discount and repayable at par
- they were issued at par and repayable at a premium of 4%
- They were issued at 5% discount and repayable of 4% premium
- they were issued at 5% premium and repayable at par.

OR

Dowson Ltd. issued 1000 6% debentures of Rs. 100 each payable as to Rs. 20 on application and the balance on allotment. Applications were received for 1500 debentures out of which applications for 900 were allotted fully. Applications for 400 were allotted 100 debentures and the remaining rejected all sums due were received. Journalise the transactions in the books of Dowson Ltd.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



A 6.2

## Corporate Laws & Current Economics Scenario (322)

P. Pages : 2

Time : Three Hours

Max. Marks : 80

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.
6. Answers to both the sections should be written in separate Answer book.

### SECTION - I

1. Explain in detail the meaning, Role and Liabilities of Directors. 12
2. Write precise answers **any four**. 16
  - a) Stock Exchange.
  - b) Insider Trading.
  - c) Loan to Director.
  - d) Acts by Directors in Excess of Authority.
  - e) Office of profit & Directors.
  - f) Securities.
3. Attempt **any two** of the following. 12
  - a) Buy-back of shares.
  - b) Forfeiture of shares.
  - c) Scope & Objectives of Industries Act, 1951.

## SECTION - II

4. 'India is Mixed Economy' Discuss. 12

OR

Explain the Role of Agriculture sector in India.

5. Write precise answers **any two**. 16

- a) Explain the importance of Industrial sector in India.
- b) State the Monetary policy for control of inflation.
- c) What is budget? Explain its importance.
- d) State the advantage of globalisation.

6. Attempt **any two** of the following. 12

- a) Trends in money market.
- b) Food stock Management.
- c) India's balance of payment.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



**A 4.2**  
**Econometrics (222)**

**P. Pages : 3****Time : Three Hours****Max. Marks : 80**

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figure to the right indicate full marks.
6. Use of electronic calculator and statistical table is allowed.
7. Symbols and abbreviations have their usual meanings.

1. Attempt **any two** of the following. 16

- a) Define Econometrics and Explain the characteristics of Econometrics.
- b) What do you mean by Model? Explain Econometrics model.
- c) Find the inverse of matrix by adjoint method.

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 2 & 4 & 5 \\ 3 & 5 & 6 \end{bmatrix}$$

2. Attempt **any four** of the following. 16

- a) State the Assumptions of Input & Output Analysis.
- b) Define:
  - i) Unit matrix. ii) Identity matrix.
  - iii) Scalar matrix. iv) Transpose of matrix.
- c) Write short note on Econometrics and Statistics.

d) If  $y = x \log x$  Find  $\frac{dy}{dx}$ .

e) If  $\tilde{A} = \begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix}$

Show that  $A^2 - 4A$  is a Scalar matrix.

f) Define:

i) Endogenous Variable.

ii) Exogenous variable

3. Attempt any two of the following.

16

a) Solve the following equations by Cramer's Rule.

$$x + y - z = 0$$

$$2x + y + 3z = 9$$

$$x - y + z = 2$$

b) Explain the statistical Assumption in Linear model.

c) Given the following transaction matrix Find the input - output coefficients.

Purchasing Sector Producing Sector	Agriculture	Industry	Final demand
Agriculture	300	600	100
Industry	400	1200	400

If final demand were changed to 200 and 800 respectively.

Find the Gross Output to meet the new demand.

4. Attempt any four of the following.

a) State the Importance of Input - Output Analysis.

16

b) Explain Error term in Simple - Regression.

- c) If  $n = 8$ ,  $\Sigma x = 63$ ,  $\Sigma y = 82$   
 $\Sigma x^2 = 637$ ,  $\Sigma y^2 = 1017$  &  
 $\Sigma xy = 797$ .

Find the regression equation X on Y.

- d) If  $A = \begin{bmatrix} 1 & 3 \\ 2 & 4 \end{bmatrix}$   $B = \begin{bmatrix} 2 & -1 \\ 3 & 2 \end{bmatrix}$  Show that  $(AB)^T = B^T A^T$ .

- e) Write any four limitations of Econometrics.

- f) State derivative of quotient & find

$$\frac{dy}{dx} \text{ If } y = \frac{\sqrt{x} + 1}{\sqrt{x} - 1}$$

5. Attempt any two of the following.

16

- a) The following table given the Production in units & Cost in Rs./ Unit.

Production in Units	4	6	3	8	10	12
Cost in Rs. / Unit	45	42	50	37	35	32

- i) Find the both regression lines.  
 ii) Find out Co-efficient of determination.
- b) If  $x^a \cdot y^b = (x + y)^{a+b}$  then show that  $\frac{dy}{dx} = \frac{y}{x}$ .
- c) Explain Physical and Social Science model.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



**A 2.2**  
**Financial & Cost Accounting**  
**(122)**

**P. Pages : 8****Time : Three Hours****Max. Marks : 80****Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory. Figures to right indicate full marks.
5. Use of electronic calculator is allowed.
6. Answer to both sections shall be written in same answer book.

**SECTION - I**

1. 'P Ltd' was formed to acquire the business of x, y and z who share profits and losses in the ratio of 2:1:1 respectively. The Balance sheet of the partnership firm on 31st March 2012 was as follows. **12**

Liabilities	Rs.	Assets	Rs.
Sundry creditor's	96,000	Plant & Machinery	1,48,000
Bills payable	64,000	Stock	68,000
Investment Fluctuation fund	20,000	Debtor's	76,000
Capital Account:		Vehicles	40,000
X	1,00,000	Investments	40,000
Y	48,000	Cash in hand	4,000
Z	48,000		
	3,76,000		3,76,000

'P Ltd' took plant & Machinery, stock and Debtors at 10% less than the book value and agreed to pay Rs. 40,000 for the goodwill. It also agreed to pay the creditor's at book value. The purchase consideration was satisfied in 1600 shares of Rs. 100 each and the balance in cash Mr. x took the vehicles at

Rs. 32,000. Investments were sold in the market for Rs. 36,000. The partnership firm paid Bills payable at 10% discount. Realisation expenses amounted to Rs. 9,200. The partnership firm sold the shares of 'P Ltd' at Rs. 2,00,000. Prepare the necessary ledger accounts in the books of the firm.

2. Write precise answer's any four.

16

- Dependent braches.
- Purchase Consideration.
- Amalgamation of partnership firm.
- Piece rate.
- Methods of Labour remuneration.
- Overheads.

3. Hasan, Husen and Hameed were partner's sharing profits and losses in the ratio of  $\frac{3}{5} : \frac{1}{5} : \frac{1}{5}$  respectively. They decided to dissolve the partnership firm on 31st December 2012 when their financial position was as follows.

12

Liabilities	Rs.	Assets	Rs.
Capital Accounts		Hameed's Capital	5,400
Hasan	30,000	Building's	28,800
Husen	15,000	Furniture	4,900
Hasan's Loan	8,000	Stock	10,000
Creditor's	12,000	Debtor's	12,000
Bills payable	5,000	Bank	5,600
		Cash	2,300
		Profit and Loss	1,000
	70,000		70,000

The following adjustments were agreed upon:

- Hasan to take over the furniture at Rs. 5600 and assumed to pay off Bills payable.

- ii) Debtor's amounting to Rs. 8,500 realised Rs. 7,600 and rest were sold to a debt collecting agency at 80% of their book value.
- iii) The other assets realized as follows:  
Buildings - Rs. 25,300 and Stock at 65% of Book value.
- iv) Creditor's were paid off at discount of Rs. 1400.
- v) Hasan's Loan was repaid in cash together with outstanding interest @ 5% p.a. for one year.
- vi) Realisation expenses amounted to Rs. 1100.

Prepare:

- i) Realisation account.
- ii) Hasan's loan account.
- iii) Partner's capital account.
- iv) Bank account in the books of the firm. Cash in hand is deposited in the Bank A/c.

OR

3. A, B, and C share profits and losses in the proportion of  $\frac{1}{2}$ ,  $\frac{1}{3}$ ,  $\frac{1}{6}$  respectively. Their balance sheet is as follows.

Liabilities	Rs.	Assets	Rs.
Capital Accounts		Assets	80,000
A 30,000			
B 30,000			
C 20,000	80,000		
	80,000		80,000

The partnership firm is dissolved and the assets are realised as follows:

Installments	Rs.
First Realisation	11,000
Second Realisation	15,000
Third and Final Realisation	24,000

Show distribution of cash as per surplus capital method.



## SECTION - II

4. Attempt any two of the following.

16

- a) The following figures relate to the costing of a tarpaulin manufactured in respect of a certain type of sheet for a period of three months.

	Rs.
Stock of materials, 1 <sup>st</sup> January	5,500
Stock of materials, 31 <sup>st</sup> March	3,500
Factory wages	83,000
Materials purchased	61,500
Sales	1,41,500
Indirect Expenses	13,000
Completed stock, 1 <sup>st</sup> January	Nil
Completed stock, 31 <sup>st</sup> March	29,000

The number of sheets manufactured during three months was 2200 and the price is to be quoted for 648 sheets, in order to realise the same percentage of profits as for the period under review, assuming no alteration in rates of wages and cost of materials.

Prepare a statement of cost for the manufacture of 2200 sheets and quotation for 648 sheets.

- b) Calculate the total earnings and rate earned per hour of two workmen under the Halsey and Rowan plans; the bonus under Halsey plan is 50% of the time saved.

Standard time 20 hours;

Hourly rate of wages Rs. 4.

Time taken by A-16 hours, B-10 hours.

- c) A Company has three production departments and two service departments. The overhead distribution sheet showed the following totals.

Production Departments

A	Rs. 2500
B	Rs. 3100
C	Rs. 2800

Service Departments

S	Rs. 800
T	Rs. 1390

The costs of the service departments are to be distributed using the following basis of apportionment.

	A	B	C	S	T
Department S	30%	20%	40%	-	10%
Department T	40%	15%	25%	20%	-

5. Rahul and Raj are equal partner's in a firm. Their balance sheet as on 31<sup>st</sup> December 2012 was as follows. 12

Liabilities	Rs.	Rs.	Assets	Rs.	Rs.
Capital Accounts:		50,000	Machinery		5,000
Rahul	25,000		Buildings		30,000
Raj (+)	25,000		Vehicles		10,000
Creditor's		22,000	Debtor's	18,000	17,500
General Reserve Fund		8,000	(-)	500	
			Stock		11,000
			Cash at Bank		6,500
		80,000			80,000

Rohit is admitted as a partner in the firm on 1<sup>st</sup> Jan. 2013 on the following terms:

- Rohit is to pay Rs. 15000 as his capital for  $\frac{1}{3}$ <sup>rd</sup> share in future profits.
- Goodwill is to be valued at three years purchase of the average profit for last four years.

which were 2009 – Rs. 20000 (profit), 2010 – Rs. 30000 (profit)  
2011 – Rs. 10000 (loss) & 2012 – Rs. 24000 (profit)

Rohit should bring his share of goodwill in cash.

- iii) Half of the amount of goodwill is to be retained.
- iv) Buildings to be appreciated by 20%, provision of 5% for bad & doubtful debts on debtors is to be maintained.
- v) Vehicles are to be taken over by Rahul for Rs. 8000.
- vi) Stock is to be adjusted to its market price which is 9400.
- vii) Unrecorded purchases of Rs. 1000 are to be brought in the books of new firm.

You are required to prepare necessary ledger accounts and balance sheet of the new firm.

OR

5. The balance sheet of Yash, Yatin and Yohan who share profits and losses as 40%: 30%: 30% respectively was as follows. 12

Balance sheet as on 31-12-2012

Liabilities	Rs.	Assets	Rs.
Capital Accounts		Buildings	53,700
Yash	45,000	Motor Lorry	40,000
Yatin	32,000	Equipment's	7,800
Yohan	28,000	Stock	4,000
General Reserve Fund	5,000	Debtors	28,500
Creditors	31,300	Bank	16,000
Yogesh's Loan	8,700		
	1,50,000		1,50,000

Yohan died on 1<sup>st</sup> June 2013 and the following adjustments were made in the books of the firm.

- i) Goodwill of the firm was valued at Rs. 15000. It was agreed that Yohan's share in goodwill be raised and shown in the books.
- ii) Yohan's share of profit till the date of his death was to be calculated on the basis of the average of the profits for the last two years which were as follows:  
2011 – Rs. 13900 and 2012 – Rs. 18100.
- iii) Equipment's to be valued at Rs. 8,300 and to be given to Yohan's executor as part payment of dues.
- iv) Motor lorry to be appreciated by Rs. 2200.



v) Stock was to be valued at 95% of its book value.

vi) Reserve for bad debts of Rs. 500 to be created.

You are required to prepare balance sheet of the new firm on 1-6-2013 after passing necessary Journal entries.

6. Jain brother's, Jalgaon has a branch at Dhulia. All goods required for sale at Dhulia are supplied from Jalgaon at cost plus 25% and all the cash received at the branch is banked daily in the head office account opened in a Bank at Dhulia. From the following particular's prepare Dhulia branch account in the books of Jain brother's, Jalgaon, Head office for the year ended 31-03-2012. 12

	Rs.
<b>Balances as on 1-04-2011</b>	
i) Stock	79,000
ii) Debtor's	1,13,000
iii) Petty cash	900
Returns from customer	4,000
Returned goods to Head Office	10,000
Bad debts written off	1,000
Bad debts provision	2,100
Selling for cash	14,000
Rent Payable on 31-03-2012	1,000
Allowances given	4,500
<b>Branch Expenses paid by head offices.</b>	
i) Rent	14,000
ii) Salary	15,000
iii) Sundry Expenses	7,000
Petty cash Expenses at branch	2,400
Total sales	3,49,000
Petty cash Remittances	2,800
<b>Balances as on 31-03-2012</b>	
i) Stock	84,000
ii) Debtor's	1,95,100
Goods invoiced to branch	2,50,000

OR

6. The Trading and profit and loss Account of Janhavi electronics, Jabalpur for the six months ended 31-12-2012 is presented to you in the following form: 12

Particulars	Rs.	Particulars	Rs.
Purchases:		Sales:	
Radio (A)	1,40,700	Radio (A)	1,50,000
Tape Recorder (B)	90,600	Tape Recorder (B)	1,00,000
Spare part for servicing (C)	64,400	Receipts from servicing using spare parts (C)	25,000
Salaries and wages	48,000	Stock as on 31-12-2012	
Rent	10,800	Radio (A)	60,100
Sundry Expenses	11,000	Tape Recorder (B)	20,300
Net profit	34,500	Spare Part for servicing (C)	44,600
	4,00,000		4,00,000

Prepare Departmental Trading and profit and loss Account for each of the three departments A, B, and C mentioned above and taking into consideration the following information.

- Radio and Tape recorders are sold at showroom and servicing is carried out at the workshop.
- Salaries and wages comprise as follows:  
Showroom =  $\frac{3}{4}$ 's workshop =  $\frac{1}{4}$ .  
It was decided to allocate the showroom salaries & wages in the ratio of 1:2 between the depts A and B.
- The workshop Rent is Rs. 500 per month. The rent of the showroom is to be divided equally between depts A and B.
- Sundry Expenses are to be allocated on the basis of turnover of each department.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



A 5.2

**Corporate Laws & Income Tax Law  
(312)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answers to both sections shall be written in the same answer book.

**SECTION – I  
(Corporate Law)**

1. Discuss the limitation on powers of alteration. 12
2. Write precise answers any four. 16
  - a) Liabilities of promoters.
  - b) Functions of SEBI.
  - c) Book building.
  - d) Initial public offer.
  - e) Advantages of Listing.
  - f) Sweat equity shares.
3. Attempt any two of the following. 12
  - a) Explain the meaning of lifting the corporate veil.
  - b) Explain the concept of doctrine of indoor management.
  - c) Explain the concept of doctrine of ultra virus.

**SECTION – II  
(Income Tax Laws)**

4. What do you mean by salary ? Explain the various allowance available under the head income from salary. 12
5. Write precise answers any two. 16
  - a) Determine the residential status of an individual.



- b) Explain the incomes covered under income from other sources.  
 c) Discuss the deduction of tax at source.  
 d) Explain the concept of person and gross total income.

6. Attempt any two of the following.

12

- a) From the following particulars compute the income from house property for A. Y. 2014-15.

Municipal value	60,000
Fair rent	65,000
Standard rent	55,000
Actual rent	63,000
Unrealised rent	3000
Loss due to vacancy	5000
Municipal tax paid	5000

- b) Mr. Anil, sales manager in Mumbai provides the following details to compute net taxable income for A Y. 2014-15.

- i) Basic salary = Rs, 1,80,000  
 ii) Dearness allowance = Rs. 60,000  
 iii) City compensatory allowance = Rs. 40,000 p.a.  
 iv) House rent allowance Rs. 72,000 p.a. He pays Rs. 8000 p.m. on account of Rent.  
 v) Contribute Rs. 10000 on account of PPF.

- c) Mr. Sunil is a area manager resident of Jalgaon. He provides a following information to calculate net taxable income for AY. 2014-15.

- i) Income from house property Rs. 1,00,000  
 ii) Income from salary Rs. 2,50,000  
 iii) Income from other sources Rs. 50,000  
 iv) He has deposited Rs. 20000 on account of LIC premium and Rs. 15000 towards PPF.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 3.2**  
**Mercantile Laws**  
**(212)**

P. Pages : 1

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicates full marks.
6. Q. No. 1 is compulsory and attempt any five from Q. No. 2 to 8.

- |           |   |           |
|-----------|---|-----------|
| <b>1.</b> | Write short notes on any four.  | <b>20</b> |
|           | a) Free consent.  |           |
|           | b) Sale by Auction.   |           |
|           | c) Significance of Insurance.   |           |
|           | d) Sources of Risk.   |           |
|           | e) Unpaid seller.   |           |
|           | f) Contract of guarantee.   |           |
| <b>2.</b> | What are the various way of Discharge of contract?  | <b>12</b> |
| <b>3.</b> | Explain Salient features of Environment Protection Act.                                   | <b>12</b> |
| <b>4.</b> | Define contract & also discuss the essentials of valid contract.                          | <b>12</b> |
| <b>5.</b> | Explain the duties & rights of bailee under the contract of bailment.                     | <b>12</b> |
| <b>6.</b> | Discuss the salient features of Limited Liability Partnership Act 2008.                   | <b>12</b> |
| <b>7.</b> | What is life Insurance Contract? Explain the various types of policies of Life Insurance. | <b>12</b> |
| <b>8.</b> | All the agreements are not contract, but all the contracts are agreement, comment.        | <b>12</b> |

\*\*\*\*\*

--	--	--	--	--	--



**A 1.3**  
**Business Economics**  
**(113)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.
6. Answers to both sections shall be written in the same answer book.

**SECTION – I**

1. State & Explain the law of variable proportions. 12
2. Write precise answers (**Any four**). 16
  - a) State the features of Oligopoly market.
  - b) Explain the determinants of demand.
  - c) Explain the concept of Investment Function.
  - d) State the characteristics of perfect competition market.
  - e) Explain the concept of full employment.
3. Attempt **any two** of the following. 12
  - a) What is Monopoly market? Explain the long run equilibrium of the Firm under monopoly market.
  - b) What is Business Economics? Explain the subject matter of Business Economics.
  - c) Explain the determinants of consumption function.



## SECTION -II

4. Attempts any two of the following. 16
- Explain the motives of demand for money.
  - Explain the objectives of monetary policy.
  - What is investment multiplier? State the determinants of investment multiplier.

5. Explain the equilibrium level of National income with under employment & full employment level. 12

OR

Explain the problem of Imbalance in Balance of payment.

6. Explain the Real & nominal money Balances. 12

OR

Explain the problem of inflation.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 6.3**  
**Income Tax Law**  
**(323)**

P. Pages : 3

Time : Three Hours

Max. Marks : 80

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Use of electronic calculator is allowed.

1. X (age – 34 years) is a businessman in Mumbai. Determine his net income and tax liability on the Basis of the following profit and loss account for the year ending March 31, 2013. 12

	Rs.		Rs.
Opening stock	104000	Sales agency business	9251000
Purchases	8008750	Closing stock	210000
Salary & wages	175000		
Rent & Rates	131000		
Commission	21500		
Household exp.	20000		
Income Tax for 2012-13	36100		
Advertisement	5000		
Postage & telegrams	4000		
Interest on own Capital	84000		
Reserve for Bad debt.	3400		
Depreciation on furniture	18000		
Net Profit	850250		
	9461000		9461000

Other Particulars:

- 1) Closing stock and opening stock has consistently been valued at 10 percent below cost price.

- 2) Depreciation on furniture as per tax provision is Rs. 17200.
- 3) Amount of sales includes a sum of Rs. 41250 representing the value of goods withdrawn for the use of X's family members. These goods were purchased at cost Rs. 27850. Market value of these goods is Rs. 45240.
- 4) Household expenses include a contribution of Rs. 1000 towards public provident fund.
- 5) On September 20, 2012 X has Received a gift of Rs. 96000 from a friend settled in O.K.
- 6) X purchases notified bonds of an infrastructure company on April 2, 2013 for Rs. 102000.

2. Write a short notes on any four.

16

- a) Deduction under section 80D & 80G.
- b) Set off and carry forward of losses.
- c) Capital Asset.
- d) Rates of Tax.
- e) Provision of sections 184.
- f) Interest for Default.

3. X sells agricultural land situated in an urban area for Rs. 1031000 (brokerage paid @ 2 percent) on March 31, 2013 (cost of acquisition Rs. 105000 on March 1, 1987; it was used for agricultural purpose since 1990) on March 31, 2013 he owns one residential house property, on April 6, 2013 he purchased the following Asset: 12

- a) Agricultural land: Rs. 150000 &
- b) A residential house property: Rs. 500000.

Find out the Capital gains chargeable to tax for the assessment year 2013-14.

OR



3. X & Co. (a Firm of x & y) with unlimited liability is engaged in the Business of whole sale trading (turnover of 2012-13) being Rs. 5780000). It wants to claim the following deductions. 12

	Rs.
Salary & interest to partners. (as permitted be section 40(b))	60000
Salary to employees	490000
Depreciation	270000
Cost of material used	4590000
other expenses	<u>345000</u>
Total	<u>5755000</u>
Net Profit (Rs. 5780000-Rs. 5755000)	25000

Determine the net income of x & Co. for the Assessment year 2013-14 assuming the long-term capital gain is Rs. 40000 & the firm is eligible for a deduction of Rs. 5000 under section 80G.

4. Attempt any two of the following. 16
- a) Deduction allowed under the head of Business.
  - b) What are the various types of Asset.
  - c) Write a detail on Deduction of tax at source.

5. Write down in detail the Procedure for computing total income. 12

OR

What do you mean by Advance payment of tax & what are the liability for payment of Advance Tax.

6. Briefly discuss the provisions pertaining to TDS from salaries. 12

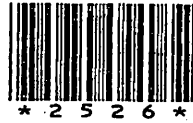
OR

Briefly discuss the process of computation of total income of firm.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



आदर - 015

**A 4.3**

**Human Resource Management  
(223)**

**P. Pages :2**

**Time : Three Hours**

**Max. Marks : 80**

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.

**SECTION - A**

1. What are the methods of job analysis & its meaning? 12
2. Write precise any four of following. 16
  - a) Meaning & Definition of HRM.
  - b) Importance of HRM.
  - c) Functions of HRM.
  - d) Purpose of Induction.
  - e) Purpose of promotion.
  - f) Meaning & type of transfer.
3. Attempt any two of the following. 12
  - a) What are the benefit's of job analysis?
  - b) Meaning & Definition of recruitment.
  - c) Explain concept of Separation & Retirement.

आदर - 015

1

P.T.O

SECTION – B

4. Attempt any two. 16
- a) Explain needs of training.
  - b) What do you mean by succession planning?
  - c) Explain concept of carrier development.

5. What are the methods of training? 12

OR

Discuss selection procedure.

6. What are the factors affecting on recruitment? 12

OR

Difference between recruitment & selection.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



**A 2.3**  
**Business Laws**  
**(123)**

P. Pages : 1

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. Q. No. 1 is compulsory. Attempt any five from Q. No. 2 to 8.

1. Write short notes on any four. 20
  - 1) Rights of partner.
  - 2) Duties of Partner.
  - 3) Holder in due Course.
  - 4) Consumer complaint.
  - 5) Rights of Participants under Depositories act 1996.
  - 6) Forms of essential Commodities Act.
2. Briefly discuss the procedure for registration of Partnership firm under partnership Act 1932 & Effect of non-registration of firm. 12
3. Write salient features of copy right Act 1957. 12
4. What do you mean by consumer & explain his rights under the Act. 12
5. What are the powers of central Govt. in the essential Commodities Act 1955. 12
6. Write notes on Accommodation Bill, Bill in sets & Drawee in case of Need. 12
7. What are the various rights & obligations of depositories under depositories act 1996. 12
8. What are the various modes of dissolution of partnership? 12

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 5.3**  
**Financial Management**  
**(Investment Management) (313)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.
6. Answer to both sections shall be written in the same answer book.

**SECTION - I**

- |    |  |    |
|----|--|----|
| 1. | Explain the process of investment in detail. | 12 |
| 2. | Write precise notes ( <b>Any four</b> ).     | 16 |
|    | a) Investment vs saving.                     |    |
|    | b) NRO Account.                              |    |
|    | c) Investment in land.                       |    |
|    | d) Investment attributes.                    |    |
|    | e) Deposits in banks.                        |    |
|    | f) Foreign Institutional Investors.          |    |
| 3. | Attempt <b>any two</b> of the following.     | 12 |
|    | a) Explain the meaning of investment.        |    |
|    | b) Define the term provident fund.           |    |
|    | c) Explain the term disinvestment.           |    |

## SECTION – II

4. Answer any two. 16
- a) Define the term NRI. Explain the FCNR (B) Account.
  - b) Explain the objectives of investment in unit schemes.
  - c) Discuss the various factors favourable for investment.
5. Define the term bonds. Explain the various types of bonds. 12

OR

Explain the disinvestment programme of India.

6. Write short notes on any three. 12
- a) Options and warrants.
  - b) Government securities.
  - c) Importance of investment.
  - d) Tax benefits to investors.
  - e) Life Insurance.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



**A 3.3**  
**Production & Materials Management**  
**(213)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.

1. Discuss in brief meaning, importance & function of production department. 12
2. Write precise answers **any four**. 16
  - a) Automation.
  - b) Importance of production control.
  - c) Product design.
  - d) Plant layout.
  - e) Programme Evaluation Review Technique (PERT).
  - f) Time, motion study.
3. Answer **any two** of the following : 12
  - a) What do you mean by Inventory control & also explain the objectives of inventory control.
  - b) Explain in brief the function of stock keeper.
  - c) Discuss in brief the elements of Total Quality Management (TQM).

4. Answer any two of the following : 16
- a) Can you explain in brief the manufacturing system?
  - b) What are the objectives & importance of production planning?
  - c) Explain in details the characteristics of a good product design.
5. Briefly discuss the factors affecting on plant layout. 12

OR

What do you mean by Routine & Scheduling & what are the steps of Routine & Scheduling.

6. Explain in brief the various stock level. 12

OR

What do you mean by productivity & also explain the factors affecting on productivity.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 1.4**  
**Business Mathematics**  
**(114)**

P. Pages : 3

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figure to the right indicate full marks.
6. Use of electronic calculator, log tables and statistical table is allowed.

1. Answer the following questions. 12

- a) Define :
  - i) Statement
  - ii) Conjunction
  - iii) Disjunction
- b) Explain the following terms :
  - i) Equal sets
  - ii) Disjoint sets
  - iii) Finite set

2. Attempt any four of the following. 16

- a) Using truth table, prove that  $(p \rightarrow q) \equiv (\sim p \vee q)$ .
- b) If  ${}^n P_r = 720$  and  ${}^n C_r = 120$  find Y.
- c) Find the value of n if  $\frac{(n-6)!}{(n-8)!} = 72$
- d) Show that the function  $f : R \rightarrow R$  is given by  $f(x) = 3x - 1$  is a one one function.

- e) Identify infinite and finite set of the following.  
 $A = \{X : x \text{ is a student of mohite college}\}$   
 $B = \{X : x \text{ is a day}\}$   
 $C = \{X : x \text{ is a natural number}\}$   
 $D = \{X : x \text{ is a number multiple of 5}\}$

f) Explain : coordinate system.

3. Attempt **any two** of the following.

12

- a) Define :  
 i) Unit matrix  
 ii) Singular matrix  
 iii) Scalar matrix

If  $A = \begin{bmatrix} 4 & 2 \\ 3 & -4 \\ -2 & 5 \end{bmatrix}$  and  $B = \begin{bmatrix} 2 & -3 \\ 1 & -2 \\ 3 & 4 \end{bmatrix}$  verify that  $(A+B)^T = A^T + B^T$ .

b) Find n and r, if  ${}^n C_{r-1} : {}^n C_r : {}^n C_{r+1} = 14 : 8 : 3$

- c) Define :  
 i) One-one function  
 ii) Onto function  
 iii) Even function  
 iv) Odd function.  
 Give an example of each.

4. Attempt **any two** of the following.

16

a) If  $A = \begin{bmatrix} 2 & -2 & 3 \\ -1 & 4 & -5 \end{bmatrix}$ ,  $B = \begin{bmatrix} -3 & -4 \\ 3 & -1 \end{bmatrix}$ , find AB and BA if they exist ?

b) Find the inverse of a matrix :  $A = \begin{bmatrix} 1 & 2 & 4 \\ 6 & 8 & 1 \\ 2 & 5 & 7 \end{bmatrix}$  by adjoint method.

c) Evaluate x, y, z by using Cramer's rule, if  $x - y + z = 4$ ,  $2x + y - 3z = 0$  and  $x + y + z = 2$ .



5. Attempt any two of the following.

12

- a) If  $f: \mathbb{R} \rightarrow \mathbb{R}$  is defined by  $f(x) = x^3$  and  $\phi: \mathbb{R} \rightarrow \mathbb{R}$  is defined by  $\phi(x) = x^4 + 4$  then prove that  $f$  is odd function &  $\phi$  is even function.
- b) Discuss the continuity of the function  $f(x)$  where
- $$f(x) = \begin{cases} x^2 - x - 1 & \text{for } 0 \leq x < 2 \\ 4x + 1 & \text{for } 2 \leq x < 4 \end{cases}$$
- at  $x = 2$ .
- c) Evaluate  $\lim_{x \rightarrow 0} \frac{(\sqrt{1+2x} - \sqrt{1-3x})}{x}$

6. Attempt any two of the following.

12

- a) If  $y = \frac{x^2 - 1}{x^2 + 1}$  then find  $\frac{dy}{dx}$
- b) The production function of a commodity is given by  $Q = 40F + 3F^2 - \frac{1}{3}F^3$  where  $Q$  is the total output and  $F$  is the number of units of input. Find the input for a maximum output.
- c) Differentiate  $(3x^2 + 5)(2x^3 + x + 7)$  w.r.to  $x$ .

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**SPECIALISATION PAPER - II (AS OPTED FOR AT THE SEM. - V)**  
**(ANY ONE) - A 6.4.1**  
**Financial Management (351)**

P. Pages : 4

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are Compulsory.
5. Use of simple calculator is allowed.
6. Figures to the right indicate full marks.

**SECTION - I**

1. From the following Information you are required to compute the Amt. of Working capital Required. 12

Total output	-	520000 units
<u>Element of Cost:</u>		
Raw material	-	Rs. 6 per unit
Labour	-	Rs. 8 per unit
Overhead's	-	<u>Rs. 4 per unit</u>
<u>Total Cost</u>		Rs.18 per unit
Add: Profit		<u>Rs. 2 per unit</u>
Selling Price		Rs. 20 per unit

**Additional Information**

- 1) Raw material are carried in stock for 6 week's & finish good in stock 4 week's.
- 2) Work-in-progress in stock 3 week's.
- 3) Creditors give 4 week's credit and credit period allowed to debtors is 6 weeks.
- 4) Add 5% for contingency in your computed figure.
- 5) Assuming that 1 year = 52 week's.

2. Write precise answers (any four).

16

- Profitability Ratio.
- Objectives of fund flow statement.
- Importance of Capital Budgeting.
- Use of cash flow analysis.
- Concept of Present value.
- Significance of working capital.

3. Attempt any two of the following.

12

- Fund's from operation.
- Advantages of cash flow statement.
- Ascertainment of working Capital.

**SECTION - II**

4. Attempt any two of the following.

16

- Source's of fund's & Application of fund's.
- Distinguish between fund flow & Cash flow statement.
- Factor's affecting working capital.

5. From the following Balance sheet & Information relating to National Co. Ltd. for the year 2008 & 2009. You are required to prepare-

12

- Fund flow statement.
- Statement of change's in working capital.

Liabilities	2008	2009	Assets	2008	2009
Share Capital	150000	180000	Fixed Assets	120000	150000
Profit & Loss A/c	30000	36000	Investments	39000	30000
Secured Loan	12000	15000	stock	36000	60000
Sundry crs	39000	63000	Investment in debentures	24000	45000
Out standing Liability	9000	6000	Cash	15000	12000
			Miscellaneous expenditures	6000	3000
	240000	3,00,000		240000	3,00,000

Additional Information:

- During the year fixed Assets were depreciated by Rs. 12000/-
- Rs. 15000/- dividend paid during the year 2009.

- 3) the Investment costing Rs. 9000/- were sold at a profit of Rs. 3000/-
- 4) Income tax paid during the year Rs. 15000/-

OR

Following are the Balance sheet of M/s Black & white as on 1<sup>st</sup> Jan. 2007 & 31<sup>st</sup> Dec. 2007 were as follows.

Liabilities	1-1-07	31-12-07	Assets	1-1-07	31-12-07
Capital	125000	153000	Land	40000	50000
Creditors	40000	44000	Building	35000	60000
Mrs. White Loan A/c	25000	-	Machinery	80000	55000
Loan from Bank	40000	50000	Cash	10000	7000
			Debtors	30000	50000
			Stock	35000	25000
	230000	247000		230000	247000

Additional Information:

- 1) Machinery costing Rs. 20000/- sold at Rs. 18000/-
- 2) Net Profit During the year Rs. 20000/-
- 3) Depre. on machinery Rs. 5000/- & Depreciation on Building Rs. 3000/-

You are Required to prepare.

- a) Cash flow statement.
- b) Cash from operation.

6. Suresh Engineering Ltd., is considering two Investment's, each of which requires on initial Investment of Rs. 180000/-. The total cash inflow, i.e. Profit after taxes & depreciation charges each Project are: 12

Year	Project A (Rs.)	Project B (Rs.)
1	30,000	60,000
2	50,000	1,00,000
3	60,000	65,000
4	65,000	45,000
5	40,000	-
6	30,000	-
7	16,000	-

The cost of capital is 8% Rank their Profit's under Net Present value method. Which is most profitable?

OR



Following are the financial statement of ABC Ltd. for the year 2006.

**Balance Sheet  
as on 31<sup>st</sup> Dec. 2006**

Liabilities	Amt.	Assets	Amt.
Eq. Share Capital	1,00,000	Building	1,00,000
Reserve & Surplus		Machinery	50,000
Gen. Reserve	50,000	Stock	50,000
P&L A/c	50,000	Bill Receivable	25,000
6% Debentures	25,000	Prepaid exp.	25,000
Sundry crs.	50,000	Cash	1,00,000
Bill's Payable	75,000		
	<b>3,50,000</b>		<b>3,50,000</b>

Statement of P & L A/c for 31<sup>st</sup> Dec. 2006.

Particular	Amt.
Sales	3,00,000
Less : Cost of good's sold	2,00,000
Gross Profit	1,00,000
Less: Expenses	50,000
Net Profit	50,000

Calculate (Any four):

- 1) Gross Profit Ratio.
- 2) Net Profit Ratio.
- 3) Current Ratio.
- 4) Fixed Asset's Turnover Ratio.
- 5) Sales to Capital employed.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**SPECIALISATION PAPER - II (AS OPTED FOR AT THE SEM. - V)**  
**(ANY ONE) - A 6.4.2**  
**Marketing Management (352)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All question are compulsory.
5. Figures to the right indicate full marks.

1. What is marketing research? Explain purchase evaluation and customer satisfaction. 12
2. What precise answers any four. 16
  - a) What is post purchase behavior of buyer?
  - b) List out the buying motives.
  - c) Write on requirement of market segmentation.
  - d) Explain demographic influences on buying behavior.
  - e) How surveys as a data collection instrument explain it.
  - f) Write the importance of marketing research.
3. Attempt any two of the following. 12
  - a) Explain the ethics in marketing research.
  - b) Discuss the tools to study buying behavior.
  - c) Explain the market analysis components.

4. Attempt any two of the following. 16
- a) Write detail on new product development.
  - b) What are the types of research? Explain any two types of research.
  - c) List out the psychographic variable and explain the influence of these on consumer behavior.

5. Explain the process of marketing research. 12

OR

What is the role of international trade centre? Also write, What are the problems of export marketing research?

6. What is buying decision culture? Explain the stages of buying decision culture. 12

OR

Explain the buying decision of organizational buyer. Write the tools to study the buyer behavior.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**SPECIALISATION PAPER - II  
(AS OPTED FOR AT THE SEM. - V)  
(ANY ONE) - A 6.4.3**

**Human Resource Management (353)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answer to both sections shall be written in same answer book.

**SECTION – I**

1. What is Job evaluation? State the principles of Job evaluation Programmes. 12
2. Attempt any four of the following. 16
  - a) Discuss the essentials of a sound wage incentive plan.
  - b) What are the causes of demotion.
  - c) State the different type of transfers.
  - d) Explain the main type of separation of employees from the organization.
  - e) Discuss requisites for the success of an Incentive plan.
3. Attempt any two of the following. 12
  - a) Explain the impact of Quality work on organisational climate.
  - b) What are the significant effects of low morale in an organisation?
  - c) Explain the determinants of job satisfaction?



SECTION – II

4. Attempt any two of the following. 16
- a) Describe the concept of Industrial Health.
  - b) Discuss the principles of Labour Welfare.
  - c) What is quality circle?

5. Describe in brief the concept "Human Resource Information System" and the effectiveness of HRIS. 12

OR

What is Labour Welfare? Discuss the need for Labour Welfare? 12

6. Define "Morale" and explain its importance in an organisation. 12

OR

Explain the concept of "Social Security". Discuss the drawbacks of social security schemes in India. 12

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**ELECTIVE B (ANY ONE) - A 4.4.1  
Retail Management (251)**

**P. Pages : 2****Time : Three Hours****Max. Marks : 80****Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.

**SECTION - I**

1. Discuss, the Clical theories? The wheel of retailing in retail management. 12
2. Write precise answer any four. 16
  - a) Elements of retail price.
  - b) Importance of store design.
  - c) Types of retailers.
  - d) Customer service strategic.
  - e) Methods of evaluation a trading area.
  - f) Constraints in store design.
3. Attempt any two. 12
  - a) Explain the methods of pricing.
  - b) Elaborate the trends in retail property development in India.
  - c) Explain the factors affecting the location of retail outlet.

**SECTION – II**

4. Attempt any two. 16
- a) Explain the steps involved in choosing a retail location.
- b) Elaborate the role and application of IT in CRM.
- c) State the importance of service in retail.
5. Discuss the elements of change in retail management. 12

**OR**

Explain the retail location with its types.

6. Explain the tools of retail management. 12

**OR**

Explain the steps involved in CRM process.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**ELECTIVE B (ANY ONE) - A 4.4.3**  
**Services Management (253)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All question are compulsory.
5. Figures to the right indicate full marks.
6. Answer to the both section shall be written in the same answer book.

**SECTION – I**

1. What are services? Define the characteristic of services. 12
2. Write precise answer any four. 16
  - a) Service supply management.
  - b) Function of Bank.
  - c) Customer involvement in service process.
  - d) Types of Tourism.
  - e) Product line decision strategy.
  - f) Explain Bank acting as trustees.
3. Attempt any two of the following. 12
  - a) How to Reten the customer through Quality improvement.
  - b) Explain the role of services in economy.
  - c) Explain difference between goods & services.



## SECTION - II

4. Attempt any two of following. 16
- a) Explain customer behaviour in selling?
  - b) Why Hotel Industry need for marketing.
  - c) Explain service delivery system.

5. How to active the productivity & quality in services 12

OR

Define the reason for growth & development of service sector.

6. Write short note any three. 12
- a) Nature of service sector management.
  - b) Classification of services.
  - c) Characteristics of banking services.
  - d) Services demand mgt.
  - e) Types of Hotel.
  - f) Importance of Tourism marketing.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 2.4**  
**Business Statistics**  
**(124)**

P. Pages : 3

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.
6. Use of electronic calculator, log tables and statistical tables is allowed.

1. Answer the following questions. 12
  - a) Define statistics. State the applications of statistics in Business commerce & Management.
  - b) Explain the various components of time series.
2. Attempt any four of the following questions. 16
  - a) Define scatter diagram. State merits & limitations of it.
  - b) Find correlation coefficient between  $x$  &  $y$ . Given that  $n = 8, \Sigma(x - \bar{x})^2 = 36, \Sigma(y - \bar{y})^2 = 44$  and  $\Sigma(x - \bar{x}) \cdot (y - \bar{y}) = 24$ .
  - c) Explain the concept of random and non-random experiments with example.
  - d) Define coefficient of correlation. Explain the linear and non-linear correlation.
  - e) Two fair coins are tossed simultaneously. Obtain the probability distribution of number of heads.
  - f) Define regression coefficient. State the properties of it.

3. Attempt **any two** of the following.

12

- a) Given  $4x - 5y + 30 = 0$  and  $20x - 9y - 107 = 0$  are the regression lines. Find
- Regression coefficient of  $y$  on  $x$ .
  - Correlation coefficient.
  - Regression coefficient of  $x$  on  $y$ .
- b) Calculate the coefficient of correlation between the marks obtained in mathematics ( $x$ ) and statistics ( $y$ ) in an unit test by 5 students.

X	6	2	10	4	8
Y	9	11	5	8	7

- c) An urn contains 8 white & 3 red balls. If 2 balls are drawn at random find the probability that
- Both are white
  - One Red & one is white

4. Attempt **any two** of the following questions.

16

- a) Define following terms :
- Discrete and continuous random variables.
  - Explained and unexplained variation.
  - Coefficient of determination.
  - Probable error of correlation coefficient.
- b) From the following data calculate Laspeyres, Passche's and Fishers ideal index numbers.

Commodity	Base Year		Current Year	
	1975		1980	
	Price	Quantity	Price	Quantity
A	6.5	500	10.8	560
B	2.8	124	2.9	148
C	4.7	69	8.2	78
D	10.9	38	13.4	24
E	8.6	49	10.8	27

- c) Calculate seasonal indices by ratio to moving average method from the following data.

Year	Q <sub>1</sub>	Q <sub>2</sub>	Q <sub>3</sub>	Q <sub>4</sub>
1	68	62	61	63
2	65	58	56	61
3	68	63	63	67
4	70	59	56	62
5	60	55	51	58

5. Attempt any two of the following questions.

12

- a) What are index numbers ? State the use of it.
- b) If  $E(x) = 0.8$ ,  $\text{var}(2x+5) = 10$  Find  
 i)  $E(5x - 2)$                       ii)  $E(5)$   
 iii)  $\text{Var}(x - 2)$                       iv)  $\text{Var}\left(\frac{2x-5}{7}\right)$

- c) A random variable x has the following probability distribution

X	0	1	2	3
P(x)	1/8	3/8	3/8	1/8

Find :

- i)  $E(x)$     ii) Variance of x

6. Attempt any two questions of the following.

12

- a) Explain in detail the meaning of time series analysis.
- b) Calculate price index for 1995 & 1996 using 1990 as base year from the following data. (Use simple aggregate price relative method)

Commodity	Prices (Rs. Per unit)		
	1990	1995	1996
A	5	6	4
B	7	10	7
C	8	12	6
D	20	17	16
E	500	550	540

- c) How do the additive and multiplicative models of series differ from each other? Which one is generally used.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**ELECTIVE PAPER-A (ANY ONE) - A 3.4.2**  
**Stock & Commodity Markets (242)**

P. Pages : 1

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to right indicate full marks.

1. What do you mean by 'Book Building'. Explain in detail the process of book building. 12
  2. Write precise answers any four. 16
    - a) Derivative
    - b) FPO
    - c) Stock exchange
    - d) Credit rating
    - e) Future contract
    - f) National commodity exchange
  3. Answer any two of the following. 12
    - a) Explain in details the benefits of commodity market.
    - b) What are the various types of debentures.
    - c) Briefly explain the credit rating agencies in India.
  4. Answers any two of the following. 16
    - a) What do you mean by primary market & also explain the significance of primary market.
    - b) Discuss in brief the function of stock exchange.
    - c) Explain the different types of shares.
  5. Explain in detail securities & exchange Board of India (SEBI) with the function & power of SEBI. 12
- OR**
- Can you explain the role & function of depository in India.
6. Briefly explain the participant in future and option market. 12
- OR**
- Discuss in brief the difference between appraisal & future market.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--



**A 1.5**  
**Principles of Management**  
**(115)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answer to both sections shall be written in the same book.

**SECTION - I**

1. Explain F. W. Taylor's contributions to management. 12
2. Write precise answers **any four**. 16
  - a) Concept of span of management.
  - b) System approach to management.
  - c) Techniques of effective co - ordination.
  - d) Management - Science or Art.
  - e) Human behaviour Approach.
  - f) Contingency Approach.
3. Attempt **any two** of the following : 12
  - a) Meaning & importance of Departmentation.
  - b) Explain Barnard & social system theory.
  - c) Limitation of planning.

SECTION - II

4. Attempt any two. 16
- a) Define co - ordination & co - operation.
  - b) Contribution of Herbert Simon & Petter F. Drucker.
  - c) Explain steps in planning.
5. What is line & staff organisation. Explain advantages & disadvantages. 12

OR

Distinguish between administration Vs management.

6. Define the term management. Explain various level. 12

OR

Define Authority & Responsibility in details.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



A 4.5

## Business Entrepreneurship (225)

P. Pages : 2

Time : Three Hours

Max. Marks : 80

### Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.

### SECTION - I

1. What are the types of entrepreneur on the basis of single & collective? 12
2. Write a short notes on any four. 16
  - a) Feasibility testing.
  - b) Cash flow statement.
  - c) Internal factors affecting entrepreneurship.
  - d) Resource mobilization.
  - e) Role of entrepreneur.
  - f) Leadership.
3. Answer any two of the following : 12
  - a) What are the problems of Indian entrepreneur in India?
  - b) Explain the role of entrepreneur in economic growth with reference to economic development.
  - c) Explain the potential of trade services.

**SECTION - II**

4. Attempt **any two** of the following : 16

- i) What are the function of Entrepreneur.
- ii) Explain the stage involved in identification of project.
- iii) What are the different sources of finance.

5. Explain the problems of Indian Entrepreneurship in detail. 12

**OR**

What is the success story of Aziz Premaji as a Entrepreneur?

6. Explain the Liberalisation & Privatization of entrepreneurship. 12

**OR**

Explain the entrepreneurship in developed countries in detail.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



A 2.5

**Marketing Management (125)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answer to both section shall be written in the same answer book.

**SECTION - I**

1. Define marketing. Explain the role of marketing in economic development of India. 12
2. Write precise answer any four. 16
  - a) State the role of channel of distribution.
  - b) What do you mean by product?
  - c) Briefly explain packaging.
  - d) Scope & importance of marketing.
  - e) What is branding?
  - f) Meaning of advertisement & its role.
3. Attempt any two of the following. 12
  - a) What is need of product planning?
  - b) State the function of packaging.
  - c) What are the organizational problems?



SECTION - II

4. Attempt any two. 16
- a) How will you evaluate the organisation of marketing?
  - b) Explain the different channels of distribution.
  - c) Trace out the role of physical distribution.

5. Explain product life cycle in details. 12

OR

Describe the role & theory of pricing management.

6. Define market segmentation & its importance. 12

OR

Describe marketing mix.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



A 5.5

**Business Research Methods (315)**

P. Pages : 1

Time : Three Hours

Max. Marks : 80

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answer of both sections should written in same answer book.

1. What do you mean by Research? Explain the objectives & aims of research. 12
  2. Write a short notes on **any four**. 16
    - a) Bounded case.
    - b) Labour market.
    - c) Citation
    - d) scaling
    - e) International Business.
    - f) Empirical Research.
  3. Answers **any two** of the following. 12
    - 1) What are the skill required for Action Research?
    - 2) What are the points to be taken in mind before framing the Questionnaire?
    - 3) List out the different sources of information.
  4. Attempt **any two** of the following. 16
    - a) What are the various types of databases?
    - b) Explain in detail variable range case of critical cone.
    - c) What are the Importance of Research?
  5. Explain the role of references in the field of research in details? 12
- OR**
- Which are the steps should be followed for the research design?
6. List out in detail the secondary sources of the purposes of conducting the research. 12
- OR**
- Explain in detail the role of research with the help of different types in the Human life.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



**A 3.5**  
**E-Commerce**  
**(215)**

P. Pages : 2

Time : Three Hours

Max. Marks : 80

## Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All question are compulsory.
5. Figures to the right indicate full marks.
6. Answer to both sections shall be written in the same answer book.

**SECTION - I**

1. Distinguish between traditional payment system and modern payment system. 12
2. Write precise answers any four. 16
  - a) Explain the levels of e- commerce.
  - b) State the advantages of e-commerce.
  - c) Explain briefly risks from mistakes & Disputes.
  - d) How are e-cheques processed in e-markets.
  - e) What is mobile commerce? Explain in brief.
  - f) What do you mean by security? Explain briefly security concepts.
3. Attempt any two of the following. 12
  - a) Outline the need and importance of e-commerce.
  - b) Explain value chain model.
  - c) Differentiate between conventional commerce and e-commerce.

**SECTION - II**

4. Attempt any two of the following. 16
- a) Describe the risks in e-payments.
  - b) Write a note on mobile commerce & E-business.
  - c) Outline the meaning of filters and explain different types of filters in e-security.
5. Explain business models based on nature of transactions in E-commerce. 12

**OR**

Explain the different e-payment cards.

6. Explain different attacking methods. 12

**OR**

Describe the Advertising Models of e-commerce transactions.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



A 1.6

## Office Automation (116)

P. Pages : 2

Time : Three Hours

Max. Marks : 80

## Instructions to Candidates :

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to the right indicate full marks.
6. Assume suitable data if necessary.
7. Use of logarithmic table is allowed.
8. Use of an electronic media such as mobile phone, digital dairy, electronic calculator is not allowed.

1. Attempt any eight of the following.

16

- a) What is template?
- b) Define workbook.
- c) What is e-mail?
- d) Write steps to add presentation header and footer.
- e) How to change presentation's background.
- f) Write steps to setup an incoming appointments.
- g) How to insert watermark in document?
- h) How to protect worksheet data?
- i) What is "To- Do" list?
- j) How will you print a word document?

2. Attempt any three of the following.

12

- a) How to insert a chart & graphics into presentation.
- b) What are the features of MS-Word 2007?
- c) How to find & replace text of document.
- d) Explain any two mathematical functions use in MS-excel 2007.
- e) Enlist the steps to add a chart & worksheet to a document.



3. Attempt any three of the following. 12
- Explain the contents of ribbon in MS-office 2007.
  - Explain the various file format to save document in MS-word 2007.
  - List the steps for creating an e-mail account.
  - How to insert & delete a row & column in o worksheet.
  - Differentiate between sart data & filter data.
- 
4. Attempt any four of the following. 16
- What is slide transition & how to add special effect to a slide?
  - What is conditional formula? Explain with example.
  - How can you automate the word correction process?
  - Write a short note on "File Attachments."
  - How to import data into MS- excel data base?
  - Explain slide layouts in power point presentation.
- 
5. Attempt any three of the following. 12
- Explain the following terms in excel.
    - Theme
    - cell.
  - How contact list is crated in Ms-outlook express.
  - Write a step-by-step procedure to do each of the following activities using MS- word.
    - To insert a special symbol/ character in word document.
    - To check the spelling mistakes in a word document.
  - Write a step by step procedure to create & share electronic business card.
  - Write a short note "Commenting tools."
- 
6. Attempt any two of the following. 12
- Explain document security & digital signature in brief.
  - What is the need of mail merge in MS- word? Enlist steps of mail merge.
  - What is total & subtotal in MS- excel? Explain the procedure for applying both automatically by example.

\*\*\*\*\*

Seat Number

--	--	--	--	--	--



आदर - 043

**A 4.6**  
**Management Information System**  
**(226)**

**P. Pages : 2**

**Time : Three Hours**

**Max. Marks : 80**

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Figures to right indicate full marks.

**1. Attempt any eight of the following.**

**16**

- a) Define computer network?
- b) Enlist basic operations in data processing system?
- c) Give any 2 characteristics of M.I.S?
- d) What do you mean by electronic commerce?
- e) What is E.D.I?
- f) Explain the terms B2B and B2C?
- g) Enlist types of M.I.S?
- h) Enlist types of network topologies?
- i) State any 4 application areas / sector of M.I.S?
- j) What do you mean by S.C.M?

**2. Attempt any three of the following.**

**12**

- a) What is ERP? Give any 3 advantages of ERP?
- b) Explain various types of computer networks?
- c) Explain, M.I.S. in production management system?
- d) Explain concept of wireless communication?
- e) What is E-business? What are the types of E-business?

आदर - 043

1

P.T.O

3. Attempt any three of the following. 12
- Explain process of decision making with neat diagram.
  - What is application of financial management in M.I.S?
  - Write brief note on electronic data interchange? Give two advantages of it?
  - Express your view about decision support system?
  - What do you mean by C.R.M. ? Give two applications of C.R.M?
4. Attempt any four of the following. 16
- Write a note on executive information system?
  - Explain concept of supply chain management with 3 advantages.
  - Explain role of M.I.S?
  - Explain use of planning and control in the business?
  - Give advantages of electronic commerce?
  - Explain basic framework of M.I.S?
5. Attempt any three of the following. 12
- Write a brief note on TPS?
  - Explain the process of M.I.S. development?
  - Define the term management? Explain structure of organization?
  - Explain marketing management system in brief?
  - Why M. I. S. is important for any type of business?
6. Attempt any two of the following? 12
- Procurement management system, what is it?
  - What are the pitfalls in M.I.S development?
  - 'Any business is a system', comment?

\*\*\*\*\*

Seat Number

--	--	--	--	--	--

आदर - 044



**A 2.6**  
**Internet & Applications**  
**(126)**

**P. Pages : 2**

**Time : Three Hours**

**Max. Marks : 80**

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. Figures to right indicate full marks.
5. All questions are compulsory.

1. Attempt any eight of the following. 16
  - a) What is C2C?
  - b) Define the term internet.
  - c) List out various table tags.
  - d) Which are various business models.
  - e) What is CRM?
  - f) Define EFT.
  - g) What is ATM?
  - h) Define e-business.
  - i) What is WWW?
  - j) Define HTML.
  
2. Attempt any three of the following. 12
  - a) Explain advertising model.
  - b) What is HTTP ? Explain its need.
  - c) Give difference between traditional v/s e-commerce.
  - d) State & explain services of internet.
  - e) Describe three models of e-market.

आदर - 044

1

P.T.O

3. Attempt **any three** of the following. 12
- a) What is e-commerce? Explain B2B.
  - b) Explain online transaction.
  - c) What are advantages of Radio button.
  - d) Explain various body tags in HTML.
  - e) Explain various table tags with its use.
4. Attempt **any four** of the following. 16
- a) Define e-business with its various services.
  - b) Explain online buying process.
  - c) Explain basic components of HTML.
  - d) What is e-CRM?
  - e) What is e-market ? State its advantages.
  - f) Explain the anatomy of internet.
5. Attempt **any three** of the following. 12
- a) What are various CRM Areas?
  - b) What is concept URL?
  - c) Explain various frameset attributes.
  - d) Explain assessing process of marketing effectiveness.
  - e) Explain the concept of customer satisfaction.
6. Attempt **any two** of following. 12
- a) Explain various uses of e-mail?
  - b) What is e-customer ? Which factor satisfies customer in marketing.
  - c) Write short note on meta & body tags.

\*\*\*\*\*



Seat Number

--	--	--	--	--	--

आदर - 045



**A 5.6**  
**Corporate Governance**  
**(316)**

**P. Pages : 2**

**Time : Three Hours**

**Max. Marks : 80**

**Instructions to Candidates :**

1. Do not write anything on question paper except Seat No.
2. Graph or diagram should be drawn with the black ink pen being used for writing paper or black HB pencil.
3. Students should note, no supplement will be provided.
4. All questions are compulsory.
5. Answers to both section should be written in same answer book.

**SECTION – I**

1. Briefly explain the concept of "corporate governance" also discuss the benefits of governance. **12**
2. Write a short notes on any four. **16**
  - a) Quality of product.
  - b) Trademark & copy rights.
  - c) Risk management.
  - d) Independent director.
  - e) Ombudsman.
  - f) Principles of governance.
3. Answers any two of the following. **12**
  - a) Discuss the role of regulator in the light of corporate governance.
  - b) What are the various issues in corporate governance.
  - c) Explain the Role of Board of Directors.

आदर - 045

## SECTION - II

4. Attempt any two of the following. 16
- a) Explain the Role of Accountants in corporate governance.
  - b) Discuss the main points of Narayan Murthy committee report 2003.
  - c) Explain the importance of Nomination committee in corporate governance.

5. What are the various corporate governance norms as prescribed by securities exchange board of India. (SEBI) 12

OR

Briefly discuss the corporate governance practices in India.

6. Discuss in detail the internal as well as external corporate governance controls. 12

OR

Can you explain the role of audit committee & remuneration committee in the light of corporate governance.

\*\*\*\*\*